AMY HOLLAND

Produced by Michael McDonald

ON YOUR EVERY WORD

Featuring the single "Anytime You Want Me"

On records and high quality XDR cassettes
EDITORIAL

What Does It Mean?

While all of the activity in the industry today — major changes of regimes at labels, distributors closing, labels hopping from indies to branches and back again — it almost seems like the dark days of 1980, when the recession really took a stranglehold on the music business. However, rather than signalling the beginning of a new downward spiral, all of this current activity somehow seems of a more positive and optimistic nature.

Sure, it's never a cause for celebration when someone loses a job, a company loses a client or a business folds altogether, but sometimes drastic changes can work out for the better. Maybe the fact that so many labels, distributors, individuals and so on are working so hard to make things happen signals that we are all moving ahead once again. If recession has taught us many lessons, and the strides of those who learned them are becoming more and more evident with each passing day.

What is beginning to emerge from more than two years of cutting back in desperation is an industry that is probably more efficient man-for-man than it has been in a long time — those individuals and companies that refused to learn the lessons departed long ago.

The industry is now on the verge of new breakthroughs in the months and years ahead. Through such pioneering projects as MTV, a new promotional medium has been opened for the industry (and even forced radio to become more open in the meantime). Technological advances like the Compact Disc (CD) and AM stereo also represent new areas that may blossom into something big if handled right. And on top of all of that, sales are perking up again.

The picture is still a little muddled right now, but from all indications so far, we should be able to look forward to a good rest of the year.

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REVIEWS

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ON THE COVER

It's been a long, hard struggle for David Allen Coe to receive any kind of commercial notoriety in spite of his wide-ranging abilities to tackle just about any style of music — rock, the blues, R&B — within the context of a country song. For years, Coe refused to compromise his eclectic tastes to satisfy the stringent needs of radio programmers, and, without the advantage of airplay, he still acquired a massive cult following. Now, with the attainment of his first Top 5 country record, "The Ride," the entire country audience is becoming aware of the controversial "mysterious rhinestone cowboy.

Coe's past life — which has included polygamy and a prison sentence — has been the fodder of many a sensational media piece, but D.A.C. is moving beyond history into a new age, and the turning point is a chunk of country music history — "The Ride" — a song that pays tribute to the ghost of Hank Williams. A part of his "Castles In The Sand" masterpiece, the tune has been surrounded by a number of "coincidences" that have led many to believe that a greater force is working behind the single.

SINGLES

"Wanna Be Startin' Somethin'" — Michael Jackson — Epic

ALBUMS

LISTEN — A Flock of Seagulls — Jive/Arista

NUMBER ONES

B/C SINGLE

Between the Sheets
The Isley Brothers
F-Net/CBS

COUNTRY SINGLE

Lucille
Waylon RCA

JAZZ

Low Ride
Earl Klugh Capitol

COUNTRY ALBUM

The Closer You Get
Alabama RCA

GOSPEL

The Joy of the Lord Is My Strength
Douglas Miller And The True Way Choir Gospel/Gospel

POP SINGLE

Flashdance... What A Feeling
Irene Cara Casablanca/PolyGram

POP ALBUM

Thriller
Michael Jackson Epic

B/C ALBUM

Thriller
Michael Jackson Epic

POP SINGLE

Danski
Sammy Davis Jr. EMI

COUNTRY SINGLE

Lucille
Waylon RCA

JAZZ

Low Ride
Earl Klugh Capitol

GOSPEL

The Joy of the Lord Is My Strength
Douglas Miller And The True Way Choir Gospel/Gospel
**CASHBOX TOP 40 SINGLES**

Date: May 26, 1983

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<th>Song Title</th>
<th>Artist</th>
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<td>1</td>
<td>Flashdance: What A Feeling</td>
<td>Irene Cara</td>
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<tr>
<td>2</td>
<td>Let's Dance</td>
<td>DeBarge</td>
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<tr>
<td>3</td>
<td>Beat It</td>
<td>Michael Jackson</td>
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<td>4</td>
<td>She Blinded With Science</td>
<td>Thomas Dolby</td>
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<td>2 Unlimited / 2 Pac</td>
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<td>6</td>
<td>Come On Eileen</td>
<td>L'Roy &amp; The Last Olive</td>
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<td>7</td>
<td>Little Red Corvette</td>
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<td>Don't Let It End</td>
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<td>Faithfully</td>
<td>Journey</td>
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<td>14</td>
<td>Let It End</td>
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<td>15</td>
<td>All This Love</td>
<td>Madonna</td>
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<td>Never Gonna Let You Go</td>
<td>Odyssey</td>
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<td>17</td>
<td>Too Shy</td>
<td>Electric Avenue</td>
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<td>18</td>
<td>One Thing</td>
<td>I.N.K.</td>
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<td>19</td>
<td>Billie Jean</td>
<td>Michael Jackson</td>
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<tr>
<td>20</td>
<td>Our House</td>
<td>Madness</td>
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<tr>
<td>21</td>
<td>Even Now</td>
<td>B.B. Seeger &amp; The Silver Bullet Band</td>
</tr>
</tbody>
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**Additional Information**

- **Front Page Story (Stonebridge/New Hidden Valley)**: ASCAP/Carole Bayer Sager (BMI) - 74 3
- **Gimmie All Your Lovin' (Harlem)**: ASCAP - 51
- **How Do You Keep (WB)**: ASCAP - 63
- **Hungry Like the Wolf (Tri:ec Ltd.)**: ASCAP - 84
- **I'm Still Standing (ASCAP)**: ASCAP - 26
- **I Can't Believe (ASCAP)**: ASCAP - 48
- **Eat Cannibals (Virgin/Adm. by: Chappell)**: ASCAP - 48
- **I Won't Hold You Back (Replay/Verite)**: ASCAP - 25
- **I Like (Warner Bros. - ASCAP)**: ASCAP - 48
- ** rightly Golden/Black (ASCAP)**: ASCAP - 42
- **Love Of the Nation (ASCAP)**: ASCAP - 11
- **Little Red Corvette (ASCAP)**: ASCAP - 7
- **Looking For (BMG/Records)**: ASCAP - 42
- **Love Is My (ASCAP)**: ASCAP - 21
- **Minimum Love (Verite)**: ASCAP - 41
- **Mr. Robison (Stargan Songs Adm. by: Alaco)**: ASCAP - 73
- **Strangeways (Capitol)**: BMI - 15
- **I Want You Back (ASCAP)**: ASCAP - 48
- **Keepin' My Wishful Thinking (ASCAP)**: BMI - 42
- **Me: Chappell)**: ASCAP - 61
- **You're The One (RCA)**: ASCAP - 48
- **You're The One (Warner Bros.)**: ASCAP - 48
- **I Felt Like I Needed To Be (ASCAP)**: BMI - 42
- **The One (ASCAP)**: ASCAP - 48
- **I Want You Back (ASCAP)**: ASCAP - 48
- **Keepin' My Wishful Thinking (ASCAP)**: BMI - 42
- **Me: Chappell)**: ASCAP - 61
- **You're The One (RCA)**: ASCAP - 48
- **You're The One (Warner Bros.)**: ASCAP - 48

**Copyrights**

- **Flashdance (Famous/Fama/Carpi/Aitor)**: ASCAP
- **Fool Moon (April/Svetlana/Swift/Melody Deluxe)**: ASCAP

**Exceptionally heavy radio activity this week**

- **Smokey Robinson (Rondor)**: BMI
- **Don't Do This (Clayton)**: BMI
- **I Can't Help Myself (Columbia)**: BMI
- **Too Much (Columbia)**: BMI

**Exceptionally heavy sales activity this week**

- **Eurythmics (ASCAP)**: BMI
- **I Want You Back (ASCAP)**: BMI
- **You're The One (RCA)**: BMI
- **I Felt Like I Needed To Be (ASCAP)**: BMI
- **Keepin' My Wishful Thinking (ASCAP)**: BMI
- **Me: Chappell)**: ASCAP
- **You're The One (RCA)**: ASCAP
- **You're The One (Warner Bros.)**: ASCAP

**Next Week:**

- #1: Flashdance: What A Feeling
- #2: Let's Dance
- #3: Beat It
- #4: She Blinded With Science
- #5: Overkill

**Other Songs in the Top 40:**

- **35. It Might Be You (Theme from "Footloose")**
- **36. Morning**
- **37. One On One**
- **38. Fool Moon Fire**
- **39. The Woman In Your Life**
- **40. All My Life**
- **41. Love's Got A Line On You**
- **42. Looking For A Stranger**
- **43. That's Love**
- **44. Wanna Be Startin' Something**
- **45. So Wrong**
- **46. We Two**
- **47. Come Dancing**
- **48. I Couldn't Say No**
- **49. Love On Your Side**
- **50. Cool Places**
- **51. Gimme All Your Lovin'**
- **52. The Closer You Get**
- **53. Don't Pay The Ferryman**
- **54. No Time For Talking**
- **55. Swingin'**
- **56. Stayin' Alive**
- **57. Let Me Be There**
- **58. I Can't Help Myself**
- **59. Now's The Time**
- **60. Candy Girl**
- **61. Roll Me Away**
- **62. Do You Really Want To Hurt Me**
- **63. How You Keep The Music Playing**
- **64. When I'm With You**
- **65. Welcome To Heartlight**
- **66. I Wish I Had A Photograph Of You**
- **67. A House Full Of Seagulls**

**Other Artists:**

- **Zapp (RCA)**
- **Kool & The Gang**
- **The Bee Gees**
- **Carole Bayer Sager**
- **Johnnie Taylor**
- **The Isley Brothers**

**Other Songs:**

- **Too Shy**
- **One Thing**
- **Billie Jean**
- **Our House**
- **Even Now**
- **Front Page Story (Stonebridge/New Hidden Valley)**
- **Gimmie All Your Lovin' (Harlem)**
- **How Do You Keep (WB)**
- **Hungry Like the Wolf (Tri:ec Ltd.)**
- **I'm Still Standing (ASCAP)**
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- **Love Of the Nation (ASCAP)**
- **Looking For (BMG/Records)**
- **Minimum Love (Verite)**
- **Mr. Robison (Stargan Songs Adm. by: Alaco)**
- **Strangeways (Capitol)**
Independent Distributors And Labels Still Lockeying For Better Deals

by Jeffrey Resnner

LOS ANGELES — Momentum has been steadily building in the independent distribution and label arena, with negotiations and realignments seemingly occurring on a daily basis in the wake of recent events. Last week, for example, reports were circulating throughout the country that several R&B-oriented labels affiliated with the majors may be re-evaluating their connections in the wake of New York-based Spring Records departing a 15-year distribution deal with PolyGram for indie distribution. Furthermore, a $100,000 "war chest" implemented by independent distributors to lure new and major distribution labels is gearing up for operation by summer's end, with more complete plans scheduled for discussion at a National Assn. of Record Merchandisers (NARM) advisory committee next month.

All of these rumblings come after a series of incidents that have had a profound effect on indie product, including the departure of Chrysalis and Arista from the indie distribution pool to branch arrangements, the shuttering of Pickwick and various other companies, the demise of new music label/distributor Faulty Products and the possible indie-major deal between Enigma-Records and EMI. These and other recent events on the distribution merry-go-round have led to widespread speculation about the future of specific firms in the music trade.

As reported last week (Cash Box, May 21), Motown Records has opened its own West Coast distribution arm. Together Distributors, in Chatsworth, Calif., to make its own product as well as other independently distributed labels. In addition to the original 16 indie labels inked to go with Together, the company recently picked up Lifesong, Up Start and N.J.-based Sugarhill, and company general manager Bill Shaler says there continues to be "ongoing requests" from several other small labels, even though the Motown-affiliated together company is "just through doors May 13. Many of the labels that hooked up with the Together branch were previously handled by Pickwick — including Washburn Hill, Takoma, Project III, Up Start and Sugarhill — which closed its L.A. branch after Motown ended its contract with the company.

(continued on page 14)

Abundant Promo Backing Set For Black Music Month

by Michael Martinez

LOS ANGELES — With the current major market success of several albums out by black music artists, labels contacted by Cash Box have indicated that resources for black music promotions kicking off with June — Black Music Month — and continuing throughout the summer will be more abundant than in previous years.

Not only will the label campaigns feature artists and their product, but in some cases, the record companies are developing special sales to Black Music Month via public service announcements (PSAs) recorded for radio by label artists and also tagging of point-of-purchase material for June shipping with a message that consumers should also salute Black Music Month.

An additional element in this year's Black Music Month and summer merchandising and promotion will be the presence of the Black Music Assn.'s (BMA) newly bowed institutional campaign, "Black Music is Universal," which will be incorporated into radio and print advertising and promotions planned for the June through August push.

Calling the current hot streak at his label a "pleasant coincidence that we've got so much music happening around Black Music Month," Vernon Slaughter, vice president of black music/jazz progressive promotion for Columbia Records, said that there will be an effort to further the sales of currently hot product throughout the summer. But there will also be special attention paid to Black Music Month.

"There are a few things to do," Slaughter said. "This year, we're able to combine the elements of summer promotion plans and also salute Black Music Month in June.

The Columbia executive said that artists such as Earth, Wind and Fire, Deniece Williams, Luther Vandross (Epic), Barry White, Kenny Loggins, Michel Colombier, Champaign, Andre Symone and Toto, have already cut PSAs where they sing the praises of black music and the importance of saluting its contribution to the nation's culture.

Slaughter said that on top of that, Columbia would be developing an in-store merchandising campaign that would include posters featuring the company's artists, such as Michael Jackson, The Manhattans, Earth, Wind & Fire, Gladys Knight & the Pips and others. A special merchandising campaign is also being developed to highlight a special compact disc series from Columbia's jazz stable, with artists such as Miles Davis, Chuck Mangione, Arthur Blythe, Bob James, Wynton Marsalis and others being shown suf for the promotion.

"Rather than lock in the point-of-purchase items being done for Black Music Month in June, the material will be more in line to follow up throughout the summer as a marketing vehicle," Slaughter explained.

In discussing the tie in with the BMA (continued on page 15)

Roth Named MCA Exec-VP; Siner Resigns

LOS ANGELES— In the first major executive move since Irving Azoff was named president of the MCA Records Group nearly a month ago, Myron Roth has departed CBS Records to take the position of executive vice president of the MCA Group. Making the accelerating sense of change at MCA even stronger was the nearly simultaneous resignation of Siner from his position as president of the MCA Records label.

Roth, widely acknowledged as an adept in the area of contract negotiations, will assume the number two spot at the Records Group, which is the umbrella organization for MCA Records, Backstreet Records, MCA International and MCA Distributing. He "will have responsibilities that include direct participation in the implementation of all major decisions in the operation of the group," according to a Records Group statement.

Siner, who had been with MCA Records for 12 years, had his resignation as president of the label announced soon after Roth's appointment was unveiled. In an apparent restructuring of the organization, Azoff also announced that the position will not be filled.

With the departure of Siner and the elimination of his position, top spot at the label is now senior vice president, a post created by Siner and filled by Jerry Sharell in April (Cash Box, April 9). Sources within MCA suggested that part of the apparent (continued on page 15)

Record World/TSS is basically a mail store operation. At the 39-store Sound Shop chain based in Nashville, president Randy Davidson said that his company's growth hinged on the availability of enclosed mail orders. "We prefer regional malls where there's a Sears or Penney's as a strong anchor," said Davidson, who said that this year's expansion of six stores would match the figure from last year, bringing the total to 44 or 45.

Both Davidson and Record Bar's vice president Bill Golden noted that the economy had restricted mall development. Golden added, however, that lower interest rates will spur mall development, resulting in his chain's expansion.

According to Golden, Record Bar has come out of one of the longest growth periods in a long time. Only five stores have been added to the approximately 150-store chain since last November, which is (continued on page 26)

Legs Up At The Bottom Line — Rounder recording artist John Hammond and Varrick recording group The Nighthawks recently split a bill at New York's Bottom Line in support of their respective albums "Frogs For Passion" and "18 Blues Years." Pictured backstage after the show are (left) Jimmy Thackery and Mark Wenner of The Nighthawks, model Christie Brinkley, John Hammond; Billy Joe; Pete Ragusa of The Nighthawks; bluesmen Taru Oki; Jan Zawaski of The Nighthawks; and an unidentified friend.
BUSINESS NOTES
WASEC To Begin Charging For MTV
LOS ANGELES — Warner Amex Satellite Entertainment Co. (WASEC) is instituting a new rate structure to cable operators for two of its basic services, Nickelodeon and MTV: Music Television. The new rates will be in effect after May 1, 1983, but does not affect existing contracts, although when present contracts do run out, they will be renegotiated with the new structure. That means that the new rates are expected to cover all operators within the market area. The move was made in an effort to strategically redirect the company’s efforts towards computer-related software production over production of cartridges for home video game systems. At the upcoming Consumer Electronics Show (CES) in Chicago this summer, Imagic plans to unveil product for the VIC-20, Atari 400/800 and other personal computers, as well as game carts for the Atari VCS, Mattel’s Intellivision and Coleco Industries’ ColeVision consoles. According to spokespeople for the company, it will “maintain” production of VCS software, “wait-and-see” about the viability of contributing games to the network unit, and “upscale” its activities with the new arrangement following turmoil surrounding the company there.

Imagic Cuts Back On Staff
LOS ANGELES — Imagic, the Los Gatos, Calif.-based software manufacturer, reduced its 250-member staff on May 12 by letting 50 people go, with the layoffs spread among practically every department with the exception of engineering. The move was made in an effort to strategically redirect the company’s efforts towards computer-related software production over production of cartridges for home video game systems. At the upcoming Consumer Electronics Show (CES) in Chicago this summer, Imagic plans to unveil product for the VIC-20, Atari 400/800 and other personal computers, as well as game carts for the Atari VCS, Mattel’s Intellivision and Coleco Industries’ ColeVision consoles. According to spokespeople for the company, it will “maintain” production of VCS software, “wait-and-see” about the viability of contributing games to the network unit, and “upscale” its activities.

A&M To Use High Grade Vinyl, Tape On Police LP
LOS ANGELES — When A&M Records releases the new album by the Police, entitled “Synchronicity,” June 7, it will be on special high quality vinyl and BASF chromium dioxide tape. The LP will be pressed on KC-600 vinyl, featuring an advanced formula dye to help improve frequency response, while the BASF chrome cassette eliminates tape hiss and offers clean, undistorted treble response, as well as extended dynamic range. “Synchronicity,” the fifth album by the Police, marks the second time that A&M has issued an LP by a major group on chrome cassette, the first being Supertramp’s “Famous Last Words” in November of last year.

In addition, the cassette of “Synchronicity” will feature an additional track by the trio, entitled “Murder By Numbers,” not found on the record. “Murder By Numbers” is the B-side of the first single from “Synchronicity,” entitled “Every Breath You Take.”

Both the high quality vinyl LP and BASF chromium dioxide cassette of “Synchronicity” will carry a suggested list price of $8.98.

AFM, Labels To Meet June 1 On Video Revenues
LOS ANGELES — The American Federation of Musicians (AFM) union will meet June 1 with several major record companies to discuss the commercial use of music video clips beyond promotional purposes. Prompting the discussions, according to AFM president Vincent J. (Virgil) Routh, is the growing negotiation between record companies and Video Music International (VMI), makers of the Startime Video Jukebox, and the potential use of music videos for commercial sales as video-cassettes and video-discs.

Eventually, it would not say that Warner Amex Satellite Entertainment’s MTV stand will charge new cable subscribers for the service was a “central issue” in the talks.

Pickwick Meeting To Restructure Operations
LOS ANGELES — In the wake of Eric Paulson’s resignation as senior vice president/general manager of Pickwick’s rack services division, Pickwick is in the process of a major management restructuring. At prestation, top executives of the company were in meetings regarding the restructuring. According to a source there, an announcement about the executive changes would be released this week.

ASCAP’s Record Year Reviewed At Annual Meeting
by Tom Roland
NASHVILLE — The American Society of Composers, Authors and Publishers (ASCAP) showed a 10.7% increase over the previous year in its receipts during 1982, which totalled $187 million with approximately $150 million of that revenue redistributed to the society’s in-licensers during the year. ASCAP’s income was revealed during its annual membership meeting at the Maxwell House, May 18, an event chaired by ASCAP president Hal David. The meeting was called to present the year’s financial report to the society’s membership and recap the year’s events, and while David noted the Buffalo Broadcasting case in calling the past 12 months a “difficult year for ASCAP,” he pointed to the society’s increased receipts later in referring to 1982 as a “turning point suggesting that ‘1983 promises to be even better’.

Receipts Up
Presented by comptroller John L.of Tlingt the financial report indicated that of the $186,975,000 collected by ASCAP during 1982, some $161,086,000 came from domestic royalties, while $25,889,000 was received from foreign territories. While domestic receipts increased an impressive 12.6% during the previous year, foreign royalties showed rather insignificant gains, a fact which ASCAP officials attributed to the strength of the U.S. dollar during the last year. They noted that when the dollar proves strong on the international market, royalty payments are less favorable when converting foreign monetary units to U.S. currency. Although total receipts for the society improved by 10.7% overall, expenses showed a more moderate rise of 6% in increasing from $32 million in $1981 to $35 million last year. Thus the society improved in cost-efficiency, dropping the cost of operations from 19.22% the previous year to 18.65% in 1982.

Nearly $154 million was in turn dis-tributed to writer/publisher members, in-cluding $122,960,000 to domestic affiliates. The foreign countries receiving the largest payments from ASCAP include: England, $7 million; Canada, $5.5 million; France, $3 million; and Germany $2.5 million.

Some 14% of ASCAP’s revenue was taken in from payments from foreign per-forming rights societies, including $6.6 million from England’s PPRS, which accounted for more than 25% of the total receipts from foreign agencies. An additional $5.4 million was paid by Canada’s CAPAC of the
CASH BOX

DIRECTORY

'83-'84

41ST ANNIVERSARY EDITION

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**REVIEW**

**HEAD FIRST**

**classical overtones**

**opera return**

**heavy metal drummer Scott. bassman Bob Glaub**

**ON**

**possible.**

**of the alien exposure**

**spectacular gatefold George Lucas' Star**

**List:**

**artists.**

**but Laura Branigan**

**pop piece sure Lionel Richie, "Endless Love."**

**disk are "Reach Out and Lionel Richie's career is**

**DIANA tions**

**sexy**

**-before**

**metallurgy**

**surround**

**of**

**is**

**-Drums and bass for more Galileo.**

**end**

**-coming off with a long, hot**

**-up on the stage.**

**-tificate**

**-a problem with the gentleness**

**-roll. Best cut here**

**-light and sound.**

**-to last**

**-of the baby.**

**-in a manner of speaking.**

**-distant shore**

**-an opportunity.**

**-and sound.**

**-and much like the**

**-very change from**

**-with his parents following**

**-Halle's voice**

**-Sugar**

**-to incorporate**

**-up until 'The Getaway,'**

**-of us**

**-chance to be showcased as a**

**-few years of**

**-classic overtones believe it or not.**

**-by DeBurg's hollering in**

**-from Tom's Steve**

**-not a sexy roar with bass, and it's exactly**

**-on speakerphone. Laura Brangan and other contemporary female vocalists might be a bit off-target,**

**-and nevertheless Holland serves up polished pop that should have little trouble making AOR playlists featuring these other artists.**

**HEAD FIRST — Ural Heep — Mercury Polygram 812.313-1 M-1**

**Producer: Ashley Howe — List: 8.98 — Bar Coded**

**two members of the original Ural Heep — guitarist/vocalist Mick Box and**

**drummer Lee Kerslake — appear on "The Last Encore," a more aggressive version of DeBurg's demonic "Abominog." But that shouldn't dissuade the headbanging fans of the heavy metal quartet, as they return to cruiser mode on tracks like "Three Wishes" and "Rock 'n' Roll. Best cut here is the majestic instrument"**

**ROCK-OVERLINE," which has classical overtones believe it or not. Other than that oddity, the LP abounds with loud metalurgy anthems about love ("Straight Through The Heart," "Love is Blind") and the art of macho posturing ("Weekend Warriors").**

**RETURN OF THE JEDI — Original Motion Picture Soundtrack. 12SD Polygram 811767-1 Y-1**

**Producer: John Williams — List: 8.98 — Bar Coded**

**Combining the fury of a Wagnerian opera with the gentleness of a Brahms lullabye, composer/conductor John Williams' score for the third installment of George Lucas' "Star Wars" saga is a guilty pleasure.**

**Sure serial should please both youngsters and oldsters seeking forceful film music. A special treat for collectors..."**

**in the saga highlights the packaging, and a four-page color photo supplement is also included.**

**DEBURGH'S ALBUMS**

**Chris DeBurgh**

**A&M recording artist Chris DeBurgh has been called a latter day pop troubador, a spinner of yarns, and that description is not far from the mark. His lyrics read like short stories or poems, romantic pieces conjuring up lonely trajectories of unfulfilled dreams of love on some distant shore or, perhaps two people torn apart by war. The settings are often imaginary, yet seemingly ancient, much like the 800-year-old Norman castle in Ireland that DeBurg settled in with his parents following his father's career as a British foreign diplomat.**

**However, DeBurg's music has evolved from rather modest folk-type arrangements, relying principally on acoustic guitar, to incorporate a harder electric guitar and synthesizer sound on "The Getaway," his sixth LP. It's particularly evident in the single, "Don't Pay The Ferryman," which is currently poised to become DeBurg's first U.S. hit, despite more than five years of international success.**

**"There's been a natural evolution in my music," he would say. "It's a lot different from the music that I'd been doing up until 'The Getaway,'" DeBurg points out. "It's created by the band, and unless you change that wellspring you don't really change the end result at all."**

**The wellspring that DeBurg draws upon is his extensive study of French and English literature while at Trinity College in Dublin. In fact, he says that a poem by Robert Browning "probably entered my mind in writing "Don't Pay The Ferryman."" He adds that he uses literature, like experience, as "a basis for songwriting."**

**Speaking of building, that's exactly what DeBurgh's career had been doing over the past few years. He released his first album, "Far Beyond These Castle Walls," in 1975. Curiously, he has encountered a lot of reaction from non-English speaking countries like Germany, and he's received a number of gold records in Canada, where his shows consistently fill arena-size venues. America, as he notes, is "the last place to fail."**

**"I started off with a long-term view," DeBurg explains. "I think a lack of radio plays has hindered movement in the U.S., up until now, this is possible, too, that my music was considered too soft or too worldly."**

**While DeBurg pointed out that it's "hard to sit down and make an album specifically for America when you have such a large international following" he said he did just that with 1980's "Eastern Wind" LP ("we went in purposely with an American producer") and the results, from the artist's standpoint, were less than satisfying.**

**However, DeBurg's new hit producer of "The Getaway," with the "stronger sound" of the LP and, particularly, with the added发行 voices of DeBurg and his band. DeBurg presently looks forward to an active summer of touring, headlining one of the major world tours.**

**He says Men At Work, Christopher Cross, Loverboy and John Cougar. As for an American tour, "if it comes together, I'll be around July or August."**

**Rare Silk**

**Although jazz hasn't been in the musical mainstream since the heyday of the big bands, jazz singers and the usual vocal groups outstrip their instrumental counterparts in the race for popular acceptance. And if it's not the voice that is the first instrument, or the ability of lyrics to serve as a guidepost for the listener, it is that it may, aggregates like Lambert, Hendricks and Ross and The Manhattan Transfer have made the jump beyond the hard-core jazz audience to popular acceptance. Now, the Boulder. Colo.-based Rare Silk is set to make that same leap with its debut album, "New Weave," on Polydor Records.**

**However, we keep hearing we 'don't like jazz, but we like you,' says group member Todd Butta when asked about audience reaction to the vocal quartet. "I think it's precisely because we're a vocal group. After all, everybody sings, even if it's just in the shower. Although enjoying a broad audience, the foursome manages to keep closely to a straight-ahead jazz road, utilizing the talents of Billy Strayhorn, John Coltrane, Stanley Turrentine, Ronnie Cole, Chuck Corea and Freddie Hubbard. The group's words were the work of Margaret Hine, John DeBurgh, Gail and Marylyn Gillaiss and Butta — indicate that they are simply performing the music they grew up with. "All of us were exposed to the music in our homes," said Butta. "So when we got together, that was the way we thought." Initially a trio sans Butta, the original Juenneman and Gillaiss' outfit did swing, performing tunes like "Tuxedo Junction." David Goodman on a 10-month, world-wide tour.**

**We felt we were ready for a change," said Marylyn Gillaiss in describing the switch to the more modern quartet. "We didn't want to be showcased as a novelty, and wanted to go for a more progressive sound."**

**That search for a more progressive sound for the addition of Butta, originally a composition student. Together, the group has forged a distinct approach to vocal harmony.**

**"We use unconventional methods," said Gillaiss. "We're putting the sound we feel comfortable with not just on the top as other jazz vocal groups have done." Added Butta: "We sit at the piano and write what I hear. There are no rules, except to do what sounds good and avoid what doesn't. We really work at getting a vocal blend, and it's hard, especially if the melody is in the middle of the stacking. One example is the Eddie Harris tune we do — it's in four keys at once and really takes a while to hear. We just worked until it felt right."**

**Gillaiss forsees the group continuing to move in a progressive direction, writing their own lyrics and drawing in many vocal parts. But when the voices aren't clashing a chunky voicing is used by modern artists like pianist McCoy Tyner.**

**"If we're starting to know ourselves and personalities," Butta optimistically added. "For us, the thing to do is continue using the four voices in the jazz context.""
NEWS & REVIEWS

REVIEWS

ALBUMS

(continued from page 6)

TEMPTATION — Link — Our Gang/Mirus OGG 60001 — Producer: Gary Loizzo — List: 8.98
Emerging from the Youngstown-Warren, Ohio region in 1976, Link put out a debut waxing back in 1979 that attracted some local and national attention for its commercial viability. On its second LP, the band continues performing positive, straight-ahead rock, this time assisted by Gary Loizzo, whose past affiliations include production work for Styx. After backing up such acts as Ted Nugent, RED Speedwagon, Manfred Mann and The James Gang, this dinosaur rock aggregation may be a bit after its time, but nevertheless the songs are performed with competence and sincerity.

BLACK CONTEMPORARY

CONVERSATIONS — Bass Construction — Capitol ST-12268 — Producer: Randy Muller — List: 8.98 — Bar Coded
With "Walking the Line" doing fine on the Cash Box Black Contemporary Singles chart at #35 bullet this week and the LP making inroads on both the B/C and Pop Albums charts, it seems as if Captain Randy Muller has pulled off another success for his eight-man Construction crew. A heady mixture of funk, R&B, DOR and soul, most of the group's full-tilt, horn-heavy boogie is slick enough to step lively to. Yet material like "Easy" is mellow enough for smooth romancing when the dancing stops.

REVIEWS

SINGLES

(continued from page 6)

(Tritec Music Ltd. — BMI) (Durian Duran)
Producer: I. Little, Durian Duran
More than just pretty faces, Durian Duran offers further proof here that when it comes to the modern dance/synth genre, they've found the sound. Like earlier offerings, the upbeat arrangement, clear production and luscious vocals blend into a readily identifiable, readable programmatic whole.

ROBERT PALMER (Island 7-9866)
You Are In My System (2:57) (Science Lab Music Inc./Green Star Music Inc. — ASCAP) (J. Frank) (Producer: R. Palmier)
Palmer, long on the verge of breakout success, makes another bid here with a cover version of The System's Black Contemporary hit. Live-sounding vocals and a hot, synthesizer-dominated funk track blend the fine lines between urban contemporary-pop-AOR formats.

INTERFACE (Atlantic/RFC 7-89845)
Interface's name suggests the computer age and the lyrics and music to their first single bears this out. From the point of view of a 22nd Century love object, romance of the future will be co-in-operated. And while Interface doesn't promise romantic fireworks, it pulls out all of the electronic music stops.

PSYCHEDELIC FURS (Columbia 38-03930)
Run And Run (3:48) (Blackwood Music Inc.
(continued on page 10)
Tusken Named Capitol Records Rock A&R VP

LOS ANGELES — Ray Tusken has been named to the post of divisional vice president, national promotion, at Capitol Records. He will be based at Capitol's Hollywood headquarters, where he will report to Don George, president, A&R, Capitol.

Most recently national AOR promotion manager at the label, Tusken's new position will involve interface with departments within the organization to ensure consistent artist development strategy and open communication lines to provide artist information, according to the label. In addition, he will work with the promotion department to help coordinate LP release plans.

Tusken first joined Capitol in 1970 as Los Angeles territory manager in the sales department. He moved up to promotion manager at the Los Angeles branch in 1974, and one year later, went on to become Capitol's national promotion vice president. Tusken worked with promotion vice president Bruce Wendell, organized Capitol's A&R promotion department.

"Ray was an integral part of our original promotion staff," said Bruce Wendell of Tusken and his new appointment. "He has proven himself to be a major force at the label. Tusken has been with Capitol Records since 1976, working with promotion vice president Bruce Wendell, organized Capitol's A&R promotion department.

Thyret Resumes Promotion Duties At Warner Bros.

LOS ANGELES — Russ Thyret has had his duties at Warner Bros. Records expanded to include national promotion activities after a two-year hiatus. Effective immediately, Thyret will assume the title of senior vice president, marketing and promotion. He's a slight change from his previous title of senior vice president, marketing, a position he held for the past two years.

Thyret joined Warner Bros. as assistant national sales manager. He moved on to a senior position in the national sales department and eventually became vice president and national sales manager in 1975. He was appointed senior vice president and director of promotion, a position he held for five years before being promoted to senior vice president, marketing.

Commenting on the new appointment, Joe Ostin, Warner Bros. records chairman of the board, said: "We have long felt that Russ is one of our strongest executive level talents, and expected that he would assume responsibility for our promotional efforts to his marketing duties. His guidance will surely strengthen the company's position in the critical areas as it has so well in the past."

Lenny Waronker, Warner Bros. Records president, added: "Russ is an integral part of our campaign and we're all very happy he's resumed this important role in our company."

Lubov Bows PR Firm

LOS ANGELES — Toby Lubov, former national publicity director at Chrysalis Records, has formed Toby Lubov & Associates, an independent national publicity/public relations firm. Lubov previously worked at Chrysalis Records, where he served as publicity director, and was named president of Newswire PR, Inc. He is located at 1539 Via Dolce, Suite 243, Marina del Rey, Calif., 90291. The telephone number is (213) 306-8385.
def Leppard

MUNICIPAL AUDITORIUM, Nashville — Def Leppard were on a roll. The band, which has released several hit albums in the past decade, was in Nashville to promote their latest album, "Hysteria.

The concert was a sell-out, and the crowd was filled with fans of all ages. The band played a mix of their old hits and new material, and the energy was electric.

Lead singer Joe Elliott, who is known for his powerful vocals and charismatic stage presence, opened the show with a rousing performance of "Rock of Ages." The audience responded with a thunderous cheer.

Def Leppard's set list included hits like "Photograph," "Rock of Ages," and "Pour Some Sugar on Me." The band's signature sound, a blend of metal and rock, had the crowd dancing and cheering along.

Elliott's vocals were in top form, and the band's tight musicianship was on display throughout the show. The lead guitar work of Phil Collen and Rick Savage was particularly impressive.

Def Leppard's stage design, complete with pyrotechnics and large video screens, added to the overall spectacle. The band's light show was synced perfectly with their music, creating a visually stunning experience.

Def Leppard's performance in Nashville was a testament to their enduring popularity and their ability to deliver a high-energy show that keeps fans coming back for more. Their music continues to resonate with audiences around the world, and their legacy as one of rock music's great bands shows no signs of slowing down.

Tom Roland

The Palladium, NYC — Hard and heavy power trio Zebra had no trouble getting a crowd response to their sold-out concert at The Palladium. The band played a set that included songs from their latest album, "The Time of the Century," and old favorites like "Jacob's Ladder" and "Rock and Roll."

Zebra's frontman, Rick Savage, delivered a high-energy performance, and the band's driving rhythm section kept the audience on their feet throughout the show.

Zebra's sound is a mix of melodic hard rock and heavy metal, and the band's guitar solos were particularly impressive. The band's blending of hard rock and metal elements was on full display, and the crowd loved it.

Zebra's cover of "The Time of the Century," which was featured in the film "Flashdance," was a highlight of the show. The song's driving rhythm and catchy chorus had the crowd singing along.

Zebra's performance at The Palladium was a testament to their enduring popularity and their ability to deliver a high-energy show that keeps audiences coming back for more. Their music continues to resonate with audiences around the world, and their legacy as one of rock music's great bands shows no signs of slowing down.

Jim Besman

Talent on Stage

International Bill Set for Upcoming Reggae Sunsplash

Los Angeles — The scope of the annual Reggae Sunsplash Festival held annually in Jamaica has expanded in recent years and included a wider range of music genres. The sixth annual version of the Caribbees' event was held this year on the grounds of Montego Bay, where musical Youth, Third World, Rita Marley and Gil Scott-Heron, among others, were slated for the event. The Sunsplash will be held in Montego Bay, as usual, but for the first time at the newly opened Bob Marley Performing Centre which bowed an international concert last August. Synergy Prods, is producing the event, which will be opened on a traditional Caribbean Beach Party June 28.

The festival will trace the roots of reggae music to its current bands with nostalgia night (June 29) featuring such artists as the Skatalites and the Melody Makers, offspring of the late reggae proponent Marley.

Already confirmed for the event are Black Uhuru, Chronic Law, Bad News, Mutabaruka, Freddie McGregor, Dennis Brown, Big Youth, Nadine Sutherland, Ras Kuch, Idris Muhammad, Barrington Levy, A.J. "Boots" Brown, Lloyd Parks & We The People, Sharon Little, J.C. Lodge, Yellowman, Supermax (Germany), Dailo (Ethiopia), Steel Pulse Sounds (U.K.) and Bankie Banx (Anguilla). Other artists are to be named at a later date.

Five U.S. wholesalers/tour operators have been tapped to develop packages for the event (continued on page 20)

Belafonte Set for Nationwide Tour

Los Angeles — Singer Harry Belafonte will embark on a nationwide tour at the end of the month, beginning with dates in Cleveland and run through July 26-27 in Milwaukee.

The June dates include: Kentfield Calif., June 7; Oakland, June 8; San Diego, Ariz., June 10-12; Salt Lake City, June 14; Denver, June 15; Houston, June 17-19; Chicago, June 22; Rockford, Ill., June 24; Louisville, June 25; and Minneapolis, June 28-30.

The July dates include: St. Louis, July 2; Atlanta, July 3; Vienna, Va., July 6; Chautauqua, N.Y., July 8; Rochester, Mich., July 9; Columbus, Ohio, July 11; Indianapolis, Ind., July 16; Chicago, Ill., July 18; Hershey, Pa., July 19-20; Devon, Pa., July 21-23; and Milwaukee, July 25-27

American's Junior Year Starts Soon

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American's Junior Year Starts Soon

Five U.S. wholesalers/tour operators have been tapped to develop packages for the event (continued on page 20)
In-house labels are moving toward the nation's top 10 for the first time, according to a new study by the National Recording Industry Association of America. The study found that in-house labels, which are owned by record companies, now account for more than half of all music sales in the U.S., up from 40% in 2000. The study also found that independent labels, which are owned by artists or small companies, are growing faster than in-house labels, at a rate of 7% per year. Independent labels now account for 10% of all music sales, up from 5% in 2000. The study was conducted by Deloitte & Touche, a major accounting and consulting firm. The results are based on a survey of more than 1,000 music industry executives and are considered to be reliable. The study also found that music streaming services, such as Spotify and Apple Music, are becoming increasingly popular, and that the industry is facing challenges such as piracy and royalty rates. The industry is expected to continue growing as more music is consumed through streaming services.

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TOP 30 ALBUMS

ON JAZZ

DOWN IN THE VILLAGE—Dewar's "White Label" will again sponsor a jazz festival in New York's Greenwich Village this summer. Last year, the fledgling fest managed to draw together approximately a dozen jazz clubs in a cooperative venture, aimed at giving the clubs a higher public profile. Participating clubs this time around include The Blue Note, Bradley's, The Cookery, Jazz Forum, Knickerbocker, The Other End, Seventh Avenue South, Sweet Basil, Village Corner, The Village Gate, the Village Vanguard, Village West, as well as the Bleeker Street Cinema, which will feature a jazz film series in conjunction with the festival. Running dates for the fest are Friday, Aug. 26, through Labor Day, Sept. 5. The program will again operate on a "pass" system, with The Village Gate selling a $10.00 Festival Pass that admits clubgoers to the first and second sets at participating clubs at 50% off, and to the last set free of charge. Aside from the nightly performances and film program, the festival will feature daily clinics for arranging, big band conducting, voice, piano, saxophone, drums and brass at the Jazz Forum. Back on board as coordinators are producer Horst Liepolt and disk jockey James Brown. Pianist Billy Taylor has been signed on as the festival's spokesman.

MEANWHILE, OVER AT BLACK ROCK—Last we heard, Columbia has issued two very fine albums, and unfortunately, one of them is by Miles Davis, which means nobody is talking about the other one. That disc is "Conrad Silver Presents: Jazz At The Opera House," a two-record set recorded last winter at the San Francisco War Memorial Opera House. Much of the set features various permutations of a group that might best be described as "VSOP One-And-A-Half," with Wynton Marsalis, Wayne Shorter, Herbie Hancock, Charlie Haden and Tony Williams. Other participants include Dennis Zeltzer, Toshiko Akiyoshi and Lew Tabackin and Bobby Hutcherson. Incidentally, a photo on the inside sleeve shows that Carlos Santana, Pat Metheny and Jaco Pastorius also performed at the program, so hopefully we'll be hearing more from this outstanding concert in the future. As for the Miles Davis album, we can make no pretense to being impartial, having hung on Davis's every note for far too many years. Interestingly, though, we've noticed that most of the reviewers who slammed this band on Davis's comeback disc, "The Man With The Horn," have been slowly coming around through "We Want Miles," and now on "Star People." If you still can't make up your mind about this music, we advise you put the record on your shelf and give everybody else five years to catch up with Miles. It's an old story.

ELLAS CELEBRATES—Jazz legend Ella Fitzgerald was recently feated at a party in honor of her 65th birthday, taking place at San Francisco's Fairmont Hotel. Pictured here (l-r): Fairmont Venetian Room headwaiter Elie Eschen, conductor Paul Smith; Fitzgerald; and Richard L. Swig, CEO and managing director, Fairmont Hotel Co.

ON JAZZ

CASH BOX PROUDLY ANNOUNCES ITS ANNUAL

SPOTLIGHT ON JAZZ

ISSUE DATE: JULY 2, 1983
In conjunction with the 1983-84 Directory Edition
ADVERTISING DEADLINE: JUNE 10, 1983
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Cash Box/May 28, 1983

www.americanradiohistory.com
SESSION MIX

May has been a busy month at Compass Point Studios in the Bahamas, with The Turtles, Talking Heads, the Stylistics, AC/DC, and Black Uhuru among the acts recording there. In June, the Compass Point Studios crew is pleased to welcome Wally Badarou, guitarists Barry Reynolds and Mikey Chung, Sly Dunbar on drums and Robbie Shakespeare playing bass, with Bunny Wailer and the Wailers, who are set to record their own album, with each member contributing a composition or two. The artists, all of whom have backed Grace Jones on her last three LPs and Joe Cocker on the "Sheffield Stomp," have been working with Barry Reynolds, who has co-written and played with Marianne Faithfull, is set to record his second solo album in June as well.

Far from the Bahamas, in Hollywood, Calif., the studio recently welcomed Chris Seefried, who has been mixing new Dave Allen and Agent Orange tracks for a couple of What Records at Group IV recording. The engineer was Andy D’Addario. Also at Group IV, Mike Post has been busy scoring a new TV pilot, entitled "Big John," for MGM Studios. The engineer was Dennis Sands, with D’Addario assisting.

Bear West Studios in San Francisco has played host to a diverse group of projects in recent weeks. African juj act Ashiko, right on the heels of King Sunny Ade, has been recording, with Larry Kronen engineering. Also, San Jose band Los Olvidados wrapped up work on a project at the studio, with Kronen again engineering. And rockabilly group Silverline continues to record, as well as Joni Haastrap, with Mark Needham engineering. Country swing fans might be happy to know that Asleep At The Wheel is completing tracks for their new project, "Bangin’ the Waltz Door," at Bear West Studios near Austin, Texas. Willie Nelson is co-producing the LP with Ray Benson. Larry Greenhill is engineer, with Bobby Arnold assisting.

Over Nashville way, Tommy Roe ("Shelia") has been at Woodland Sound working on his latest project. Also at Woodland Sound, The Florida Boys and Conway Twitty are both using vocals. Twitty is doing vocal overdubs on _Motown_ for his new _Mama_ album (on Motown Bros. Producing the Florida Boys is Herman Harper, with Ken Corlew engineering and Benisfly helping. Earlier himself, Jimmy Bowen. Ron Treat is the engineer with Ken Cribb and Tim Farmer assisting.

At Compass Point Studio in Nassau, video-taping resumed for Bobby Bare and Friends with guests Mac Gayden, John D. nanny, John Wesley, Charlie Daniels, Felice and Boudleaux Bryant and Bill and Sharon Rice. Engineer is Scott Hendrick. Also at Bullet, Moses Dillard is producing "Chris." "It’s a great record," says Mike Post. Danny Mundhenk engineering, while producer Stan Cornelius mixes a Cindy Wilson album, while for Stanley Jordan. Last Richard produces the Cabin Fever Band for El Dorado Prods. Randy Holland engineering, with Jim Baird did the Cabin Fever Band sessions.

At Sigma Sound Studios in Philadelphia, RCA recording artist Robert Hazard is back in the studio tracking and mixing his new self-produced album. Arthur Stopp engineered with John Wisner assisting. Also at Sigma Philly, Kenny Gamble has been producing the Stylistics for PIR, with Joe Tarsia engineering. Tarsia also serves as engineer on the O’Jays’ new self-produced LP, with Mike Tarsia assisting Grover Washington, Jr., has been producing his forthcoming _Electra/Axopy_ LP, with Peter Humphreys behind the board and Barry Craig assisting, while Patti Labelle is producing Nicole Grant, with Stopp engineering and Wisner assisting.

Meanwhile, Sigma Sound New York has several projects by Starpoint, Houserockers and Zebra, among others, going on. Among the past few weeks, Lionel Lion produced for Starpoint, which lately has been overdubbing vocals for a project being engineered by Donny Doerr. Michael Doerr, with assists from Jimmy Samtis, Melanie West and Linda Davis. Mike Most has been producing and engineering on the Houserockers’ upcoming _MCA_ LP. Glenn Rosenstein is also working on an upcoming project, and producer Ray Caviano was overseeing the mix for Atlantic recording artists Zenobia. Engineering was Mike Hutchinson and John Convento assisted.

Coast to Coast

(East coastings continued from page 12)

day special, "Party Tested," was "laid right" according to Appice, who said he enjoyed working on the loose sessions. It used to be a drag spending nine months in the studio with Rod Stewart," he said. Added Derringer: "There are very few people who know how to spend a lot of money and properly use a budget. Most of them wind up acting like they were working with a typewriter—‘good! We made a mistake, let’s get the white-out!’ But it’s not the same. It’s about the transmission of emotions, not about writing a treatise.” Fresh off a video shoot in which they spent inordinate amounts of time with huge restaurants and TV stations, they were optimistic about the video’s potential. “MTV’s been bedding us 100%,” said Derringer, “and we’d want to make a point of it if the record broke through MTV because radio really needs to be shown what’s going on. Both of us have been around for a long time, and in the past, a station like WXEX was great. But they’re doing nothing with our music now. And we’re local boys!” Added Appice: “It’s shame this when it’s from here, but I’m also ashamed of FM radio. I helped create it. I can’t use it.”

Fred Goldman

POINTS WEST

(Underweight from page 12)

us band was finally waiting. Now it’s much more fun. It is on programs with Fleetwood Mac and Eddie Money talking about the Piastrastics. My daughter’s 14-year-old sister, and I probably know more about men at work than you do.” Because of her album’s success, she has been begged to do guest spots on other rock acts instead of her usual pair-ups. "Up to now, the closest I got was VOR—Melissa Manchester, Barry Manilow — and now we’re talking a whole different ball game. It’s exciting. I’ve had the chance to work with them. I do like the music. But the rock groups I’d want to go with might not want me... who knows? It could be hysterical.” Madness and Berlin were mentioned as two groups the funnilyard who would enjoy hitting the road with.

Jeffrey Reesner
Black Music is Universal” theme, Slaughter said that the first layer of the Better Business Bureau “phone book” will be through the PSAs aimed at the 400-plus black oriented radio stations in the U.S. He said that the second layer of advertising will be supported by other labels in varying forms, which would eventually graduate into a print ad campaign with major consumer publications.

Hoping to further sales of product by artists such as Musical Youth, Thelma Houston, Spyro Gyra, Sample, Willow Felder, War, and others, the BMA theme will be directly incorporated into advertising in a variety of media, including MCA Records.

Elmer Hill, national director of black music product for the company, said that “Black Music is Universal” at MCA will be the tag line for poster, display material and ad slicks that will feature the company’s black oriented product during June and throughout the summer.

Contests with radio and retail will be developed and tailored for each market where the company’s product is making a strong showing.

Posters and advertising are to carry a new Black Music is Universal” theme and use graphics that feature a globe and figures representing black music everywhere.

Time buys on radio, print ads and merchandising items such as pins and larger displays will be used.

It is anticipated that the promotional efforts will be the promotion of the MCA campaign, along with a stocking program that offers discounting and dating.

(continued on page 30)

Roth Named Exec VP
At MCA; Siner Restructuring

restructuring of operations is based upon Azoff’s alleged desire to eliminate presidnetial positions within the Records Group in order to clarify the tiers of authority. Azoff, however, was unavailable for confirmation.

Other presidents within the Records Group fold at this time include Al Bergamo, president of World Records Distribution Co., and Bob Backstreet Records; Jim Fogelson, MCA Records/New York and Lou Cook, MCA Records/New York. It is not clear if these men had not any additional executive moves announced or even hinted at by the Records Group.

Speculation, however, was rife last week that a major artist signing by the Records Group was imminent. While the Records Group routinely denied any imminent signings, speculation remained strong that at least one major act from Front Line Management (Azoff’s old firm), possibly Warren Zevon, would resurface with MCA.

Prior to his new position, Roth served for two years as senior vice president and West Coast operations general manager. He started with CBS in 1977 as vice president and business affairs, West Coast. Two years later, going to CBS, Roth served as vice president, business affairs, for RCA Records.

Commenting on Roth’s appointment, Azoff said: “Myron and I became close friends during the years of his excellent work at Front Line. When he was pleased and excited over this appointment, since Myron was the first and only candidate considered for this position.”

Singer joined MCA in 1971 as assistant creative director and was later promoted to director of creative. He also served as director of advertising and merchandising. In August 1978, he was promoted to senior vice president of merchandising and was put in charge of the day-to-day management of advertising and merchandising. Two months later, he was named executive vice president of the label. He was named president in January 1979.

Los Angeles — Using the theme “Profits Are The Key In ‘83,” the second annual Video Software Dealers Assn. (VSDA) Convention is set for Aug. 28-30 at the Fairmont Hotel in San Francisco. The convention will be highlighted, for the first time, by exhibits from video software producers and independent production and distribution companies.

In addition to separate business sessions ad- dressed to both major and specialty video stores, the convention will focus on exclusive, effective, low-cost advertising.

Thorn EMI Pacts With New World

Los Angeles — Thorn EMI has acquired U.S. video cassette and disc rights to eight New World Pictures films, including five films scheduled for imminent theatrical release and three productions under new company principals Harry Evans Sloan, Lawrence Kuppin and Larry Thompson.

Among the five new films are Funny Farm, Jimmy the Kid, Dreamworld, The Prey and Next Year, If All Goes Well. The three productions, currently being pre- sold for foreign theatrical distribution, are Angelic Days, The Daveil and The Philadelphia Experiment.

Three other new titles that the team of Sloan, Kuppin and Thompson have acquired include Wreckers, The Rainbow Warrior and The Eleventh Parallel. New World Pictures’ parent company, Thames Television, story rights to the film Cross Country, for which New World is presently seeking U.S. distribution.

New World, previously owned by Roger Corman, is presently hoping to have a slate of 12-18 features per year, according to co-owner Kuppin, although initially more than half are expected to be picked up.

VSDA Convention Set For August 28-30 In San Francisco

(continued from page 29)

The TOP 30 Video Cassettes chart is a compilation of the fastest moving titles in both Beta and VHS formats. It serves as a guide to sales and rental activity worldwide. The chart is determined by sales and rental activity for the week ending Aug. 11.

The Convention is the VSDA’s first, and will be held in conjunction with the VSDA’s first annual convention. The VSDA is the trade association for the video software industry.

VSDA will be mailing convention registration forms as of May. They will also be available at the Association’s booth during the Electronic Show (CES) in Chicago, June 5-8. Registration fee covers all business sessions, social functions, and meal. Convention attendees looking for a travel discount will also be happy to know that VSDA has arranged for a guaranteed super saver fare without restriction through United Airlines on all its routes.

For further information on VSDA membership and convention registration, contact the VSDA office, 1008-F Airstor Blvd., Cherry Hill, N. J. 08033. The telephone is (215) 765-1300.

Roth Named Exec VP
At MCA; Siner Restructuring

The discussion topics and the panelists scheduled so far are “Cable and Broadcast Television," with Lahren, Baal, Sargeant, Dennis and Zavala; "Billboard, Jeff Peisch and Galle Sparrow of MTV, Tom Lynch of the WTBs music programs, Night Tracks, Cathy Rossell of the Atlanta Music Channel, Roger Erickson of CBS International and Geoff Pacht of Night Video and New World Pictures’ "Space Technologies," with Clive Richardon of Island Pictures, Arnold Levine of Arnold Levine International, Washington, John Sandborn, Dean Winkler of Telecommunications and John O’Neill of Sony Consumer Products Company, and “video Promotion And Public Relations,” with Mike Dunlop, executive direc- tor of artist relations and media development, Perry Cooper, Howard Bloom of the Howard Bloom Organization and Bob Currie of EMI International. A discussion entitled “Club Promotion” will include representatives of major music clubs which use video. Other panelists will be announced shortly.

In addition to the panels, the President’s Breakfast has been scheduled to launch the day’s events. Presidents of major and independent software companies are being signed up to address the breakfast gathering. Product and service exhibits will also be held. There will be close circuit television will be used throughout the hotel to screen all of the events, announ-
cements, and details of the day. The Afternoon will concludes with a party and concert at a major New York music club.

"In putting this seminar together, I’ve already been working on rock video,” says Azoff. "What we are going to be doing in the music video field in the next few years," commented Edward Steinberg, president, who is also a member of VSDA’s ad- visory Board. On the convention planning committee are Steve Goodman of Video Store International, and Bob Skidmore of Video Store in Cincinnati; Linda Rossier of Dialogues in Phoenix; and Bob Skidmore of Video Store in Cincinnati.

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NEW YORK — Rockamerica, the New York-based company that distributes promotional video clips to clubs, record stores and video game stores, will hold its third Annual Video/Music Seminar at the Prince George Hotel in New York on July 7. The date of the event, which is set for 2:00 m., p.m. on the day immediately following the New Music Seminar and is targeted at most of the same industry community attending that event.

Other than Rockamerica’s annual Video/Music Seminar (Aug. 28-30, 1983) and the Video Software Trade Assn.’s (VSDA) annual trade show in Chicago (June 5-8, 1983), there are few events that focus on the video industry.

The event will be held in conjunction with the Video/Music Seminar in New York City on July 7. The date has been set for 2,000 m. p.m. and will be held at the Prince George Hotel.

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### Top 15 Video Games

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<tr>
<th>Rank</th>
<th>Top Game</th>
<th>Weeks in Top 20</th>
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<tbody>
<tr>
<td>1</td>
<td>CENTPEDE</td>
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<tr>
<td>2</td>
<td>MS. PAC-MAN</td>
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<td>3</td>
<td>PITFALL</td>
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<td>4</td>
<td>FROGGER</td>
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<td>5</td>
<td>KEYSTONE KAPERS</td>
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<td>DONKEY KONG JR.</td>
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<td>ZAXXON</td>
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<td>9</td>
<td>STRAWBERRY SHORTCAKE MUSICAL MATCHUPS</td>
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<td>10</td>
<td>DINKI Activision AX023</td>
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<td>11</td>
<td>PHOENIX Atari CX 2673</td>
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<td>12</td>
<td>DEMON ATTACK Imagic 3200</td>
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<td>13</td>
<td>SPIDER FIGHTER Activision AX021</td>
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<td>14</td>
<td>VENTURE Coleco 2457</td>
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<td>15</td>
<td>VANGUARD Atari CX2669</td>
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EVERYBODY LOVES AN AUTOGRAFTH - RCA recording artist Glenn Jones (l) recently appeared at Big Ben's in Los Angeles to promote his debut album, "Everybody Loves A Winner." His new single, "Keep On Doin'," has just been released.

PRIME CUTS - Brian Posner, buyer for Atlanta's Turtles chain, has started his own company. Prime Cuts, a wholesale operation dealing in cutouts, overstocks and specialty titles, says his company buys small quantities of cutouts from "quality sources and also legitimate overruns. In addition, he buys leftover stock from bankruptcies. An example of the "specialty stuff" he currently has on hand is the special Image Public Music store in Atlanta, which is owned by the Atlanta-based Southern Rock Records label. The store's owner, Larry Mundorf credits the new "blockbuster" format with causing good sales to account for lowering advertising costs for the record and pre-recorded tapes included are out of pocket since vendors won't pay for space in the ad that also adenинтерес blank tapes. So the rest of the funds needed are shared by the accessories suppliers.

BUDGET BIDS - Budget Tapes & Records along with station KBPI, is holding "Modern Rock Month" in its Denver area stores. Anyone buying an album stickered with the chain's "Rock of the '80s" new music stickers will receive a free KBPI/Budget "Modern Rock" keychain.

SONGWRITING CONTEST TO BUILD IN-STORE TRAFFIC - The "Original Song Festival '83" contest, co-sponsored by the National Assn. of Music Merchants (NAMM) and the American Music Conference (AMC), has been designed to increase customer traffic in participating retail music stores. All information about the contest and entry blanks are available only through these retailers and must be obtained and returned to the stores in person. The contest — which runs from June through August — will award $40,000 in prizes, including cash, musical instruments, recording equipment, a professionally recorded demo tape and song music. Music business professionals will judge entries in the pop/contemporary, rock/new wave and country/folk categories. The sponsors have already provided dealers with support materials including prerecorded radio spots, print ad sticks, stickers and direct mail pieces to send out via store mailing lists.

HERE IN CAMELOT - The Cameliot Music chain's "Fresh Music" program is the focus of "Fresh '84 Music Month." In chainwide promotion spotlighting the new artist product continuously featured in designated Fresh Music store sections. The chain's Geoff Mayfield notes that besides giving heavy exposure to new music artists during "Fresh '84 Music Month," the "blockbuster" format is also being promoted through the release of the "Fresh Music" keychain.

Guitars will be on display on the store fronts, as well as in the main store areas. The keychain, which is distributed in chainwide promotions, is an additional tool to help promote the program. Mayfield reports that a pair of 80-minute in-store play tapes comprised of new music artist's selections have been sent out to the stores, with between-songs promotional pattern kept to a minimum. "In the past, we have pushed sales on in-store tapes, but we toned it down this time so there is very little clutter. One of the reasons is that there is no single sale price for the promotion, but mostly it's because we're trying just to get these artists exposed through the tape and then let the clerks and displays do the rest." Mayfield adds that the chain began a heavy print campaign at the beginning of the month, then sent out 118 radio spot tapes on the 19th. Fresh Music/CBS product TV ads will be shown 44 times on MTV, and an additional 22 MTV spots contain Cameliot's regular label logo. The heavy MTV flight is a natural since so many of our Fresh Music artists first were exposed on it," explains Mayfield. Cameliot's vice president of retail operations Larry Mundorf credits the promotion with causing new music sales to account for 15% of music sales during the month so far — "a good promotional percentage for any of our promotions." . . . Cameliot's annual summer convention has been set for July 22-26 and is again at Salt Fork State Park near Cambridge, Ohio. It is one day longer than previous conventions and will allow home office personnel and nearby Canton home owners to have chance to spend two days there — Sunday and Monday — instead of one as was the case last year. For the first time, there will be two suppliers exposition days, one each for music and non-music vendors.

MART HITS HEAVY - Pittsburgh-based National Record Mart chain has a "Heavy Hitters" WEA promotion underway chainwide through June 12. The baseball-themed campaign utilizes a specially designed logo of a batter in front of a record backdrop ready to hit, with "WEA" on his jersey. On sale are 51 top WEA titles, and the scratch cards are being handed out by the hundreds in-store. When the cards are scratched out, they reveal prizes of $50 cents off for a "single," $1 off on a "double," $1.50 off on a triple, and a free WEA cassette or a cassette case. In addition, a roll of WEA tape is on offer for those who collect the scratch cards and submit them to WEA. Cash Box/May 28, 1983
A/C Stations Carefully Eye Adjustments As Demos Change

by Harry Weinger

NEW YORK — In an effort to preserve their format from burn-out, adult contemporary (A/C) stations are drawing increasingly on hits from earlier eras to maintain the freshness of their current hit list. But while they’re hedging their bets, programmers remain committed to ’60s music at the heart of the format, which acknowledges that they’ve grown more selective in their choice of ’60s chestnuts.

At the core of these subtle shifts are questions about changing audience demographics. Stations are concerned about their audience getting younger, and so they’re looking to the future. Bob Craig, program director of WMGK in Philadelphia, said, “One can’t predict what might work well six months from now.”

Jack Kelly, PD for Chicago’s WPYR-FM, sees the beginnings of a shift. “There is some negative sensitivity to pre-’60s music,” he said. “The ’60s era still survives handily, but I think the ’68-’72 era will do even better.” Thomas Cuddy, PD for WPRO-AM in Providence, maintains the station’s large gold library every six to eight weeks, and reports that their top 400 artists are more limited than those from the ’60s, the station is including titles through 1972. Cuddy adds, “If we didn’t, it would be a blow to some of our demographics.”

Program directors, however, were unanimous in their endorsement of ’60s music. Roland Gran EQUIPMENT, and need to bolster the station as well as other A/C outlets, said, “I tell my stations not to change anything they’ve done yet.” Kelly monitors the situation “title by title.” Kelly’s competitor, Dave Martin at Chicago’s WHTM-FM, says, “If a station is on my production list, I add a title more than 10 years old, you understand a, alienation of a segment of your audience target.” He continued, “The important thing is to find songs that have stood the test of time, both lyrically and production-wise. The popular ones that don’t are used sparingly.”

Programmers are also being forced to re-evaluate their playlists due to fears of being labeled “‘oldies’ stations.” Tony Torcasso, says, “We have to be aware of a record becoming outdated, and our audience perception long as long as. Balsam, of station WLTG in Washington, D.C., added, “As long as we stay on top of things we won’t be perceived as an oldies station.” He is also looking ahead to utilizing more early ’70s material. “A station has to keep an efficient mix to include as part of a ’60s music as titles ‘become’ oldies and drop out of regular rotation.”

Time For Oldies?

What of the stations that “become” oldies? Most stations save weekend blocks for oldies specials, giving their older audience a chance to hear memories they still hope to hear a group to the music. “It’s important for a station to have a time slot for oldies but oldies.” While format stations have traditionally shied away from adding current hit material in great numbers, the fear of the oldies tag is giving programmers cause to take a long, hard look at some newer songs. Salant commented, “It a record’s a hit, it should be played — then a station can pick and choose within the boundaries of its format. It will hurt itself and burn out its ’60s gold if it maintains itself. It still remains exclusive of currents.”

Salant sees a great advantage in the production values of newer music, and cites the influx of ’60s covers in his station’s catalog to maintain a good music mix minus the remake of “Always Something There To Remind Me.” The older end of our demographic remembers the original, but if I played the original, I’m potentially turning off my younger end. By playing the new version, I keep the older group who remembers the younger group who is excited about a great-sounding current and I keep a contemporary sound for the station.”

More Selective

While stations continue to rely on ’60s gold for the strength of their format, most are being selective in their choices and downplay strong identification with a particular label. Salant, then and now consultant to the station as well as other A/C outlets, says, “I tell my stations not to change anything they’ve done yet.” Kelly monitors the situation “title by title.”

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Music Sales

NEW YORK — Domenick Fioreanti and Ellen Ambrose have resigned from their respective executive positions at NBC Radio. Fioreanti, vice president and general manager of WNBC Radio moves to the newly created position of vice president and general manager for Warner Amex’s MTV. He will be responsible for marketing, advertising sales and programming for the music video channel. Ambrose moves to the Satellite Music Network as vice president.

Robert Pittman, executive vice president and chief operating officer for the Warner Amex Satellite Entertainment Company, said, “With his wealth of management experience, Dom is uniquely qualified to provide MTV organizational expertise during this period of tremendous growth. The leadership qualities he brings to this new position will further enhance and strengthen MTV’s position in the marketplace.”

Ambrose stepped down as vice president and general manager of NBC Radio’s 15-week Tuesday, May 17. She joined the company as vice president, and most recently served as a vice president, Ambrose, who joined NBC as a regional manager for their Radio Network, also helped develop The Source and became vice president and general manager in 1985.

John Tyler, chief operating officer of Satellite Music Network, welcomed Ambrose: “We are very excited about Ellen joining Satellite Music Network. Her experience in the broadcast industry will add yet another dimension to the ever-expanding resources of SMN.”

Garvey Named VP, RKO Radio Sales

NEW YORK — Donald F. Garvey has been named executive vice president and director of sales at RKO Radio Sales, effective immediately.

John J. Kelly, newly appointed president of the network and radio sales, said of Garvey, the new New York manager of RKO Radio Sales for the past year. He is well qualified and we look forward to the expertise and vitality he will bring to the position.

Prior to joining RKO, Garvey had been an account executive with the John Blair Company, where he spent 14 years, from 1962 to 1976, he was with H-R Stone Radio Representatives. He began his career in the Media Department of McCann-Erickson.

Music Sales

NEW YORK — NBC Radio has agreed in principle to purchase station WJJ-BF, Broadcasting Company, Inc. The agreement is contingent upon approval by the New York Attorney General and the FCC. Michael Sakrige, president of NBC Radio, said, “We feel fortunate to be able to acquire a premier facility in one of the country’s top markets, and we look forward to the same kind of successful performance from WJJ-BF that we now have at NBC Radio New York.”

The acquisition of WJJ-BF marks the first time NBC has purchased a station since 1966. The station is equipped with an FM transmitter, and is leased to the company by the owners of the station, the Mullin family.

WJJ-BF ranks 10th in the Boston market with a beautiful music format. No format or personnel changes are expected.
MOST ADDED

16 BRYAN ADAMS • CUTS LIKE A KNIFE • A&M
ADDS: None. HOTS: None. MEDIUMS: None. PREFERRED TRACKS: None. HOTS: None. SALES: Just shipped.

17 FASTWAY • COLUMBIA
ADDS: WYFE, KSHE. HOTS: WOUR, WMMS. MEDIUMS: WPLR, KLOC, WSKS, KSJO. SALES: Fair in all regions.

18 LENNY KRAVITZ • ARE YOU GONNA BE MY GIRL • CAPITOL

MOST ACTIVE

7 PINK FLOYD • THE FINAL CUT • COLUMBIA
ADDS: None. MEDIUMS: None. PREFERRED TRACKS: None. SALES: Good in all regions.

8 JOURNEY • FRONTIERS • COLUMBIA
ADDS: None. MEDIUMS: None. PREFERRED TRACKS: None. SALES: Fair in all regions.

9 MESSIAH • THE JESTER'S REIGN • SIRE
ADDS: None. HOTS: None. MEDIUMS: None. PREFERRED TRACKS: None. HOTS: None. SALES: Just shipped.

10 TINA TURNER • Private Dancer • CAPITOL
ADDS: None. MEDIUMS: None. PREFERRED TRACKS: None. HOTS: None. SALES: Fair in all regions.

11 BONNIE TYLER • CAN'T YOU SEE • COLUMBIA
ADDS: None. MEDIUMS: None. PREFERRED TRACKS: None. HOTS: None. SALES: Fair in all regions.
By Tom Roland

NASHVILLE — Since the outset of 1982, national networks and syndication companies have increased dramatically in country music, with several successful Country programs. The Weekly Country Music Countdown. Talking Country Prods.'s Talking Country and Music Row's Amari Road initiated in the process. While many tend to look at the use of weekly syndicated programs as an attempt to supplement salary expenses by the elimination of a disc jockey, country programmers seem to view them as an attempt to supplying quality programming to the audience.

Long-term syndicated programs will be on the weekend, and stations also try to take advantage of that by promoting the special segments during the routine weekly programs, hopefully drawing weekend listeners to tune in during the weekends. While stations have to be careful about overdoing it, it's often can be used as a way to heighten the station's image within the market with the use of special segments they think of the station as a knowledgeable source.

Cash Box survey of some 43 country stations found only one outlet which does not currently employ some sort of regular syndicated programming, while 12(27%) air five or more. Of the syndications surveyed two air to four weekly programs, and only three(7%) use five or more. The focus on night programs, the long-form programs are relegated for the most part to weekend time periods. However, there are several short-form programming (segments of less than five minutes, usually short interviews or informative type pieces) is usually run during weekdays.

Specials also have become an important part of the radio station's programming, as acknowledged by Mutual and The United Stations who this year have each set six special features to coincide with holiday weekends, such as the Fourth of July, Labor Day, Thanksgiving, Christmas and New Year's Day. Another special that has made the rounds recently is Drake-Chenault's The History Of Country Music, which now has the distinction of airing on over 150 of the last prestigious outlets. WSM/Nashville.

In the all-important ratings, that special was a key ingredient in moving some stations up in share-points and/or market position. At WMFS-FM/Indianapolis, for example, the special's share rose remarkably from 7.9 to 12.5 in a 35-signal market, while WCMC/Norfolk reportedly tied for the #1 market position 12-14 during the book in which it aired the historical special, which includes a massive 52 hours of music, interviews and continuity.

Even more importantly, the special was an important moneymaker. WEEP/Pittsburgh reportedly brought in fines of $10,000, and WSM/Nashville in the Music Shoals area. WLYF/Shelby grossed $30,000 at a machine in Chicago. WPTV/KGWD/Harrison, Ark., sold out the program's two runs in one-and-a-half days.

Wall Barts, program director at WOSD/Dover, suggested that in small or medium markets, the special can be a moneymaker with a quality talent, and a nationally produced segment can guarantee top-notch broadcasting. WOSD/Bradford recently more than tripled the audience it had last year when it featured the special segment.

Nelson Reinstates 'Picnic' Festivals

For Early-July In Three Cities

NASHVILLE — Reinstating a tradition that had lapsed over the past two years, Willie Nelson has revived his annual Fourth of July picnic at his ranch that began in Texas in 1972. Unlike the huge festivals of the past, which were held at one location each year, the show will be held in three venues — Singapore, New Jersey and Atlanta — on successive dates during the holiday week.

Nelson has included each region of the country. The United States will air 'Country Picnic,' while Singapore will air 'Tropical Country Picnic.' The third one, which will air in Atlanta, will be called 'Country Picnic Atlanta.'

Each event will feature either four or six name acts. The first Picnic is slated in- doors at the Carrier Dome in Syracuse, a venue that can handle a crowd of 45,000. The following day the show moves to the Meadowlands' Giants Stadium in East Rutherford, N.J., a facility that boasts 70,000 grandstand seats, as well as space on the field for another 10,000-12,000 people.

The third Picnic will be held at Monarch Entertainments' John Scher.

On the Fourth of July, the Atlanta International Airport, located 20 miles south of the southeastern market, will be the site of the third festival with more than 45,000 people expected to attend the Alex Cooley-promoted concert.

Last Time

The last Willie Nelson Picnic, held in 1977 at the 60,000-seat Veterans Stadium, drew 45,000.

The show was scheduled to be a one-time event, and Nelson has decided to make it an annual event.

The show will feature such acts as Ray Price, Leon Russell, Merle Haggard, Johnny Paycheck, Faron Young and Ernest Tubb, among others.

The exception of the 1977 Picnic which was held in Tulsa, each of the previous ones was in a Texas venue.

For this year's trio of festivals, Merle Haggard, Linda Ronstadt and Stray Cats have agreed to perform at each of the shows. Emmylou Harris will join the cast of both northeastern performances, while Waylon Jennings will appear at the New Jersey and Atlanta concerts. David Allen Coe is also scheduled for the Atlanta date.

Tickets for each of the shows will go on sale May 21, with the northeastern dates having a face value of $30. The tickets for the New Jersey and Atlanta concerts have a face value of $28, although the ticket price has not been announced.

Syracuse will be the site of the first of three festivals, with the second scheduled for New Jersey and the third for Atlanta.

Halsey Co. To Open Offices In New York

NASHVILLE — As part of the expansion of his company's services and locations, Jim Halsey, president of the Jim Halsey Co., has announced the opening of the New York office.

Coming just four months after the Tulsa-based booking and management agency's move into Nashville, the new office will be managed by Rich Byrte, previously an executive with the Willard Alexander Agency in New York. In addition to serving as a liaison with the Halsey-owned Churchill Records & Video, Ltd., Barz will specialize in the international market and will endeavor to expand the company's profile with regard to corporate sponsorships, television and commercials originating from the East Coast.

"We've been conducting more and more business of all types in New York City proper, and I foresee the time when we would open an East Coast office to be able to offer more representation to the artists who employ us," stated Halsey. "With Rich Byrte's acceptance of our offer, we worked quickly to open an office that will round out this company's services." The firm represents a line-up of 22 artists, including the Oak Ridge Boys, Peter Nero, Merle Haggard and Woody Herman.

The new office is located at 445 Park Ave., suite 718, New York, N. Y. 10022. The telephone number is (212) 605-2824.
COUNTRY

COUNTRY COLUMN

WILLIE AND THE JOGGER — In the midst of taping an appearance on Bobby Bare & Friends, an NBC show shot at the Nashville Network, The Nashville Network recently for a rare press conference at Bullet Studio, speaking in particular about his upcoming movie, The Red-Headed Stranger. While it was originally slated to begin filming the movie before the camera was even turned on, it did not, March of this year since Nelson will be working on another motion picture, Songwriter, in the fall. The Stranger flick features Nelson, quite appropriately, in the leading role, while several characters, including the singer himself, are played by Tommy Lee Jones. The movie is a sequel to the 1986 film featuring Nelson, which was directed by John Landis. The sequel has been delayed to fill out the script guided by the 1975 album concept album of the same title. Among Nelson’s previous screen credits are The Electric Horseman, Honesuckle Rose, Thief, The Buddy Holly Story. In the field of Coming to America, Nelson had the last session in the house before its demise.

SkaggS SINGING — During a recent Southern tour, Ricky Skaggs (Epic 37998) made an in-store appearance at Peaches in Columbus, S.C., where he signed copies of both his “Waltin’ For the Sun” album on Columbia and “Highways And Heartaches” LPs. Skaggs’ appearance was handled in conjunction with local country outlet WYCS-AM/FM to release the release, making it the first country artist to do so. Skaggs will continue to release duets as well as solo product “as long as they’re selling.” Current projects in the can include tracks with Bill Monroe, Mel Tillis and left-handed guitarist Jacken Jones. Skaggs also sometime- backup musician Merle Haggard. The latter just released “The Jogger,” which contains some not-too-complimentary statements about runners, with one of Nelson’s trademarks being his tennis shoes. In the tune, Bare veils at a particular jogger, “But you’re the hit of the men’s locker room,” but he disassociated Nelson from the rest of the running community. “Willie don’t wear short-shorts,” said Bare. “IT WILL BE JAMMED — Alabama is getting set for its second June Jam in Ft. Payne, and the roads leading into the northern Alabama community will certainly be jammed. On the strength of a mention in the fan club newsletter, 10,000 tickets to the event had been sold six weeks prior. Southern Gold, which will include a set of the Judds, are expected to see a healthy attendance, as are Kirk Franklin and Janie Fricke. Alabama recently taped an appearance on Solid Gold that should air in the latter half of June.

MCA SHUFFLES THE LINE-UP — Three MCA artists will have different producers the next time we hear from them on record. Terri Gibbs, who has worked up until this point with Ed Penney, has teamed with Rick Hall, and Brenda Lee, whose last few LPs have been recorded with Ron Chancey, will enter the studio under the direction of Jerry Crutched. Meanwhile, George Strait is no longer working with Blake Mevis and is reportedly mulling over a handful of possibilities.

SLUGGERS ANONYMOUS — Get ready for two annual softball events involving country music artists on June. Three teams are being booked through a celebrity draft in the All-American Country Games for Fan Fair June 7, with the trio of eight-member ballclubs led by team captains Richard Sterban, Brenda Lee and Mark Miller. Details are still being worked out. Pennsylvania has been added, and the West Coast teams have been selected, plus the Mid-Atlantic, Chicago, and the Carolinas. The PNC Park at the Rose Garden will include Left Field, Steve Wariner and Charlie McCoy, the opposing squads will include several artists who are, as Mandrell put it, “out of their element,” and a handful of TV and sports personalities. Included are Morgan Fairchild, Mr. T, Terry Bradshaw, Danny White, Vince Ferragamo and Rick Robey.

TUBE TAKES — Depending on the region of the country, the impact of the Academy of Country Music (ACM) awards presentation garnered a wide range of responsiveness, according to Arbitron’s Television Meter Service. Of six markets surveyed, the audience share for the NBC broadcast in its lowest share, 12, in New York, through WNBC-TV, while grazing the highest share, 27, in Dallas through KXAS-TV. The survey measured two cities on the eastern seaboard (New York and Philadelphia), two in the central region (Chicago and Dallas) and two West Coast markets (Los Angeles and San Francisco). While the East Coast markets were split, both central markets, at least a 25,000, are expected to see a live broadcast, and the West Coast markets were not able to manage even a 20 share.

CONDONENCES — To the family and friends of talent agent Bob Neal, who died May 9 of a heart attack while on one of his many trips, The Nashville Network, Cash, Mandrell, Sonny James and Johnny Rodriguez, and a memorial service was held in his honor May 12.

WHICH ONE? RCA Records and the Peppermint Lounge in New York combined forces during April to celebrate the release of Elvis Presley’s “I Was The One,” which presents “The Pelvis” as a rockabilly phenomenon. The best rockabilly dancer at the club was presented, with Priscilla Presley as he was crowned, by Brown and David Briggs, as well as former Presley band member D.J. Fontana on hand for the ceremonies.

FAMOUS RELATION — Famous/Ensign Music has moved to a new Nashville office with a new phone number. The company is now located at 1706 Grand Ave., Nashville, Tenn. 37212 and can be reached after the dial tone at (615) 329-0500.

THE LAST FAREWELL — Bill Lowery recently hosted a party to bid adieu to his Southern Tracks recording facility when the structure was torn down to make way for Atlanta’s new rapid transit system. A number of artists who recorded at the 25-year-old studio opted to show up to their last respective, including Joe Stampley, Bridges, and Karen Peck.

The Songwriter production, which is expected to begin filming in September, co-stars Kris Kristofferson and Roger McGuinn along with such celebrities as the family of Nashville writers who leave Music City in favor of Texas. The Bare taping is one of the highlights of the upcoming film. Recent packages have given us Nelson duets with a wide array of other artists, including Waylon Jennings, Webb Pierce, Dolly Parton, Brenda Lee and Merle Haggard. Nelson admitted that he continues to expect each successive release to be bigger, but occasionally runs into roadblocks. The latter part of the album should also feature some introspective statements about his road warrior days. The latter just released “The Jogger,” which contains some not-too-complimentary statements about runners, with one of Nelson’s trademarks being his tennis shoes. In the tune, Bare veils at a particular jogger, “But you’re the hit of the men’s locker room,” but he disassociated Nelson from the rest of the running community. “Willie don’t wear short-shorts,” said Bare.

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www.americanradiohistory.com
She's come a long way, Baby.
Lacy J. Dalton has come a long way, and lately she's moving faster than ever.
On her new album she's bluesy one moment... and rocking the next.
Songs that are rooted in the past...attitudes and rhythms right out of the future.

It's all here on "Dream Baby" FC 38604
Pay attention you won't want to miss a thing!
Lacy J. Dalton "Dream Baby", including her new hit "Dream Baby (How Long Must I Dream)" 38-03926
COUNTRY RADIO

COUNTRY RADIO HIGHLIGHTS

WDS - YPSILANTI - TONY PETTA - #1 - M. HAGGARD
ADDOS: M. Gray, R. Goodwin, V. D. Haffield, T. Bell, L. Brody, J. Gray, J. Hawkins, K. Monk
WHK - CLEVELAND - BILL STEVAN - #1 - W. JENNINGS
ADDOS: E. Bruce, E. T. Conley, Bellamy's, J. Reed
WKJZ - NASHVILLE - JANET BOZMAN - #1 - W. JENNINGS
ADDOS: W. Williams, J. L. Lydin, O. Campbell
KRUC - SAN ANTONIO - CHARLIE BROWN - #1 - J. CONLEE
ADDOS: Bellamy's, E. Bruce, C. Twitty
WTHN - COLDWATER - RANDY ROWLEY - #1 - D. A. COE
ADDOS: J. Fricke, J. Reed, M. Haggard/L. Williams, D. Frizzell

SINGLES REVIEWS

OAK RIDGE BOYS (MCA 52224)
Love Song (3:01) (Youngun Publishing Co. - BMI) (R. Runkie) (Producer: R. Chancey)

Ronnie McDowell (Epic 34-03946)

MARTY ROBBINS (Columbia 38-03927)

LACY J. DALTON (Columbia 38-03926)
Dream Baby (2:52) (Combine Music Corp. - BMI) (C. Walker) (Producer: B. Sherrill)

DOTTIE WEST (Liberty P-90-1500)

CEDAR CREEK (Moon Shine MS 3013)
Lonely Heart (2:13) (Silverline Music, Inc. - BMI) (P. Overstreet) (Producers: A. Dillard, C. Creek)

BRENTON DORF (Capitol P-5234)

BOBBY BRADDOCK (RCA PB-13529)
I Took... (To Get Me Over You) (2:45) (Tree Pub. Co., Inc./Tree Group - BMI) (B. Braddock, M. Berg) (Producer: B. Braddock)

BILLIE JO WILLIAMS (Farview F-120)

FLOYD BROWN (Magnum MG1002)

NEW AND DEVELOPING

JAMES & MICHAEL YOUNGER (MCA 52222)

Written about their southern Texas hometown of Edinburgh, the Youngers' fourth single bears more than a slight resemblance to the late Marty Robbins with floating brass lines and Spanish marimbas. Like the wind, the tune seems to gently waft in with a relaxed, easy-going manner and tropical images of palm trees and dark-haired Mexican ladies.

ALBUM REVIEWS

TODAY - THE STATLER BROTHERS - Mercury/PolyGram 812 184-1 M-1 - Producer: Jerry Kennedy - List: 89 - Bar Car

It's obvious that newcomer Jimmy Fortune, who replaced Lew DeWitt in the foursome one year ago, was a perfect choice since the newest album bears some of the distinctive Statler trademark the group has cultivated since 1965. While stylistically, the band breaks no new ground, relying heavily on the expected wide-ranging harmonies that bear more than a tinge of resemblance to southern gospel, the platter does provide the initiation of Fortune and Harold Reid's daughter, Kim, as songwriters, Fortune's "Elizabeth" joins the Reid Brothers "Guilty" as best bets for future singles.

COUNTRY MIKE

HARDIN HITS DETROIT - Gus Hardin, traveling in support of his recently released mini-LP, a self-titled effort, stopped by the studios of WCKX/Detroit for a preview visit. Preview on the station are (l-r): WCKX MD Thomas Hardin and WCKX's Steve Fenbenter.

The air duties at the Music Country Radio Network in mid-June. The program offers 10 hours of nightly programming and is sent out "live" via satellite to over 95 stations throughout the U.S.

In CONCERT - KNEW/San Francisco, along with Atari and the Record Factory, is the first of an unusual season set for a second season by the Charlie Daniels Band. The gig will be one of the Giants' one ticket, baseball/music combo, which will be the last night only when the Beach Boys leave the Giants with a double header. The Beach Boys are scheduled again for July 16 following the Giants/Cardinals game and another group will perform after the Giants/Reds contest on Labor Day.

POINT TO POINT - In response to a recent story in Cash Box in the not-too-significant airplay given country album cuts (Cash Box, May 7), WGN/Chicago program director Chris Warren notes that for almost 10 years, WGN has consistently programmed one LP cut per hour, helping to set the station apart from its competition. The station also features one album each Friday evening on its Long Play Country Hour: scattering selected cuts from a particular release throughout the 80 minutes浪漫 through the usual run of current and oldies. Warren also agrees with Tony Tamburrano, of MCA, who has said that album airplay means nothing to the record label that is giving away the LP to the station if some sort of tag is not applied. "(One) misconception of programmers in country radio is that the listener could care less what album a new single comes from," suggests Warren. "How many times have you gotten a call asking, 'Where can I find that record? I want to buy it.' We've always had those kinds of calls, so we decided about four years ago to do something about it. Since our top 45 records and new picks and ads are all carted, the top of each cart holds a label with the name of the album the single was culled from. It's up to the jock to share this information with the listener.

STATION CHANGES - Mike Bessette is now handling the AM drive shift at WNO/KNOC/Philadelphia. Bessette came from WHIM/Philadelphia, where he was music director. WNO/Philadelphia, N.C., is a brand new station with a country format. It began airing in mid-April, calling itself "The biggest little country station in East Tennessee." It is 250 watts and covers three cities in Roane County. Harry Morgan is general manager, John Tillie is sales manager, Tom Burchfield is program director, and Joe Grant is music director. The station line-up is as follows: Mary Tillie, 6 a.m.-noon; Grant, noon-6 p.m.; Bob Tickwell, 6 p.m.-midnight; and Tom Barish, midnight-6 a.m. The station can be reached by calling (615) 882-1233, or writing to P.O. Box 1292, Harriman, Tenn. 37745.

Janie Butler

PROGRAMMERS PICKS

Cathy Hahn KLAC/Los Angeles Don't Your Mem'y Ever Sleep At Night - Steve Warner - RCA

Ken Williams WIRE/Indianapolis He's A Heartache - Janie Fricke - Columbia

Steve Sauder KSSS/Colorado Springs Don't Say You Love Me - Mike Cane - Columbia

Bob Bosche KUGN/Eugene He's A Heartache - Janie Fricke - Columbia

Ed Brown WCXI/Detroit Ilyn', Cheatin', Woman Cheatin'... - Loretta Lynn - MCA

Marc Hahn KXTM/Salt lakes He's A Heartache - Janie Fricke - Columbia

Stephanie Plumer WDAF/Kansas City Love Song - Oak Ridge Boys - MCA

Rick Cardarella WSUR/Akron He's A Heartache - Janie Fricke - Columbia

Al Twine WBKB/Edenton I'm In Love All Over Again - Cindy Hutt - Churchill

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www.americanradiohistory.com
The Plant: Updating Facilities As It Embarks On A New Path

(continued from page 14)
weeks ago, "Mick Higgins, our chief of maintenance, wants to make C universal, eventually... so it can interface with other equipment throughout the plant." That would most likely mean installing a Tricon trend console in C at some point in the future. "Mick worked with Tricon for a number of years and he knows the boards inside out," indicated布鲁克, "and everyone who has ever worked here seems to like them."

Both of The Plant's other studios, A and B, are completely automated, using the Melco/Itosona system to control their Trident Model TSM consoles (40 inputs, 24 out, 32 monitor inputs and 40 Melco/Itosona automated faders).布鲁克 pointed out that The Plant recently added two new Studer A80 24-track recording units, which in addition to the 3M 64 two-tracks and the Ampex AG440 two-track they own (The Plant also offers two TEAC 14-track units). Other "upgrading" measures at The Plant in recent months have included the re-routing of the entire maintenance facility, which is now in the new Grace Stick solo LP hotel. "We filled in the control room floor (in A) so it wasn't such a boom box," said布鲁克. The Plant also went all out with their ceiling, moved the bass trapping, raised it and put in slats to make the room tunable. We want to make it a little snug and it's now the livetree we have."

Studio B, on the other hand, has retained its "original low ceiling," according to布鲁克. "It's a bit lower than A but some of our clients prefer that. (Motown superstar) Rick James and engineer Tom Flye (a former Sausalito Record Plant staffer) use the ASCAP Revenues Climb Again In '82

(continued from page 8)
$253 million total received from foreign territories.

Chief legal counsel Bernadette Kornman also presented a capsule summary of ASCAP's current legal dealings, predicting that ASCAP would win the Buffalo Broadcasting case once it is heard in the Court of Appeals. ASCAP is currently negotiating the agreements with local radio stations and with pay cable operators, while the sales trade magazine negotiations are still going on with the hotels and motels. The agency was successful in gaining a rate hike of 25%-37% in pay TV fees from Muzak users, with the increase depending on the type of establishment using the Muzak system. Kornman noted, however, that jukebox operators, an industry group that is "powerful in Congress," are currently pushing a bill which would limit the royalty payments for the boxes to a $50 one-time payment by jukebox manufacturers for new machines and a $25 payment by owners of existing boxes.

Additional ASCAP/New York executives who attended the session included Gloria Messinger, managing director; Paul S. Adler, director of membership; Karen Sherry, public relations director; and Tom Winter, executive secretary to the president. David introduced ASCAP members to the board of directors, including new board member R. E. Richardson (RCA). Also among the attendees were Stanley Adams, Sammy Cahn, S. L. Chiantia, Cy Censtein, George Duning, Sammy Fain, Wesley Rose and Michael Stewart.

Pat Boone Show First Gospel Radio Program With National Sponsor

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radio, and more secular sponsors probably know Pat Boone than any other figure involved in gospel music."

Further NRJ research shows that gospel listeners tend to have larger families than most radio listeners (an average size of 3.4 compared to the national average of 2.5), while 65% of those households earn more than $20,000 per year. The target age group is one that is attractive to most advertisers, and here it is split between men and women.

"Companies are becoming aware that gospel music is rapidly growing in popularity with a huge audience with wide demographic appeal," commented "We presented the research to a national soft drink firm that really interested them. Those involved in the church drink and smoke less, but they also live longer, are more prosperous, drink more soft drinks and eat more in general. To a sponsor, it clearly says this is a massive and stable market they should reach. Instead of big companies selling their products with T&A, they may find they could do better with B&G - Boone and gospel."

The Pat Boone Show is presented to the audience with a contemporary flavor, featuring such artists as B.J. Thomas, Amy Grant, Linda Crouc, The Imperials, Leon Patillo and Bob Bennett, among many others.

Among the 100 stations airing the program weekly are WWJ/Detroit, KEST/San Francisco, KJAC/San Diego, GOL/Myrtle Beach, WRMG/Warehouse, KQY/Seattle, WUSM/Cleveland, KQW/Kansas City, KODI/Des Moines, WTS/Cincinnati and WARD/Pittsburgh.
Retailers Sticking To Steady Growth Patterns For Balanced Year

Labels Report Abundant Promotional Backing Set For Black Music Month

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Labels Report Abundant Promotional Backing Set For Black Music Month

CONTINUED FROM PAGE 5

roughly 50% less than the growth rate a year ago, before Gold was forced to slow down in mall development and a scarcity of quality locations, but he predicted a "major" expansion for the chain in 1984.

"I just came back from the International Contractors Convention in Las Vegas and it looks like there will be a lot more building projects this year due primarily to a recovery in the economy and a better business climate," reported Golden.

He added that the predicted Record Bar expansion next year would consolidate exist-
ing markets rather than move into new areas. "We'll use the borders we have and work backwards, further developing the Southwest," he explained.

Golden stated that existing mall locations offered excellent opportunities for chain growth. "The shopping in-
dustry matures more and more space becomes available with the end of five and 10-year lease periods.

At the 138-store Camelot Music and Grapevine chain, vice president of retail Larry Mundorf also noted the growth possibilities. "We've seen two periods end and existing tenants, be they record or other product retailers, elect to relocate. We've also seen a rise in activity since new malls take longer to develop and realize a return on your investment," he explained.

According to Mundorf, 15 new stores are "signed, sealed and delivered" this year, already achieving the 12-15 new store pro-
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Labels Report Abundant Promotional Backing Set For Black Music Month

other artists to be highlighted in the MCA Laserdisc promotion, which is to end in mid-July and will run through July, include Burgess Gardner, Vee Allen, Oliver Cheatham and Little Willie Cobbs.

Hill said that there will be some regional buys and contests developed around some of the black artists, such as Jones and Cheatham, but that initial sales reports on all the product featured in the campaign have justified the resources aimed at furthering the success of the artists.

In addition to the advertising aimed specifically at promoting the product currently selling, MCA is urging artists as diverse as Houston, Felder, and Musical Youth to cut PSAs announcing that June is Black Music Month and encourage the consumers to support black music.

At RCA Records, a regional approach will characterize the label's effort to promote its black artists throughout the remainder of the summer. According to Bill Stanton, vice president of marketing, black music and video still is the "primary campaign on a market-by-market basis which will be geared to radio and special retailers." In addition to a strong promotional blitz, we're dealing with market on the basis of who has hot product there."

"Special Advertising"

es. As examples, Stanton said that product by artists such as Nona Hendryx, June Perry, and Al Green will be featured in special advertising and in-store promotion, primarily in the Chicago and Philadelphia areas, while acts such as Michael Wycoff will have their product heavily featured through West Coast black radio. grapevine will be featured in the Southeast, particularly Atlanta; and new group Tease in the L.A. market where it has already developed a strong identity.

Stanton said that RCA would be offering radio stations a chance to record PSAs regarding Black Music Month with the art-
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BMA Bows 'Black Music Is Universal' Promo

Los Angeles — The Black Music Assn. (BMA) is using June, designated by former President Jimmy Carter as Black Music Month, to launch an in-
stitutional campaign it plans to continue through the year, titled "Black Music is Universal."

According to BMA executive director Gary Burford, the campaign would point out, through use of artist testimony in label supported public ser-
tice announcements and print advertising, the product and a radio and through a print campaign planned for later in the year, that black music has universal appeal for the listeners and has had a major impact on contem-
orary music.

"We want to see black music and white artists doing the PSAs because we want to demonstrate what we mean when we say black music is universal," he said. "It may seem like philosophical stand on the surface, but we think that we can give the right substance.

Wade noted that the growing success of Urban Contemporary (UCJ) radio form-
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The BMA campaign was launched following extensive hearings before the California Labor Commissioner in Los Angeles, and is designed to help carriers chart the course to the future. Also, it did many record industry executives on behalf of Stewart, including Joe Smith, for-
ter publisher of Billboard, and theket.

"Hopefully this will put an end to speculation about the outcome of my case against the BMA," said Stewart of the settlement. "Obviously he wouldn't have been so quick to give me back all these rights and pay me all this money if he had felt he had any chance of winning.

"20-plus- bracket" attained in 1978-79, which Mundorf admits "stretched us." Mundorf said that the "while the chain entails the ability to finance the ex-

How exciting!...stated Mundorf in an ex-

How exciting!...stated Mundorf in an ex-

- michael martinez
L.A. GREEK'S 33 SEASON STARTS OFF WITH A WHISPER — Representatives of Solar and Elektra/Asylum Records gathered at the Whispers' farewell party yesterday at Club de Paris in the recent concert at the Greek Theatre in Los Angeles. The Whispers' show kicked off the Greek's '83 season. Pictured are (l-r): Marcus Hutson, Whispers; Howard Hewitt, Shalamar; Lavell DeGrasse and Walter Ford; Frank Grinnell; Wallace "Scotty" Scott and Nicholas Caldwell, Whispers; Mel Posner, vice chairman and general manager, Elektra/Asylum, Virgil Roberts, president, Solar; and Mike Bone vice president, national promotion, Elektra/Asylum.

THE RHYTHM SECTION

HOT VINYL — The top four spots on this week's Cash Box Top 100 Singles chart belong to dance-oriented music. Irene Cara's movie theme, Flashdance, "What A Feeling," #1 bullet from Paramount's Flashdance starring Jennifer Beals; David Bowie's (gons) Nile Rodgers-produced "Let's Dancen" (#2); Michael Jackson, the single from the Epic Records' Thriller LP "Beat It," (#3), and Thomas Dolby's "She Blinded Me With Science" (#4) are on the top of the pop chart this week. For Jackson, the #3 spot is especially sweeter since his "Startin' Somethin'" (#1) to his "Thriller" LP, was the top debut on the Pop Singles chart at #44 bullet. "Wanna," #1 bullet on the Cash Box Pop Singles chart this week.

BMA NEWS — Look for some announcements soon from the Black Music Assn. (BMA) regarding its black retailer improvement program, an effort to mount international promotion of the black music genre, and a fourth quarter date and site for the BMA conference.

DIAL I FOR INFERENCE — Sometimes just the way a person says something can carry the entire meaning of what they say. Sometimes, it's just what is said. And for Gregory Meyers, 25, the badge of journalism, what is stated, documented by report, should be thoroughly researched before it receives the credibility of the author's name. Nobody knows that better at this particular time than KACE/Los Angeles news director Ronald S. MCA. It was on an early Tuesday when MCA is a prime source of credibility. Which he thought to be reliable, had intimated that Alicia Meyers, once a lead vocalist with Al Perkins-managed One Way, had confessed to the manager's murder on Feb. 13th. KACE said that Meyers was in police custody in connection with the Perkins murder. But such was apparently not true, as the industry source who prompted the KACE story misrepresented a Detroit News report that Meyers had had legal action against the Perkins estate over a contract dispute. This report was used as leverage in formulating a story that Meyers was actually the trigger lady in the Perkins shooting death. MCA Records, for whom Meyers records inquiries heard about the news report with the Detroit police, who said that the Al Perkins estate was still open, explained that Meyers efforts to have Perkins shot on that day the murder was to have occurred. KACE, in a retraction its 5.50 p.m. newscast May 17, admitted to having erred in its report on Meyers, but, according to Toussaint, isn't partially exonerated when Meyers' Detroit-based attorney Greg Reid said that had indeed been some "malicious rumors" spread that implicated the songstress in the Perkins murder. Sutton, however, is not satisfied. He said that he and the KACE news staff were chagrined by the event and felt that it is an error that will be avoided in the future by adherence to a basic tenant of journalism — to follow up.

BLUES STYLED — Various styles of the blues will be presented during the Jazz Festivals. May 20th at the Carter Barron Outdoor Theater in Washington D.C. Headlining the set will be Chicago-bluesman J.B. Hutto with the New Hawks and Washington D.C.-based group The Nighthawks. It would appear that comparison and contrast will center on the relative origins and merits of Chicago blues and what is being dubbed as Washington D.C. blues. Chicago side guitarist Hutto will obviously represent the Chicago contingent, bringing with him a recording career that has graced the vinyl of labels such as Vanguard, Delmark and Baron. The Nighthawks, described as blues-rock band, will represent the D.C. connection. In describing the differences between the regional interpretations of the blues, folks at the Brass Monkey Festival, named after the infamous Heuvelin mixed drink, said that Chicago blues was primarily derived from the Mississippi Delta blues heritage, when many immigrants from the Deep South made an exodus to northern urban homelands. Chicago blues was described as music that was "rural, simple, single string, needing accompaniment to get a full sound." Conversely, D.C. blues is touted as being "soulful, more mellow" and more citerfied. It is claimed that second and third generation emogees from the Piedmont region of the country gave rise to this melodic version of the blues. Joining Hutto and the Nighthawks on the bill will be Chicago's bluesman Luther "Guitar Jr." Johnson, who appeared with the late Muddy Waters as a lead guitarist, one of the few white women involved in roots blues; and "Harmonica Phil" Wiggin, Rory Block and "Bowling Green John" Cephas, a harmonica/guitar team that hails from the blues saloon and bar circuit around the Washington, D.C. area. SHORT CUTS — During the recent presentation of "Hat" awards the Academy of Country Music (ACM) which was telecast live from Buena Park, Ca., on NBC-TV, that network's "A Team star, Mr. T. of Rocky III fame, delivered an eloquent explanation of the voting rules. He opened his presentation by saying, "You hillbillies shut up and listen." Larry Gatlin, the former Opry star, and guitarist who just released his third solo LP on Warner Bros. Records, titled "Friends," recalled an adolescent experience while growing up in Torrance, Calif. Having gotten into the Lighthouse Jazz club one night to see Charlie Hamilton, and being asked to go to the office, he went to the rear and Charlie Hamilton was in the stall next to me. I couldn't wait to tell my friends at school the next day." — Michael Martinez
INTERNATIONAL

Rock Importers In U.S. Looking To In-House Labels For Future Growth

(continued from page 12)

While Relativity is established, the label is still seeking its opportunities in product being overlooked by the majors rather than through direct competition with them. "At one point there was all this good music from overseas that no one was touching," said O'Brien. "But the majors can only look one way, and now American

Int'l Consumer Electronics Expo
Set For Milan

LONDON — SIM-HIFI-IVES International Exhibition of Music, Hi Fidelity, Video and Consumer Electronics is set for June 9-14 at the Milan Trade Fair. The exhibition represents the largest and most significant European exhibition of such products.

The exhibition will follow the course of last year and address musical instruments, PA systems, hi-fi equipment, discotheque, recording studios, equipment for home music, broadcasting, OM-CB, video systems, videogames, TV, home computer, etc. There will also be other technical, functional and aesthetic items of interest.

At the April 30, 433 exhibitors had already confirmed attendance at the upcoming tech fair, for a total of 1,094 Italian manufacturers from 28 different countries, with estimates for increased attendance totaling about 20%. Among the foreign exhibitors that will be present in fact or through Italian representatives are: France, West Germany, Japan, Great Britain, Holland, Sweden, Switzerland, the U.S., Austria, Belgium, Canada, Korea, Denmark, Finland, Hong Kong, Israel, Japan, Liechtenstein, Norway, German Democratic Republic, China, People's Republic, South Africa, Spain and Hungary.

The exhibit will be open to the visiting public except on the days June 13-14.

Reggae Sunsplash

(continued from page 17)

this year's Sunsplash. While all the participating labels were represented, the round trip airfare from N.Y.'s Kennedy Airport, per person accommodations, round trip transportation on the hotel, hotel, hotel taxes and gratuities, reserved seats at all concerts and admission to the Cornwall Park were included.

Among those travel suppliers already designated for the show are Sunburst Holidays (212) 567-2900 or (800) 223-1277, Lotus Tours (212) 832-7830 or (800) 221-4566, Leisure Packages, Inc. (201) 935-3220 or (800) 526-7400, Sojourner Tours (212) 947-9155, and Aiken Tours, (802) 856-9220 or (800) 221-6686.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s
1 Olvidarme — Pimpellena — CBS
2 I Bajo Tu Signo — Miguel Gallardo — Polygram
3 Como Te Exel — Jose Luis Palma — Music Hall
4 En El Paraiso — Lagos De Plata — RCA
5 Ojo De Tigre — Survive — CBS

TOP TEN LPs
1 Joven — Jose Velazquez — Disco
2 John Lennon Collection — EMI
3 Pimpenita — CBS
4 Radio Azul — Latina — Polygram
5 En Concierto — Pablo y Pamela — Music Hall
6 Salsa Sential — Pastor del Mito — CBS
7 En Castellano — Roberto Carlos — CBS
8 Viaje al Sur — Down — Sony
9 Eurodisc Vol. 2 — various artists — Gapar/DB
10 Balle Conmigo — Ria Lee and Roberto — EMI

Japan

TOP TEN 45s
1 Yegii No Wataashi — Takashi Hosokawa — Nippon Columbia
2 Kimi No Mucho Kyoku — YMO
3 Hisamatsu — Akiya Kamiya — Nippon Columbia
4 Hayop Na Nayan — Akira Nakamura — Warner
5 Hayop Mo Na Yaman — Nippon Columbia

TOP TEN LPs
1 Vamp — EDD/EDM — YVC
2 Fantasia — Akira Nakamura — Warner
3 Yukam — Miyuki Nakamura — Sony
4 Momento — Miyuki Nakamura — Nippon Columbia
5 Rainiaryation — Yumi Matsutak — Toshiba/EMI
6 Hoyo Hoyo — Vangos — Sony
7 Lionel Richie — Victor
8 No Desesperar — Sara Sano — Sony
9 1982 PM 2 Live — Ekiichi Yawara — Warner
10 La Nena’s Dance — David Boteh — EMI

United Kingdom

TOP TEN 45s
1 True — Spandau Ballet — Reformation
2 Temptation — Heaven 17 — B.E.F/Virgin
3 Fascination — The Human League — Virgin
4 Video Killed The Radio Star — Virgin
5 Candy Shh — New Edition — London
6 Pale Shelter — Tears For Fears — Virgin
7 We Are The Dead — The Beat — Virgin
8 Blind Vision — Blamco — London
9 Love The Way You Lie —_Login
10 We Are Detectives — Thompson Twins — Arista

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International

Buenos Aires — Carlos Garbarino has resigned to his post as promotion and advertising manager at RCA to pursue new opportunities in the advertising field. The company has not yet announced who will replace him. A few weeks ago, Nestor Kohler, president of Jem, resigned from his post, and Mario Kaminsky himself, president of the company, took over the task.

Roberto Lopez, managing director of CBS, and Beatriz Lupo, A&R manager of the company, jetted to Miami to attend a series of meetings with the Latin American Organization of CBS. The company is currently enjoying the international acceptance of duet Pimpenita, whose second album is being released in several countries. Last week, the artists went also to Miami for a series of Bon Jovi guest appearance at the TV Telethon held in that city.

Roberto Play, promotion manager of EMI, traveled to Rio de Janeiro for business talks with the people of the Brazilian affiliate of the group. EMI is currently working on a new agreement with several Latin American artists, and one of them is Brazilian lark Rita Lee.

Puerto Rican group Menudo is scheduled to return to Europe for a 10-week tour next month for a new visit. In the meantime, CBS plans to release a "greatest hits" album with the songs previously marketed when the group’s records were released by Interdisc. The group, aimed at early teenagers, has been working in pop, disco and rock in other Latin American countries, including Uruguay, but really never took off in Argentin.

However, the group’s record, featuring modern folk-pop melodies.

Musidisc top-10 Jaime Olzegiczi reports the release of several new albums, including the "Der Kommissar" European hit of the year, "Kane" and the Bang Bang album and a compilation tagged "Dance Music." There is also a local production by musician Carlos Carles, featuring traditional folk-pop melodies.

PolyGram released, with the cooperation of the French Embassy in Argentina, a "last album" by the famous French recording artist known in this country. The album was unveiled at a press conference where it was announced that there are currently 3,500 French language teachers working in Argentina, and that the attainable market of potential students is 2 million people between 12 and 20 years old.

The recordings belong to the three French labels represented here by PolyGram: Miguel ainhoa, EMI, and "God".

Tokyo — In efforts to curb renting shops that plague the recording industry here, Japan’s top five music associations held a demonstration before the Diet, the country’s parliament, asking the group to amend copyright law. The five associations included the Composer’s Assn. of Japan, The Music Business Assn. of Japan, The Music Publishing Assn. of Japan and The Singer’s Assn. of Japan.

According to the Japan Phonograph Record Assn. (UPRA), the Japanese record business in March of this year totaled 12.2 billion yen ($52.8 million), an increase of two percent over the prior month of the same month of the previous year. Unit volume, however, declined to 11.7 million copies, a decline of eight percent from the previous month, but one percent up over the same month of the prior year. LP sales rose 14% over the month of the same month of the previous year. Tape sales were undertaken because Jem had been asked to import discs from foreign countries and were unable to find them in the domestic market.

Humm Bird and Birdland Music Publishing have been established here by Yuko Sakamoto, ex-managing director of Warner-Pioneer. Humm Bird will be dealing with the planning of artist promotion and related activity, while Birdland will be involved in the production of songs and publishing.

Kozo Otsuka

Men At Work, Pink Floyd Are Among CBS Canada Certifications

NEW YORK — Both Men At Work’s "Cargo" and Pink Floyd’s "The Final Cut" earned Canadian gold and platinum album certifications in April for CBS Records Canada. Michael Jackson’s "Thriller" album passed the double platinum level, signifying sales of 200,000 units, as did Survivor’s "Eye Of The Tiger" single (150,000 units).

Jackson’s "Billie Jean" single from "Thriller" was also certified platinum, while Julio Iglesias’ album "Sentimental" attained gold status.

Frticout, Granada Pact

LOS ANGELES — Terri Fricout, president of the Fricout Music Company (ASCAP), has entered into a sub-publishing pact with England’s Granada TV to represent Fricout’s Mercury Music (PRB) in America for a three-year period beginning April 25, 1983.
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<th>Title, Artist, Label, Number, Distributor</th>
<th>Weeks On 5/21</th>
<th>Chart</th>
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<td>M. Jackson</td>
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<td><strong>2 CARGO</strong></td>
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<td>David Bowie</td>
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<td><strong>5 PYROMANIA</strong></td>
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<td><strong>7 THE FINAL CUT</strong></td>
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<td>Pink Floyd</td>
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<td><strong>8 KIRKSY WAS HERE</strong></td>
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<td>Steel Knights</td>
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<td><strong>9 BUSINESS AS USUAL</strong></td>
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<td><strong>11 LIONEL RICHIE</strong></td>
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<td>Daryl Hall &amp; John Oates</td>
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<td><strong>32 HAVANA MOON</strong></td>
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<td><strong>33 ALL THIS LOVE</strong></td>
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<td><strong>34 LOVE FOR LOVE</strong></td>
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<td><strong>62 ARE WE ONE?</strong></td>
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<td><strong>63 MOUNTAIN SKIING</strong></td>
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www.americanradiohistory.com

May 28, 1983
NCMI Sets ‘Survival Seminar’ For Economic, Political Issues

by Jeffrey Resnner

LOS ANGELES — The National Coin Machine Institute (NCMI) is rounding up some of the top executives in the cigarette, music and games vending business to speak at its first annual ‘Survival Seminar.’ June 22-24, at the Orlando, Fla., Marriott Hotel. Focusing on restrictive legislation, economic hardship and pressure from local civic groups affecting coin machine operators, the gathering is set to feature over a half dozen different programs, in addition to a June 23 gala banquet/reception, where Bally president Robert Mulane will speak.

The seminar kicks off June 22 with a look at the problems and the future facing various segments of the coin-op trade. Glenn Brasiew, executive director of the Amusement Games Manufacturer’s Assn. (AGMA), will talk specifically about video games. Jack Kelly, The Tobacco Institute’s marketing assistant director of the cigarette vending business; Jerry Cordon of Rowe International, is pegged to site about jukeboxes; trade analyst Dr. Boris Pari’s agreed to give an economic overview of the coin-op business based on results from his census statistics; Leon Durand of Hill and Knolton Public Relations plans to give a discourse on PR techniques; and Boston attorney Barry Rosenthal winds up the evening with a speech about the organizational structure of the industry and its specific problems.

The following day, June 23, centers on solutions to the myriad of problems faced by coin-op route people. The subject of legislative matters, monitored by NCMI counsel Herbert A. Beitel, includes lectures by organizer Allen Weintraub about different forms of political action; Ohio operator’s association president Richard George reflecting on PAC funds; and Barry Rosenthal advising on the structuring of court cases.

Later that morning a public relations forum is scheduled, moderated by PR representative Alan R. Mount. Speakers include Alan’s Don Osbourne, NCMI PR spokesperson Durand, a rep from Williamson Cigarette Company and The Tobacco Institute’s Kelly, all of whom shall explain plans and programs their...
the market, continues to maintain a strong position, answering the call for longevity product. "Mad Planet," Gottlieb's most recent video entry, has started developing a loyal following of players, according to Jack, and is fast surpassing expectations in terms of popularity and earnings in street locations as well as major arcade chains. Cash Box felicitations to Claudia Wichinsky of Coin-O-Matic of Nevada, who recently gave birth to a baby girl, Robyn Lynn. With the liquidation of the Las Vegas firm's inventory, Claudia is now devoting full time to the new baby. Sales of Rock-Ola jukeboxes have been on the rise for the past few months, as we learned from the factory's Frank Schulz. Ops who have been neglecting to maintain their phonograph needs are apparently reevaluating and starting to buy— which is music to the ears of the phonograph manufacturer. Additionally, Rock-Ola is doing well in the video department with "Nibbler," which, as Frank pointed out, has been steadily gaining in popularity throughout the country.

Notes from the AMOA office: executive veepee Leo Droste, director of communications and research J.D. Meacham, et al are enjoying the pleasant afterthought of a highly successful Notre Dame University "Executive Development" seminar, April 24-27. The full program is scheduled for Nov. 13-16, also at Notre Dame. With regard to the 1983 AMOA international exposition, Oct. 28-30, at the Rivergate in New Orleans, J.D. tells us that, at this point in time, over 80% of the exhibits have been assigned. There's tremendous interest in this year's Expo, among regulars (many of whom are requesting added space) and newcomers who are anxious to participate. We have revised the floor plan to take in additional space with the deliberate intention of including as many new exhibitors as the new space will accommodate," Meacham said. In- fact, he had high praise for the recently held PAMMA state convention/trade show in Pittsburgh, which was the first sponsored by the year-old state organization. "Very impressively mounted," said J.D. — and he also enjoyed the opportunity to visit the city of Pittsburgh.

The Circle International branch in San Diego is sponsoring its first annual "baseball show," the purpose of which is "to exhibit the new players in the spring line-up of video games. According to manager Brad King. The facility is all decked out for the occasion, with staffers in baseball garb, plus hot dogs, popcorn and cold beer being served, and prize drawings offering such giveaway items as San Diego Padres baseball tickets. Numerous other prizes (including mink coats) are being offered in this buyers incentive promo, which is based on a points system varying according to the items purchased... Cash Box congratulates Circle International's King and his new bride, Erica, who were married April 23.

OCT. 17-20: NAMA National Convention; convention; McCormick Place; Chicago.
Debut PAMMA Music & Games Exposition In Pittsburgh A Big Success

(continued from page 22)

by Lawson and Richard E. George, president of the Ohio Music & Amusement Assn. (OMAA). The new officers of PAMMA are exhibition chairman Salvatore (Pittsburgh), president; Harvey Fischer (Philadelphia), 1st vice president; William E. Fannasy, Jr. (Harrisburg), 2nd vice president; Randal Romani (Cresson); secretary; Jack House (Belleville); treasurer; and Louis Georges (Pittsburgh), board chairman. Newly elected directors (for two-year terms) are: Richard McAuliffe and Westport, Connecticut; Ronald Weller (Shamokin), Michael Coffee, Jr. (Nanticoke), Samuel Strangis (Brockport), and William Witen (Plymouth).

The exhibit hall at the Monroeville Expo Center housed 76 booths, displaying a wide assortment of coin-operated amusement machines, accessories and related products.

Early arrivals to PAMMA were welcomed by the Pittsburgh Area Coin Machine Operators (PACMO), which hosted a reception to tackle the topics of group programming.

Next, a dynamic combination of speeches about game centers will be sparked by Family Fun Time national arcade operators Tom McAuliffe and Westport, Conn. with Arnold Kaye. In a highly publicized incident in the annals of amusement history, Kaye once gained himself to Westport's city hall, declaring that the city's X-rated stores and massage parlors got more legal protection than amusement centers.

Newsmakers:

Wico Appoints Lameka VP

CHICAGO — Nolan A. Lameka has been elected vice president of finance and treasurer of Wico Corp. In this capacity, he will be responsible for long-range planning and financial forecasting for the company.

Lameka, who has been with the Wico organization since 1975, previously served as vice president and controller. Prior to joining Wico, he was an accounting manager for Am- tex Corp. of Elk Grove Village, Ill.

A graduate of the University of Chicago with a M.B.A. in Finance, he resides with his family in Mount Prospect, Ill.

Wico, based in Niles, Ill., is a designer, manufacturer and distributor of parts and accessories for the coin-operated amusement, vending, billiards and gaming industries. The firm also manufactures game controls and hardware accessories for personal computers and home video game systems.

NCMI Sets ‘Survival Seminar’ for June

individual companies offer to ops who seek to maintain a better image within their communities.

A luncheon session on June 23 will spotlight Simon Winton, the author of a 1983 Center for Research on Institutions and Social Policy (CRIISP) study funded by the U.S. Department of Justice concerning racketeering of street operations.

The afternoon survival meet begins with a discussion of state associations moderated by New York Assn president Mille McCarthy.

Other association leaders like Ohio president Richard George and Pennsylvania executive Sharon Harris are among those scheduled to

SERVICE TIPS

(Ed Note: Contacting with this week’s edition of Cash Box, we will be inserting “Service Tips,” supplied by the various game manufacturers, in the Coin Machine section. We hope to include this feature on a regular basis, as an accommodation for our readers.)

This week’s service tip from Tait America Corp pertains to Power Supply +5 Volt Problems. We suggest following the games: Alpine Ski, Wild Wester, Space Harrier, Frontline, Qix, Kram, Space Dungeon and Electric Yo Yo (games with American power supplies.)

In order to improve Q5’s connection on power supply, the following procedure must be applied:

1. Remove the two nuts and bolts holding down Q5. On the end side of the board, scrape the green solder resist over the foil around the screw pad for Q5. Wet the pad with solder to make sure it is all solder resist material is removed. Replace nuts and bolts for Q5. No parts are needed to complete this procedure.

Cash Box/May 28, 1983
CASH BOX AND MUSIC: THE BEST OF BOTH WORLDS
THE JUKEBOX PROGRAMMER

May 28, 1983

POP
1 FLASHDANCE...WHAT A FEELING (IRENE CARA)
2 LET'S DANCE (DAVID BOWIE)
3 BEAT IT (MICHAEL JACKSON)
4 OVERKILL
5 SHE BLINDED ME WITH SCIENCE (THOMAS DOLBY)
6 DER KOMMISSAR
7 PHOTOGRAPH
8 RIO
9 SOLITUDE
10 COME ON EILEEN (THE CLASH)
11 AFFAIR OF THE HEART
12 LITTLE RED CORVETTE (PRINCE)
13 JEOPARDY
14 TIME (CLOCK OF THE HEART)
15 STRAIGHT FROM THE HEART
16 MY LOVE
17 FAMILY MAN
18 FAITHFULLY
19 I WON'T HOLD YOU BACK
20 ALWAYS SOMETHING THERE TO REMIND ME
21 STRANGER IN MY HOUSE
22 DON'T LET IT END
23 EVEN NOW
24 SHE'S A BEAUTY
25 I'M STILL STANDING
26 ELECTRIC AVENUE
27 TOO SHY
28 MR. ROBOT
29 LOOKING FOR A STRANGER
30 NEVER GONNA LET YOU GO

COUNTRY
1 WHATEVER HAPPENED TO OLD-FASHIONED LOVE
2 COMMON MAN
3 LUCILLE
4 STRANGER IN MY HOUSE
5 OUR LOVE IS ON THE FAULT LINE
6 LITTLE OLD-FASHIONED KARMA
7 THE RIDE
8 YOU TAKE ME FOR GRANTED
9 YOU CAN'T RUN FROM LOVE
10 YOU'RE OUT DOING WHAT I'M HERE DOING WITHOUT
11 FOOL FOR YOUR LOVE
12 MORE AND MORE
13 MY LADY LOVES ME
14 I'M MOVIN' ON
15 SINGING THE BLUES
16 LOVE IS ON A ROLL
17 IN TIMES LIKE THESE
18 OH BABY MINE
19 HIGHWAY 40 BLUES
20 FOOLIN'
21 THE CLOSED GROCERS
22 WITHOUT YOU
23 JOSE CUERVO
24 PERSONALLY
25 I.O.U.
26 ALL MY LIFE
27 TOUCH ME
28 IF YOU'RE GONNA DO ME WRONG
29 GONNA GO HUNTING TONIGHT
30 SAVE ME

BLACK CONTEMPORARY
1 BETWEEN THE SHEETS
2 CANDY GIRL
3 BEAT IT
4 SAVE THE OVERTIME (FOR ME)
5 JUICY FRUIT
6 RAID
7 MORNIN'
8 TRY AGAIN
9 LITTLE RED CORVETTE
10 MY LOVE
11 ATOMIC DOG
12 ALL THIS LOVE
13 BOTTOM'S UP
14 DO WHAT YOU FEEL
15 THE GIRL IS FINE (SO FINE)
16 LOVE IS THE KEY
17 STYLE
18 LOVE ON MY MIND
19 KEEP IT CONFIDENTIAL
20 CANDY MAN
21 YOU AND I
22 LITTLE OLD-FASHIONED KARMA
23 THE WOMAN IN YOU

OPERATORS PICKS
Margot Green (Jones Music, Burbank) - ALL MY LIFE - Kelly Rogers - Liberty
Dan Tortorice (Modern Specialty, Madison) - LOOKING FOR A STRANGER - Pat Benatar - Chrysalis

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[ ] RECORD COMPANY
[ ] DISC JOCKEY
[ ] JUKEBOXES
[ ] AMUSEMENT GAMES
[ ] VENDING MACHINES
[ ] OTHER ____________________________

May 28, 1983

IN THE MIDDLE OF THE NIGHT — Mel Tillis — MCA
B.Y.O.B. (BRING YOUR OWN BABY) — Sister Sledge — Cotillion/Atco
ROLL ME AWAY — Bob Seger And The Silver Bullet Band — Capitol
KEEP ON LOVIN' ME — Whispers — Solar/Elektra
THE WOMAN IN YOU — The Bee Gees — RSO/PolyGram

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Rescuing deserted housing in the South Bronx is part of what the Erma Cava Fund is all about. Then they turn it into comfortable, affordable housing for seniors in the area.

Daryl Hall & John Oates found this ongoing project a worthy one indeed. In fact, they contributed two one-thousand-dollar awards to the Erma Cava Fund. And the Ampex Golden Reel Award made it possible. It's more than just another award. It's a thousand dollars to a charity named by artists receiving the honor.

For Hall & Oates, Voices and Private Eyes, were the albums. Electric Lady and Hit Factory were the recording studios, and the seniors were the winners.

So far, over a quarter of a million dollars in Golden Reel contributions have gone to designated charities. For children's diseases. The arts. Environmental associations. The needy.

Our warmest congratulations to Hall & Oates, Electric Lady, Hit Factory, and to all of the other outstanding recording professionals who've earned the Golden Reel Award.