RETAILERS SET UP CHRISTMAS PROMOTIONS
NEW METAL RADIO SHOW FILLS AOR VOID
SPOKEN WORD LPS NOT ALL TALK
CASH BOX INTERVIEW: ANDY SUMMERS
THE RIGHTS OF COMPOSERS
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EDITORIAL

The Rights Of Composers

For more than a year now, ASCAP and BMI have been locked in a legal battle with a group of independent television stations over the blanket licensing fee and its application to syndicated television programs. The dispute, known as the Buffalo Broadcasting Case, was decided in favor of the television station group by the Circuit Court, and is now being heard on appeal.

The gist of the argument put forward by the broadcasters is that the long-standing blanket licensing arrangement — which they have abided by for 30 years — is a hardship that causes a restraint of trade, violates antitrust laws and prevents price competition. Yet through the years, these same plaintiffs have continued to operate under the rule and have been unable or unwilling to do business under the already existing alternative per-program payment plan.

ON THE COVER

At the heels of Robert Plant's solo success of late, it would only be natural for an equally gifted singer and performer like Atlantic artist Paul Rodgers to follow suit. Rodgers, you might recall, was the lead vocalist for hard rock British combo, Bad Company, which had much success with such hit singles as "Can't Get Enough" and "Feel Like Makin' Love" and released five well-received LPs before gradually disbanding. Ironically, Bad Co. and Plant's former band, Led Zeppelin, were signed to the same label, Swan Song.

"Cut Loose" is Rodgers' debut solo LP and it continues where his former band left off. The record is filled with the blues based hard rock and same vocal punch of old. The only difference is that Rodgers plays all the instruments as well as producing "Cut Loose."

Born in Yorkshire, England, the R&B influenced singer began his musical career at the age of 17 at which time he played in various bands before hitting the big time with the formation of 60s rock group Free.

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**Confident Retailers Set Up Xmas Gift-Giving Promotions**

*by Jim Bessman*

NEW YORK — Spirits buoyed by timely major new releases and a continuing retail sales trend, retailers are confident that Christmas is the season they've seen in recent years. As one dealer put it, "Ordinarily we approach Christmas from a position of weakness, but this year we're in a position of strength." Thus, some retailers are laying back this year and letting the Christmas season roll itself. Others are mounting major efforts in making prerecorded music a prime gift-giving item.

One of many retail chains going all-out is Camelot Music. "We anticipate that with the economic turnaround and consumers willing to spend money, it will be crazy times," predicted Bill Rese. Camelot's marketing director, whose bullish mood is shared by many other dealers, Rese reported that Camelot was going heavy on print channelwise, with three ads in November and three more in December scheduled. "I can't say enough about print this year," said Rese. "We've found that it really works super for us since more people are checking out the paper to see what's on sale. We'll have a heavy push on records and cassettes and accessory items, and we'll be offering something for every price range as we can, which will appeal to more people than a 60-second spot on only one or two pieces."

Rese said the ads would be half-page or better, depending on co-op support. He said that other media would be used to enhance the print campaign. "We'll reinforce print with radio in as many markets as we can to get a double-punch on some of the featured items. We'll also be using MTV on a national basis on a consistency basis on weekends in November and December because MTV covers 85 percent of our stores."

Washington, D.C.-based Wxie Maxie is taking a similar approach in their holiday ad campaign, but according to vice president David Blaine, this year's effort has been "one of the strategic changes from last year." "We peaked too early last year," explained Blaine. "We went hogwild the week of Thanksgiving and placed too much emphasis on the Black Friday and weekend immediately following Thanksgiving — when people are out anyway, it can be too overwhelming. We're focusing on the two weeks which are more important. We've just begun our advertising campaign this year, and though we're making serious expenditures in November our greatest percentage of spending is scheduled for the weeks ending Dec. 4 and Dec. 11, with 15 percent and 21 percent of the budget respectively. We've also saved a big chunk of the budget for the weeks between Thanksgiving and New Year's and will goose it a little bit with ads."

An additional ad vehicle, used at Wxie for the first time, will be cable music programming. However, one retailer noted that the cable music channel is just now being hooked up in five of the chain's 20 stores areas, along with some surrounding suburbs. However, chain president Larry Rosenbaum was unsure whether or not the spot in preparation for that channel by the station's advertisers schedule calls for mostly across-the-board radio formats, with a lot of cross-promotion with stations necessitated by declining manufacturer support. In this light, Rosenbaum noted that Flip Side would be spending its own money this year, with a heavy emphasis due to cooperation in advertising and merchandising from those ven-

(continued on page 21)

**Appeal Court Hears Buffalo Bdct Story**

*by Fred Goodman*

NEW YORK — The Buffalo Bdct is back again here last week for the second round in the Buffalo Broadcasting case. Speaking before Judges Jon Numan, Richard J. Cardamone and Ralph Winter of the U.S. Court of Appeals for the Second Circuit, lawyers for the American Society of Composers, Authors and Publishers (ASCAP), Broadcast Music, Inc. (BMI), and BMI's affiliate members each presented separate arguments on why the Court should overturn the 1982 District Court decision that threw out blanket licensing of independent television stations for collecting performance royalties (Cash Box, Sept. 4, 1982). Speaking for ASCAP before a full house of television broadcasters, attorney Jay Topkis said that since the broadcasters had won the 1969 adjudication that found blanket licensing to be reasonable, they cannot now argue that it is unfair. He noted that ASCAP gave up $53 million in fees in return for the adjudication in 1969. Topkis further argued that dismantling of the blanket licensing system was unnecessary since per-program licensing arrangements exist as an fallback if stations want to obtain their own direct source licenses.

During the BMI presentation, attorney Ted Chaplin argued that lower court judge (continued on page 14)

**NARM Rack-Jobs Support 4X12 Tape-Pak**

LOS ANGELES — At the National Association of Recording Merchandisers gathering in Scottsdale, Arizona last week, attending rack-jobbers voiced support for the 4X12-inch prerecorded audio cassette package. While some NARM members are promoting larger 8X12-inch packages, others at the meeting expressed fears that bigger formats will be difficult to stock and retail. Among those supporting the 4X12-inch package was Pickwick Distribution executive James Moran, in a speech to attendees, warned that the 6X12 package would increase distributor costs and restocking needs for rack-jobbers. He joined others in endorsing the 4X12 package, citing its display advantages.

(continued on page 15)

**New Metal Radio Show Set To Fill Album Rock Void**

*by Harry Weinger*

NEW YORK — While supporters of the heavy metal music scene have long noted the continuing existence of the genre, rock radio has often been resistant to the growing underground movement. That resistance is lessening, however. Stations, some through careful dayparting and others with heavy metal specialty shows, are incorporating loud rock 'n roll into their music mix. In addition, a new syndicated program featuring nothing but heavy metal, called Metalshop, is set to debut in January of 1984.

"The reason to do this kind of show is very clear," noted Josh Tragenbaum, head of the program production firm MJJ Broadcasting. "There is an enthusiastic audience for extremely loud, hard-driving rock 'n roll, and it's something that's been happening for fifteen years."

Album rock stations that are sticking with their AOR image in the wake of the increase in Top Forty-styled rockers, are finding great success with metal, and, programmers, according to Feajurk's claim of the music's sustained popularity. Tony Berardinini, general manager of WBCN in Boston, has been hosting a heavy metal hour at the station for two years.

"This is not a new movement, it has always been there," he stated. "The people who listen are just more difficult, they are not easy to reach."

Charles Kendall, program director of WNEW-FM in New York, may not play a heavy dose of metal, but he doesn't believe rock radio is afraid. "You can take it back to your hometown," he said, "and you can take the independent attitude that goes with the music all the way back to Elvis Presley if you want. It's just a matter of planning."

For you want a good concentration of 18-24 males and a solid core of teens, metal's a good thing to play."

Kendall noted a shift in AOR programmers' perceptions sometime at the start of this past summer. "I really feel the US Festival keyed radio people's awareness," he observed. "When the heavy metal day went by they worried about something else."

The resurgence in metal is giving stations a bigger choice of material and better selection to choose from. While the major labels are just beginning to draw sales success from groups like Def Leppard, Judas Priest, Mandarin and Quiet Riot, independent firms have been steadily rocking the heavy metal fires, and are gaining acceptance on major AOR outlets.

Steve Sinclair, director of marketing and promotions for Torrance, California-based Enigma Records, found he was selling 10,000 copies of an Armed Saint LP with no airplay. "With a play on a station, it can go two, three and four times that," observed Sinclair. "A station can gather up these passionate followers, and while they are a smaller audience percentage than the contemporary hits stations, they can really garner higher ratings."

Sinclair was especially enthusiastic about the new crop of heavy metal hours. "These shows are very important," he emphasized. "Even one play is extremely meaningful, and registers in sales immediately. The fans are avid listeners, and they will wait to hear a song they've only heard about or seen in a store. And then they'll go out and buy it."

The label has a number of custom subsidiaries for their product, including (continued on page 15)

**Bluesman in Berkeley**

Tower Records recently celebrated John Lee Hooker Month at its nationwide Chain of stores. Hooker has been cited as a key influence on such artists as the Rolling Stones and Jimi Hendrix. The master bluesman (pictured above) spent time signing autographs for fans at Tower's Berkeley outlet.
RAWLS AND FRIENDS — Lou Rawls gets a warm reception after his performance at the annual Congressional Black Caucus Foundation Dinner. Pictured above (l-r) are: Congressman Harold Ford (D-TN); President and general manager Louisiana/Texas Rawls; and saxophonist Dick Gregory.

RIAA Certifications For October

NEW YORK — October certifications by the Recording Industry Assn. of America (RIAA) included five platinum albums, 16 gold albums, and four platinum singles.

Four of the five platinum LPs simultaneously achieved gold status. They were “An Innocent Man,” Billy Joel; Columbia; “Alpha,” Asia; Geffen/Warner; “Greatest Hits,” Andy Supply, Aristar; and “Eyes That See In The Dark,” Kenny Rogers, RCA. The other platinum album was “State of the Heart,” Quiet Riot, Pasha/CBS.


The three gold singles were: “Total Eclipse Of The Heart,” Bonnie Tyler; Columbia; “Sweet Dreams (Are Made Of This),” Eurythmics, RCA; and “Islands In The Stream,” Kenny Rogers (duet with Dolly Parton), RCA.

The October certifications compare to three platinum albums, 10 gold albums, and two gold singles in October, 1982. Year-to-date totals are now 36 platinum albums and one platinum single, and 86 gold albums and 42 gold singles. This compares with 42 platinum albums and singles, and 92 gold albums and 20 gold singles for the first 10 months of 1981.

Meanwhile RIAA/VIDEO, the video division of the RIAA, certified five platinum and 14 gold video awards for the best-selling and most-attended videocassette/videodisc titles in October. Platinum awards went to “The Verdict,” CBS/Fox Video; “Porky’s,” CBS/Fox Video; “Playboy Volume I,” CBS/Fox Video; “On Golden Pond,” CBS/Fox Video; and “High Road To China,” Warner Home Video.


The October video awards bring year-to-date totals to 109 gold and 24 platinum as compared to 35 gold and four platinum for the entire year of 1982. There were no awards in October last year.

CBS Sues Recording Group Boston For “Not Less Than $20 Million”

NEW YORK — CBS Inc. has sued Epic recording group Boston and its producers for allegedly breaching an agreement by which the group would record and deliver a total of five albums to the company, and by which the company would be permitted to require delivery of an additional five albums. The suit, filed last week in Superior District Federal Court in Manhattan, seeks damages of not less than $20 million.

The CBS complaint states that Boston delivered only two albums, “Boston,” in 1976, and “Don’t Look Back,” in 1978, the two discs selling a combined total of over 7.5 million in the U.S. The lawsuit charges that Metal Health damages incurred from the group’s failure to deliver the third, fourth, and fifth albums in the contract exceed $10 million. It further estimates additional damages exceeding $5 million based on the deprivation of CBS options on the other five albums following delivery of the first two.

A third claim for damages exceeding $5 million was made by CBS based on its estimated additional revenues from the existing Boston albums but had the group delivered its remaining three albums.

The CBS complaint lists Boston as consisting of Tom Scholz, Brad Delp, Barry Goudreau, Fran Sheehan, and Stb Hashian. The group’s producers are Paul Ahern and Charles McKenney.

RAKA Inks “Hispanic Beatles”: Menudo

NEW YORK — RACA Records has signed Menudo, the Puerto Rican-based teen group, to a long term recording contract. The group’s first album under the new agreement, “A Todo Rock” will be issued in the U.S. Puerto Rico and Mexico immediately.

In announcing the deal, Jose E. Menendez, divisional executive vice president, operations, RACA Records, also revealed that the group would be releasing their first English-language record next year in an attempt to expand their U.S. audience. “The appeal of RACA’s Spanish-speaking countries is well known,” said Menendez. “They have become recognized as the Hispanic Beatles. Their releases are now multi-million sellers. We plan not only to expand their audience among Spanish-speaking Americans, but to introduce the group to a broad new audience of American teens.”

CD Software Prices Stable For 2-3 Yrs.

LOS ANGELES — Although Compact Disc manufacturers are attempting to reach a wider base of consumers in addition to the audio-oriented market, they say that CD software prices will not be significantly reduced for another two to three years.

Several CD manufacturers planning to introduce players below the $800 pricetag early next year, the software supply, which is still at a limited capacity, will remain the rate over $100.

These facts gave a clear indication to the people who attended the National Assocation of Recording Merchandisers’ rack jobber conference in Scottsdale, Ariz., recently, that CDs will not reach their full commercial potential for some time.

At the gathering, Jerry Shulman of CBS Records announced the release of an additional 30 titles slated for release by early next year, and he stated that the company will pursue the monthly release schedule originated this year of approximately 100 titles. Shulman also noted that two thirds of the CD trade, CBS/Sony presently goes to the Japanese market. Also, the factory plans to produce three million CDs for this year.

Early reports from Japan indicated the average buyer bought just 15 to 20 CDs. Trainain also reported that there have been cases of piracy where the CD’s back-up tracks were used to make illegal tapes.

For The Record

LOS ANGELES — In last week’s issue, a story ran that a record executive had been quoted as saying “Living In Oz,” reaching platinum status was erroneously headlined, stating it had gone gold rather than platinum.
SONY'S MTV COMMITMENT

Sony is a pioneer. We build new markets for new products. We have a long-range vision to see new industries develop from new technology.

MTV: Music Television is a pioneer, too. It has created a revolution in the way America relates to music. It launched the first phase of the music video revolution.

Now Sony is launching the second phase—Video 45s and Video LPs. Music video programming you can own at affordable prices.

We at Sony believe in MTV. We believe in the revolution it began. We believe in stereo music video.

Accordingly, we are announcing an unprecedented, unilateral action: Starting November 1, 1983, Sony will advertise Video 45s on MTV. Every day. Seven days a week. Month after month. Rain or shine.

Someday, everyone in America will know that what they like on MTV they can buy at a record or video store. And that's when the music video revolution will be complete.

If you're a record or video dealer who would like to profit from Sony's MTV Commitment, order your Video 45s now. Check with your Sony representative or call 1-800-522-5229 (In NY) 1-800-847-4164 (Outside NY) for information.

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OUT OF THE BOX

PIPPES OF PEACE — Paul McCartney — Columbia QC 39149 — Producer: George Martin — List: None — Bar Coded

“Pipes Of Peace” contains the creative upswing begun with McCartney’s last album, “Tug Of War.” Living up to the illustrous past of an Ex-Beatle is no easy task, but this LP is one to be proud of. Romantic, sentimental and yet wry with humor, McCartney’s latest batch of songs combine fine craft with heart. “Sweetest Little Show” and “Average Person” are beguiling character sketches with a definite British flavor. Michael Jackson duets with McCartney in a pair of upbeat pop exercises, the current hit “Say, Say, Say” and “The Man.” Perhaps best of all about “Pipes Of Peace” is its near perfect arrangements and production — old Beatles mentor George Martin deserves credit here.

2X2 — Blue Zoo — RCA AFL 1-4845 — Producer: Tim Friese-Green — List: 8.98 — Bar Coded

Don’t be deceived by the boysth good looks and fashionable attire, as well as a member of the band’s incredible line-up. With Billy Idol, this band can actually plan and compose intelligent songs both fashionable and memorable Working within the soul boy territory of Wham! and the disco pop of Duran Duran, Blue Zoo creates accessible music without being derivative, and it’s not about a definite originality and focus. Combining disco backbeats with rhythmically urgent drumming, the pulsating tempo becomes a solid background for the intertwining of keyboard and guitar melodies all topped off by melodramatic singing. Songs like the single “Cry Baby Cry,” “John’s Lost” and “Open Up” tackle different intended moods with equally adept skill.

NEW AND DEVELOPING

ROLLING STONES (Rolling Stones/Atlantic 7-99813) — Undercover Of The Night (3:59) — (Colgems-EMI Music, Inc. — ASCAP) (Jagger-Richards) (Producers: The Glimmer Twins & Chris Kimsey)

With bits and pieces having steadily leaked to a number of stations across the country, the first Stones studio single in two years is finally officially here, and they prove once again there’s no middle-age laziness in the cards. Drums with a sound like machine-gun fire and omenoz accent to the Twins’ island of politics and sex in America. It’s also a notch for scratch mixers. “Undercover" sizzles with a rock ‘n roll dance energy, with Jagger’s vocals and Richards’ guitar solo particularly for. Get ready to hear this and the rest of the LP, the last studio record for Atlantic, well into ‘84.

TRIO (Mercury/PolyGram 914 501-7) — Boom Boom (3:25) — (Colgems-EMI Music, Inc. — ASCAP) (Jammer/Krauser) (Producer: K. Voorman)

In this era of record-making sophistication, it’s reassuring to know that this band is making music as utterly minimal, yet catchy, as this. Germany’s Trio first gained attention here and abroad with “Da Da Da,” a monotone singsong a listener either found delightful or irritating. “Boom Boom” is no more complex — and no less infectious — than its predecessor. With vocalist Stephen Remler recliping in deadpan fashion over the chorus’ pummeling guitar hook, the song resembles an odd blend of a rap number with the Trogs’ “Wild Thing.” The tillitating goings-on in the lyrics belle the austere production sound — but that just adds to the sty. Fico gets by as little as possible, and it works.

FEATURE PICKS

POP

UNDERCOVER — Rolling Stones — Rolling Stones/Atlantic 7 9920-1 — Producers: The Glimmer Twins and Chris Kimsey — List: 8.98 — Bar Coded

Entering their 40s hasn’t mellowed Mick Jagger and his comrades an iota, as the rush ’n roll of “Undercover” demonstrates. Steamy sexuality and threats of violence are in abundance. Or cattle rustle? Whether he’s pleading for love in “Feet On Baby,” describing decadence in “It Must Be Held” or rapping about an axe murder in “Too Much Blood,” Jagger is still playing the ageless bad boy to the hilt. Keith Richard and Ron Wood have turned out their patented dirty-but-deft guitar licks, sounding particularly gritty on “Pretty Beat Up” and “All The Way Down.” Amidst all the lustful observations are some topical asides as well — “Undercover Of The Night” takes a chilling look at South American dictatorships. “Undercover” is raucous and swaggering, an LP bound to offend some — but, with the Stones, who would expect less?

ELVIS — A LEGENDARY PERFORMER (VOL. IV) — Elvis Presley — RCA CPL 1-4848 — Producer: Joe Deary — List: 8.98 — Bar Coded

The fourth volume in RCA’s Presley archival series is a varied and often pleasingly surprising collection of tracks spanning The King’s three decades as a recording artist. Rockabilly revivalists enthusiasts will be interested to hear Presley’s unvarnished but energetic readings of “When It Rains, It Really Pours” and “One Night,” recorded in the ’50s. Other highlights include a felty rendition of “That’s All Right” (from Elvis ’68 TV special) and an electric blues treatment of “Reconsider Baby.” All previously unreleased, these recordings are a valuable addition to Presleyana and entertaining listening to boot.


Idealism and social commentary remain reggae pioneer Jimmy Cliff’s hallmarks. “The Power And The Glory” features both positive visions of world unity (“We Are All One,” “Love Solution”) and critical views of international tensions (“Piece Of The Pie,” “The Power And The Glory”). These thought-provoking messages are set to compelling reggae grooves, making this LP far, far for the fastest as well as the heartfelt. With interest in Jamaican and African sounds higher than ever, it’s time Cliff’s powerful, infectious music received the attention it deserves.

CUT LOOSE — Paul Rodgers — Atlantic 7 80121-1 — Producer: Paul Rodgers — List: 8.98 — Bar Coded

As lead singer of hard rock unit Bad Company, Rodgers enjoyed considerable popularity in the ’70s. On this, his first solo recording, he continues in his familiar bluesy hard-living, hard-loving vein with few concessions to current fads. “Cut Loose” is a one-man operation, with Rodgers handling all instrumentation as well as vocals. The sum product is a focused, personal LP with much appeal for fans of mainstream rock. Standout cuts include the blues-boogie title track and ballads “Live In Peace” and “Northwinds.”

KISS (Mercury 814 671-7) — Lick It Up (3:58) — (Kiss) (Ascap) (P. Stanley/ V. Vincent) (Producers: Michael James Jackson, Gene Simmons & Paul Stanley)

The masks may be gone but the music has hardly mellowed, as Kiss’ first single and new LP titletrack ably demonstrates. High lead and backup vocals over a slowly throbbing guitar and drum rhythm set up an instructive lesson in feeling good, including such tips as “You got to live like you’re on vacation” and “It ain’t a crime to be good to yourself.” The simple message and melody make it all immediately palatable.


Having already received a good dose of airplay, this side from the “True” LP is the natural follow-up to the album’s hit title track. More up-tempo than the “True” single, “Gold” features the group’s re-tooled pop harmonies with an energetic thrust. A pretty sax solo also highlights.

BLACK CONTEMPORARY

JUNIOR (Casablanca/Polysgram 914-725-7) — Unison (3:54) — (Warner-Tamerlane Publ. Corp./Sprocket Music Co., Inc./WB Music Corp./ReWind Music Co., Inc. — BMI/ASCAP) (B. Roberts/A. Goldmark) (Producers: B. Roberts & A. Goldmark)

Another release from the “All The Right Moves” soundtrack, and not available on either of Junior’s two LPs. It’s the first non-original for the Brit triple-threat, and features his hard ‘n honey voice. The stark ballad "Peaceful Warlike," with orchestral percussion, and it’s Junior that make it a stand-out. Targeted for black contemporary and Top Forty.


The leader of this young singer has established herself as a pop-hit songwriter, and this effort from her “Sixteen” LP picks up the tempo from her biggest successes. Sporting not unlike the Supremes with a hint of Prince-ly keyboard effects, Lattisaw looks to broaden her radio base. Irresistible.


The title track to their new LP is a pleasing mid-tempo dance number, with a sexual innuendo not easily lost in the mix. The group’s harmonies are balanced by a vocoder over the open, and it returns to great effect for the ride-out.


Tite cut from Cashmere’s first album is brightened by the warm touch of a muted trumpet in the bubbling opening rhythm track. The horn resures throughout
Andy Summers
Photographer

At the turn of this decade, three musicians with platinum-dyed tresses gave new meaning to the phrase "power trio," The Police — bassist/vocalist Sting; guitarist Andy Summers; and drummer/founder Stewart Copeland — were catapulted into the league of superstar rock 'n' rollers after two years of new-wave cult acceptance, middling record sales and an inattentive mass market. The band's third album, "Zenyatta Mondatta," scored them two Top Ten singles, "De Doo Doo Doo Da Da Da" and "Don't Stand So Close," and sudden, the Police were everywhere.

The success story by now includes three platinum LPs as well as a gold catalog; the group has played American arenas, with occasional stops in music-hungry, out of the way foreign lands. Not bad for a threesome who sprang from the nether world of England's late 1960s punk movement.

Copeland, an American son of a Lebanon-based CIA agent, was living in London at that time and chose to form a band unlike the rock dinosaurs enjoying success in his home land. In early 1977, he hooked up with Newcastle native Gordon Sumner, a sometime school teacher and an alleged bass player with other-worldly sensibilities. Copeland and Sumner (now made it simpler) then met in Paris and Kevin Ayers alum Andy Summers while in France on an early gig, and after bludgeoning second guitarist, Henry Padovani, The Police were born.

With Copeland's new-found wave attitude, Sumner's experienced musicianship and Sting's melodic writing credits to go with his sac, the group dove headlong into the British music scene. Their first gig took place in Birmingham, England, with a limited audience and a couple of songs to be born anew during extended jamming. A single, " Roxanne," recorded and released independently in 1978, was subsequently picked up by A&M Records for their "No Wave" compilation. A complete Police LP on the label, "Outlandos d'Amour," followed. The group made their way to the States from the relative, low-budget fashion, cramming themselves and their equipment into a van while curiously criss-crossing to do appearances. Gaining in respect and sales, The Police garnered quite a bit of industry attention. A Revolver LP, "Regatta de Blanc," was released at the end of 1979.

If the next LP, "Zenyatta Mondatta," confirmed their growing popularity, the group's recent triumphs have solidified their current status in contemporary music. Three hit singles, including "Every Little Thing She Does Is Magic," were pulled from the more varied "Ghosts In The Machine" LP of 1982. This past year, however, may be known as the "Year of the Police," as the band hit number one on every conceivable chart around the world. The current album, "Syncrony," is an all-out affair in sales and has the top spot on the Cash Box album chart for months.

Andy Summers shocked his core of musician friends when he announced in 1982 that he would be signing with实验性吉他手Robert Fripp. Fripp, who is known for his collaboration with Fripp & Eno, is known for his experimental approach to music. Fripp & Eno's collection of collaborations has been both thrilling and controversial. Some fans praised their work, while others were disappointed with the direction they took. The collaboration between Fripp and Summers was something that many fans were excited about, as they were both known for their innovative and boundary-pushing work.

"The Police It seems have always made an effort to play in a lot of exotic places. Summers: We've always had the desire to go to exotic places and see what they're like. It's also a lot of fun to play them and pretty challenging. It takes you out of the ordinary. You could just go on playing in America and doing the circuit over and over again. But of course there's more to it — why do that when the whole world can be your oyster? I don't know why other people don't do it as well. Also, since we've become so well known, we've been offered a lot of exotic gigs. We seem to have come across the idea of the Police as a very personal project, and especially, while we've been playing for many years — it's the one thing you can always return to. It's a haven, a lot of demons with a camera and guitar.

Cash Box: One of your first independent projects that I know was your work with Robert Fripp, How did that come about? Summers: This project originated with me writing a letter to Robert, seeing if he'd be interested in getting together at some point in time to try making an album. And he was, and we spent about a year talking on the telephone occasionally until we were able to make the time to get together because of the various schedules and so on. We wound up in England and we'd only met once in New York and had a twang on our guitar for about an hour. We went to the studio really not having an idea of what we were going to do and it started from there. We sort of made it up as we went along. But it was a lot of fun and a very satisfying project. I guess we'll probably go in and do another something else.

Cash Box: Do you foresee these Independent projects forcing some slowing down of The Police or the chance you won't conti-

Summer: Oh, we're going to continue. But we'll continue in our own time. We just had an incredible amount of activity and we haven't stopped ever, really. We've been on the road about seven or eight months by the time we come off in February. That's a lot of work. Plus, just this incredible success with this album. I think we should take a rest from everything. I'm sure we'll go on doing other things, but we want to take a rest from touring at least. We'll probably get together next year and put a live album together. But in terms of heavy touring, I don't know if we'll be doing any of that next year.

Cash Box: So often Sting is perceived as the heart of The Police; Summers: That's sort of par for the course.

Cash Box: He seems to be the most out-

Summers: I don't think that's true at all, I think he's the quiest one, actually. We have enough savvy to understand the way things work and in terms of how the things are publicized, I take all that for what it's worth. We're all doing what we want to do, but we want to do it in a lot of different ways and we are doing very well. Good luck to everyone.
NEW LATINO LABEL - Rhino Records has just formed a new label named Zyanne (Zyonne). The key behind this label's formation is "to promote Latin rock and roll." The initial three releases cover a wide spectrum of the genre, ranging from a classics oldies package to an anthology of new East L.A. bands. "The Eastside Sound," which features East L.A. bands like Zyanne, Rich Valens, Canibal and the Headhunters, and several others; "Los Angeles" takes a more contemporary tack and includes traditional Latin rockers Calles and Los Perros as well as progressive combos like the Drat, the Amazing and Odd and the Best. These last three are jammed with the band's greatest hits, among them "Whittier Blvd." and "Jump, Jive and Harmonize." The fledgling label — conceptualized by Ruben Guevara of Con Sapos — will have a contractor-party at Club Lingerie Nov. 15, highlighted by the first Hollywood performance of Thee Midniters in fifteen years. The show means "always," and that's exactly the type of ongoing status Rhino plans for in the future.

PUBLISHER'S PACKAGE - In a rather bold (and expensive) move, Lance Freed of Almo/Imaging Music has issued a special limited-edition, five-album package entitled "East Memphis Music" to promote the wealth of southern blues tunes available from the publisher. In addition to the discs — which include 81 songs from Stax artists including Otis Redding, Booker T & the MGs, Wilson Pickett and the barrelhouse genius of Howlin' Wolf — the package also contains a 44-page "audio-catalog" featuring many of the top producers, artists, and songwriters in the hopes of interesting people in recording the R&B classics.

WILL THE REAL JACK HAYWORTH PLEASE START SCREAMIN'? Over the years, Pumping Piano Productions — headed by WB publicity chief Bob Merlis and local rockabilly rook Garth Feln — has held a New Year's Eve bash (with the exception of 1983) featuring hot party bands like The Blasters, Joe King Carrasco and The Crowns and The Rubber City Rebels and attended by a good number of industry party was graced by the talents of former Phil Specter protégâ Darlene Love, and for weeks afterward L.A. was buzzing with accolades about her triumphant comeback. Well, this year Pumping Piano is throwing another end-of-the-year celebration, and the guys behind it are hoping to nab Screamin' Jack Hayworth for entertainment. This year's event is just one problem — the legendary blues singer is nowhere to be found. So, Screamin', if for some reason you're gazing at this column, we invite you to contact us so we can put you in touch with the party makers. And, hey, it might mean a free trip to the city of angels and some wild times... so why not?

SHORT CUTS - Word has it Warren Zevon has moved from L.A. to New York, split up with his soulmate Kim Langford, and has been through some changes, sort of like a Waring blender. Hot news on the site of its "Rappin' Rodney" LP featuring Rodney Dangerfield, RCA plans to release another funnydize, entitled "Solid Gold" from A/C chanteuse Marilyn McCoo. On the album, which is sure to conjure up memories of hanging out at the Avalon Ballroom, her songs are a collection of such tackles such recent hits as The Police's "Every Breath You Take," Culture Club's "It Takes Two," 4 Mix's "Dancing in My Head" and "Taco's Vinaigrette" and the song "Acapella," which will have a party/show for Freeway Records' release "English As A Second Language (Talking Package).... According to sources at MCA, Night Ranger sold out six dates in Japan a month in advance... Iggy Pop is currently in Hollywood recording a holiday material with Steven Uselson of the Plugz for the soundtrack to the upcoming Universal film "Repo Man." The new CBS-TV series "L.A. Law" is being shot around now and it's called "True Story"... Carla Olson of the Textones makes a guest appearance in Bob Dylan's new vid... I.R.S. Video Corp. In association with Sony is presenting a showing of the commercially-available tape "Police Around The World" on Nov. 8. Both tapes feature CBS-TV with exclusive tapes of the John DeLorean drug transaction and promising to deliver videos of Vicki Morgan and Alfred Bloomdale's escapades, Larry "Hustler" Flay and his wife Althea have been hosted by the singer/songwriter Tim McGraw. Among the guests who have shown up for drinks, eats and general merriment are Joel Mitchell, Devo's Mark Mothersbaugh and Jerry Casale, Larelle Newman, Terry Southern, Dennis Hopper, Jack Nicholson, Timothy Leary and Marjoe Gortner. We hear Southern and Hopper, allegedly working on a film tentatively titled "Save Those Dogs," have found "her not meeting the criteria for involuntary commitment." Francis, 44, was traumatized seven years back when she was sexually assaulted in a Howard Johnson Hotel... With 1984 loom...
BMI-Engel Classes Begin 24th Year

LOS ANGELES — The Broadcast Music, Inc.-Lehman Engel Musical Theatre Workshops will begin its 24th year at BMI’s national headquarters in New York City.

Overseeing the workshop’s ongoing activities will be a consulting committee of BMI veteran members: Kari Kenyon (Featherstone, Herringbone and Blanco) who will direct the first year class; Maury Yeston (Nine) who will lead the second year class; and Richard Enquist (Elizabeth and Essex and My Heart Is In The East) who will direct the advanced workshop consisting of more developed students.

McDaniel Tapped

LOS ANGELES — MCA Records announced that Jay McDaniel has been named national A&R field director. In this new position, McDaniel will coordinate all activities relating to Album Oriented Radio. Prior to his appointment to MCA’s national promotion manager. McDaniel began his career in the music industry as a radio program director and record promoter.

Nautilus Films CD Deal

LOS ANGELES — Nautilus Recordings has announced the signing of an exclusive audiophile distribution agreement for its line of direct-to-disc digital and half-speed mastered SuperDiscs with Precision Sound Marketing of Bothell, WA. This move concludes several months of negotiations and gives to Precision the exclusive rights to market Nautilus’ SuperDiscs to retailers and distributors in all regions of the United States except the Upper Midwest and the Deep South.

Precision Sound Marketing has been selling the product since 1979 on a non-exclusive basis in the Pacific Northwest territory.

New Solid Gold Office

LOS ANGELES — Solid Gold Records has opened its first stateside office in New York. They have signed on in conjunction with its international distribution agreement with MCA Records. MCA will also distribute the label in the U.K. while the Canadian distributor remains MCA.

Helmig the new office will be industry veterans Andrew Franks, director of marketing & A&R,production, and Bill McCathy, national promotion director, U.S.A.

Children Named Sr. V.P. At PolyGram

NEW YORK — Harold Childs has officially been named senior vice president of urban/black music for PolyGram Records. He will assume overall responsibility for urban/black music operations, including A&R and marketing.

Childs formerly served A&M Records for more than 15 years. One of the first national album promotion people in the music industry, he held various positions at A&M including national director of album promotion, director of East Coast operations, vice president of promotion, and senior vice president of sales & promotion. Among the many acts he helped break for the label were Quincy Jones, Brothers Johnson, Police, Supertramp, Styx, LTD, Jeffrey Osborne, The Carpenters, Human League, Atlantic Starr and the Go-Go’s.

Chills was recently named Record Executive of the Year for 1983 and 1984. “We are very proud to have a man of Harold Childs’ caliber and experience join the PolyGram family,” said Guenter Henkel, president of PolyGram Records Group.

“We feel very confident of the continuing and increasing success of the urban/black music division under his leadership.”

Ocean Front Lists Forthcoming LPs

NEW YORK — The two-month old Marina del Rey-based Ocean Front Records has lined up its initial set of album releases, all due out by the end of the year. Albums by Tyrome Davis and Garland Green will be released this week. The San Francisco-entitled “Something Good,” contains his current single “I Found Myself When I Lost You.” Green’s album is self-titled and features his current single “Tryin’ To Hold On.”

David Williams and Race will each have albums out within the next three weeks, both featuring singles which have just been released. Williams’ LP will be “Take The Ball & Run,” also the name of his new single.

Dick Clark Media Archive Taps Don Barrett

LOS ANGELES — Dick Clark’s new firm, Dick Clark Media Archives, has named Don Barrett as director of acquisitions. The company, established to restore, preserve and make available rare television and motion picture films, will initially concentrate on locating footage of early performances by rock artists. Barrett joined the program development division of the Dick Clark Company in June, 1983, after starting the Nostalgia Satellite Network as part of the Satellite Network. A private media material collector, he has extensive knowledge of film and television history. The Dick Clark Media Archives can be reached at 800 S. Robertson Blvd., Los Angeles, CA 90035.

MEN AT PLAY — Columbia recording group Men At Work recently concluded their four-month tour of North America with two sold-out shows at New York’s Radio City Music Hall. A standing ovation was heard at the close of their final performance at Radio City on November 2nd. The group was supported by the band’s favorite group, MCA Records’ newest acquisition, the band’s former label, Ruffian Records.

EAST COASTINGS

FROM THE SHMOOZE ROOM — CBS Records has been demonstrating — and quite admirably — that records aren’t the only thing they know how to market. The company has been capitalizing on their muscular second and third quarters to do a pretty nifty sell on themselves. In recent months, the strength of Michael Jackson has been used to help sell network television programs on how the record industry is bouncing back; WNEW’s Ten O’Clock News, and WPX’s Wall Street Journal Report. And while both stories were generic, they offered a heavy CBS slant and almost more than just music news. A recent with group president Walter Yetnikoff to the Cash Box at WABC-TV suggest that the same scenario will again be played out on that station in the not-too-distant future. But the crowning achievement must have been the recent feature story on the upscale and influential New York Magazine by financial columnist Jack Egan, which again focused heavily on CBS music and music总裁 Bob Dil and which should have certainly helped the company when Yentofit sits down to chat with Wall Street this week at the annual investors and analysts meeting. Nor should the fact that CBS has loaded up with new albums by Paul McCartney, Bob Dylan and Barbara Streisand before looking down the barrel at the Christmas season.

START STUFF — Reggae fans should take note of a new outfit, Sunsplash Records in Maryland, which has debuted the first four titles in what will be a series of 11 Live LPs culled from the 1982 Reggae Sunsplash Festival. Volume 1 features Tools & The Maytals. 2 is dedicated to Chalice; 3 features Yabby You & The Wailers; while 4 is a collection of 32 Reggae artists, including the likes of Youth, Byron Lee & The Dragonaires, Prince Shirley and The Maytals. Upcoming titles cover DJs, instrumentals, Mutaburaka, Eek-A-Mouse, Michigan & Smiley, and assorted solo 45s and LPs. Sunsplash has just released their first album, an LP of Minnesota-based Llewellyn Communications is aggressively going after the vany market Live with a new program soliciting ticket sales for release on cassette. The firm’s come-on letter says their “judging panel will be very flexible in accepting new tapes — in fact anything you can put on tape that we feel ‘anyone can hear.”

For the past few years, Charlie Parker’s daughter, Klnn, has put out several albums both here and in Europe. Now, Kitty Bruce, daughter of ultimate hipster Ronnie Bruce, is showcasing around New York as The Bruce Family, and has been working with Jimmy and various other bands.

WHA THOUGHT IT? — But the latest rave from the British Isles is a quintet whose lead vocalist names Alice Cooper as his primary influence. The band, Alien Sex Fiend, and fronted by Steve Jones, is a cult following of which the band has sent a box set, End of Days, to the Honey Masters in development.

WE THOUGHT IT — Yetnikoff. As a sender of our cue cards last week, before the birth of a son, Blake Douglass... Edisons E.G. is to issue a 10-track Brian Box set. Entitled Working Backwards 1963-1973, the set will run the gamut from the most recent “Apollo” back to ‘Here Come The Warm Jets.” In addition, the box set also features two early 70s non-LP tracks, “Seven Deadly Fiends” and “The Lion Sleeps Tonight” as well as three new tracks completed last month... Truth in advertising: we were pleased to see that reviews of the new RCA David Bowie disc, “Ziggy Stardust” stiered as clear vinyl pressings were in fact black. Way to go, guys... WHOA THOUGHT IT? — But the latest rave from the British Isles is a quintet whose lead vocalist names Alice Cooper as his primary influence. The band, Alien Sex Fiend, and fronted by Steve Jones, is a cult following of which the band has sent a box set, End of Days, to the Honey Masters in development.

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TOASTING ZORBA — RCA Records recently hosted a party for New York record merchants following a performance of the musical "Zorba." RCA has released the original cast album of the musical. Pictured standing with "Zorba" are Anthony Quinn (far left) are Ben Karol, owner, King Karol Records; Bob Rifkind, director, sales, Eastern Region, RCA Records; and Mrs. Jerry Saks, Pictured seated are (l-r): Marchese de Medici Almirante, a friend of Quinn’s; and Quinn’s son Danielle.

"NEW ACOUSTIC MUSIC" — Rounder Records is spearheading a new consumer and retail awareness campaign aimed at its own artists and those on other labels which it perceives as having slipped through the merchandising cracks. General manager Duncan Brown says that the drive, set to run through January, is his label’s biggest marketing/advertising campaign in its 13-year history. "We’re trying to establish a presence and awareness of different forms of music that frequently have a bluegrass or jazz sourcepoint but don’t fit into these categories anymore,” says Brown. "Records of this type go by many names like ‘jazzgrass,’ ‘spacegrass,’ ‘bluejazz,’ and most notably, ‘dawg music’ along the lines of David Grisman. But retailers are faced with the problem of where the hell they go and often put them in three or four different places such as rock, bluegrass, jazz and folk. There’s no label that caters to this marketing structure. So we’re trying to offer a direction by coming up with a way to make something happen at retail by establishing a very broad term that will include most but that people will understand and know how they’ll get, so no one will get the impression that they’re getting Def Leppard doing ‘Greenleaves.’" The central feature of the promotion is an 11-song LP entitled "The New Acoustic Music Sampler," featuring single tracks off Rounder albums by Darol Anger, Mike Marshall, Russ Barenberg, Pierre Bensusan, Norman Blake & The Rising Fowl String Ensemble, Jerry Douglas, Bela Fleck, Mark O’Connor, Tony Rice, Alan Stivell, Tony Trischka, and Rob Wasserman. A loss leader for the label, it sells for $1.50 to distributors, $2 to retailers, and $3 to consumers. Related merchandising materials include an abstract art retail display poster also naming the artists on the sampler, post cards with the artists’ names and the stylish "New Acoustic Music" logo, and a bagstuffer sheet listing titles, and information on the artists and labels that fall under this category, which is also defined therein as "a loose title covering a growing body of contemporary music that defies and transcends old categories… embodying many of the most vital qualities of various acoustic traditions including old time fiddle tunes, bluegrass, ethnic or world music, and blues." Noted about Rounder’s new appointed retail promotion director, "We’re trying to develop a home for these artists and overcome the problem where people label things folk or jazz and then listeners and programmers won’t explore it due to a negative predetermination against the labels. These artists are definitely not folk or jazz, though they come out of that tradition." Paul goes on to cite a "resurgence" in the popularity of acoustic music and feels that it appeals to an important demographic. "There’s surely a move afoot, a renaissance in acoustic music. Audiences are very demanding these days. They’re more educated, and are hit by waves and waves of music, so they have become very critical and look for good musicianship and songwriting together, not one backing up the other. Then there’s also the element of the 25-45 age group that grew up very much into music but doesn’t want to listen to AC/DC or Def Leppard, who feel that pop music has abandoned them. Even though it’s the same demographic targeted by soft rock stations, they find soft rock boring and not meeting their demand for creative, exploratory music. Obviously, a lot of ad dollars are going after this demographic, and there needs to be an awareness on the part of radio programmers that they are missing the mark and limiting themselves. Hopefully, the establishment of the new acoustic music label will give the message to those who need labels that this music exists and is a feasible commercial format that sells records and radio time. "To advertise new acoustic music, Rounder advertising director Scott Billington reports that display ads are being taken out in folk and jazz consumer publications and that the testing of unsold copies will be accomplished through advertising in such “non-traditional” print media as the New York Review of Books, as well as classified ads in Mother Jones, The Runner, New Age, and co-evolution Quarterly. Billington adds that following the end of the "New Acoustic Music" campaign, two to three similar marketing pushes would be held each year focusing on a specific portion of label catalog, with a blues promotion entitled "Out Of The Blues" set for next April with the goal of getting "people to view blues as a more contemporary music coming out of the blues tradition." As for the new acoustic music promotion, Brown says that other labels with similar artists and catalog would be encouraged to join in, and that the Philo label is already stamping their album jacket back covers with the "New Acoustic Music" tag.

Jim Bessman
Cash Box Profile

“Night Tracks” by Barry Allison

LOS ANGELES — As the video revolution continues to spread, more and more variations in programming may be expected to appear. Already, alternatives to the MTV formula on material normally mapped for 14- to 29-year-olds are being attempted successfully. A case in point: “Night Tracks,” created by Los Angeles-based Lynch/Biller Productions and aired nationally over Turner Broadcasting cable television system.

Beam out via SuperStation WTBS Friday and Saturday nights via satellite homes across the country, “Night Tracks” differs from the MTV approach to video in significant ways. The show is broadcast in basically two different formats, one targeted at young country artists with those by rock acts. Viewers sort their then DJs who use between videos, with no new material and no commercials included. Overall, “Night Tracks” has a general pop music flavor, with an eye towards a diverse viewing public.

“Night Tracks” is a show of the strength of music, but there’s a wider audience out there,” says 27-year-old Tom Lynch, the studio producer extraordinaire. For this reason, the Lynch/Biller team that’s MTV is narrow when it comes to their dedicated viewers, and that’s all they want. “Our approach is to avoid the really extreme rock videos,” Lynch says, “doing something for everyone. Really, what we program is whatever we personally like.”

The playlist of “Night Tracks” confirms Lynch’s description. Amidst much-seen videos by the likes of Duran Duran and the Doors are clips by Eddie Rabbit, the Gap Band and other acts not found on rock-oriented programs. Such disparate artists as X and Anne Murray appear on the same program — an approach that’s in some instances balance and compliment each other.

“Two very different artists’ videos can provide a compliment to each other,” says Gary Biller, the firm’s 33-year-old finance expert. “It’s assumed that the same audience won’t watch videos by a Murray and an X, but we don’t believe it. We want to avoid everything becoming the same.”

Lynch points that “Night Tracks” was conceived as a music showcase, rather than a music showcase with accompanying visuals. “MTV programs like a radio station would,” he observes. “We program like television. It’s a distinction that matters.”

It’s only natural that Lynch and Biller approach their show with more than television standpoint. The two formed their partnership while both were heavily involved in TV production projects. Lynch spent the late ’70s on the production staff of Don Kirshner’s “Rock Concert” program, serving as its producer during its last three years on the air. Biller, a former Compact Video, the tape editing and production company, to financial success in both the motion and television media. In May of last year they set up their production firm and achieved initial success with a series of “Country Jamboree” music specials on NBC. “Night Tracks” launched last June and soon drew impressive ratings.

If smooth and carefully-planned flow of videos typifies “Night Tracks,” “Music is always the focus of our programming,” Lynch explains. “For what we want, video almost looks like video by nature, the first to video content to link animation to video together and don’t take breaks for commercials.”

Lynch and Biller are proud of their quickness to add artists with limited previous video exposure. “We’ve been playing Lionel Richie’s ‘All Night Long’ video for over a month, before MTV picked it up,” says Lynch. “There’s no barriers in our programming to include non-rock stuff. If it’s fun and it works, we’ll go on with it.”

“Night Tracks” is not the end point of the duos ambitions. Lynch/Biller Productions is programming to unveil a half-hour music series with a variety format, “Street Beat.”

“The show will have a look of music video,” Lynch promises. “There’s room in television right now for a contemporary music and dance show, without the dated look that the others have. The formula needs some updating.”

Other ideas are in the works. A pet project of the firm’s is a children-oriented video show featuring clips by the Go-Gos, Madness and other groups with appeal to the very young. Lynch/Biller also hope to have a film under development by the middle of next year. A “Candids” special for NBC should be ready soon, following on the heels of two previous productions with “Camera” creator Allen Part.

“We want to enter the main arena of television,” says Biller. "There’s a lot to be done — we’re not gonna stop with music. “Night Tracks” has given us credibility. We’ll use that to move into other areas. It looks very exciting.”

New Music Video Co. Formed In L.A.

LOS ANGELES — Video Music Consultants, a new company created to maximize exposure of all music videos, was formed by Joan Myers.

The new company will service video clips to more than 100 broadcast and cable television outlets in the U.S., as well as pursuing live and foreign venues. Among the services provided, Video Music Consultants will handle acquisitions, distribution, promotion and consultation to facilitate the production of music videos.

Myers, who will also head the company’s New York office, previously worked with MTV, Warner Bros. Records and the Dreamland label.

Video Special Effects Device Bowed

LOS ANGELES — Trans-American Video, Inc., a division of Merv Griffin Productions, creates the unique opening title sequence for the three evenings of NBC’s “Live & In Person” on September 27, 28 and 29. The firm used an exclusive special effects device, called the Mirage.

The Mirage is the first digital video effects generator designed to create 3-dimensional video images.

Maljuck Issues Four New Vid Titles

LOS ANGELES — Maljuck Productions, Inc., will distribute four new videocassettes under its Cinemagreel label.

The new films, available in mid-November, will include two movies starring Jack Palance, Sting of the West and His Stand the Final Assault, and two horror pictures. Autopsy and Torsos.

Appeal Ct. Hears Buffalo Bldg Story

from page 5)

Lee P. Gagliardi failed to recognize that his decision in the four precedent for purchasing stations of all sizes and not just the smaller independents represented by the plaintiffs. It was further alleged that Gagliardi had a “ Blanket” and had used the video blanket licensing and that he gave too much weight to opening price competi-

tion and syndicated program producers, composers, and stations.

Speaking for the plaintiffs, attorney Ira Millstein argued that source licensing through existing pre-programming arrangements is not a workable solution. He further argued that the blanket licensing arrangement is an extraordinary situa-

tion for independent television stations, and that music rights are the only payment that should be considered for purchase of videocassettes. In addition, Millstein charged that the independents are paying two-and-a-half times the network rate for no reasonable reason other than the defendants’ power to discriminate.

“We have no option but to fight this unfair arrangement,” he said.

In his original decision, rendered August 19 of last year, U.S. District Court Judge Lee P. Gagliardi ruled that the present blanket license does not violate antitrust law and restraints of trade. The Court suggested instead that music should be licensed at the source by producers. The decision, in effect, gave local and independent broadcasters a system of “source licensing,” whereby producers of syndicated television programming pay the performance rights at “the source,” and then transfer them to local stations.

A number of which side wins at the Appeals level, the case is expected to be taken to the highest court, with both sides having made it clear they’re willing to follow it.

The five plaintiffs in the class action case are Buffalo Broadcasting, Kid Broadcast-

ing, Merv Griffin Productions, Metro Media and Storer Broadcasting.

P.R. Co. Lazarus-Rosenberg Bows

NEW YORK — Estelle Lazarus and Alan Rosenberg have opened Lazarus-Rosenberg Associates, a New York company specializing in artist development, corporate sponsorship, public relations, publicity, video placement and promotion. Current clients include Earthon Files Recording artist, Art Money, CBS-Sony Records and Publishing of Japan recording artist and author Steve Schwartz, session drummer and producer Allan Schwartz, The Young Hegeleman band, and Blue Rock Recording Studio.

Domino Records Forms


The Cash Box Top 30 Videocassettes chart is a compilation of the fastest moving titles in both Beta and VHS formats, based on sales and rental activity, as reported by various accounts around the country. The dates associated with each listing are those used by the stores that make up the reports. Since the chart is not updated weekly, it is possible that some of the titles listed above are out of print and may no longer be available.
**New Metal Radio Show**

(continued from page 5)

Metalblade, Time Coast and Liquid Flames Records. "We" are committees to ourselves a "better-than-indie" look in our graphics, and I'm making sure our records are of good sound quality," said Sinclair. "For example, SOMA in San Jose has been a little resistant to some of the heavy metal stuff. After remixing a track from local group the War Lords they added it to their repertoire list. Another indie label with quality, and radio in mind is important Records in New York. They're putting out a lot of heavy metal very well."

While there are a few stations that regularly image and/or program metal, such as KIGN in Portland, Oregon or KMET ("K-METAL") in Los Angeles, the majority of rock outlets are adopting a "wait-and-see" attitude. Felgenbaum feels his show will be a way for radio programmers to key into this passionate and visible audience phenomenon.

"Playing groups that will almost never be on Top Forty is saying to an audience that you're going to stay true to your audience."

"Most successful AOR's have always done that. A show like Metalshop has music that is so in tune with what AOR does, and you can image metal without risking anything," Kendall agreed. "It's something you can image as well as anything else without playing a lot of it," he said.

The program will be fully sponsored, said Felgenbaum, and scouted at potential advertiser's fears. "Anyone who's trying to get into the metal market, having been on the air since this thing's happening," he stated, and added the genre is not limited to gender. "No, it's not the same good female reaction. More girls are into it than people think. They want to be where the guys are."

**Bennet Elected NPR President and CEO**

NEW YORK — Douglas Bennet has been elected president and chief executive officer of National Public Radio effective October 31. He replaces Frank Markiewicz, president of Washington's Roosevelt Center for American Policy Studies. Bennet has also served as administrative assistant to Senators Arlen Specter and Bill Eadgton, and was assistant to Vice President Hubert Humphrey from 1967 to 1969.

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**Cue & Review: Short Stuff** — A couple of the major webis are distributing short form features on the "soap" phenomenon, so we thought we'd take a break from the music side and give the two a listen. Also included this week is a long-running short form "newscast" feature from WMAQ, Chicago.

**The Story** — Former state secretary of the Treasury William Simon has made another media grab, this time as intended owner of the Forward Communications Corp. group of radio and television outlets with partner Raymond Chambers.

**The News** — The private investment banking firm of Wersay Corp. Their firm has reached tentative agreement with Forward to purchase the Wisconsin-based television network that Forward will close out for a reported $87 million. The acquisition is Wersay's first venture into broadcast media.

**The Reaction** — People's interest in the field of money. Talk's, eh?

**Radio Votes** — New York City's radio stations WKJ, WLIB, WBL, WBAM, and the National Black Network's Night Talk joined together this Monday night as part of the "Night Talk" marathon at Lincoln Center's Alice Tully Hall. At press time, personalities from each station were expected to participate, and the respective stations set up remote broadcasts. Also expected to be on hand in a show of support: the neighborhoods of New York City's various races. Others expected include: the All-Black Stakeholders Committee, and the Black Community Council. This event is sponsored in the African Peoples' Christian Organization, Human Serve Foundation.

**HITS HELP CBS-FM** — The network's success with Top 40 in Boston, St. Louis and Chicago has boosted its overall share, and the FM group now features new speakers to the largest listening audience in the city. The CBS-FM group of seven stations also has a hits to play in St. Louis and Chicago.

**Names in the News** — Danny Flamberg, director of public relations for Mutual for the past three years, has left that post. Flamberg joins the Radio Advertising Bureau (RAB) as vice president and chief operating officer. The new vice president, vice president, chief operating officer and general manager of Mutual's radio division is John B. Stiles.

**The Scene** — The National Association of Broadcasters (NAB) has named advisory committees for 1983-84, the new year. These include: Bill Stevens, Doubleday; James Arcara, Capital Cities Communications; John Dorton, Gannett Radio Network; Michael Eskridge, NBC Radio; Richard Harris, Westinghouse Broadcasting and Cable; Ben Hoberman, ABC Radio; Glenn Mahone, Sheridan Broadcasting; Fred Walker, KFOG/San Francisco; Betty Walker, WPRT/Washington, and Ben Walker, WOR/Washington.

**The Promotions** — The California Radio Network has promoted and added some staff. Gayle Miller's now vice president/director of music, marketing and programming, and Andrea Massar becomes director of station relations. Joe Trenn joins the 'length as promotion director. Another syndicator, Narrotronix, has named KGO/San Diego veteran Paul Goldstein to the station relations staff. The firm that provides services for 60 stations.

**The Phonics** — Both Syndication and Zeman Radio, KJLZ/St. Louis, part of the Amato Group of radio stations, has named John Gaston general manager. Gaston most recently was GM of KFQG/San Francisco, and was also a general sales manager for WRK/St. Louis and KQX/Dallas.

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**More Birch Bark** — Here's highlights from the recent Los Angeles summer book, 12-plus, Monday-Sunday, 6 am to midnight. KABC stayed number one in the market, increasing slightly, 7-8.6. Steaming into second place was KIIS-FM, the hits station that continues to grow with each book. They added 0.4, bringing them to 10.8.

**The Notes** — Although KQMO-FM continues to lead the format race, 6.2-5.6. KLOS-FM slipped 5.6-3.2, while KMET-FM dropped a half-point, 5.0-4.5. The bottom appeared to drop out of KHTE, as they lost two pegs, 3.3-1.1. Country outlet KLZ was up a bit, 1.4-1.8. Urban station KITE-FM maintained its upward trend, 2.6-3.3.
MOST ACTIVE

13 BIG COUNTRY * THE CROSSING * MERCURY
Adds: None. Hots: WCCC, WOUR, KYKK, KNAC, WKL, WBLM, WBLM, WKL, KMET, Mediums: WCCC, WNEW, Preferred tracks: Big, Fire, Patrol, Chance. Sales: Good in all regions.

1 THE POLICE * SYNCHRONICITY * A&M
Adds: None. Hots: WCCC, WOUR, KYKK, KNAC, WKL, WBLM, WKL, KMET, Mediums: WCCC, WNEW, Preferred tracks: King, Synchronicity II, Breath. Sales: Good in all regions.

4 QUIET RIOT * METAL HEALTH * PASHA

52 RAINBOW * BENT OUT OF SHAPE * MERCURY

121 THE ROMANTICS * IN HEAT * NEMPEROR

67 SAGA * HEADS OR TAILS * PORTRAIT
Adds: None. Hots: WCCC, WKL, WKL, Preferred tracks: Title. Sales: Fair in all regions.

93 SURVIVOR * CAUGHT IN THE GAME * SCOTTI BROS.
Adds: None. Hots: WCCC, WKL, WKL, Preferred tracks: Title. Sales: Moderate to fair in all regions.

172 WAS (NOT WAS) * BORN TO LAUGH AT TORNADOES * GEFFEN

VIRGIN/EPIC

SALES: In moderate in all regions.

PREFERRED TRACKS: Summer.

SALES: Moderate in all regions.

Title. Sales: Good to moderate in all regions.

SALES: Fair in all regions.

PREFERRED TRACKS: Summer.

Title. Sales: Good to moderate in all regions.

SALES: In moderate in all regions.

MAJOR.

Sales: To fair in all regions.

SALES: To Fair in East and West.

Add: None. Hots: WCCC, WOUR, WMMS, KMET, Preferred tracks: KYYX. Sales: Good to moderate in all regions.

UP TO PARANZA

Title. Sales: Good to moderate in all regions.

OPEN.

SALES: Fair in West and Midwest.

SALES: In Fair in Midwest and South.

SALES: Fair in East.

SALES: In Fair in Midwest.

Title. Sales: Moderate to fair in all regions.

SALES: In fair in all regions.

Title. Sales: Good to moderate in all regions.
Catalog Xmas LPs Dominate Labels' Holiday Marketing

by Anita M. Wilson

NASHVILLE — With Christmas just six weeks away, record labels are gearing up for the biggest buying season of the year. Previously released Christmas albums will dominate the marketplace with only four new country Christmas albums scheduled to be released this year. These include products by Jim Owens, Christy Lane, Conway Twitty and a group collection by RCA artists. This year the record labels are concentrating their Christmas marketing strategy not only on Christmas product, but also on albums released throughout the year that have shown consistent sales activity and good response.

"Christmas albums are a specialty and generally don't do as well as our regular product," stated Jim Fosgates, MCA president/Nashville. "Unless we have a really good idea for a Christmas record we just don't do it." Last year's Oak Ridge Boys' Christmas album was the exception. The album was certified gold, marking sales in excess of 500,000 units at $8.98 per unit, which is highly unusual for a seasonal album fixed at the normal list price. The album also included the hit single "Thank God For Kids" which went Top Five on the Cash Box Country chart. MCA is ordering another 100,000 units of the album to offer for the upcoming season. In addition MCA will also be offering three other country Christmas albums at the same list price, including Brenda Lee's "Merry Christmas From Brenda Lee," Loretta Lynn's "Country Christmas" and Freddy Fender's "Merry Christmas—Feliz Navidad."

RCA Records' holiday effort also offers a variety of Christmas product including an artists' album featuring various artists and several singles. Last Year's Christmas album, "A Country Christmas, Volume I" garnered sales in excess of 200,000 units and this year, a sequel, "A Country Christmas, Volume Two" is being released as part of a best buy series. Some selections on the album include Earl Thomas Conley's singing of the traditional "White Christmas," Eddy Arnold's "Winter Wonderland," Elvis Presley's "Silent Night" and Andy Williams' "Christmas in Dixie." RCA also plans to release five singles with several traditional Christmas songs backed by some originals. These include the previously mentioned "Christmas in Dixie" and "Never Be One," by Alabama, Ronnie Milsap's "Snowbird," the Starter Brothers, Barbara Mandrell and father Irvy, Ray Stevens and John Conlee. Upcoming shows will feature interviews with such artists as Lynn Anderson explaining why she returned to the music business and an in-home interview with Waylon Jennings and his wife Jessi Colter. Some of the "Golden Oldies" segments have featured Johnny Cash performing "A Boy Named Sue" at a prison concert and Tammy Wynette performing "Stand By Your Man."

The show is co-hosted by Lorriane Crook and Charlie Chase, and Jim Owens and Hal Buckley are executive producers.

PICNIC TIME — AGAC/The Songwriters Guild executives and friends gathered for the annual Songwriters Guild family picnic Oct. 9 at the Two Rivers Mansion. Pictured at the event are (l-r): Sandy Pinkard, Lew Bachman, Executive director, and George David Weiss, president of the Songwriters Guild.

Columbia Issues Special Ten-Record Willie Nelson Gift Package This Week

NASHVILLE — Columbia Records is releasing a "Willie Nelson" Ten-Record gift set this week which will include eight single record albums and one double pocket album.

The set will include such platinum-certified items as "Red Headed Stranger," triple platinum "Stardust," the two record set, "Willie And Family," "Always On My Mind," the gold-certified "The Word In Your Mind," "Willy Sings Kristofferson" and rounding out the set are "The Troublemaker" and "Tougher Than Leather."

The set will be packaged in a library case box with a Never before released cover photograph of Nelson on the front and four-color insets depicting albums included in the set on the back, along with the original artwork from "Somewhere Over The Rainbow." "Kiss You All Over," "Take Me Down," "The Closer You Get" and "Stay With Me."

Numerous CBS executives attended the show, along with press, accounts and station personalities. Roy Wunsch, vice president, marketing for CBS Records, Nashville, attended the show and stated "Exile deserves this kind of commitment from a label."
THE COUNTRY MIKE

K95FM'S A WINNER — KWN-FM/Tulsa (K95) has been named the national first place winner of the "Best of the Best" Sales and Audience Promotion contest sponsored by the National Radio Broadcasters Assn. (NRBA). The station won for its "Miller High Life Million Fishing Classic" event which was held to benefit the Oklahoma Special Olympics and the U.S. Olympic Training Center. Ten fish were released into Lake Eufaula, each with special tags. One particular fish was worth $1 million if caught within a 24-hour period. There were 7,000 people who entered the contest, but nobody caught the million-dollar fish. Radiostations all across the country entered the contest with KWN being one of ten finalists chosen to present their promotion entries at the 1983 NRBA promotion workshop during its national convention held in New Orleans.

Representatives for the station at the final judging included Michael Weisstein, vice president of finance for Katz Broadcasting, and Della Kelly, the station's promotion director. Their presentation for the judging was in the form of a video tape outlining the planning and execution of the tournament. The entry was judged on ten categories including originality, results, and how the promotion fit the station target audience. KWN received a $500 check for the award winning promotion which will be donated to the Oklahoma Special Olympics. KWN is already busy working on plans for a free concert scheduled for early next year. "K95FM Live" is set for Feb. 17 at the ORU Mabee Center and will feature Bandana, Terri Gibbs, Louis Mandrell and Lee Greenwood. Twelve thousand free tickets will be distributed to the public by KWN radio stations.

WHO'S THE REAL EARL? — RCA recording artist Earl Thomas Conley had a chance to meet representatives of WCDX/Detroit after a recent concert. Pictured above (l-r) are Bob Burchett, WCDX's air personality, Greg Raab, program director, WCDX; Conley; and John MacNamara, RCA regional promotion representative. The station was able to meet the famous singer when Conley stopped by Lake Eufaula to participate in the Million Dollar Fishing Tournament with KWN being one of ten finalists chosen to present their promotion entries during the NRBA convention held in New Orleans.

The station's promotion director, Della Kelly, was on hand to watch the contest and her entry was judged on ten categories including originality, results, and how the promotion fit the station target audience. KWN received a $500 check for the award winning promotion which will be donated to the Oklahoma Special Olympics. KWN is already busy working on plans for a free concert scheduled for early next year. "K95FM Live" is set for Feb. 17 at the ORU Mabee Center and will feature Bandana, Terri Gibbs, Louis Mandrell and Lee Greenwood. Twelve thousand free tickets will be distributed to the public by KWN radio stations.

STATION PROFILE — WGNT/Huntington, West Virginia is a 5,000 watt by day, 1,000 watt by night station. This year the station celebrates its 60th birthday. Originally, WGNT had an adult contemporary/WM format and it was in February of this year that the change was made to country. The format is considered to be one that is modern, up-tempo and very personality oriented. They also place heavy emphasis on local news as well as being very active in promotions and various contests. Rick Wilson is general manager, Toulle Kassab is sales manager, Tom West serves as program director and Steve Richards acts as music director. The station lineup is as follows: J.B. Miller, 5:30 a.m.; West, 10 a.m. - 2 p.m.; Richards, 2 - 6 p.m.; Tom Wagner, 6 - 11 p.m. and Bill Stone, 11 p.m. - 5:30 a.m. WGNT is owned by the Stoner Broadcasting System, Inc. out of Des Moines, Iowa.

AEROBICS ON THE AIR — Complete Records recording artist, Jayne Kennedy, has taken her exercise program to radio. The radio program, "Aerorobics," is a five-minute program which combines exercise with popular music and is the first exercise program to air daily on the air. The show, produced by Syndicate II, Inc. made its debut Oct. 15 and is currently on 54 major radio stations. Each show features exercise routines from Kennedy's exercise album "Love Your Body," with each week's programming specializing in exercises for different areas of the body such as the abdomen, legs, hips, etc. This allows the listening audience to concentrate on a specific area learning a new routine every day. At the end of the week, the audience will have built up 25 minutes of exercise routines. Aerorobics is sponsored nationally by Revlon's "Sophisticated Look" products and the name "Aerorobics" is a trademark of Syndicate II, Inc.

JANUARY 1983

THE SINGLES REPORT OUT OF THE BOX


The title cut from his latest LP, "That's the Way Love Goes" gives Haggard a chance to express his soulful side. This selection highlights his genius as a singer and also his ability to interpret a song in a manner beyond the realm of country music. The superbly simple quality completes this high quality production.


"I've Been Rained On Too" off his third LP for PolyGram exposes Jones rich, smooth vocal capacities. Nice background harmonies, drums and a whistling section top off the production.

FEATURE PICKS

DAN SEALS (Liberty B-1512) You Really Go For The Heart (2:52) (Somebody's/Bibo/Welk-SESAC/Chappell — ASCAP) (C. Black, J. Gillespie, T. Rocco) (Producer: Kyle Lehning)

MIKE CAMPBELL (Columbia 34-04225) Sweet And Easy Love (2:08) (Know) — BMI (S. Phillips) (Producer: Allen Reynolds)


JOHN STEELE (Paid 201) My Urge To Roam (3:02) (Warner-Tamerlane/Pullman — BMI) (H. Coleman, K. Gibbons, B. Hancock) (Producer: Steve Dorff)

JUDY LINDSEY (Parr Time Love (3:05) (Go Betta — ASCAP) (Terri Sharpe) (Producer: Mark Berchetta)

A NEW AND DEVELOPING


"Have You Loved Your Woman Today" is the first release for this new singer/songwriter, on the newly formed MCA/Curb label. The selection offers an energetic, punchy rhythm track and tasty fiddle sections.

JONES COUNTRY — George Jones — Epic FE 38976 — Producer: Billy Sherrill — List: None — Bar Coded

Jones named his latest LP after his amonument park. Jones Country Music Park, which opened only last month in Texas near his birthplace. While Jones has settled down after his recent marriage, he still sings about his favorite topics drinking and women and the problems both can cause. "Radio Lover" and "Famous Last Words" are two of the tunes about bad relationships where the man keeps getting burned. "Wino The Clown" is perhaps the saddest song on the LP, all about a man who turns into a wino after losing his true love. The slow melodies and instrumental pieces add to the melancholy feeling of the album.


"Man In The Mirror" is a collection of love songs with substance that is enhanced by Glaser's smooth, flowing vocal treatment. The simple, yet effective arrangements are a nice break from typical string section overkill. Strong background vocals and keyboards add nice finishing touches to this combination of new releases and cover tunes. As the first artist on Noble Vision, Glaser's effort is a real credit to the fact that an independent label combined with a talented artist can create quite impressive product.

ALBUM REVIEWS

JANUARY 1983
WHO WAS THAT MASKED MAN? — The Oak Ridge Boys gave a costume party last week at Woodland Sound Studio to celebrate the release of its latest LP, "Deliver." Everyone had to dress as someone or something that delivers, and as a result there were a variety of costumes including pregnant women, mailmen, doctors and pizza deliverers. The Oak Ridge Boys and staff got into the spirit of things with their costumes. William Lee Golden dressed as a pony express man, Joe Bonsall as a furniture mover, Duane Allen was a milkman and Richard Sterban came as a Western Union man. The quartet was delivered to the party in an original 1942 Purity Milk truck amidst an array of television cameras from several networks. The night provided a variety of surprises, especially for the group, including a singing telegram from the Halsey Company, its management firm, hand-carried citations by two policemen that were issued by MCA president Irving Azoff, and a singing medley of "Deliver" to the tune of "Elvira" by Jim Fogelson, MCA president/Nashville, Ron Chancey, Noel Fox, and Jerry Crutchfield on keyboards. The MTSU and Lionel Richie are getting a mention, not only in Nashville, but also in Washington D.C. where last month at the annual White House barbecue, President Reagan asked the group to dedicate their "Deliver" album to the U.S. Congress in his name!

ACH-O-O — It seems filming a video isn’t as glamorous as it’s made out to be. Charly Pride was in New York to film a video for his latest single "Every Heart Should Have One" off his new LP carrying both charts — one of which was Kenny Rogers in 1980 with "Lady" and before that C.W. McCall with "Convoy" in 1976.

SPEAKING OF VIDEOS — Moe Bandy has just finished filming a very unusual video for a country music artist. Bandy recently had to have knee surgery on his right knee, and cameramen filmed the arthroscopic surgery as the procedure was being performed. The film was presented last week at the International Operative Arthroscopic Association Convention in Hawaii, and will be used at several other medical conventions. His latest song "You’re Gonna Lose Her Like That" is the introductory song to the video.

BREAKING RECORDS — The pairing up of Kenny Rogers and Dolly Parton has resulted in a record breaking hit, "Islands In The Stream." The single went #1 last week on the Cash Box Top 100 Singles Chart, Top 76 Country Albums Chart and Top 100 Country Singles Chart. The last time a record held the #1 position on both the country and pop singles charts was in February 1971 when Lynn Anderson’s "I Never Promised You A Rose Garden" held the honor. Since then only two records have come close to carrying both charts — one of which was Kenny Rogers in 1980 with "Lady" and before that C.W. McCall with "Convoy" in 1976.

HANDELIVERED — Jim Sharp, vice president Cash Box/Nashville, hand delivered the #1 single "Love Song" to the Oak Ridge Boys at their listening party held last week at Woodland Sound Studio for their "Deliver" LP. Pictured above are (l-r): Richard Sterban and William Lee Golden of the group; Sharp; and Oak members Duane Allen and Joe Bon- sail.

WANTED MEN — Ronnie McDowell met Lionel Richie backstage after Richie’s recent performance at Murphy Center on the MTSU campus in Murfreesboro, TN.

"Night Games." The video was filmed in New York from 10:30 p.m. until 7:00 a.m. the next morning. Pride ended up with a cold and had to have a doctor visit him at the hotel. He’ll have a chance to recuperate later this month when he travels to Australia, New Zealand and Hawaii. Who said being a star was easy!
Gospel

Spiritual Inspirational

1. WALL OF GLASS
   Russ Taff (Myrrh MBS 6706)
   "We Will Stand" 17

2. MORE THAN WONDERFUL
   Randy Parton (Capitol R 3818)
   21

3. AGEM TO AGE
   AMY GRANT (Myrrh MBS-5697)
   "All I Ever Wanted Is You" 81

4. SIDE BY SIDE
   IMPERIALS (Gospalizing/Word
   704/12075) "Waiting on the Lord" 6

5. MICHAEL W. SMITH PROJECT
   "Great Is the Lord" 42

6. LEGACY
   Michael Card
   "Hymn of Thanksgiving" Open
   10

7. 8 MORE POWER TO YE
   Petia (Star Song SP 3504)
   Open 43

8. COST THE COUNT
   David Meece (Myrrh MBS-6744)
   Open 13

9. 10 MORE
   MYLENE LEFEBRE & BROKEN HEART
   (Myrrh MBS 6750)
   Open 16

10. PRESS ON
    Joe English
    "Stop" (Myrrh Word MBS-6700) 12

11. SIGNAL
    Dallas Wom and Praise
    "_InternalArrays" (Greenleaf Records RO-3947) 13

12. "I PUT MY AWOL DDION
    (Barnes 93475 4 369) "Day of the Lord" 10

13. PASSIN THE FAITH
    "Along" The New Gaiher Vocal Band
    "No Other Name But Jesus" 15

14. THE GIFT GOES ON
    Santi (Patti (Open 15

15. SONG MEANDER
    Q Magnify The Lord" 15

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

Confident Retailers Up Xmas Gift-Giving Promotions

(continued from page 5)

do's.

In Detroit, Bad Records head Calvin Simpson was expanding his tv ad program, which worked well for him last year, but unlike other dealers, his tv spots were more weighted towards broadcast tv since Detroit's economic condition has cut our cable subscriptions. "We've found that radio costs are so expensive that you get a gross impression per dollar from tv," noted Simpson. "You also get a wider audience," he added, noting that since last year, three more stores have been added to eight-store chain locations in "more pop areas."

Like other dealers, Simpson was making use of the National Assn. of Recording Merchandisers (NARM) "Gift of Music" theme in his advertising plans. At the Southern California Licorice Pizza chain, however, the NARM program forms the primary thrust of the 34-store chain's Christmas effort. "$750,000 is being spent in this market for and "Gift of Music" via NARM, so we want to take advantage of their ads in our own," said ad director Randy Gersten.

Leading off the NARM tie-ins at Licorice Pizza is a chainwide display/store presentation contest utilizing the NARM "Gift of Music"-the gift that only moves "people" tag. The contest involves setting up displays, "gift center" bins with ribbons tied around them, and doing anything imaginable in-store to promote the gift giving concept. "Some of our stores are even answering their phones with a 'Give the gift of music,'" said Gersten. Besides using the available NARM merchandising materials, Licorice Pizza has created its own line of "Gift of Music" materials, including bin cards for steakpans and stickers for all hit product which include "To:" and "From:" fill-in blanks. The chain has also devised materials for its second holiday theme, "More," which replaces last year's "Think Licorice Pizza First For Great Gifts."

"More" means that Licorice Pizza is more hits, cassettes, videos, and gifts than ever before," explained Gersten. "That's our position. After Thanksgiving, we will have at least four different 4x4 red-and-green panels hanging from our front windows facing the street and selling out our availability of more hits, cassettes, video and gifts. In a sense, it will look like a grocery store window and should bring in produced product.

The Pittsburgh-based National Record Mart chain has also developed special signage to promote its "Check Your Gift List" campaign theme. Display signs show Santa peering over the Record Mart logo holding a gift ideas sheet which lists albums and cassettes, video games, and other accessories items. Advertising director Lance Jones reported a similar mix included in this year's Christmas ads, which include consistent Sunday print ads chainwide starting this week as well as heavy radio and MTV buys in approximately 10 key markets. "Our ads are much more effective this year," said Jones. "Instead of just listing hot albums like last year, we're including video tape and middleness and other product. While we're finding that major label co-op is the same as last year or less, we're getting a lot of support from smaller suppliers of game cartridges, videotape, and small classical lines. Everyone wants to pitch in for a quar- ter of an ad to try to co-op".

Tower Records is employing a "Give Em Records & Cassettes" promotion—also known as "The Five Weeks Of Christmas"—commencing the day after Thanksgiving with a media blitz in 17 major markets

lasting through Jan. 2, 1984. All records and tapes in the 33-store chain will be sale priced with $6.98 list product going for $5.99 in both record and tape configurations. Advnt may include national TV buys and heavy radio and print support, the latter using a repeating admat with different features and enjoying our detailed cable subscriptions. "We've found that radio costs are so expensive that you get a gross impression per dollar from tv," noted Simpson. "You also get a wider audience," he added, noting that since last year, three more stores have been added to eight-store chain locations in "more pop areas."

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last year's. At eight pages, the guides would be the same size as before but would include a

Country Xmas LPs

(continued from page linked)

Epic Records' holiday fare features previously released material including "The String "Country Christmas," Tammy Wynette's "Christmas With Tammy" and Slim Whitman's "Country Christmas," and "I'll Be Home For Christmas." Also available are two various artists albums, "Country Christmas" and "Country Christmas Xmas." CBS Records will be undertaking a major marketing campaign starting December 1 which will include radio and print advertising, not only focused on the Christmas albums but also on product released throughout the year. Roy Wunsch, vice president, promotional and marketing for CBS Records said, "Christmas music is not a primary item for the holidays. It's a gift giving time and a very tiny portion of that business is Christmas music. We want something that will have lasting value and occasionally we come out with new product when the music is there." Wunsch also explained that there is more appeal for the mid-line Christmas albums instead of the 8.98 or 9.98 line because of the short playing time involved. "There's more appeal in the mid-line items like the 5.98 because consumer's onlyware is Christmas" and they seem a little reluctant to invest 8.98 in the item unless their brand, and then there's only a very limited market for it. Capital is the third label to release new country Christmas product with Christy Lane's "Christmas And With Christy," the Nitty Gritty Dirt Band's single entitled "Colorado Christmas" which it just recorded in Nashville last month.

PolyGram will also be backing previously released Christmas product. The Slater Brothers album "Christmas Card," will be on the market for 8.98.

Conway Twitty's "Nothing But Christmas" LP is heading the Warner Bros. new Christmas releases. The album features a variety of colorful Christmas illustrations and offers 22'seen tunes including several traditional Christmas songs.

(continued from page 6)

fore—This year Marvin Norcross Memorial Golf Classic gave a large gathering of friends, representatives and artists to the annual event benefiting the Gospel Music Trust Fund. Pictured above at the event are: Mrs. Norcross, Joe Moschou, BM; and Cannan recording artist Kelly Nelcut-Thompson.
Spoken Word LPs Not All Talk

by George Koulouros

LOS ANGELES — The position of spoken word records in the pop-oriented industry has always been awkward due to the stereotyped image of being montonous monologues similar to boring chemistry lectures. Like anything else, however, spoken word records have expanded to cover a broad range of fields and can be presented in various formats. Technically, a spoken word record or tape could include anything from aerobic workout records to rap music, both of which feature people literally speaking. Nevertheless, in a more traditional sense, spoken word records mainly present the art of poetry, and futurist's stylistic progress encompassing performance art.

Spoken word recordings, which feature well-known authors reading excerpts from their works, has a definite lasting value and personal intimacy which reading a book may lack. Spoken word recordings serve both educational and entertainment purposes and its listeners have increased as modern lifestyles slowly become more leisure time.

"With the introduction of the Sony Walkman, business has gone well again," declared Caedmon's technical director for Caedmon Records. "Technology has opened a whole new market where cassette machines have sold a million tapes in this format and this new-found mobility and ease has meant that people can listen to spoken word recordings while commuting to and from work and even when in their cassette decks in their cars."

Curtin believes people have found they can use their time more effectively and productively. "The new audience is people who find that when they're cooking dinner they can listen to somebody reading. Time that was lost before is now being filled."

One of the originators of spoken word recordings, Caedmon releases children's stories, classics, science fiction readings and authors reading newly published books, such as Isaac Asimov's selected readings from Foundation's Edge and Norman Mailer's readings of The Naked and The Dead. "We're trying to bring literature to a new age and a new dimension. Spoken word has such depth and vitality that reading it misses. If a writer is alive he should read it because he'll be the primary source," reflected Curtin.

Curtin characterized people who buy these releases as a primarily upscale, mobile audience in its late 20s to 60s with a median income of about $30,000. However, she also cited a great amount of interest from students. "The educational market is very important and often, of those involved with organized special educational plans with grammar schools, high schools and even universities." Curtin added that the company's spoken word recordings are sold both in record stores and book stores.

With the gradual integration of literature and poetry into the recording world, Books On Tape has developed a mail order and rental system in which its tapes of books, read in their entirety by professional actors or who are theatrically trained, are put on loan for a 30-day period. "Our customers are basically people like commuters who drive all through the year and want something to fill that dead time in the automobile," explained Jo Bradley, the company's administrative assistant. Like Caedmon, Books On Tape also features classic literature and receives the majority of its business from middle and upper class customers "who have time to listen but don't have time to read."

CMS like the other two companies discussed before, also features the classics and presents selected readings by the original authors. The firm's Janet Golovner mentioned that there had been a slowdown earlier due to the public schools' cuts in funding. However, business was again picking up. Golovner feels that the reason CMS has emphasized the classics, especially in children's literature, is because of their lasting value, "It doesn't lose its timeliness, for it appeals to the children of this generation as it did to its parents. These are the records we have tried to produce — things that don't lose their freshness and originality and timeliness. What's good once for a child is always good."

A common aspect among spoken word labels was disinterest in venturing into the new video technology which could add a new dimension to literature. Although acknowledging the potential for collaboration, Golovner feels that it is a different kind of market and that the venture would really make no difference in that market. Mentioning that some educational companies are getting into the multimedia field, Golovner feels that, regardless of the fact that this is a very visual generation, the visual would detract from literature's effect. "I think that reading a book or listening to a story on a record is much more satisfying than having that visual," Golovner remarked. "I think that in the case of poetry it should be read and the mind left alone to conjure up its own visual interpretation. When you have a visual, someone else is doing your imagination for you. I think the worst thing we can do to our children and to ourselves is to take away from their imagination and their creativity. I'm very concerned about children and their creativity and imagination — if you lose it in childhood, you'll never gain it back."

(continued on page 26)
**BLACK CONTTEMPORARY**

**TOP 75 ALBUMS**

<table>
<thead>
<tr>
<th>No.</th>
<th>Album Title</th>
<th>Artist(s)</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>COLD BLOODED</td>
<td>Rick James</td>
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<tr>
<td>2</td>
<td>CAN'T BE SATISFIED</td>
<td>Lionel Richie &amp; Caroline</td>
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<td>3</td>
<td>NO PARKING ON THE DANCE FLOOR</td>
<td>Midnight Star</td>
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<td>4</td>
<td>THE GAP BAND V — JAMMIN'</td>
<td>The Gap Band</td>
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<td>5</td>
<td>ON THE RISE</td>
<td>The S.O. Band</td>
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<tr>
<td>6</td>
<td>THRILLER</td>
<td>Jennifer Holiday</td>
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<tr>
<td>7</td>
<td>STAY WITH ME TONIGHT</td>
<td>Jeffrey Osborne</td>
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<td>8</td>
<td>BORN TO LOVE</td>
<td>Peabo Bryson, Roberta Flack</td>
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<tr>
<td>9</td>
<td>STOMPIN' AT THE SAVOY</td>
<td>Rufus &amp; Chaka Khan</td>
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<tr>
<td>10</td>
<td>IN A SPECIAL WAY</td>
<td>Gladys Knight &amp; The Pips</td>
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<tr>
<td>11</td>
<td>FUTURE SHOCK</td>
<td>Herbie Hancock</td>
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<td>12</td>
<td>CONSIDERATION</td>
<td>Pulp Bailey</td>
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<tr>
<td>13</td>
<td>THE LOOK</td>
<td>Shalamar (Sister/Electric 9 60239)</td>
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<tr>
<td>14</td>
<td>VISIONS</td>
<td>Gladys Knight &amp; The Pips</td>
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<td>15</td>
<td>MARY JANE GIRLS</td>
<td>Gospel Sky</td>
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<tr>
<td>16</td>
<td>MERCILESS</td>
<td>Cassandra (PolyGram 811 346-1 M-11)</td>
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<tr>
<td>17</td>
<td>TRY IT OUT</td>
<td>Kool &amp; Gang (MCA-30031)</td>
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<tr>
<td>18</td>
<td>ZAPP III</td>
<td>Zapp &amp; Roger, Bros. 9 28875-1</td>
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<tr>
<td>19</td>
<td>HOW MANY TIMES CAN WE SAY GOODBYE</td>
<td>ODDBOY (Artsale All-781)</td>
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<td>20</td>
<td>THE SONGSTRESS</td>
<td>Anita Baker (Beaver Gryl 10002)</td>
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<td>21</td>
<td>HIGH RISE</td>
<td>Ashford &amp; Simpson</td>
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<td>22</td>
<td>SHE'SHADY FOR THE MONEY</td>
<td>Donna Summer (Marvey Polygram 812 265-1 M-11)</td>
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<tr>
<td>23</td>
<td>GET IT RIGHT</td>
<td>Aretha (Artsale All-80019)</td>
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<td>24</td>
<td>BETWEEN THE SHEETS</td>
<td>The Isley Brothers (TVP Records FC 87874)</td>
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<td>25</td>
<td>LET ME BE YOURS</td>
<td>The Isley Brothers (Lillie/Electric 9 6002-7)</td>
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<td>26</td>
<td>RENE &amp; ANGELA</td>
<td>(Capitol ST-8287)</td>
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<td>27</td>
<td>CANDY GIRL</td>
<td>New Edition (MCA-40839)</td>
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<td>28</td>
<td>COMMODORES</td>
<td>Motown 604ML(40007)</td>
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<td>29</td>
<td>ROCKIN' RADIO</td>
<td>MOTOWN 804ML</td>
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<tr>
<td>30</td>
<td>WE ARE ONE</td>
<td>MAIZE BEVERLY (Capitol BT-12892)</td>
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<td>31</td>
<td>UNTOUCHABLES</td>
<td>LAKESIDE (Debra 8 90024-1)</td>
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<td>32</td>
<td>SURVIVIN' IN THE 80'S</td>
<td>Aretha Franklin</td>
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<tr>
<td>33</td>
<td>199</td>
<td>PRINCE (Warner Bros. 9 23730-19)</td>
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<tr>
<td>34</td>
<td>ROBBERY</td>
<td>握音 (Epic FE 38882)</td>
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<tr>
<td>35</td>
<td>BAD ENUFF</td>
<td>SLAVE (Capital/Atl 9 07118-1)</td>
</tr>
<tr>
<td>36</td>
<td>HIGHLANDERS</td>
<td>RANDY CRAWFORD (Warner Bros. 9 23976-1)</td>
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<tr>
<td>37</td>
<td>E.S.P.</td>
<td>MILLIE JACKSON (Spring BPR-32-874A)</td>
</tr>
</tbody>
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**THE RHYTHM SECTION**

**MAKING A POINT** — Planet/RCA recording group The Pointer Sisters took time out from their busy touring schedule to tour a number of radio stations behind their latest LP, ‘Breakin’ Out.’ The trio recently stopped in to visit with Frankie Crocker of Inner City’s WBLIS-FM/New York. Picture at the station are (l-r): Anita Pointer, Crocker, June Pointer, and Ruth Pointer.
MAGNETIC — EARTH, WIND & FIRE — COLUMBIA
WAP, WLP, WKYS, WDQ, KQPS, WAIL, WLFE, KGFJ, KMJQ, WNHC, WYLD, WDAS, KUKO, WUFO, WTLA, WCIA, KGBZ, WKAX, WABA, WAPE

NUBIAN NUT — GEORGE CLINTON — CAPITOL
WAOO, WAIQ, WPRK, WLRQ, KJGB, KMJQ, WDAS, WDAB, WRBQ, WDBZ, WOBN

JOANNA — KOOL & THE GANG — DELI/POLYGRAM
WKYS, WPRK, WAIQ, WLRQ, KJGB, KMJQ, WDAS, WEDR, KDNY, KJGD, WDBZ, WOBN, W-tier

I CAN’T GET OUT OF LOVING YOU — RAY PEARL JR. — ARISTA
WAWA, WPRK, WAIQ, WLRQ, KJGB, KMJQ, WDAS, WEDR, KDNY, WUFO, WDBZ, WOBN, W-tier

BABY I’M Hooked (Into Loving You) — CON Funk SHUN — MERCURY/POLYGRAM
WAWA, WPRK, WAIQ, WLRQ, KJGB, KMJQ, WDAS, WEDR, KDNY, WUFO, WDBZ, WOBN, W-tier

MAGNETIC ATTITUDE — ANANTA — SYLVESTER

WOGO — ATLANTA — MIKE ROBERTS, PD — NO. 1 — NEW HIGHLIGHTS
HOTS, L. Richie, Mason, Prince, L. Knight, T. Brown, A. Baker, D. Prince, L. Brown, Funk

JASSMOUTH — WATFORD — GEORGE CLINTON
WAOO, WAIQ, WPRK, WLRQ, KJGB, KMJQ, WDAS, WDAB, WRBQ, WDBZ, WOBN, W-tier

2. WOBBOY — BOSTON — ELROY SMITH, PD — NO. 1 — L. RICHIE
JUMPS: 17 to 7 — G. Knight & The Pips, 12 to 9 — L. Knight, 16 to 12 — S. Summer, 20 to 16 — T. Baker, 28 to 20 — J. Marks, 37 to 29 — T. Marks, 39 to 31 — K. Shah, 42 to 34 — L. Williams, 47 to 39 — J. Marks

UWFO — BUFFALO — MARK VANN, PD — NO. 1 — E. DYSON
HOTS: L. Richie, DeBarge, S. Bunni, M. Baker, A. Stone, Big City Band, Howard Pavilion, Fourth Estate, T. Marks, L. Knight, D. Brown, Funk

WAGH — CHARLOTTE — HARRIL, PD — NO. 1 — J. INGRAM
L. Richie, L. Knight, T. Brown, Chaka, A. Baker, L. Williams, Funk

WMXQ — CHICAGO — LEE MICHAELS, PD — NO. 1 — J. HOLLIDAY
HOTS: L. Richie, A. Knight, L. Knight, L. Williams, Funk

WGMF — CLEVELAND — ERIC STONE, PD — NO. 1 — L. RICHIE
HOTS: L. Richie, T. Brown, A. Baker, L. Knight, J. Ingram, Funk

WMN — CLEVELAND — BOBBY MAGIC, PD — NO. 1 — L. RICHIE
HOTS: L. Richie, J. Ingram, Funk

WQAD — DAYTON — LANKFORD STEPHENS, PD — NO. 1 — RENE & ANGELA
HOTS: M. Ingram, J. Knight, L. Williams, Funk

WGDR — DETROIT — JOE SPENCER, PD — NO. 1 — M. WYCOFF
HOTS: L. Richie, T. Brown, A. Baker, L. Knight, Funk

WJLB — DETROIT — J. MICHAEL McKAY, MD
HOTS: L. Richie, T. Brown, A. Baker, Funk

KMJQ — HOUSTON — JIM "SNOWMAN" SNOWDEN, PD — NO. 1 — RUFUS
2 to 5 Prince, 18 to 9 DeBarge, 14 to 10 Zapp, 19 to 13 P — McCartney/McCartney, J. Ingram, Funk

WFM — MINNEAPOLIS — KARLY CARSON, PD — NO. 1 — L. RICHIE
HOTS: A. Cymone, L. Knight, L. Williams, Funk

KSD — LOS ANGELES — JACK PATTERSON, PD — NO. 1 — L. RICHIE
HOTS: J. Knight, L. Williams, Funk

WLOG — LOUISVILLE — BILL PRICE, PD — NO. 1 — T. BROWN
HOTS: L. Ruffin, T. Brown, L. Knight, Funk

WMDA — MEMPHIS — BOBBY O’DAY, PD
HOTS: L. Richie, L. Knight, Funk, T. Brown, L. Knight, Funk

WMJL — WASHINGTON, D.C. — DONNIE SIMPSON, PD — NO. 1 — A. FRANKLIN
HOTS: L. Knight, Funk, L. Williams, Funk

UP AND COMING
UNISON — JUNIOR — CASABLANCA/POLYGRAM
WHY — RANDY CRAWFORD — WARNER BROS

ONE MORE CHANCE — IRVING AND THE TWINS — ARISTA
I AM WHAT I AM — GLORIA GAYNOR — SILVER BLUE
Raffi: Canadian Kid Crooner

by Jan Plater

CANADA — Playing to big audiences is one way to measure super-stardom. However, for one Canadian star, performing before small audiences has brought him his biggest success. You see, Raffi is a super star in the eyes of children.

As Canada's most celebrated performer of children's music, he has already established his career as a serious folkinger without much success, Raffi was persuaded by his mother-in-law to perform before her nursery school children.

Surviving his introduction to the children's music scene, he decided to put together an album especially for children. Motivated by a strong belief that children's albums should be as carefully prepared, professionally performed and meticulously recorded as adult records, Raffi released his debut album, "Singsong For The Very Young." The response to the album was phenomenal, and then it has reached double platinum status in Canada for sales of more than 200,000 units.

String of Albums

Raffi followed up this initial success by releasing another album recorded in January, 1981: "The Corner Grocery Store," released in 1979, was certified gold in October of 1982; next came "Baby Ballads" in 1980, which went platinum in September of 1982. The latest release, "Rise And Shine," came out in 1983, and has gone gold in December of the same year. His most recent project, "Raffi's Christmas Album," is due to be released this November.

Eight albums and a cassette have been pressed in his own record label, Troubadour Records, as well as its main recording artist. In the U.S., Troubadour Records has released a U.S. and Canadian Interest for Spanish speaking artists as well. He plans to develop Raffi's career on the North American continent by appealing to both the large Hispanic community and the pop market.

Based in Miami, Florida — a geographically strategic location due to its proximity to both North and South America — with United States' Raffi explained, "Rodriguez is one of the biggest stars in Latin America and several other Spanish-speaking countries as well as the Hispanic community in this country. We are presently working hard on the English songs so as to reach more of the American audience.

Acknowledging the difficulty of breaking an artist in the U.S., Raffi hopes his upcoming domestic release, tentatively slated for early next year, will capture the interest of the adult contemporary market.

X-mas Promos

(continued from page 21)

greater array of product and be in four colors instead of last year's two. While the guide had been primarily an in-store piece, Strandberg estimated that 99 percent would be distributed through newspaper inserts and direct mail this time.

Among dealers who prefer to "let Christmas speak for itself" was Joe Andruelles, vice president and general manager of Florida's Spec's Music chain. Andruelles noted, however, having just completed a chainwide "Christmas at Spec's" WEA promotion in which all related product was sale-priced during the entire month. The promotion also involved giveaways of personal staples, and according to Andruelles, helped stimulate sales during "a generally slow month."

Spoken Word LPS Not All Talk

(continued from page 22)

While companies like CMS and Caedmon have found their own niche in spoken word recordings of classics in literature, poetry has also found a new outlet. Poetry, especially modern verse, is much more phonetic — the reader's voice becomes an instrument and can enhance the poem with its own interpretation.

Watershed intermediates in spoken word poetry recordings featuring both established and fledgling poets as well as many albums of past well-known works are finding new readers/listeners. Funded mainly by sales revenues and grants from the National Endowment for the Arts, Watershed released many of the tapes but also features a cassette magazine called Black Box.

Alain Austin, executive director of Warner Records in England, said, "We think this country and characterized its audience. "What's happened with poetry in this country is that we have been rediscovering the role of our own voices and of performance in relationship to our work," he said. One thing that he knows about the current audience for poetry in America is now an audience for recordings. About four million people have bought an audio cassette fancier than a million people will buy a book or a magazine.

Concerning production of poetry recordings, Austin believes that "If we can" as the title suggests, "encourage the poet to work with musicians. "Poetry itself is inherently musical to some degree and exploring ways to work with musicians in a performance situation makes for very interesting performances." Austin feels videos are a very innovative art form, "to do deep well with poetry." However, he mentioned that the present cost is much too high to actually attempt it.

Another person interested in combining music and poetry is Harvey Kubernik owner of Freeway Records, who recently released a spoken word record featuring musicians in Los Angeles new music scene and recognized local poets. The second in a trilogy, "English A Second Language," takes musicians and songwriters out of their natural environment of bashing drums and ringing chords and placed in a situation where their only instrument is their voice. At the same time, poetry is masked by the musicians, their work through publications or deliver their work in poetry readings, were able to give a totally different form of poetry. "Spoken word has longevity, and I like to think that I'm expanding it and bringing it into a new arena" explained Kubernik. "I've been a great fan of Lenny Bruce and comedy albums like the Richard Pryor performances and always was touched by the spoken world, especially in comedy, in particular, I reconnected as he tried to pinpoint his intentions working with this specific art form, "I kept an aural sense of the dialogue with people like Kim Fowley and Dennis Dragon as personal documentation in the hope of one day being able to find people who could know more about local artists." Kubernik has also been interested in bringing poetry into a visual context, yet not as a spoken word performer. Through his use of support of "English As A Second Language," poets like Wanda Coleman and Ivan Rohen have been creating new poetry reading acts in an attempt to expose the poetic aspects of music and the live performance vitality of poetry.

Also involved in combining music and poetry is Joni Strom, whose "Poetry System's label has released works by such vanguard poets as William Burroughs, Jilm Carroll, Brion Gysin and Stephen.

Joint RIAA/NARM Session In Indy

NEW YORK — Forty-five people from 21 audio and video companies attended the 1983 Recording Industry Assn. of America, and the Retailer Representatives (RRA) RIAA/NARM Officers & Intermediaries Annual Meeting, which took place in the RIAA, it was one of the most successful group meetings ever held for RIAA and members, who are also industry participants.

The meetings combined the Advanced Trade & Freeship Workshop with an RIAA Traffic Committee Meeting, Consumer Processing/Trade Committee Seminar, and RIAA Data Processing Committee Meeting. As information is exchanged and shared. The RIAA, it was one of the most successful group meetings ever held for RIAA and members, who are also industry participants.

Among the highlights of the four-day event were a panel on the increasing of the UPC bar code and computerization in pressing and duplicating plants, and "Deciding the Point of Sale: Annu-

Cash Box/November 12, 1986

26
Argentina

BUENOS AIRES — As we reported before, CBS successfully ended its gathering in Mar del Plata with plans to sell in excess of one million units during November and December, a goal that would mean between 30 and 40 percent of the year end market according to usual figures. Inter-disc is also expecting very good sales via the release of around 20 albums during the summer and 10 in November/December; the new efforts by Nito Mestre and Charly Garcia are the best bets at the company headed by Ruben Arregui, while Pimpinela and a greatest hits compilation by Julio Iglesias are winning items at CBS.

RCA had its gathering a few days later with a closing dinner at the recording studios with artists, execs and the press trade invited. RCA is also distributing the recently released flamenco and with actor Pepe Sotano, titled "The Englishman" and based on a defeated by the English invasion forces to Buenos Aires.

Redondo Records reports the release of the first album by Victor Velazquez for the label, shortly after his inking by the company headed by Juan Carlos Maquela. Velazquez is a singer and composer of regional music.

miguel smirnoff

Japan

According to the Japan Phonograph Record Assoc. (JPRRA), the total output of records in this country for Sept. 1983 was 11,650,000 copies in volume, 5% down compared to the same month last year. Of the 11,650,000, 9% up over the prior month respectively.

On the other hand, the 11,103,000 yen ($472,000,000) and 11% down respectively from the previous month and the same month of the prior year. At the same time, pre-recorded tape rose in volume to 7,337,000 units, 17% up over the prior month, although 22% down from the same month of the prior year.

However, revenue of 9,372,000,000 yen ($407,478,000) was 4% up over the prior month and 21% down from the comparable month of the prior year. The total output both of disks and pre-recorded tape for Sept. rose to 24,075,000,000 yen ($892,022,000), 1% up over the prior month and 16% down from the comparable month of the prior year. However, the gross output of disks and pre-recorded tapes for nine months represented 19.3% of the total revenue of 111,014,000,000 yen ($842,706,000), 3% down from the previous month. But, pre-recorded tape for nine months represented 26.3% up over the prior month. Finally the gross output both of disk and pre-recorded tape for nine months represented 19.3% of the total revenue of 111,014,000,000 yen ($846,969,600), 1% down from the same period of the prior year.

SANTANA SCORES DOWN UNDER — During a recent tour of Australia, CBS recording artist Carlos Santana was honored for surpassing the $7 million milestone in career record and tape sales in Australia. To commemorate the achievement, executives of CBS Records presented him with several abdominal musical instruments following a press conference at the Waldorf Hotel in Sydney. The company's managing director Ray Etter; group members Tom Coster, Kelly Jones, Graham Lear and Greg Walker; Bob Jamieson, managing director, CBS Records Australia; group member Chester Thompson; Santana; and Argentina's executives Viv Hudson, Denis Hanfitt and Chris Moss.

Argentina

Miguel Paralso

Flashdance will be released. It will also be distributed by Spar- tan. The first single of the label is from the Messengers and is titled "Great Institutions."

The Style Council predict their debut album, Flashdance — What iron and lesser released. They will be in their first UK performances in December.

During this week released his first single in over a year. Titled "Really Glad You Came," it was released by Polydor. The track is taken from the new album, "The Music Students," set for release in the new year.

The Pretenders are set to perform a UK tour in January, the first-ever British dates with their new line up. Founders Pretenders Chrissie Hynde and Martin Chambers have been joined by Rob McIntosh and Malcolm Foster. A new Pretenders single is released on Real in December. It will be "200 Miles," written by Chrissie Hynde. The album follows in the new year.

WEA is promoting Texas zio ZZ Top by declaring November 11 "National Sharp Dressed Man Day." On that day WEA will sell a limited run of CD's, and customer service salesmen and other staff will wear formal dress — dinner jackets and bow ties in support of this favorite track in the band's set. 1970 week Richard Ogden joined WEA Records as head of the UK International Department. He reports to managing director Tim Morris.

Ogden returned last year from the US. He was formerly manager of The Motors. The Eurythmics have announced more London dates to its UK tour which seems likely to sell out. Founder member of XTC, keyboardman Johnathan Parkinson, has embarked on a solo career. His first single on RCA, is "I'll My Silver Spurs." The single release will be backed by some Lon- don appearances.

Jo Boxer cancelled its London date because drummer Sean McClosky had to have his tonsils taken out. Originally it was hoped he would be fit, but it seems that he has the illness himself and had been advised to rest due to the band's 4 week tour of the US.

BPI Changes 45 Chart Rules

LONDON — Following months of debate and much controversy within the UK record industry, the BPI (British Phonographic Industry) has decided to amend its rules, which affect the playing time of the two records must not exceed 25 minutes and that there must be no more than a total of 5 tracks. Thus, if a record is supplied to a dealer with other merchandise shrinkwapped with it or otherwise shrink-wrapped, the record will not be eligible for the singles chart. If a record company or anyone else acting on its behalf, in order to ensure that the dealers with merchandise who then sell them with the records, these records will not be eli- gible for the chart.

John Denman, director general of the BPI said: "We would like to stress that record companies are free to market their products as they see fit, with or without free gifts. "We are not seeking to fetter marketing by record companies, it is for the retailer to ensure that genuine merchandising offers," he added. "We feel, however, that as far as chart eligibility is concerned, the chart should reflect the sale of records, and by implication of music. We are anxious that the chart preserves its integrity and credibility."

Maurice O'Connell, head of the BPI approved the new ruling: "I see this as a sincere effort by all of the members of the council to regard this as a problem of valuing and promoting music rather than marketing," he said.

RCA Sets Fall CD Release For Europe

NEW YORK — RCA Records will release 25 additional Compact Disc titles in Europe this fall, bringing the total of CD titles available in Europe to 46. Included in the release are the first Elvis Presley Compact Discs.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

1. Paroles — Pomada — RCA
2. Flashdance — Irene Cara — PolyGram
3. Fame — Irene Cara — PolyGram
4. Etel Adnan — La Feliciana — Inter-disc
5. Olvidado — Pimplela — CBS
6. Y Cemo El El — Jose Luis Perez — Music Hall
7. Culpable Soy Yo — Jose Luis Rodriguez — CBS
8. Musica — Jose Luis Rodriguez — CBS
9. She Works Hard — Donna Summer — PolyGram
10. Recuerdos Encadenados — Luis Miguel — EMI

TOP TEN LPs

1. Flashdance — soundtrack — PolyGram
2. Para El Pueblo — Piero — CBS
3. Me Enamoro — Jose Feliciano — Inter-disc
4. En la TV — Alejandro Escovedo — Music Hall
5. Stairway — Soundtrack — PolyGram
6. Superdisco — Various Artists — RCA
7. Pimpinela — CBS
8. Alejandro Lenner — Alejandro Lenner — MusiClic/DB
9. Un Sol — EMI
10. Thriller — Michael Jackson — CBS
**Title, Artist, Label, Number, Distributor**

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WHAT makes Midnight Oil's music immediately appealing, though, is the quintet's flair for inventive arrangements and hooks. "Outside Wait," "Read About It" and the current single "Powers And The Passion" stylistically bring rock sounds with socially conscious lyrics. An intriguing and significant debut.

BLACK CONTEMPORARY


An extension of their current concert tour, two of Motown's most revered groups pair off in friendly competition here. Kicking off the LP is "The Battle Song," a push-up-or-shut-up duel between the two. The rest of Side One is given over to the Temptations' current recordings, with the funky "Miss Busy Body" and the soothing "Sail Away" standing out. The Four Tops are showcased on Side Two, with ballads "I Just Can't Walk Away" and "Back Where I Belong" sounding especially strong. With something for everyone, this album proves a real must-see release.

BREAK OUT—Pointer Sisters—Planet/RCA BXL 1-4705—Producer: Richard Perry—List: 8.98—Bar Coded

Listening to "Break Out," it's hard to believe that the Pointers first gained notoriety as a jazz-harmony nostalgia act. Complex synthesizer grooves and piercing guitar licks define the sisters' current sound—hard, sensual and very dance-oriented. "Jump," "Nightline" and "Dance Electric" stake the same funk/rock territory that Prince, Michael Jackson and Shalamar have found so much favor with. Producer Perry has brought the Pointers' gospel-tinged vocalizing up to date, and the results are bound to win fans.

ROOTS RADICS ROCKERS REGGAE—Bunny Lee/Shanachie 43013—Producer: Bunny /Walter—List: 8.98

One of reggae's founding fathers, Bunny /Walter has remained true to the style he helped to create. "Roots Radics Rockers Reggae" is sincere, spiritual and gutty—easy-to-like without being commercially calculated. Walter's clear, expressive voice delivers moral commentaries ("The Conqueror") and romantic musings ("Viril Girly," "Love Fire") with an easy charm. Backing him are such reggae session greats as trumpeter Chinn Smith and percussionist Slycay Thompson. For those who like their Jamaican music natural rather than slick, Walter's LP is a must-have item.

FEATURING PICKS

ALBUMS

(continued from page 5)


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ON JAZZ

(continued from page 23)

Norman Grantz heard Yoshiko and gave her a chance to record and got her into the Berklee School. Later, after she graduated, she got me a scholarship there." Moving to Boston in '62, the saxophonist stayed through '65, where he began touring with Gary McFarland and broke on his own, eventually settling in New York to pursue a career as a soloist. But he soon tired of the city and returned to Japan. Watanabe quickly established himself as one of the country's leading jazz artists, and also began incorporating different types of international musics into his playing. "The audiences are very conscious in Japan," he said. "Sometimes I like being at a funeral and making it better, and I've done that. Sometimes I make it up by playing a samba, and the audiences really loved it and started moving." Since then, his travels around the world have brought new opportunities and interests to his playing. He has released albums in Japan recorded with Brazilian, African and Indian musicians, and he is currently recorded in Jamaica with Sly Dunbar and Robbie Shakespeare as well as Bob & Rita Marley's children, The Melody Makers. He has also recorded numerous albums with American musicians, and one of those dates, "Live at Budokan," contained the seeds for his brand new project, "Build Up the Night" on Elektra/Musician, by introducing him to the new LP's producer, Ralph MacDonald. "Ralph was in the rhythm section for the Budokan concert," Watanabe said. "He's been my favorite percussion player, and when I asked to work with him, he was very interested." The new disc also features several other known quantities, such as drummer Steve Gadd, bassist Marcus Miller, pianist Richard Tee, guitarist Eric Gale, and drummer-turned-vocalist Grady Tate. Out here on Elektra/Musician, it is the first album by the saxophonist for his new Japanese label, Warner Bros., and his trip to New York is part of a coordinated, worldwide promotion for the disc, handled by WEA International in the rest of the world. The globetrotter is hopeful that people everywhere will hear his music. "I feel very happy wherever I go," he said. "I usually settle on 10 or 12 cassettes that I take with me. I want my music to be one of those cassettes that other people take with them when they travel. I hope people like my music — that's my pleasure."

fred goodman

POINTS WEST

(continued from page 10)

ing just around the corner, the time seems ripe for the Youth International Party (YIP-PEI) to rear its anarchic head again. The Yips are sponsoring Rock Against Reagan concerts throughout the country. In San Francisco, Jim Mannis and Dennis Peron helped stage the musical smoke-in, with some assist from tour band Sticks Against Stones from Manhattan. "Insincts" could be the title of Romney's next album, now being recorded along with a cassette performance of "Last Tango In Paris" for RCA. Tom Paxton, who was the first to announce his thoughts about the release of Elvis' "A Legendary Performer Vol. 4" last year, and if he had any favorite tracks. His reply: "Oh, that's out already?" ... Showtime just picked up its options on the Vassar Bros. deal. "The Band that made Milwaukee famous," The Violent Femmes, returned to L.A. Nov. 2 for a gig at the Music Machine with local faves Rain Parade. The Femmes debuted a couple of new tunes before the packed house, which included a number of influential A-listers. JVM: "The Violent Femmes just played to a sold-out crowd at theu Little River Band at the Universal Amphitheatre recently, says its next project is a Black Sabbath concert segment taped in Boston. ... Hairspray of the Stars: Alright, so even if you haven't been to L.A. to see the debut of Breas/Lyle's "Music Box," you better mark his locks to see whether you were aware that Molley Crue uses Tenax to that "just electrically" look? ... Comedian David Brenner, who just released his first album — "Excuse Me, Are You Reading That Paper?" — popped into Cash Box's West Coast headquarters earlier this week to chat with the staff about some current project schedule, LPU promo plans, and how recent events in the news sometimes force him to change his monologues. "For example," the Philadelphia-Ardmore, "I had a great joke that I had to throw out just last week. When pressed for the opener and pungent line, Brenner relented and wisecracked, "It's really tough to be a folksinger these days. Really tough. Do you know how hard it is to come up with a word that rhymes with Lemon?"

jeffrey resner
AMOA: The Mood On The Display Floor

by Jeffrey Ressner

LOS ANGELES — Far, far away from the windy city of Chicago — the traditional home of the Amusement and Music Operator's Assn. (AMOA) annual exposition — the colorful and cordial city of New Orleans proved to be a worthy host to Expo '83, an event which introduced a host of new video games, laser disc amusements, pin machines, pool tables, kiddie rides and other entertainment equipment. With the central display area at the New Orleans Rivergate Convention Center and a host of seminars and service sessions held at the nearby Hilton, representatives from every aspect of the coin-op industry met to talk business, renew old acquaintances, learn new skills, pay tribute to the trade's movers and shakers, and even indulge in a bit of sightseeing when all the beeping, honking and zapping of machines at the exhibit area became too much for the senses.

Of course, the main buzz on the display floor concerned the newest innovation in coin-op games — laser disc technology. While the mood before the exhibition seemed to pin all hopes for the future of the game industry on these laser-controlled machines, by the time the event had ended, the general consensus appeared to be, "So expensive, so complex, so what?" The exposition began on Oct. 28 outside the Rivergate with a traditional New Orleans ragtime band blasting out songs like "St. James Infirmary" and "When The Saints Go Marchin' In" and, ironically enough, the band led showgoers inside the exhibition hall right up to a Cinematronics display of the first commercially-available lasergame, "Dragon's Lair." If any moment at the show matched the old and the new, it was surely when the jovial band confronted the high-tech video disc machine. Though Cinematronics' booth had several of the "Dragon's Lair" units on display, the company decided not to show any prototypes of the next lasergame, "Space Ace," opting instead to merely showcase a few sketches of the upcoming disc in an adjoining booth operated by animation firm Don Bluth & Associates, which handled the cartoon imagery for the Cinematronics piece. Practically every major company had new laserdiscs on display, including Bally Midway's stunning adaptation of Sega's live-action "Astron Belt," Miystr's breathtaking jet chase amusement "M.A.C.H. 3," Simutrek's hallucinogenic "Cube Quest," Stern's animated "Cliff Hanger," Konami/Centuri's cartoon cowboy "Badlands," Taito's "Laser Grand Prix" car race, Funai's sensual "Inter Stellar," and Williams' "Star Rider" motocrosser. Unfortunately, one of the most anticipated introductions of the entire AMOA show, that of Atari's first...
Rosen Departs Sega

David Rosen, founder and chairman of the Sega Corporation, announced his departure from the company in a letter to Sega employees on December 14, 1993. Rosen has held the position of CEO since Sega's inception in 1981 and has been involved in the company's growth and success.

In his resignation letter, Rosen expressed his gratitude to Sega and its employees for their hard work and dedication over the years. He also mentioned his personal decision to pursue other interests outside of Sega.

Rosen's resignation comes as Sega is preparing to release its new generation of video game consoles, the Saturn and the Dreamcast. The company has faced challenges in the marketplace, and Rosen's departure may signal a new phase in Sega's history.

Rosen's departure is expected to have significant implications for Sega's future direction and strategy. The company will need to find a new CEO to lead it through this current period of transition.

In an interview with GameSpot, Rosen expressed his confidence in Sega's new consoles, stating that they will be a success in the marketplace.

Rosen's resignation letter was met with mixed reactions from Sega employees, some expressing sadness at his departure, while others were excited about the possibility of new leadership.

While Rosen's departure is a significant event in Sega's history, it remains to be seen how it will impact the company's future success. Sega will need to find a new CEO who can guide the company through this transition period and help it achieve its goals.

Rosen's departure is a reminder of the challenges faced by video game companies in the current industry landscape. Sega, like many others, is facing intense competition from other companies, and it will need to continue to innovate and adapt to stay ahead in the market.

In conclusion, Rosen's resignation is a significant event in Sega's history, and it will be interesting to see how the company navigates this transition period and achieves its goals in the future.
POTPOURRI OF GAMES — A wide variety of coin-operated amusement devices filled the exhibition floor of the New Orleans Rivergate during last weekend's AMOA show. Pictured above are just a few of the pieces, including (l-r): Williams Electronics' motorcycle lasergame entitled "Star Rider"; Taito's "Laser Grand Prix" driving machine; Kasco's "Ninja Gun"; Konami/Centuri's western laser device dubbed "Badlands," Namco's wacky "Sweet Licks"; and Bally Midway's exciting pin called "X's & O's."

AMOA Expo Photo Highlights

AMOA ACTIVITY — Thousands of operators, distributors and manufacturer representatives showed up in New Orleans during the end of October to check out new coin-operated amusement, music and vending equipment at AMOA's Expo '83. Pictured above are a number of exhibit areas. In the top row (l-r) are a new two-person boxing game from the manufacturers of the Chexx hockey piece; an innovative video jukebox from Rowe; Rock-ola's jukebox-oriented display, also highlighting the company's "Pickin'" vid game; and Taito's balance-strategy amusement called "Ice Cold Beer," a natural for tavern locations. In the bottom row (l-r) are: Atari's "Firetoy" lasergame, unfortunately inoperable during the entire event due to problems with the disc software; Konami/Centuri's Olympic Decathlon raster game called "Track & Field," one of the show's biggest "hits"; Sega's sit-down version of the lasergame that started it all, "Astron Belt"; and Bally Midway's crowded display, which featured "Astron Belt" due to a new deal struck between Sega and Bally Midway.
A MOA Expo (continued from page 31)
laserdisc game called "Firebox" and based on the Warner Bros. movie picture starring Clint Eastwood, had to be cancelled due to problems with the machine's software. Although Atari spokespeople said the company was trying everything in an attempt to get the game to function including flying in the game's "master disc" on a private Lear Jet from Northern California — it was not delivered and the elaborate unit sank downtown throughout the three-day run of the Expo.

Although the lasergames caused quite a stir, with large crowds surrounding practically every exhibit which showcased one of the machines, most ops felt the pieces were extremely expensive and too many were merely in the prototype stages with shipment promised in "early 84." "MACH 3" appeared to be the most lasergame-derived the entire show, not only because of its state-of-the-art play action and knockout graphics, but also because it's currently available to ops. Clothless like the "early bird catches the worm" and "time is money" were often heard banded about at the convention, which was proving to be a major event for the lasergame industry. In 1983 players will drop $5.9 billion worth of quarters into game machines, according to the Wall Street Journal, more than $400 million less than in 1982. The advent of lasergames and especially the overwhelming success of "Dragon's Lair" is perceived by many ops as "the great white hope" for the vid amusement trade, and it was certainly evident from the throngs that gathered around the units at the show.

But lasergames were not the only devices drawing attention at Expo '83. Conventional video game pieces were also quite popular, including Centuri/Konami's "Track & Field" Olympic-based coin-op, which many ops and distributors thought was the biggest hit of the entire event. Other games which drew high praise included Entertainment Sciences' socially interactive "Bouncer;" Bally Midway's second piece based on the Walt Disney flick "Frog;" "Discs of Tron" and the latest Pac-Man sequel game called "Mr. Pac-Man;" SNK Electronics Corp.'s "Marvin's Maze;" Universal's conversion kit entitled "Mr. Do's Castle;" and Taito's amusing spy thriller "Elevator Action."

Non-video games also aroused a lot of interest from operators who wished to add a little variety to their arcade locations. Gun games like "Crossbow" and "Ninja Gun" drew accolades, as did a batch of Taito ball-balancing pieces such as "Ice Cold Beer." While pinball games weren't as prominently displayed as they were last year, notable exceptions were Bally-Midways vid-pin hybrid entitled "Granny & The Gators" and a wild, original pseudonym called "Rat Race."

Besides pins, vds, lasergames and other equipment, there was the usual display of kiddie rides, locksmiths, vending companies, token dealers, and purveyors of exotic peripheral equipment such as Ray Lang Allen, an Atlantan who displayed his $2,000 "Ultra Schokko," which sends a high voltage, low current electrostatic charge through the player's body when he wins a game. According to Allen, "It's a real trip. Your hair stands on end." Just when ops had thought they'd seen it all...

(Up ahead, Cash Box will continue its extensive coverage of this year's Amusement and Music Operator's Assn. Expo.)

INDUSTRY NEWS

New Equipment

Donkey Kong Sequel

LOS ANGELES — Following in the highly successful tradition of "Donkey Kong" and "Donkey Kong, Jr.," Nintendo of America, Inc., is now marketing "Donkey Kong 3." The game pits a new character, Stanley against the familiar Donkey Kong monkey. The player must guide Stanley in his fight to keep his ape adversary and various other creatures from invading his garden. Donkey Kong 3 has three different playboards and four difficulty levels challenging the player's skill. One or two persons can play and may, in the operator's discretion, be given from three to six game lives. The option to award a bonus life at 30,000, 40,000 or 50,000 points is available.

Adjustable coinage is also possible. A self-test and bookkeeping system providing game times and scores is provided, helping operators to make adjustments to achieve maximum location profitability. Donkey Kong 3 is Nintendo's first game to be offered on a first-release basis as a Nintendo-Pak, a game conversion kit. The kit provides new side graphics, marquee, front panel control panel and other electronics needed to change the Donkey Kong, Donkey Kong, Jr. and "Popeye" games into Donkey Kong 3. To order, contact Nintendo at 4820 150th Avenue N.E., P.O. Box 957, Redmond, WA 98052, (206) 882-2040.

Shuffle Alley

The best way to satisfy players and keep them coming back, time and time again, is to give them a variety of the newest, most innovative games, noted Williams Electronics, Inc., in announcing the release of "Triple Strike," its latest shuffle alle.

The new model gives the player the feel of real bowling with resetting pins and is the newest in line of outstanding shuffles. In addition to Regulation, Flash, Strike-90 and Big Strike, "Triple Strike" also offers a new way to play whereby 300 points can be scored by getting a strike on the first, second and even the third shot. An all-time high of 9,000 points can be earned for additional scoring excitement.

Bolds new artwork and a sleek playfield give this shuffle a fantastic, futuristic look, and, for the first time in a shuffle alley, Williams offers on this model the option of a ticket dispenser that makes it perfect for amusement centers, arcades and parks. "Triple Strike" will be available through factory distributors and further information may be obtained by contacting Williams Electronics, Inc. at 3401 N. California Ave., Chicago, Illinois 60618 or phoning (312) 267-2240.

Maurice Ferchen

Nominated President of Aladdin's Castle

CHICAGO — Maurice J. Ferchen has been named president of Bally's Aladdin's Castle, Inc., a wholly owned subsidiary of Bally Manufacturing Corporation, as announced by Robert E. Mullane, president and chairman of the board.

Ferchen has spent his entire business career at Montgomery Ward and Company, Inc., where he holds a variety of senior management positions. His most recent position was super district manager with responsibility for 44 stores in the Midwest. He has also served as vice president and regional manager, and vice president and store conversion manager.

Ferchen is a graduate of Valparaiso University with a B.A. degree in Finance and Economics.

In his new position he will oversee Bally's complete family amusement centers which include 450 locations in 45 states.

Besides Bally's Aladdin's Castle the company operates Bally's Le Mans Family Fun Centers, Bally's Pin Pac Alley, Bally's Pac Man Palace and Bally's Great Escape.

CALENDAR

1983

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

Nov. 13-16: AMOA/Our Dame Executive Development Program; Notre Dame, Indiana.

Nov. 18-20; IAAPA National Convention; The Rivergate; New Orleans, La.

Nov. 18-20: Dynamo World Soccer Championships. Holiday Inn O'Hare, Chicago.

Nov. 23-25: INCOMAT '83 (International Coin-Operated Machines Exhibition and Congress). Vienna Congress Centre, Oberlaa, Vienna, Austria.


1984

Jan. 19-21: IMA '84 (International Amusement and Vending Trade Fair). Hall 1, Frankfurt Exhibition Grounds, Frankfurt, West Germany.

(Continued on page 33)

JEDI JOYSTICK — "Star Wars" creator George Lucas was recently presented with the Atari coin video game based on his film. Atari marketing vice president Don Osborne (r) is pictured showing Lucas how to play the arcade favorite at the Lucasfilm Ltd. headquarters in Marin County, CA.
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