ANNOUNCING A SPECIAL SUPPLEMENT


How has the recent economic upswing in the record business affected music publishing?
What will be the impact of the changes in mechanical royalty rates?
How can publishers best exploit the potential of home entertainment technologies such as cable TV and video?

In its annual music publishing supplement, CASH BOX explores these questions and more in several articles covering the full scope of music publishing in 1984.

The purpose of this supplement is to present a comprehensive understanding of the issues that affect the music publishing business by reviewing the past year's developments and forecasting what may lie ahead.

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Last week the National Academy of Recording Arts and Sciences (NARAS) released the list of nominees for the 26th Annual Grammy Awards. Michael Jackson's triumphant year was officially crowned with 12 nominations, a testament to an album that has created a new sales high-water mark internationally. And while Jackson's bonanza says a great deal about this past year and where we are, we shouldn't overlook the fact that the 346 nominees for this year's awards cover a broad range of music on over 100 labels, the largest number of record companies ever represented in the Grammy voting.

While it's essential that we have records like "Thriller," it's also of paramount importance that we get the greatest mileage out of all types of music. Beyond the crop of promising bands that we have— including such nominees as Eurythmics, Men Without Hats, Big Country, and Culture Club—we can't afford to ignore such categories as jazz, classical, blues, and ethnic music.

Each year, the motion picture industry manages to generate a tremendous amount of interest and publicity for films in contention for the Academy Awards. Just last year, with the assistance of the National Assn. of Recording Merchandisers (NARM), we finally began to mobilize ourselves as an industry for a generic yet product-specific promotion built around the Grammys. Results were promising, though far from what they could have been.

Can we afford to pass up an opportunity like this when the entire country and many overseas markets are tuned-in to our product? Obviously not. We have to show people that "Thriller" is our "E.T.," that we have our own musical equivalents of screen superstars, and that music is every bit as exciting and essential as the film world. We have to borrow a page from the motion picture industry. We have to do just like it in the movies.

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ON THE COVER

"NFL Football" is the first of the new generation of video games being introduced by Bally Midway, one of the industry's foremost manufacturers of coin-operated amusement machines.

The game theme portrays all of the offensive and defensive strategies of this exciting sport, complete with actual NFL film footage which provides the tv sportscaster's play-by-play as well as crowd noises and play action from Chargers-Raiders contests to literally put the player into the true feel of participating with some of the nation's most popular football heroes. As Robert E. Mullaney, Bally's president and board chairman put it, NFL Football allows the player to "live out the armchair quarterback's dream." Mr. Mullaney is pictured with the model.

This outstanding, new video game reflects the combined efforts of the Bally organization (which brought to the market such historic pieces as "Space Invaders" and "Pac-Man"), NFL, and RCA, whose Random Video/vidiotic player is being utilized for the first time in the amusement game market.

CASH BOX
E INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY
VOLUME XLVI — NUMBER 33 — January 21, 1984

TOP POP DEBUTS

NOBODY TOLD ME — John Lennon — Polydor/PolyGram

LIFE-LIVE — Thin Lizzy — Warner Bros.

SINGLES

ALBUMS

153

NUMBER ONES

POP SINGLE

OWNER OF A LONELY HEART

Yes — Ato

B/C SINGLE

JOANNA

Kool & The Gang

De-Lite/PolyGram

COUNTRY SINGLE

EVERY HEART SHOULD HAVE ONE

Charlie Pride — RCA

JAZZ

DECEMBER

George Winston

Windham Hill/AMLIC

GOSPEL

Rough Side Of The Mountain

R.C. Barnes And
Rev. Janice Brown

Atlantic International Records

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January 21, 1984

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

1. ANYBODY ELSE BUT ME (ASCAP) — 1
2. EVERYONE ELSE BUT ME (BMI) — 1
3. IN THE MOOD (ASCAP) — 1
4. I'M NOT IN MOOD FOR LOVE (BMI) — 1
5. THIS IS MY YEAR (BMI) — 1
6. THIS IS OUR YEAR (BMI) — 1
7. THAT'S MY YEAR (BMI) — 1
8. THAT'S MY YEAR (BMI) — 1
9. THAT'S MY YEAR (BMI) — 1
10. THAT'S MY YEAR (BMI) — 1
Disc/Cassette Sales Figures Continue To Approach Parity

by Jim Bessman

NEW YORK — Entering 1984, the point span between cassettes and LPs, and the sale of cassettes to LP tapers continues to narrow, if not disappear altogether. Some retailers, in fact, have now passed the point of parity in their disc and cassette sales and now stock cassettes as their only product to tape.

The fact that cassette sales are now in excess of CD sales and continues to decrease in recent months is largely due to the growing awareness of the importance of the cassette to the music industry. The fact that cassette sales are now in excess of CD sales and continues to decrease in recent months is largely due to the growing awareness of the importance of the cassette to the music industry.

For instance, in 1984, cassette sales reached a peak of 45 million, and by 1986, they were down to 20 million, a drop of 25 million. This trend is expected to continue as cassette sales continue to decline.

The four-store Rolling Stone retail group in Phoenix, headed by Jeff Lake, together with the Seattle-based DJ's Sound City chain, reported the biggest cassette-over-disc figures, both at 60-40. Lake immediately credited his high cassette percentage to the good weather in Phoenix, a contributing factor to portable stereo cassette players being a big number out there. He pointed out that many of the consumers include new tourists or casual buyers who buy tapes for a trip or for some other reason.

Lake said that the LP/tape parity had been reached in the summer months of 1984, but that the LP/tape ratio changed to LPs totaling the numbers. At Sound City, general manager Steve Mermel said that the 50:50 point had been reached last Christmas and that cassette sales had gradually increased in the following year, with the introduction of open cassette 50:50 ratios.

Lake added that a 42:3 ratio could be expected there in the next year, The Denver-based Budget Tapes & Records chain reached cassette parity about a year and a half ago, and in April, manager to Evan Lasky, remains there or a "touch higher" at 51 percent of the total album product sales. Unlike Lake, however, Lasky has observed a traditional drop-off of cassettes sales during the Christmas season, due to the perception of cassette and disc amounts, but not necessarily "better" than cassettes. Though Lasky has usually seen discs jump to a 2:1 lead over cassettes during Christmas, this season he found that cassettes backed off only four points from parity such that LP's led the way 54:56, when greater LP sales had been anticipated.

Record Bar, with some 150 stores, is another chain with cassette sales ahead of disc, in its case by 52:48. Tom Holloway, inverted analyst for the Durham, N.C.-headquartered chain, said with Lake's report that new product came in with cassettes stronger than discs, Record Bar showing a 54:46 percent breakdown in this category. Catalog sales, however, were approximately equal by configuration, with best-selling product weighted in favor of cassette. In Phoenix, Lake discerned a whopping 70:30 catalog gap in favor of LPs, due to consumers being "paranoid" that they can't get a cassette on the go and a blank tape to go with the album.

Like most dealers contacted, John Grandi, vice president of the Buffalo-based Cavages chain, recognized the increased cassette strength in hard rock and heavy metal titles, which had reached parity and beyond over discs at the chain.

However, it had not been until 1983's fourth quarter that Cavages had begun to see the big shift to cassettes experienced elsewhere throughout the U.S. He attributed this to Buffalo's colder, snowier clime which has so far curtailed the Walkman-type, boombox crowd. But a successful cassette pickup along with a healthy metal cassette leaders as Quiet Riot and Def Leppard, has brought the total in that quarter to a 2:1 range, from a previous 20:35 percent. Thus, for the first time at Cavages, the initial Van Halen LP order was equal in cat buyers that disc has more gift value expected this product type buy-in pattern to continue, as well as an expansion of catalog cassette holdings and increased

(continued on page 14)
AN HONOR LONG OVERDUE — Jim Jordan (c), who for years, with his wife Marian made millions of people laugh with their Fibber McGee and Molly radio program, was recently honored with a star along the famous Hollywood Walk of Fame. Fibber McGee and Molly ran on the NBC network from 1935 to 1960 and was the top rated show in the country for seven years. Pictured above at a reception hosted by KPRZ, is Wally Clark, president and general manager of KPRZ and sister station KIS-FM, and George Albert, president and publisher of Cash Box.

Murdoch Fights To Gain WCI Power

LOS ANGELES — Rupert Murdoch's hereafter "passive" investment in Warner Communications, Inc. (WCI), has evolved into concerted effort to take over the financially troubled entertainment conglomerate. In his most recent filing with the Securities and Exchange Commission (SEC), the Australian millionaire has said he is considering waging a proxy fight against WCI "to influence the management or acquire control" of the company. Until now, Murdoch pledged he was interested in WCI for "investment purposes only." (His $100 million "investment" in Warner has already appreciated to over $125 million. Oddly enough, however, despite his continued interest in WCI, and possessing the largest percent-age of Warner stock (7 percent) Murdoch still has not requested a seat on the company's board of directors.

Murdoch's News Corp. is also suing both WCI and Christ-Craft Industries, Inc. (CCI) to stop the proposed sale of 42 percent of CCI's broadcasting subsidiary to WCI in exchange for a new issue of WCI stock representing about 19 percent of the company. In the suit, filed in the state of Delaware (WCI's state of incorporation), News Corp. alleges the sole purpose of the WCI-CCI transaction is to protect the company from an unfriendly takeover attempt and to ensure the security of WCI chairman Steve Ross and other top level Warner executives. Furthermore, Murdoch believes WCI intends the deal with CCI to undermine his plans to buy Warner since foreigners are not allowed to control U.S. broadcasting properties.

In its first countersuit against Rupert Murdoch and his investment banker, Allen & Co., attorneys for Warner Communications, Inc. (WCI) alleged the flamboyant entrepreneur and his broker have violated several laws on both the state and local level. Furthermore, the lawsuit, filed in the state of Delaware, also seeks to prohibit Murdoch from buying more stock in WCI and requests he sell the approximately 133,000 shares (seven percent) of the company that he already controls.

Murdoch, the suit contends, never eyed WCI as serious "investment" but rather only as an opportunity to take advantage of the stock's low price and participate in "a planned public offering designed to inflate artificially the value of (his) in vestments...and manipulate the market."

Meet The Music' Vid Show Bows

LOS ANGELES — A new pop music interview program entitled "Meet The Music," is being offered for syndication to commercial broadcasters and cable television stations.

"Meet The Music is an artist profile -- exclusively," said Joey Berlin, the show's interviewer. "We don't just rely on the same old music clips that everyone shows. 'Meet The Music' uncovers the human essence beneath the professional exterior of pop music's hottest acts. Using a wide variety of cut-ins, state-of-the-art effects and excerpts from current videos, 'Meet The Music' interviews paint enduring pictures of each artist -- and his or her view of life, love, and music."

— Laura Branigan, Southside Johnny, and Marshal Crenshaw will be featured on the pilot show.

The company's offices are located at 211 West 56th Street, New York, NY 10019. His telephone number is (212) 246-7758.

Sony To Slash Video 45 Prices

LOS ANGELES — Sony Corp. said it will cut the suggested retail price on all video 45s in the VHS format from $1.99 to $1.95 and raise the price on its releases in the Beta configuration from $1.50 to $1.95.

While Sony's new Video 45s, the latest being a collection of David Bowie songs, have experienced mixed success when marketed through the traditional video rental-retail stores, they are quickly gaining acceptance among record retailers who are finding many customers for the new product.

To aid inventory conscious music stores, Sony Software, the distribution arm of the concern, is offering mixed packages offering a wide release of under one purchase order.

BMI Extends Radio License

NEW YORK — Broadcast Music, Inc. (BMI) has extended its existing radio licensing agreements to March 31, 1984.

BMI's licensing attorneys, Lawrence Sweeney, vice president, licensing, BMI, announced that the extension would be replaced by a new licensing agreement, which is now expected to be completed by the end of the extension period.

NARAS Schedules Monthly Seminars

A seminar on music and record criticism is set for June.

The series is open to the public for $5 per session, $4 for students. Agram will contact members. Further information is available from the New York NARAS chapter at 167 West 57th St., in New York, phone (212) 245-5440.

APRM-RRM Update

LOS ANGELES — In a Jan. 9 statement issued by Associated Production Music (APM), it was announced by Lester Bill and Sam Trust that a preliminary injunction has been obtained against Regent Recorded Music, Inc. to prevent the sale of a potentially sensitive compilation of a lawsuit filed in California Superior Court against Regent by Bruton Music, Ltd. This injunction, ordered by Judge Leon Savitch, prohibits Regent from exercising any rights in the Bruton catalog owned by this company in the Bruton Music Background Library.

Bruton, which is owned by ATV Music Ltd., entered into a license agreement 1978 with Regent, dba Regine Music Co., which gave Regent the right to represent Bruton in the United States. Upon expiration of that agreement on October 1, 1983, Bruton entered into an agreement with Associated Production Music, a joint venture formed by ATV Music Corp./Webleck Music Corp., and Screen Gems EMI Music/Colgems EMI Music, for the purpose of supplying background music. APM's record company, early July, 1983, acquired the rights to the EMI-owned Keith Potowski Music Library, including the catalogs of Conroy Music and Themes Music.
The groundbreaking U.K. techno-rock group takes its U.S. sophomore exam with this followup to last year's “Sweet Dreams” success story, and the combo passes with flying colors. A bit more intense yet soothing vocal work combined with synthesizer master Dave Stewart's virtuoso instrument makes this LP a worthy successor to '83's smash, containing a number of imminently catchy compositions filled with intelligent, urgent lyrics that decry the state of modern love. The album features nearly an hour's worth of music, including such appealing to the tale of a drug addict (“Aqua”), a junkie/reggae-type excursion (“Right By Your Side”) and a ballad about jealousy (“Who's That Girl”).

PLAYBACK — SSO — Enigma E 1046 — Producer: Jon St. James — List: 8.98
SSO is the first project to come under the auspices of last year's collaborative pact between major EMI and indie label Enigma Records, a high-tech band fronted by a forceful female vocalist named Stacey Swain. While the synths are given most of the attention on the platter, Swain's carressing vocals shine through on several cuts and seem right in step with current trends melding emotional singing with cold, distant electronic-pop, influenced by such groups as Human League, Missing Persons, Soft Cell and Berlin. It's easy to see how dance-conscious avant-hipsters could embrace the new aggregation, particularly with the ariotic appeal of the lithe Ms. Swain. "Big Electronic Beat" is the first single culled from the LP.

TOUCH — Eurythmics — RCA AFL 1-43197 — List: 8.98 — Bar Coded
The grounding breakup of U.K. techno-rock group takes its U.S. sophomore exam with this followup to last year's “Sweet Dreams” success story, and the combo passes with flying colors. A bit more intense yet soothing vocal work combined with synthesizer master Dave Stewart's virtuoso instrument makes this LP a worthy successor to '83's smash, containing a number of imminently catchy compositions filled with intelligent, urgent lyrics that decry the state of modern love. The album features nearly an hour's worth of music, including such appealing to the tale of a drug addict (“Aqua”), a junkie/reggae-type excursion (“Right By Your Side”) and a ballad about jealousy (“Who's That Girl”).
Hooray for Hollywood — Last year music played an integral part in movies perhaps more than any other year since 1970, when the disco dance film Saturday Night Fever took the world by storm. In '83, Flashdance and Stayin' Alive picked up the gauntlet, while other music pics such as Best Little Whorehouse in Texas and Gatlin Grace received little attention as well. This year, Hollywood has seen fit to offer music lovers over a dozen features which utilize pop, rock or country as a central theme, and since Points West is located in the heart of Tinseltown, it seems appropriate to give a quick check on what's in store musically-wise for 1984. Of course, all releases are tentative due to the erratic nature of the major movie studios but, nevertheless, you can expect most of these pictures to be out as scheduled. This month watch for New World studios to screen President, a film about former U.S. Senator Phil Crane and the Bob Reiner heavyweight spool called Spinal Tap. The film will give at least three music shows and movies hits the screens, including the Bizet opera Carmen starring Placido Domingo, Hard To Hold featuring Rick Springfield in his film debut, and Repo Man, a story about a Southern California banker who is side-tracked as a kidnap repessor. The troubled film Mike's Murder, which includes a magnificent score by Joe Jackson, is also scheduled.

The exception is Joe, who will be featured in an up-tempo film inspired by the recent comedy hit The Last Dragon.

Cash

Roger and the group will be featured in a new comedy feature directed by John Landis and released by Michael Mann. It is the third film in Mann's trilogy and will be released on May 31.

Jardine, McCabe's

McCabe's will be featured in a new comedy film released by Michael Mann. It is the third film in Mann's trilogy and will be released on May 31.

Hollywood, Calif.

On the night of May 31, the club will host a party for the release of the new film by Michael Mann. The party will feature a performance by the group and a screening of the film. The party will be held at the club on the night of May 31.

WROUGHT

Rory Jackson, president of WROUGHT Records, has announced the appointment of John Burns to the position of senior vice president, MCA Distribution. In his new position, Burns will be responsible for all distribution activities of MCA in the United States. John Burns has been with MCA Distribution since 1973. Prior to this appointment, he served as vice president of branch distribution since 1980. He has also been director of national sales, midwest regional director, and St. Louis branch manager.

EXECUTIVES ON THE MOVE

Butler Named — Larry Butler has been named national artist development manager for Warner Bros. Records. He began working for Warner Bros. Records in 1979 as a promotions/artist development manager and in 1980 he was promoted to western artist development manager.

Schneller Named — Michael Levine Public Relations Co. has announced the formation of a new division, headed by Mitchell Schneller. He was formerly an account executive in the music department of Solters/Roksn/Friedman.

Cline Promoted At E/A — Dave Cline has been promoted to west coast general manager of Elektra/Asylum Records. He will continue his previous duties as regional marketing director/west coast in addition to overseeing the daily functions of the LA operation.

Gilreath Joins Elektra — Eddie Gilreath has joined Elektra/Asylum/Nonesuch Records as vice president of sales. Gilreath's responsibilities will include the design and coordination of all sales, advertising and marketing strategies for E/A and distributed labels. He was most recently executive vice president/sales of Island Records.

Cateano Appointed — Mary Ellen Cateano has been appointed manager, artist management, press and public information for Columbia Records. Since 1981 she has been the manager of budgeting, marketing and PR for Columbia Records.

Perry Appointed At E/P/A — LaVerne Perry has been named manager, publicity, east coast for Epic/Portrait/Associated Labels. Since 1980 she has been administrative assistant to the vice president of publicity.

Verroche Named — Lorraine Verroche has been promoted to director of licensing & copyright administration for Atlantic and Elektra Records. She joined the label in 1973 as a member of the licensing and publishing department and in January 1978, she was promoted to assistant director of licensing.

Sheriff Named By RCA — The appointment of Bobby J. Sheriff as attorney, law department, RCA Records has been announced. He joins RCA Records after having completed a three-year stint as an attorney at University of Illinois at Urbana-Champaign.

Cain To BMI — Thomas Cain has been named as associate director of performing rights in the Nashville office of Broadcast Music, Inc. He is a member of the board of directors of The Nashville Music Association and the Nashville Songwriters Association.

Janis Named Total Experience — Total Experience Records has announced Marianne Janis as the new controller for the company. Formerly with Polygram Records for 13 years, she was director of the controller's accounting.

Changes At Ampex — Ampex Corporation has announced the appointment of Morgan Rees as product manager, 1/4" Video Tape. He has spent the last three years with Ampex as sales representative for magnetic tape in south Florida. And Chuck Pope has been named product manager, 1/4" Video Tape by Ampex Corporation. He returns to Ampex after a brief period as accounting manager for Antavent's microwave equipment group. Prior to Antavent, he has served as a cost accountant, senior planning analyst and senior financial analyst for various companies, including the company in 1977.

Changes At Capitol — Tony Caronia's duties have been expanded to include administration for Capitol's New York office. He will still continue his responsibilities as the director, classical operations/east coast.

John Burns Sr.

V.P. At MCA Dist.

Los Angeles — Irving Azoff, president of RCA Records and former manager of John Burns, has announced the appointment of John Burns to the position of senior vice president, MCA Distribution. In his new position, Burns will be responsible for all distribution activities of MCA in the United States.

John Burns has been with MCA Distribution since 1973. Prior to this appointment, he served as vice president of branch distribution since 1980. He has also been director of national sales, midwest regional director, and St. Louis branch manager.
Jackson Tops Grammy Noms.

(continued from page 2)

Best Rock Vocal Performance, Male
ALL IN GOOD TIME (Atlantic), feats. Ray Davies, Jeff Beck, Lou Gramm

Best Rock Performance by a Duo or Group
HELTER SKELTER

Best Rap Performance
NEW YORK, large text

Best Rap Performance by a Duo or Group
THE LAZARUS EFFECT

Best Rap/Sung Collaboration
THE GOAT

honorees will be announced at the 2023 Grammy Awards.

ANNOUNCING THE WINNERS

JACKSON TOPS GRAMMY NOMS.

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JACKSON TOPS GRAMMY NOMS.
**Regional Album Analysis**

This listing of records outside the national Top 20 showing steady or upward movement is designed to keep retailers abreast of the latest national sales trends.

**NORTHEAST 1.**
1. MOTLEY CRUE
2. 38 SPECIAL
3. ELTON JOHN
4. TWO OF A KIND
5. BILLY IDOL
6. Kool & The Gang
7. MATTHEW WILDER
8. PATTI LABELLE
9. LUTHER Vandross
10. JOAN ARMATRADING

**SOUTHEAST 2.**
1. 38 SPECIAL
2. MOTLEY CRUE
3. TWO OF A KIND
4. CYNDI LAUPER
5. ELTON JOHN
6. LUTHER Vandross
7. PATTI LABELLE
8. REAL LIFE
9. GEORGE CLINTON
10. JOAN ARMATRADING

**Baltimore/Washington 3.**
1. CYNDI LAUPER
2. PATTI LABELLE
3. MADONNA
4. LUTHER Vandross
5. MOTLEY CRUE
6. ENGLISH BEAT
7. Kool & The Gang
8. 38 SPECIAL
9. BILLY IDOL
10. ELTON JOHN

**West 4.**
1. MOTLEY CRUE
2. 38 SPECIAL
3. MADONNA
4. Kool & The Gang
5. BILLY IDOL
6. ELTON JOHN
7. UTHER Vandross
8. CYNDI LAUPER
9. MATTHEW WILDER
10. DAZZ BAND

**Midwest 5.**
1. 38 SPECIAL
2. MOTLEY CRUE
3. ELTON JOHN
4. TWO OF A KIND
5. LUTHER Vandross
6. MATTHEW WILDER
7. CYNDI LAUPER
8. NIGHT RANGER
9. BILLY IDOL
10. Kool & The Gang

**North Central 6.**
1. 38 SPECIAL
2. TWO OF A KIND
3. ELTON JOHN
4. IRENE CARA
5. Kool & The Gang
6. MOTLEY CRUE
7. NIGHT RANGER
8. BILLY IDOL
9. DEBORAH ALLEN
10. MATTHEW WILDER

**Denver/Phoenix 7.**
1. MOTLEY CRUE
2. 38 SPECIAL
3. NIGHT RANGER
4. TWO OF A KIND
5. MADONNA
6. MATTHEW WILDER
7. ELTON JOHN
8. Kool & The Gang
9. RAY PARKER, JR.
10. BILLY IDOL

**South Central 8.**
1. MOTLEY CRUE
2. 38 SPECIAL
3. NIGHT RANGER
4. TWO OF A KIND
5. MADONNA
6. MATTHEW WILDER
7. ELTON JOHN
8. Kool & The Gang
9. BILLY IDOL
10. RAY PARKER, JR.
YES, RHINO, THERE IS A SCROOGE BROS. — Origna! recording group the Scrooge Brothers recently visited Rhino Records store in Los Angeles. The不受Scrooges are pictured presenting a copy of their "Commercial Christmas" LP to store manager John Fitzmorris (c).

A PAIR OF JIMS — Two major new album releases marketed by Jim Records are being supported by unique in-store merchandising techniques. Support for "The Every Brothers Reunion Concert" on the Passport label follows the sticker release trend established with Dolly Parton's "Burtap And Satin" LP, which was released last year just ahead of Christmas to special offers and stickers designed for the program. Jem's red sticker notes that the two-record every set, which was digitally recorded during the much-heralded Brothers' Sept. 23, 1983 reunion at London's Albert Hall, is "as seen in concert only on HBO." In-store posters are also available promoting the records and program, which is scheduled to begin showing on Jan. 14. As for Utopia Records/Passport's initial Utopia album release "Olivian," Jem has a cross-promotion-marketing in conjunction with Sony Video Software whereby each Utopia album is sold with Sony's three video releases — Todd Rundgren's "Videoesyncracy," "The Utopia Sampler" and Bill Youngman's self-titled three-song video release. According to John O'Donnell, Sony's national manager of video software operations, Sony has taken the specifications sent out to its own dealers and placed them in the Utopia albums — at a cost of a penny each — as a test to see if the record buyer will buy the video. Not only is the cost per impression low, says O'Donnell, but a similar co-promotion between A&M's "Synchronicity" LP and I.R.S. Video's "Police Around The World" succeeded in selling 3,000 pieces of the video through the album inserts. O'Donnell further notes that VHS used the device in its promotion of "Grace Jones One-Man Show." He says that when the video from "Olivian" is "served up" to the customer, it will be strung together with the existing video songs for release Scrooge Video 45. "When the current inventory runs out we'll withdraw it from the market for 30 to 40 days, then put it out again with the new video and a big sign that it includes the new video," says O'Donnell, noting that the album sales will also be reworked. "This way we can extend the life of the product for people who might buy the video based on the new album. The insert, which features the Rundgren, Utopia, and Wyman videos because they are all managed by the same team in Los Angeles, will also be available in the album's cassette form as part of the folded-out flap. Sony will further support the disc and tape with TV commercials and Utopia in-store appearances at various video outlets in conjunction with a group tour in April. It may also help sponsor promotions in specific markets, such as Chicago, where it is currently providing tapes as prizes in a radio station contest. An additional Jem/Tie-in con- cerns Sony's forthcoming "Rick Derringer's Rock Spectacular" hour-long video cassette, which contains footage of a Derringer-designed concert at Manhattan's Manhattan West. From an album called "Ricky D," new guests include Karla DeVito, Southside Johnny, Carmine Appice, and Ted Nugent. Sony will provide similar album inserts to go in Jem's "Good Dirty Fun" Derringer album and has already split the cost of posters featuring both the album and video. Sony has also announced that tapes for distribution to both video and audio product retailers... At CES, Sony announced that it was dropping the price of its VHS format Video 45s from a suggested list of $19.95 to $16.95, and that it was upping its beta format for the product from 15.95 to the same $16.95, to price to end the discrepancy. Dealers also increased four points, to $23 to $27. For full-length music video cassettes, the price for both formats is $29.95.

GREAT AMERICANS — Ken Wolfe, advertising and promotion director for Minneapols Great American Music Co., stores, credits a novel "record and tape exchange" promotion for "making December happen for us." The promotion, which ran from Dec. 26 through Jan. 2, allowed customers to bring in any unopened album or tape which had been purchased anywhere into any Great American or Wax Museum and trade it for "the one they really wanted." Sales during the promotion were "way, way up," says Wolfe, noting that had it not been for the exchange, December would most certainly have been down because of Minneapols' record cold and snow. He attributes the promotion's success to an emphasis on humorous TV commercials which enacted out gift recipients' frustrations at receiving unwanted albums. As for which album was returned most frequently, Wolfe guesses that it was Michael Jackson's "Thriller." Every parent figures that every kid wants "Thriller" because it's been the biggest album for so long. But half the country already has it, so a lot of parents must have found that their kids already bought the album eight months ago..." December was also a "tremendous" month at Great American in terms of sales of rock 'n roll radio station KQRS-FM merchandise, according to the chain's associate buyer Kathy Orlowicz. She says that just under 1,000 pieces of station promotional wear including t-shirts, jackets, muscle sweats, and hats were sold at the stores in exchange for a multitude of on-air mentions, "Look for ski hats soon!" chirps Orlowicz.

PROMOTIONAL EPX — The Epix, Inc. computer software company has begun a "Buy One, Get One Free" consumer promotion giving away one of 28 selected games following the receipt of proof-of-purchase and a game box sticker from any Epix game bought between Jan. 1 and Feb. 29. Company president and chief executive officer Michael Katz said that the promotion would help exploit the active shopping period following Christmas. "We plan to continue supporting our customers with promotions designed to generate over-the-counter retail sales," said Katz. The January-February period provides high sales potential for software and we want to capitalize on the opportunity for maximum sales."

Jim Bessman
A SHORTAGE OF VIDEO PRODUCT MAY BE IMMINENT — According to a recent study conducted by CBS/Fox Video, 90 percent of all feature films that grossed more than $25 million and made over the past 10 years have already been released in one form or another for the home video market. Additionally, more than 60 percent of all other movies that have had revenues over $4 million and have been made since 1973 have also been sold for home use in the video format. Considering that the top 10 to 12 companies marketing home video product at any given time cover about a million titles, and that 50 to 80 percent of these are re-releases from the month together and the major studios put out only about 120 movies a year, many of which are duds, the home video market may experience a shortage of "feel" product not far away from now. While the lack of new films may be a short-term problem, the industry is confident that the renewed interest in home video will result in a positive trend towards the film format in the long run.

TOOTSIE ROLL OUT — RCA/Columbia Pictures Home Video plans to release the box office hit "Tootsie" starring Dustin Hoffman some time this month. Pictured above in drag is Hoffman (l) as Dorothy Michaels ake Michael Dorsey and co-star CDuctress Sydney Pollack (r) who plays Hoffman's agent in the movie. The suggested retail price for the feature length video is $79.95. Many of the major companies are coming down greatly. Almost 50 percent of new American households is also creating an increased demand for video product. So manufacturers, knowing that their costs will be down and demand for their products up, can afford to pay more to license the comparatively few movie pictures that are released during the coming years. Or, if already proven to be the case, we may begin to see a lot more made for video programming such as the CBS/Fox release the Complete Guide to Dog Care and of course videotaped works of Playboy and other oriented material. Sony's video 45 million in sales this year is another example of competitive video product. At any rate, the home video market continues to show signs of robust behavior as we enter the new year and producers of this type of programming seem to be in awe of the market.

E.T." RAISES THE STAKES — According to an article in the January 9 edition of the Hollywood Reporter, Andre Blay, president of Embassy Home Entertainment has offered the six major studios $10 million for video rights to his movie "E.T." for $10 million for "E.T." tonight, and I'll sell five million at $39.95 units." Blay was quoted at the Consumer Electronics Show held last weekend in Las Vegas.

DISC CERTIFICATIONS UP — The International Tape/Disc Association (ITA) distributed 33 Golden Videocassette Awards in 1983 compared to 11 in 1982. In addition, the trade group also gave out 12 Golden Videocassette Awards last year only five years before the year. Requirements for videocassette certification are $1 million in sales at the wholesale level, and for videotapes $1 million in retail sales. ITA, by the way, will be holding its 14th Annual Seminar, "AIDS, Video and You" next month, March 18 to 21 at the Hilton Riviera Hotel in Palm Springs, California. Exhibit space is $375 per 100 square feet. Lisa Harman has been appointed manager of planning for RCA/Columbia Pictures Home Video, and Rebecca Dragli, director of planning... Andrew Scholer has joined Sony Video Software as marketing manager... Chag Austin has been named western regional sales manager of Embassy Home Entertainment... He replaces Jim Brown who has been up-... to director of sales. Robert Blay is the firm's new director of acquisitions and Louise Alaimo has joined the company as assistant to the director of acquisitions.

VIDEO HALL OF FAMERS — Arthur Morowitz, founder of Video Shack; Clive Sinclair, owner of Sinclair Research; and the late John Baird, inventor of the videocassette were all inducted into the Videocassette Hall of Fame at a new disc release recently held at the Astoria in New York. Other members of the Videocassette Hall of Fame include Nolan Bushnell, inventor of the videogame; and the Ampex engineering team headed by Ray Dolby that developed the VCR; and Bing Crosby for his pioneering efforts in the videotaping of television shows.

REELIN' AND ROCKIN' — Sony and EMI Picture Music have concluded a deal giving Sony the right to issue Video 45s on 11 major rock acts, two major R&B acts and an assortment of other music video projects in the works. Also included in the deal are songs by David Bowie, Phil Collins, the Motels, Iron Maiden, the J. Geils Band, Sheena Easton, Naked Eyes, Kajagoss, Kim Carnes, Steve Miller, Thomas Dolby, Maze, and Ashford & Simpson. Velvet Video plans to release next month a collection of 14 videos entitled "Picture Music." The assortment will contain clips by Kim Carnes, Steve Miller, Billy Squier, Thomas Dolby, and the J. Geils Band. "Picture Music" will be available in VHS Stereo and Beta Hi-Fi and will carry a suggested retail price of $29.95. 

CHERRY LANE MUSIC TO HANDLE PROTOX BOOKS

NEW YORK — Cherry Lane Music has taken on Promotions Books for distribution in the U.S. and Canada. The line of rock 'n' roll 'n' roll-instructions are currently included approximately 60 titles, with an additional 40 planned for publication in 1984, and is priced between $1 and $11.98.

In revealing the new line, Lauren Keiser, president of Cherry Lane, said her firm expected "to far exceed the range" in the first year. "What we've found," said Keiser, "is that our accounts want the books, see the sales potential, but haven't been able to get to enough product from one source. We feel that with Proteus we have a tremendous head start in the rock book business — I think we'll have the field to ourselves for a long time. Now we can offer retailers and wholesalers sheet music, music books and up-to-date rock 'n' roll and film information books, providing a one-stop center for entertainment printed matter."

$400 Fassbinder Vid Series On

LOS ANGELES — What is undoubtedly the most anticipated home video series offered, MGM/UA Home Video is releasing a 15% hour, $400, eight-videocassette edition of the Werner Fassbinder German epics "Berlin Alexanderplatz." The eight part version of "Berlin Alexanderplatz" will be marketed at first only through the Mail Order Department. Still bearing in the "Arts and Leisure" section of the New York Times on Sunday, Jan. 15, MGM/UA Home Video plans to release it to retailers later this year.

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Important Bows

NEW YORK — New York distributor Important Records has started the Combat in house label for release of solely heavy metal bands. The first two Combat bands due are in February and include Talas' first live LP entitled "Live Speed On Ice," a live recording of Talas at the Ritz, Houston, with Helston's debut album "Blazing Star," and Sweden's Oz' U.S. debut entitled "Fire In The Rain." The February releases and all future Combat record product are will be simultaneously available on chrome cassettes. National distribution will be handled by Important.

Important has released previous product from Talas on its Relativity Records label.

Important Records is located at 148-03 Guy R. Brewer Blvd., Jamaica, New York 11434. The phone number is (212) 995-9200.

Court Grants Extension on Blanket Licenses

NEW YORK — A nine-month extension of blanket licenses was signed last week by Judge Lee F. Galardi of the U.S. District Court. The new order, entered into with the consent of the Buffalo Broadcasting Broadcasting case, which allows BMI and ASCAP to continue their current local TV and radio licenses until November 21, 1984. The court's order on an order, which would have voided blanket licenses for local stations, was to have taken effect on February 1. The case is presently before the U.S. Court of Appeals.

THE CASH BOX

January 21, 1984
Tree International has not only been labeled the world’s largest country music publisher for years, but constantly is one of the top award winners in the pop field every year. At the helm of the massive corporation is Buddy Killen who first joined the company 30 years ago for $35 a week and over the years has risen to sole owner, president and chief executive officer.

Killen came to Nashville in the early 50s immediately after graduating from high school and quickly went to work on the road for such artists as Moon Mullican, Cowboy Copas and Hank Williams. Jr. When not on the road he played bass on the Grand Ole Opry and wrote songs.

Since that time, he has become one of the most respected producers in town working with such artists as Ronnie McDowell, Billy "Crash" Craddock, T.G. Sheppard and Exile.

Besides heading up Tree, Killen also is on the board of several corporations, non-profit organizations, owner of Sound Recording Studios and The Stock Yard Restaurant. He also spends time each day working in his office in the old Tree building, acting as chairman and cohost for the 1981, 1982, 1983 and 1984 Middle Tennessee Easter Seals Telethon.

During the Christmas holidays, Buddy Killen talked with Anita Wilson about his association with Tree International, its expansion into Los Angeles, and the changing role of the songwriter.

**Cash Box: How long have you been with Tree?**

**Killen:** I came to Nashville while working with the Grand Ole Opry as a bass player and Tree was founded in 1951 when nothing was really happening. I came along in the latter part of 1953.

**Cash Box: How many writers do you have currently signed to Tree?**

**Killen:** I don’t know, something between 70 and 100. Close to 100.

**Cash Box: What’s the ratio of songwriters to writers?**

**Killen:** We have 7 or 8 pluggers.

**Cash Box: Chappell had 6-7 writers and 3-4 songpluggers and consistently has 10 percent of its receipts going to those songwriters. Do you think that high a ratio of songpluggers to writers is necessary?**

**Killen:** Well, you’ve got to remember we’ve got about 100 writers but all of them aren’t coming in every day with great songs. There’s always about 25 percent of those every day have songs you have to screen.

**Cash Box: With over 50,000 songs in your catalog, do you plug mostly new material or the older tunes?**

**Killen:** It’s natural for people to pitch the new material because it’s new and exciting, but we’re always going back through the catalog to come up with new ideas on old songs because they’re proven hits. We’re always going to try to turn the catalog over because so many of the songs we’ve got are those over a million performances or close to a million performances and naturally we’re going to try more on those because the earnings are greater.

**Cash Box: Do you see the songwriter of today as being any different than in the past?**

**Killen:** He’s a much more sophisticated young man or woman. He’s more well-educated. About a year ago we hired 14 new writers and 11 of them had music degrees. When I came to Nashville, if you had said do you know anything about music, you’d say, “Yeah, but not enough to hurt my playing or writing.” And now, it isn’t that way at all. It’s much more sophisticated. He knows more about the business aspects of it. He comes in with his lawyers and managers. Back in the old days, he didn’t do that. You picked him up and you made a deal and that’s all they knew. They were terrific — they wrote those songs from the heart that became classics that you hear today. But the new writer seems to be much more into the technical end of it, too. That can be good or bad, I don’t know.

**Cash Box: Do you think the new songwriter will be producing the classics as we knew in the past?**

**Killen:** I think we’re having less of those great songs that become overnight successes and jump out at you and you go around humming all the time. There will always be some of those. I think many writers are writing records instead of songs. They’re writing the whole thing — all the technical pop stuff — it’s more of a record than a great song. Country music produces the kind of song that lives forever and I think the great standards will keep coming from what we call the basic country writer. It gets to the heart.

**Cash Box: Do you still write?**

**Killen:** Yes, I still write every chance I get. I love to write.

**Cash Box: Is it important for a publisher to be a writer?**

**Killen:** Yes, I think it’s very important to be a writer, and to be a musician. Over the years, if I could attribute anything to the success I’ve had, it would be because I started as a musician, then became a writer, entertainer, singer, producer, publisher, and at one time owned a booking agency. It gives you a terrific overview of the business and helps you make decisions. I think to really make it as a publisher you have to have a good ear. You have to be able to recognize singer/songwriters in their raw form because if you don’t recognize it before it’s been developed then it’s too late for you. Somebody else has already got it. So I’ve always been able to dig into that terrible demo and see the talent. Sometimes I get them too early and I feed them for 4 or 5 years and they get into the company too far and you can’t continue to keep dumping money in there and 2 or 3 years later they pop up somewhere else, but you had them almost there but you couldn’t hang on long enough.

**Cash Box: How important do you think it is to make elaborate demos — does it really make a difference when plugging a song?**

**Killen:** I don’t think it’s necessary at all for my ear. I would much rather that they come in with a guitar or a piano. I would rather hear the song, but it’s become a way of life. I spend a fortune on our computerized, 24-track studio downstairs and its humming from early in the morning to late at night, and it costs me a fortune to do it. I think a lot of it is wasted and a lot of songs get in there that should never see the light of day. I think we should be much more particular about the songs that get in the studio, it’s a proven fact that only a small percentage of the songs that you demo are going to be recorded. It’s sort of a pacifier rather than a vehicle of communication. It pacifies the writer and shows him your support of him but it can get very expensive. It runs into thousands of dollars. It’s like cutting a record.

**Cash Box: Have you just announced that Tree will be opening an office in Los Angeles in six months with Jeff Sillar in charge. Haven’t you had problems opening an office in the past? Why do you think that happened?**

**Killen:** We didn’t know the right people.

**Cash Box: So you think Jeff will make a big difference?**

**Killen:** Jeff is a brilliant young man and he’s into what’s been going on and he knows California and he’s spent a lot of time out there. We have representation there now and there’s a possibility we’ll continue having both of them. And, I’m taking on another person who will be into the pop field, too. Everybody thinks of Tree as being strictly country and that isn’t so at all. Because we’re so big in country and we’re so active in it and we’ve been number one for 11 years in a row here, everybody thinks that they should put us where we are and maybe our thrust hasn’t been toward pop as much as we should have been, but every year we get all kinds of country awards for our pop songs but for some reason it always gets played down. I will be doing everything I can for us to get as many pop hits as we can and I’ll spend money wherever I have to do it. We got seven pop BMI hits last year and nobody knows it.

**Cash Box: Tree has recently purchased a computer system, what will yours be used for?**

**Killen:** It will be doing everything. It’s amazing, our accounting is in it already and we’re programming it for everything. It will be a total system. With the computer, all the potential songs will come up. It will save hours of research time because all you have to do is push a button.

**Cash Box: Do you think computers will become necessary for all publishers?**

**Killen:** I don’t see how we’ve managed to deal with all this information manually for years. I don’t know how we’ve done it. But I never even thought about it until we put this system in. You’re up to date. Every day you have to deal with new songs. It’s almost like you can know so much because it’s always at your fingertips.

**Cash Box: What do you think will be happening in the publishing field in the future?**

**Killen:** It’s not going to be like it was. Its going to be tougher. Its getting harder every day because people at record labels are cutting back by about 50 percent. Everything is becoming so fragmented because the writers want to split the percentaging into sixths and eighths of songs. We’re in some sort of change right now. The singles are dying, but we’ll always have our performances. We’ll always finding what we call a few years ago won’t be the same — its going to be tougher, its the computer age and we have to be more geared for it. You have to be looking for new ways to use a song, its healthy — its the computer age and you have to be going to be music and a market for it, but the market is going to change. Tree has always been very aggressive and we try to be the best that we can. We may not always make the right decisions, but we never stop trying to do that. When you’re on top, people love to shoot and I can handle that. We’re always going to have to go somewhere, but we’re not going to be stepping on anybody’s toes as we continue our trend to success because we are proud of our writers and staff. Hopefully, we’ll just going on doing what we’re doing. Things change, we’ll change with them.
**CBS/SONY Teams With Epic/SONY In Dominating Japan Mkt.**

NEW YORK — CBS/SONY and Epic/SONY Records were the major Japanese record companies in 1983, according to data released by Confidence Magazine, the key industry source there. The two companies cornered a combined 22.4 percent share of the total Japanese market for LPs, cassettes, and singles, and held the rest of the competition by far.

In international repertoire, Epic/SONY led the way with an 11.3 percent share of the LP and cassette charts. CBS/SONY was second with a combined 6.4 percent share. The companies together also had four international artists among the top 15 bestselling international album artists of the year. Those artists are Epic/SONY’s Julian Jigleas at #3, Michael Jackson at #8, and Men At Work at #14, and CBS/SONY’s Billy Joel at #10.

Meanwhile, Michael Jackson was named Best Male Vocalist Of The Year by the Japanese Radio Hit Research Committee, which is comprised of 34 Japanese AM radio stations. Men At Work was honored as Outstanding Artist Of The Year.

**Sarría Named Managing Director, CBS Spain**

NEW YORK — Augusto Sarría, Sr., has been named managing director, Discos CBS, S.A. in Spain.

Since 1987, Sarría has been managing director of Industrias Electricas y Musicales Peruanas S.A. in Peru, an independent company with its own manufacturing and studio operations. The company has been EMI licensee since that time and was at one time also licensee for Columbia Records.

Sarría also served as vice president of FLAP, the Latin American arm of IFPI.

**ASCAP Honors WNEW’s Golden Anniversary**

NEW YORK — The American Society of Composers, Authors and Publishers (ASCAP) will celebrate the 50th anniversary of New York radio station WNEW with a reception at ASCAP’s New York offices on January 17. The reception will honor the station for broadcasting half a century of popular American music, many of them ASCAP standards.

**WHAT’S NEW? FROM THE RECORD PLANT — The premiere broadcast of Live From The Record Plant, a weekly one-hour radio program in which listeners can talk directly to their favorite music, movie and comedy stars on a toll-free line, featured special guests Linda Ronstadt and Nelson Riddle. Pictured above (l-r) are: Cohost Father Guido Saracucci, Ronstadt, Riddle, cohost Jo Interrante; executive producer Patrick Griffith, and producer Laurie Gorman.**

**A SCREEN GEMS-SABAN PRESENTATION — After consummating an exclusive publishing agreement, executives of Saban Music and Screen Gems/Colgems/EMI Music, Inc. expressed their commitment with the deal. Pictured above seated are (l-r): Lester Stil, president, Screen Gems/Colgems/EMI Music, and Haim Saban of Saban Music. Standing are (l-r): Jack Rosner, vice president, administration, Screen Gems; Shuki Levy, Saban Music; and Vince Perrone, vice president and general counsel, Screen Gems.**

**Disc/Cassette Sales Figures Continue To Approach Parity**

(continued from page 5)

inventory on hit titles and new releases in general.

At Strawberries Records & Tapes in Boston, where cassettes are approximately 10 percent behind discs but have been gradually building in sales since a tape promotion last spring, tape buyer Kevin Kocy said that some titles, usually along the lines of a Motley Crue, Quiet Riot, and Def Leppard, could go 2:1 "once they start happening," and that greatest hits packages "usually do at least 1:1." He added that "supergroups are another thing altogether," and that 75 tapes are usually bought for every hundred discs initially with this type product with sales watched carefully the first week before making longer range projections.

Kathy Orlovic, associate buyer at Minnehaha Great American Music Co. stores, said that rock and A/CLPs are still ahead of tapes by 2:1, though heavy metal acts like Iron Maiden, Ronnie Dio, Motley Crue and Quiet Riot are turning the tables. She said that soundtrack product was "a little bit evener, almost one and a half LP to one cassette."

Sound City’s Messner spoke of a "subtle difference between the cassette and LP buyers" and noted the H&B and hard rock buyer’s mobility as the cause for his predilection for cassettes. Country and MOR music buyers, on the other hand, were less inclined toward cassettes, one reason being that "there’s still a significant number of older people in this area with 8-track players." He adds that this demographic is also "slower to change" pre-recorded formats than younger groups.

But George Turner, cassette buyer for the National Record Mart chain based in Pittsburgh, felt that older age groups were beginning to come around in terms of cassette buying. Although hard rock "naturally" succeeded all other music types in a cassette sales picture that is currently at parity with disc sales, his projected gain in cassettes from here on in could be largely attributed to cassette hardware newly obtained by older consumers. "No question about it, a lot of older people got tape players this Christmas," declared Turner. "We’re talking 40 to 50 year olds who are coming in and saying that they just got a cassette player and now need ‘the damn thing in the box that you put into it.’"

Both Budget’s Lasky and Record Bar’s Holloway work big enough chains to see different cassette, LP, and 8-track markets. For instance, Lasky found that secondary, tertiary and rural markets went beyond cassette parity more rapidly than urban centers because “when you get out in those markets, kids cruise more and farmers need cassette players for their tractors and pickups.” Consequently, Lasky has discovered that his last 8-track markets have not gone cassette, “maybe because of 8-track cassette converters.”

In Lasky’s metropolitan areas, heavy metal stores have bigger cassette margins than wider demographic stores. College campus stores such as chain outlets in Boulder and Albuquerque, however, show LPs ahead by 2:1. “It’s hard to say exactly why this is so, maybe they tap more,” commented Lasky.

Holloway also noted that the college store “down the street” at Chapel Hill was doing heavy at 3.5:1 due to “a lot of college kids having sound stalls in the dorms.” On the other end was the Record Bar outlet in Gallup, N.M., which was 1:1 because of its location near an Indian reservation. "They get money from the federal government on the 15th and 30th of every month for government contracts, and then come in and buy nothing but head-banging heavy metal cassette for cruising up and down the reservation,” explained Holloway, who found the same pattern at military outlets in Jacksonville, N.C. and Savannah, Ga. "We blow out heavy metal cassettes there, he said, noting that cramped barracks and dorm space necessitated the cassette configuration in these areas.

**NMC Moves**

NEW YORK — The National Music Council has relocated its headquarters to 10 Columbus Circle, 19th Floor, New York, N.Y., 10019. The office space is being provided as a contribution by The Perfect Touch.

The Council’s phone number remains (212) 265-8132.
Cassette Sales Increase
Say Retailers, Labels
by Anita M. Wilson
NASHVILLE — Over the past 18 months, retailers and record labels have been reporting increasing cassette sales in country music with some reports of cassettes selling up to 60 percent of the LP/tape business. The demise of the 8-track, increased popularity of Walkmans, ghetto blasters and car stereos have all been credited with the rise in cassette sales. A more mobile society has also contributed to the popularity of the tape. Record labels have recently been marketing concerted efforts to increase tape quality and have been studying ways to improve merchandising and packaging of the cassette.

Last year most record companies discontinued manufacturing 8-tracks and the result has been a marked increase in cassette sales throughout the industry.

"There's been a dramatic change in cassette sales over the past one and a half years," stated Roy Wunsch, vice president marketing CBS Records. "Initially when we eliminated 8-tracks last year there was concern that even though the 8-track sales had been eroding, there wouldn't be a vehicle to provide the country consumer with a configuration that was still a significant part of our overall building picture. However, consumers made a part dramatic switch to cassettes and on the average, cassettes now account for about 50 percent of sales being compared to LPs."

Joe Polidor, country marketing director, PolyGram Records, concurred with Wunsch's estimate of 50 percent cassette share. Polidor also stated the sales increased because "manufacturers have by and large eliminated 8-tracks and secondly because "consumers have upgraded their equipment from 8-track to cassette."

He also added that PolyGram had noticed a dramatic increase in cassette sales in other areas of music, price to the demise of 8-track music.

Other music executives contributed the increase to moves by the trucking industry. "All the truckers are converting to cassettes or have converted and this has been a great growth factor for us because the cassettes are doing just fantastic and in certain areas of the country they are outselling LPs," stated John Hohery, vice president marketing, MCA Records.

RCA Records have also realized an increase in cassette sales, especially with crossover artists such as Deborah Allen and Ronnie Milsap while sales for Alabama "have gone crazy" with reported sales of 60-40 percent cassettes over LPs.

Retailers have also noticed the old die hard 8-track customer is switching to cassettes and are therefore buying more than the usual amount of cassettes because they are supplementing their catalogs with old favorites that they may have already had on 8-track, in addition to the current releases. Mike Duncan with Cactus in Houston also stated that while parents and children may be interested in different areas of music, both can make use of the other's equipment such as cassette recorders. Increased sales of 8-track converters to cassette have also been noticed to a great degree, according to Roy Wunsch.

(continued on page 28)

Now playing on "Hundreds of Radio Stations"
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52
39
MERLE'S • 42
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WILLIE • 48
9
73
50
39
JOHNNY (Cleveland)

BART INTERVIEWS BARBARA — Local television host Teddy Bart recently interviewed Barbara Mandrell in a two-part interview of Offstage which aired on the Nashville Network on Dec. 27-28. Mandrell has been in the studio working on an upcoming LP and Bart has signed a new contract with the Nashville NBC television station, WLVI and a talk show on WLC radio.

"Wildwood Flower." Writers nominated in the Best New Country Song category are Deborah Allen, Rory Barbie, Rege Vant Hoy ("Baby I Lie"); Kenny Chaster, Austin Roloson, R.J. Rancid and Roscoe ("RMQ"); Randy Travis, Travis Black, Roy Bourque ("A Little Good News") and Mike Reed ("Stranger In My House"). ELVIS COMMENDED — Over 100 fans gathered in Memphis on Jan. 8 to celebrate Elvis Presley's birthday. Fans from near as England and as close as Memphis gathered at Graceland, Presley's former home now turned museum, for a brief ceremony. Most of the visitors went on the Graceland tour before ending up at the late singer's grave on the south side of the house. Visitors were also given a view of the life-size native scene Elvis used to put up in front yard every year and also to a birthday cake donated by the Presley estate. Governor Lamar Alexander proclaimed Jan. 8 Elvis Presley Day in Tennessee. The night before, members of a band from throughout the world assembled a birthday tribute which also featured a never-before-seen home movie of Elvis celebrating a birthday in the mid-50s.

FORTRESS HILLS REJUVENATED — Jerry Bradley, former vice president of RCA Records has recently turned his efforts to the family owned Fortress Hills Music publishing company. Bradley announced the hiring of Glenn Middleworth, also formerly of RCA Records, as professional manager of the 20-year-old company. The company's publishing catalogue includes tunes from songwriters and Gary Stewart including "Tear Time," which was recorded by Wilma Burgess and Dave & Sugar and Perry Como's hit "Dream On Little DREAMER," which has been recently completed filming his latest movie The Songwriter with Kris Kristofferson and Leslie Ann Warren in Austin, Texas. Tentatively set to air in September, the film will feature tunes that Nelson and Kristo- ferson wrote for the picture. Sidney Pollock produced the movie, one of the first for the newly established "art films with celebrity co-owned by CBS, HBO and General Pictures. Currently Nelson is spending his time with music while performing at the Univer- sal in Los Angeles, Caesars Palace in Las Vegas and also in Lake Tahoe. B.J. & the Aggies, B.J. Thomas and Los Angeles, who will be performing on Solid Gold and the Cerebral Palsy Telethon. On both shows he will be singing his current single, "Two Car Garage" off his latest CBS LP, "The Great American Dream." While also in Los Angeles, Thomas will be a presenter at the American Music Awards.

ARTHUR'S TELETHON SET — The third annual Arthur's Foundation Telethon has been set to air live from the Gaslight Studio at Opryland U.S.A. The eight-hour telethon will be hosted by Epic recording artist Mickey Gilley and will be emceed by radio and T.V. personality Ralph Emery, with Lee Greenwood serving as celebrity anchor. Other artists who have committed to the telephone include Charley McClain and Johnny Lee. The show will be broadcast from Nashville from 11 am to 7 pm. (E.D.T.) Forty-four programs have committed to carry the telephone so far, via the Westar IV communications satellite with a potential viewing audience of 37.2 million households. Last year's telephone raised over $1.3 million with all funds raised going towards the costs of research, development, and education while seeking the cause, prevention, and care of arthritis.

MERLE'S ON THE ROAD — After a two-month hiatus, Merle Haggard is setting out on a west coast tour of the south. The tour will commence in San Diego, CA, at Worth at Bobbi's on Friday, Jan. 13 and will continue for 15 more days, winding up in Johnson City, TN on Jan. 28. Haggard will be performing cuts off his latest LP, "That's The Way It Is.

PRACTICING WITH THE GUN — Dave and Sugar have recently started rehearsal for the Bill Fegan touring production of Annie Get Your Gun. The 40-city tour will begin in February and end in April. Dave Rowland will be co-starring with Helen Cornelius in the classic Irving Berlin musical.

ROLLING ON — Alabama's latest LP "Roll On" is set for release within the month and has really caught the interest of truckers. The title cut "Roll On Eighteen Wheeler" has just been released and is offered in four versions with two featuring diesel horns and dialogue. The LP and single have been selected by a lot of a special group with American Trucker Magazine. Posters of Alabama in American Trucker T-Shirts will be posted in truck stops throughout the country.

anita m. wilson
SPREADING THE HOLIDAY CHEER - WUBE/Cincinnati was busy during the holidays by holding a contest where five different listeners could win a 105 second shopping spree at local Kroger grocery stores. A sixth shopping spree was staged on the day before Christmas when Larry Boelter did the 105 second run himself. Everything that he picked up, including 86 whole chickens, were donated later to Cincinnati’s “Free Store” for distribution to needy families for Thanksgiving dinner. The other five winners all headed straight for the seafood and meat departments. One winner, Jim Schnellenberger walked away with $1,500 in groceries including over $1,500 of seafood and meats. Boelter did his show live from Kroger each time the station held shopping spree including a play by run of the play. WUBE’s director of marketing/promotion Holly Lelser said the sprees were so successful that even those who did not win were cheering the winners on.

WILLIE IN WASHINGTON - Main Street recording artist Boxcar Willie (r) was recently in Washington D.C. to make a presentation to the Smithsonian Institute. While in the Capitol he stopped by WMZQ where he was a special guest joining morning personality Jim London (l) and partner John Ogle (c) on their show where he answered calls from listeners and performed two songs including his most popular tune, “The Train Medley.”

WILLIE'S PRESENTATION - The station sales staff Boiteau was formerly a marketing associate with National Life of Vermont. Spokane was formerly an active sales manager at KWKJ/Toronto and WPIC/Denver. Olenick was an account executive for KICT/Wichita for the past five years. WOOD/Toronto general manager Clyde Roberts has appointed Jon D. Riggs as account executive for WOOD and sister station KWRQ/Lima at the start of 1983. Spokane will serve as news director for KSMN and KLSS/Mason City, Iowa and was affiliated with WUIS/Bloomington and WWWW/Columbus.

ELVIS BIRTHDAY SPECIAL - WWWW/Detroit will air a special weekend of music to commemorate what would have been Elvis Presley’s 40th birthday. Featured was music from the performer and a special contest for the listeners. One listener won a 19-inch high collectors item vinyl Elvis Presley doll with Presley wearing a white suit with gold trim, white boots, and scarf. The doll is hand painted and comes with a certificate of authenticity from World Doll, Inc., the makers of the doll.

STATION CLOSE UP - This year marks the 16th anniversary for WOOD/Toronto to program country music. Looking back at the station in the late 1960s, it started as a station that aired “countrypilin” music and the air personalities were known as the “country gentlemen.” Bob Martz was the general manager of the station and some of the “country gentlemen” were Jerry Starr, Dick Cochran, and Mike Phillips. In 1968, a fire destroyed the original broadcast studios but broadcasting was continued in trailers one block from Detroit. Some of the promotions that began in 1968 and are still active today, such as the Penny Pitch campaign, visits to the Lucas County Fair and election of the Fair Queen.

PROGRAMMERS PICKS

| Rick Turner | KKF/Kansas City | Don’t Make It Easy For Me — Earl Thomas Conley — RCA |
| Tim Rowe | WMNI/Columbus | Roll On — Alabama — RCA |
| Rocky McCumber | WVAM/Altoona | You’ve Really Got A Hold On Me — Mickey Gilley — Epic |
| Pete Brier | WKW/Shreveport | Roll On — Alabama — RCA |
| Wade Jessen | KSOP/Salt Lake City | My Dad — Ray Stevens — Mercury/PolyGram |
| Bob Cole | WPX/Arlington | Roll On — Alabama — RCA |
| J.D. Cannon | WFMS/Indianapolis | Burled Treasure — Kenny Rogers — RCA |
| Johnny Steele | KVEG/Las Vegas | Thank God For The Radio — The Kinks — Mercury/PolyGram |
| Dale Etchler | KWFL/F Dodge | Midnight Blue — Billy Jo Spears — Parrot |
| Tim Tyler | KCUB/Tucson | We Didn’t See A Thing — Ray Charles & George Jones — Columbia |
| Randy Hooker | KFRM/Salta | Let’s Stop Talkin’ About It — Janie Friske — Columbia |
| Mark Thomas | WKKF/Flint | Roll On — Alabama — RCA |
| Bert O’Brien | WAXX/Eau Claire | Roll On — Alabama — RCA |
| Bill Stedman | WHK/Cleveland | Roll On — Alabama — RCA |
| Al Jamison | KFJ/Wichita | Give Me Back That Old Familiar Feeling — The Whites — Warner Bros. |

SINGLES REVIEWS

OUT OF THE BOX

MICHAEL MURPHEY (Liberty B-1514)
Murphey’s latest single off his current Liberty LP, “The Heart Never Lies,” is an up tempo love ballad which utilizes Murphey’s crystal clear voice. Prominent echoing sounds from a drum machine give the tune a subdued yet pulsating rhythm which is enlivened by smooth flowing harmony sections.

FEATURE PICKS

JOHNNY RODRIGUEZ (Epic 34-04336) Toe Pickin’ To Go Home — 2:46 (Music City — ASCAP) (L. Chera) (Producer: Richie Albright)

LITTLE BILLY AND PIECES (3:40) (Tree — BMI) (J. Hadley) (Producer: Bob Montgomery)

MARGO SMITH (Moosone 3021)
Please Tell Him (3:35) (Chrysalis — ASCAP) (M. Sheppstone, P. Dibbens) (Producer: Andy Bevan)

JUDY LINSEY (Gypsey 4410)
Please Tell Him (3:30) (Gibson — ASCAP) (M. Sheppstone, P. Dibbens) (Mike Borchetta)

KATHY LYN NACRA (Rustic 1017)
Afraid To Love Again (2:25) (Four-T — ASCAP) (J. Broadway, K.L. Sacra) (Producer: Harold Bradley)

AL WATKINS (S.M.A. 4504)
All She Needs Is A Man (4:38) (Dixie Rock — BMI) (A. Watkins) (Producer: Al Watkins)

PETE PETERSON (HMC 10983)
I Can Touch You In My Dreams (4:11) (Holly Jay — BMI) (J.F. Gilbert) (Producer: Harvey Arnold)

KATY MOTTATT (Perrman 82004)
Rynosa (3:44) (McBroom/Careers — BMI) (A. McBroom) (Producer: Jerry Crutchfield)

JIM POOLE (Songwriters’ 8401)
Tomorrow Looks Like Yesterday Again (3:17) (Songwriters Co-op — BMI) (L. Brown, A. Louisia, P. Brown) (Producer: Don Bryant)

NEW AND DEVELOPING

MARK GRAY (Columbia 38-04324)

“Left Side Of The Bed” is the latest tune from one of Columbia’s newest artists, Mark Gray, who has been compared to Lee Greenwood by some and is considered country’s answer to Billy Joel by others. Singer/songwriter Gray joined forces with Brian Woods and former Exile partner Sonny Lemonia is penning this tune about lovers parting ways and the resulting depression that sets in. Gray’s rich, wavering voice is enhanced by some underlying steel guitars and synthesized strings.

ALBUM REVIEWS

BILL MONROE AND FRIENDS — Bill Monroe — MCA — 5435 — Producer: Walter Hayes— List 8.90 — Bar Coded

Monroe gathered together a slew of country artists for his latest album which is appropriately titled, “Bill Monroe And Friends.” Some of the artists featured performing duets with Monroe on one LP to include The Oak Ridge Boys for “Blue Moon Of Kentucky,” Willie Nelson on “The Sunset Trail,” Barbara Mandrell on “My Rose Of Kentucky” and other country luminaries such as Johnny Cash, Emmylou Harris, Larry Gatlin And The Gatlin Brothers, Waylon Jennings, John Hartford and Mel Tillis. Each cut starts off with Monroe welcoming the artist to the project and the artists recirporating their feelings on being asked to join Monroe. Traditional country songs dominate the LP with fiddles, mandolins, rhythm guitars and a banjo adding a spicy footstompin’, hand clappin’ touch.

LITTLE BY LITTLE — Gene Watson And His Farewell Band — MCA 5440 — Producer: Russ Renden and Gene Watson — List: 8.90 — Bar Coded

“Little By Little” offers a conventional country blend of powerful tunes revolving around lost love and the memories which ensue. Watson delivers his latest single “Drinkin’ My Way Back Home” with his trademark honky-tonk sound, while “Leavin’ Been Comin’ (For A Long Time),” cowritten with Sonny Throckmorton, offers true-life lyrics and allows Watson to feature his vocal abilities to full potential. The title song “Little By Little” typifies the feelings which accompany the pain of a gradually dying relationship. Guitar licks, piano and fiddles round out the instrumental portion of this production.

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Country Cassette Sales Up

A more mobile society has also been credited with improved cassette sales. "You always think of a person walking down the street with a Walkman or walking around carrying a ghetto blaster," stated Randy Goodman. People are always on the go now and it's an obvious switch. Not that many people sit at home any more. We're much more of a mobile society and that has resulted in increased cassette sales," Lou Garrett at Camelot in Canton, Ohio agreed with Goodman by stating "people are staying less at home, but they want their music wherever they go." Roy Wunsch added that "the way Sony a couple of years ago promoted Walkman's also had some impact," however, he added "it's hard to say how much the impact was on country music.

The trend is pointing towards cassettes shortly selling more than LPs. Currently LPs are averaging a 50 percent sales ratio to cassette, however speculation has been mounting that this equality will lessen with cassettes taking as much as 70-80 percent of the sales. All labels and retailers agree that LPs will always be around, but will take a smaller role in the future. In the back of their minds, in the case of reducing LPs, I don't think that's a big factor, it's just that you used to have three configurations, the LP, 8-track doing 40-50 percent of the country and cassettes doing about 10 percent, explained Chic Doherty. Now cassettes have taken over the 8-track and we're enjoying a new business," Joe Polidor agreed that the 12-inch platter will always be around, but "you will be seeing a decrease in the amount of LPs to some extent as marketing of cassettes gets better and as the compact disc becomes more entrenched as a form of entertainment, like as all 20 million units concurred with the trend pointing towards cassettes dominating the market.

An interesting take up for marketing of cassettes over the past two years to make the consumer more aware of the cassette. Special promotions, television and radio advertising and mid-line packaging are a few of the marketing efforts labels have been implementing. CBS reports that they have been an on-going retail marketing effort over the past 2-3 years with an emphasis on "including copy lines and advertising on the radio and television placing that have suggested that the size may eventually be the size it is now."

Consequently some changes will take place with the increased cassette sales, primarily in the retail section, increased emphasis in the stores is the outcome since cassettes in stores today are usually on the side of the store locked away in some cabinets. Retailers who have need less space in their stores or offer other products to occupy the space once taken up by LPs. Labels are also having to find new ways to offer liner notes, photos and credits on LPs also on cassettes. Some suggestions so far have been booklets placed in the tape or posters displayed next to the cassettes. Another important change that may take place is the actual size of the cassette. Some industry personnel have suggested that the size may eventually be the size it is now.

Mandrell Entertainment Facility To Open On Music Row

NASHVILLE — MCA recording artist Barbara Mandrell has announced that plans have been finalized with a local investment partnership, CRC Equities, Inc., to open a new Music Row attraction Barbara Mandrell. The entertainment facility will be located across from the Country Music Hall of Fame and Museum and is scheduled to be in operation for the 1984 tourist season. "I've considered having my own attraction for a long time. The opportunity has come," Mandrell said. "The time is right, and the location is perfect, right in the heart of Music Row. I am now involved in a project to provide visitors to Nashville with a spectacular attraction. I want them to make Barbara Mandrell Country their home away from home in the heart of Music Row.

The entertainment facility will offer a walking tour of the entertainer's life from her childhood to present day. Some features include: "The Story of My Life," "Our House," "I'm a Singer," "In My Room," displaying every award she has won; her favorite guitars, saxophones, steel guitars and Dobro; all her albums; the actual set from her Las Vegas show, plus scripts, director's chairs and other items from the Barbara Mandrell and The Mandrell Sisters television show. A scrapbook will display Mandrell's multi-faceted life as seen through the eyes of her parents, sisters and husband. The entertainment complex will also offer a gift shop with original items designed by Barbara. A recording studio will also be available for members of the entertainment industry. A special hospitality area will be available to tour directors and drivers.

Pride Tops Charts With Seventh Straight #1

NASHVILLE — "Every Heart Should Have One" marks Charley Pride's seventh #1 single in a row and the ninth #1 out of his 10 singles. The song was written by "You Almost Stopped My Mind" in December of 1980 and has continued with #1s being credited to "Honky Tonk Blues," "You Never Been So Loved," "Mountain Of Love," "I Don't Think She's In Love Anymore," "You're So Good When Your Bad," "Why Baby Why," "Night Games," and the current release, "Roll On Mississippi." reached the #6 position.

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

CELEBRATION — Tami Gunden — Light Records — L55830 — Producer - Joe Huffman On her first album, Tami Gunden delivers her message via a collection of rock/pop songs sung with distinct enthusiasm and sincerity. The album features three songs written by Michael W. Smith and Deborah Smith, including "Friends," "You Can Try," and the title cut. Although Gunden is a new artist she doesn't settle for second best. The combination of her vocals, a first-rate band, and a collection of well written songs makes "Celebration" a winner.

SONG OF THE ANGELS — Dannie Belle — Onyx International Records R03833 — Producer: DannieBelle Hall A favorite of radio listeners for the past two years, this album is a Christmas album. Although the majority of the songs are traditional carols, DannieBelle's renditions make them seem brand new. "Song of the Angels" features two new songs written by Dannie Belle Hall including "He is the King," and the title cut. The album also includes a traditional African song, called "African Noel."

A CALL TO US ALL — Teri DeSario — Day Spring 7041113011 — Producer: Bill Purse Teri DeSario is a newcomer to the Gospel music industry, but she is not new to music. In the seventies, she had a number one A/C hit with K.C. and the Sunshine Band, "A Call To Us All," is an album with a rock and roll flavor, but Teri DeSario has a style all her own. The title cut stresses the importance of unity in the world.
## HOT DANCE WAX — Cash Box has been on the phone over the past few weeks, checking out dance action in nightspots around the country, and we've picked up a number of interesting reports. Among the current hits are Grand Mix D. St.'s "Crazy Cuts," Malcolm McLaren's "Do Ya Like Scratchin'," the U.K. group Language's single "Touch the Radio Dance," Michael Des Barres and Holly Night's duet "Obsession" from the "A Night In Heaven" soundtrack, I.R.S.'s "Prepare to Energize," the Commodores' "Turn Off The Lights," Shalamar's "Dateline U.S.A." entry on the "D.C. Cab" soundtrack album, France Joff's "A Girl In The '80s" and last but not least, The Rolling Stones' sizzling "Too Much Blood" from the "Undercover" Long-player.

### STREET NEWS — The temptation must have been too much for rival for former Temptation Dennis Edwards, who has just released his his first solo album for Motown entitled "Don't Look Any Further." The L.A. based company is also making plans to release several LPs by new and developing artists in the near future, including product from Rockwell called "Somebody's Watching," Kid Glove's "Hell's A Rocking," Keith and Darrell's "Work That Body," as well as a platter by a performer who calls herself Mona Lisa Young. With news of the recent Grammy Awards nominations, came more street talk about Michael Jackson's plans for this year. Seems word around Southern California is that Michael's already planning a followup to the smashhit "Thriller" album, and he may be doing a duet with none other than the Chairman of the Board himself, Frank Sinatra. If it's true, the result could be one of the more outrageous recordings to come along in quite a while.

### PROMO FIRM BOWS — With the music business changing so rapidly, promotion firms are forced to adapt and one company that has done this is the four month old New York based Pro Motion, headed by Brad LeBeau and Joe Giaco. The firm's clients are not just record companies. Producers and managers, utilize Pro Motion's umbrella design of services as well. According to LeBeau, "This business of record promotion is more than just mailing records, there is a great deal of followup involved." This followup process utilizes the firm's marketing division, key in to over 400 retail accounts. Pro Motion handles everything from arranging personal appearances, to supplying copies for in-store play. The marketing division is utilized on the radio end as well and sees more viability than ever before, for a true coming together in radio/urban contemporary and new music formats.

### WINNIE IS WINNING — Fantasy Records artist Phillipa Wynne (far right) is pictured above with (l-r): Michelle Johnson, administrative assistant, Tar Music Co.; Craig Neely, Allen Star Productions; Frankie Cocker, program director, WBLA Radio; and Wynne. Fantasy is currently promoting Wynne's latest single, "Waltz Till Tomorrow."
JAZZ
ON JAZZ

STOMP'IN' AT SAVOY — The revived Savoy label makes its debut next month with its first batch of releases in over two years. Joe Fields, new proprietor of Herman Lubinsky's classic blues, jazz, and early R&B catalog has set a schedule of six releases for May. The first seven of 16 titles will be issued with Mussaf's Private Collection label. The first two, scheduled for July, will be a new label, 'The New Savoy.' The rest of the Savoy catalog is out of print. The first two are "Frank Wass" and "The Bluebird," with Lonnie Johnson as lead vocalist. The third release is "The Big Joe Williams Story," with Williams as lead vocalist and pianist. The fourth is "The Big Joe Williams Story, Part Two," with Williams as lead vocalist and pianist. The fifth is "The Big Joe Williams Story, Part Three," with Williams as lead vocalist and pianist. The sixth is "The Big Joe Williams Story, Part Four," with Williams as lead vocalist and pianist. The seventh is "The Big Joe Williams Story, Part Five," with Williams as lead vocalist and pianist.

JAZZ IS A PROCESS OF DISCOVERY — Albert Marx's triumvirate of labels, Musicraft, Trend, and Discovery, have a quartet of new titles. From the historic Musicraft label is "The Man I Love" by Sarah Vaughan (see review), while pianist Bill Mays leads a quintet featuring Tom Harrell, Shelly Manne, Ralph Moore and Andy Simpkins through "That's Delight on Trend." Two saxophonists join the Discovery roster with new albums, "Signs..." by baritonist Nick Brignola features Bob Dobbins on piano, John Loodcock on bass and David Caldarola on drums; and "The Prophet" by alto saxophonist Charles McPherson with Mike Wolford, Andy Sheppard, and George Cremo on rhythm and blues.

UNDERGROUND NEW YORK — Although the average jazz label is comparatively small by industry standards, some of them are positively miniscule. Obscurity is not ruinous, as long as something happens. Goodman has released two new albums, "Bobby and The Brothers Silver," with Bobby Jaspar, Paul Chambers, and Kenny Clarke; "Climbin' Up," by Brownie McMichael and Sonny Terry; and "Fiddley Feet" by the Seventh Avenue Stompers with buster Bailey, Vic Dickenson, Roy Eldridge, and Bobby Donaldson. Incidentally, sister label Muse has just released three titles: "Future's Gold," by saxophonist Ricky Ford with Larry Coryell, Jimmy Cobb, Ray Drummond and Albert Dailey; "Moon Bird" by California vibraphonist Dave Pike with Ron Eschetle and Tom Roner; and "The Legendary Little Theater Concert of 1940, Vol. 192," by Earl Hines (see accompanying review).

NEWcastle RECORDS — The new label has just released "The Man I Love" by Sarah Vaughan. The label features a variety of jazz, blues, and R&B artists, including Miles Davis, John Coltrane, and Ella Fitzgerald. The label's roster includes such prominent jazz musicians as Thelonious Monk, John Coltrane, and Miles Davis. The label's first release, "The Man I Love," features Sarah Vaughan and is available on CD.

U.S. Jazz Labels Buying Japanese LPs — By Fred Goodman

NEW YORK — Japan, long considered a strong market for jazz recordings made in the United States, is supplying more and more finished albums by American artists to Japan. The most recent releases on several labels — including Elektra/Musician, Antilles, Columbia, Blue Note, and Capitol — are all available for purchase in Japan. The Japanese market is growing, and many artists are interested in recording in Japan. The increased interest in recording in Japan has led to a number of recorded sessions in Japan, including the recording of "The Man I Love." The recording was made in Tokyo and has been well received in Japan. The recording features such prominent jazz musicians as Thelonious Monk, John Coltrane, and Miles Davis. The recording was well received in Japan and has been well reviewed in the jazz press. The recording was released on the "The Man I Love" label and is available on CD.

THE BEST OF ELSEWHERE — Fred Goodman

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INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — Top local booking agent Daniel Grinbank has just added two other names to the impressive roster of his agency: Rosario-born top rock artist Juan Carlos Cordero and the names of the organizers of the new orientation of rock music concerning urban problems in Argentina (while Leo Glenny, radio host, sang a fusion with country & western and Argentinian folk), and Monica Posse, a chantress in the Bonnie Tyler mood who has shown interesting signs during 1983. Grinbank handles Charly Garcia, Mercedes Sosa and other artists, and is also a recordieing producer with albums distributed by Interdisc.

Sales reports about December have been optimistic and many dealers now looking ahead to a good year, in spite of 10 percent monthly price increases foreseen by the government and a 30 percent hike in gasoline prices earmarked to reach government deficits. Inflation during the last year has been around the 500 percent level, an astonishing mark for those who worry in the United States or Europe about 4 percent. However, the “black market dollar,” which is easily obtainable, plummets for a month since 1980, which was considered a very good year. December may have been a 900,000+ month, and although 34 percent less than January, this was a vitalized mark for those who worry in the interior of the country. For sound buffs he is planning the re-release of several titles. He has announced that the catalog has been sold out in the Interior of the country.

Several artists from Ariola (like Angela Carrasco, Camilo Sesto and Mexican star Jose Jose) will also record the V.P. treatment in the near future.

Leo Bentoviglio of PolyGram reports about a series of appearances to be fulfilled by melodic star Sergio Denis, whose recent album, “Reflections,” is selling throughout the country in Medellin, Marimar and other summer resorts on the Atlantic coast, and it is expected that these further will enhance the appreciation of his waxing.

MCA, WEA INT'L JOIN FORCES — After structuring a global distribution agreement, representatives of MCA Records and WEA International held a press conference in Los Angeles. Pictured standing above (l-r): Christy Hill, director of international operations, MCA Records, Sieghard Loch, senior vice president, European operations, WEA International; Lou Cook, president of international operations, MCA Records; Yasushi Er- tegun, president, WEA International; Irving Azoff, president, MCA Records Group, Myron Roth, executive vice president, MCA Records Group; Phil Rose, executive vice president, WEA International; and Keith Bruce, senior vice president/director of Asia-Pacific operations, WEA International. Kneeling in front are (l-r): Richard Palmese, executive vice president for marketing and promotion, MCA Records; and Ken Cooper, senior vice president/treasurer, WEA international.

Italian

MILAN — AlfredoRossi, president of Ariston Records, announced a program of d'Anatoni's “Flashdance” today, with the involvement of many new artists. Stephan Schliaks (previously with Baby), Fiorella Manniola (Philo's) and Adriano Celentano (recently with Jingle) and Umberto Bindi (previously with Targa) — and the organization of a new affiliated society, Laboratorio Elettronico. Ariston also signed an agreement with the British label Stiff, formerly with RCA, for distribution of its catalogue on the Italian market.

Daniele Doglio resigned from his post of A&R manager for the Italian Decca, effective Dec. 1. His chairmen will be directly absorbed by Sandro Delor, CDG disci general manager.

David Matalon, managing director of Ducale, recently announced the signing of agreements with two jazz-oriented U.S. labels, Nautica and Pausa, for licensing repertoire in Italy.

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United Kingdom

LONDON — Gallup, compiler of the UK record industry's charts, has launched an official Records Labels Register. It came into effect on January 1, and has the support of the BPI and the ILA (Independent Record Labels Association). The register will check the use of label names, prefixes and catalogue numbers on behalf of the 100 or so BPI members. The ILA, which was founded in 1981 as a central information service for the independent labels, will act as a clearing house for all those existing independent labels, including those distributed by a major label, whose label information may be easily duplicated through lack of commercial awareness. In addition, the ILA will act as a vital reference point for record labels seeking details through the future. Through this link-up, Gallup is able to use the ILA's unique position within the industry to draw in this largely uncharted section of the market.

Gallup will ensure that all BPI members give correct and up to date information to the register. All independent labels should immediately register information with the ILA.

Record companies failing to clear label details through the register run a major risk of missing out on chart action. Gallup's computer recognizes only one record for one number — so if duplicates exist, sales will be awarded to the first record that registered. The register will aim to inform all parties where duplicates are already known to exist.

An annual registration fee will be paid by the BPI on behalf of its members. All independent record labels will be charged a registration fee of $28.75, which will include registration of all prefixes and catalogue numbers in use.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s
1. Esa — Crane — CBS
2. Vegas — A La Playa — Donald — Microfon —CBS
3. De Doi Al Casi — Frank Llano — PolyGram
4. Amor — Jose Luis Perales — Music Hall
5. Los Vinos a 20 Anos — Miguel Angel Rodri — RCA
6. Como La Bola — Loa — Music Hall
7. El Principio — Pedro Jaramillo — CBS
8. Piccolo Amore — Eichi I Pover — Music Hall
10. Flashdance — Soundtrack — PolyGram

TOP TEN LPs
1. Exequias — Pimpinela — CBS
2. Los Exitos — Jose Luis Perales — Music Hall
3. Los Exitos — Juan Carlos Cordero — PolyGram
4. Fin del Camino — Marco Antonio Solis — RCA
5. 17 Top Hits — Various Artists — PolyGram
6. Superhitos — Various Artists — RCA
7. Todo A Pulmón — Alejandro Lerner — MusicHall
8. Un Hombre Muy — Carlos Sosa — CBS
9. Un Nombre Común — Piero — CBS
10. Quinteto Imperial — Quinteto Imperial — RCA

ITALY

TOP TEN 45s
1. Flashdance... — What & Feeling — Irene Cara — Polygram/Casablanca
2. Say Say Say — P. McCartney & M. Jackson — EMI/Parlophone
3. Parla Paura — Bandiera — Virgin
4. Kama Chameleon — Culture Club — Virgin
5. Mantas — Michael Sambello — PolyGram/Casablanca
6. A Me Mi Torna In Mensa Una Canzone — Gigi Genibani — Babyface
7. All Night Long — Ricord/Motown
8. Happy Children — P. Lyon — Disco Magic/American disco
9. 10 Minute Night — Mike Oldfield — Virgin
10. Moonlight Shadow — Mike Oldfield — Virgin

TOP TEN LPs
1. Flashdance — Original Soundtrack — PolyGram/Casablanca
2. La Donna Canzone — Francesco De Gregori — RCA
3. Razzle Dazzle — Frank Sinatra — PolyGram/RCA
4. Bimbo Mix — Various Artists — Babyface
5. In Love & In Trouble — Bob
6. E' Arrivo Un Battimento — Eduardo Bennato — Ricord
7. Cosi Che Hai — Vincenzo Angelo — RCA
8. Pipas Of Peace — Paul McCartney — EMI/Parlophone
9. Tropicalo Del Nord — Pooh — CBS
10. Sicnostica — Riccardo Cocciante — Virgin — Musica e Disci

UNITED KINGDOM

TOP TEN 45s
1. The Plastic Ono Peace — Paul McCartney — Parlophone
2. Only You — Flying Pickets — 10 Records/Virgin
3. Victims — Culture Club — Virgin
4. Love Of The Common People — Paul Young — CBS
5. Tell Her About It — Billy Joel — CBS
6. Margarettes Time — Status Quo — Vertigo
7. My Oh My — Slade — RCA
8. What Is Love — Howard Jones — WEA
9. Thriller — Michael Jackson — Epic
10. Hold Me Now — Thompson Twins — Arias

TOP TEN LPs
1. Fast Forward — Various Artists — Various/EMI
2. Colour By Numbers — Culture Club — Virgin
3. France — Elane Page — E-Tel
4. Can't Slow Down — Lionel Rich — Motown
6. Formula 30 — various — Decca
7. Fantastico Wham! — Innervision
8. Touch — Eurythmics — RCA — Melody Maker

CHRIS LEE
### Cash Box Top 100 Albums

**January 21, 1984**

<table>
<thead>
<tr>
<th>Week No. 1/14</th>
<th>Title, Artist, Label, Number, Distributor</th>
</tr>
</thead>
<tbody>
<tr>
<td>35</td>
<td>IN THE HEART (Kool &amp; the Gang)</td>
</tr>
<tr>
<td>36</td>
<td>NO PARKING ON THE DANCE FLOOR (David Bowie)</td>
</tr>
<tr>
<td>37</td>
<td>LET'S DANCE (David Bowie)</td>
</tr>
<tr>
<td>38</td>
<td>VOICE OF THE HEART (Carpenters)</td>
</tr>
<tr>
<td>39</td>
<td>REBEL YELL (Billy Idol)</td>
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<tr>
<td>40</td>
<td>RAPPIN' ROYDIE (Rodney Dangerfield)</td>
</tr>
<tr>
<td>41</td>
<td>ELECTRIC UNIVERSE (Earth, Wind &amp; Fire)</td>
</tr>
<tr>
<td>42</td>
<td>STAY WITH ME TONIGHT (Jeffrey Osborne)</td>
</tr>
<tr>
<td>43</td>
<td>COMEDIAN (Eddie Murphy)</td>
</tr>
<tr>
<td>44</td>
<td>BUSY BODY (Luther Vandross)</td>
</tr>
<tr>
<td>45</td>
<td>LICK IT UP (The Inc)</td>
</tr>
<tr>
<td>46</td>
<td>THE PRINCIPLE OF MOMENTS (Robert Plant)</td>
</tr>
<tr>
<td>47</td>
<td>ALIVE, SHE CRIED (The Doors)</td>
</tr>
<tr>
<td>48</td>
<td>STRIP (Adam Ant)</td>
</tr>
<tr>
<td>49</td>
<td>BEAUTY STAB (ABC)</td>
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<td>50</td>
<td>IN A SPECIAL WAY (DeBarge)</td>
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<tr>
<td>51</td>
<td>THE WILD HEART (Steve Nichols)</td>
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<tr>
<td>52</td>
<td>FASTER THAN THE SPEED OF NIGHT (Bonnie Tyler)</td>
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<tr>
<td>53</td>
<td>TOO LOW FOR ZERO (Elton John)</td>
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<tr>
<td>54</td>
<td>WHAT A FEELIN' (Irene Cara)</td>
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<tr>
<td>55</td>
<td>1999 (Prince)</td>
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<tr>
<td>56</td>
<td>WITHOUT A SONG (Willie Nelson)</td>
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<tr>
<td>57</td>
<td>KISSING TO BE CLEVER (Culture Club)</td>
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<tr>
<td>58</td>
<td>FRONTIERS (Journey)</td>
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<tr>
<td>59</td>
<td>REACH THE BEACH (The Fixx)</td>
</tr>
<tr>
<td>60</td>
<td>THE CLOSER YOU GET</td>
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<tr>
<td>61</td>
<td>HEARTS AND BONES (Paul Simon)</td>
</tr>
<tr>
<td>62</td>
<td>SPEAKING IN TONGUES (Talking Heads)</td>
</tr>
<tr>
<td>63</td>
<td>IT'S YOUR NIGHT (James Ingram)</td>
</tr>
<tr>
<td>64</td>
<td>LIONEL RICHIE (Motown)</td>
</tr>
<tr>
<td>65</td>
<td>TRUE SPANDAU BALLET (Chrysalis/Epic)</td>
</tr>
<tr>
<td>66</td>
<td>THE BEST OF THE ALAN PARSONS PROJECT (Rick James)</td>
</tr>
<tr>
<td>67</td>
<td>COLD BLOODED (Ricky James)</td>
</tr>
<tr>
<td>68</td>
<td>MADONNA (Warner Bros)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Week No. 1/14</th>
<th>Title, Artist, Label, Number, Distributor</th>
</tr>
</thead>
<tbody>
<tr>
<td>69</td>
<td>AEROBIC SHAPE-UP III (Joanne Gruen)</td>
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<tr>
<td>70</td>
<td>ERROR IN THE SYSTEM (Peter Schilling)</td>
</tr>
<tr>
<td>71</td>
<td>KEEP IT UP (Loverboy)</td>
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<tr>
<td>72</td>
<td>LIVING IN OZ (Rick Springfield)</td>
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<tr>
<td>73</td>
<td>THE GAP BAND V — JAMMIN' (The Gap Band)</td>
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<tr>
<td>74</td>
<td>WOMAN OUT OF CONTROL (Ray Parker Jr.)</td>
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<tr>
<td>75</td>
<td>LITTLE ROBBERS (The Motels)</td>
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<tr>
<td>76</td>
<td>CARGO (Men at Work)</td>
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<tr>
<td>77</td>
<td>SWEET DREAMS (Are Made of This) (Eurythmics)</td>
</tr>
<tr>
<td>78</td>
<td>A LITTLE GOOD NEWS (Anne Murray)</td>
</tr>
<tr>
<td>79</td>
<td>FEEL MY SOUL (Jennifer Holiday)</td>
</tr>
<tr>
<td>80</td>
<td>STOMPIN' AT THE SAVOY (Rufus and Chaka Khan)</td>
</tr>
<tr>
<td>81</td>
<td>OLIVIA'S GREATEST HITS VOL. 2 (Olive Newton-John)</td>
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<tr>
<td>82</td>
<td>LAWYERS IN LOVE (Jackson Browne)</td>
</tr>
<tr>
<td>83</td>
<td>ON THE RISE (Thriller)</td>
</tr>
<tr>
<td>84</td>
<td>PRESENT THE MOODY BLUES (The Moody Blues)</td>
</tr>
<tr>
<td>85</td>
<td>DECEMBER (George Winston)</td>
</tr>
<tr>
<td>86</td>
<td>SUBJECT... ALDO NOVA (Aldo Nova)</td>
</tr>
<tr>
<td>87</td>
<td>BREAK OUT (Pointer Sisters)</td>
</tr>
<tr>
<td>88</td>
<td>BACKSTREET (Peabo Bryson &amp; Roberta Flack)</td>
</tr>
<tr>
<td>89</td>
<td>FUTURE SHOCK (Herbie Hancock)</td>
</tr>
<tr>
<td>90</td>
<td>BORN TO LOVE (Peabo Bryson &amp; Roberta Flack)</td>
</tr>
<tr>
<td>91</td>
<td>BENT OUT OF SHAPE (Rainbow)</td>
</tr>
<tr>
<td>92</td>
<td>DURAN DURAN (Capitol)</td>
</tr>
<tr>
<td>93</td>
<td>I'M IN LOVE AGAIN (Patti LaBelle)</td>
</tr>
<tr>
<td>94</td>
<td>WHERE'S THE PARTY (Eddy Money)</td>
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<tr>
<td>95</td>
<td>WAR (War)</td>
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<tr>
<td>96</td>
<td>ALPHA (Asiaview)</td>
</tr>
<tr>
<td>97</td>
<td>FEVER (Confunk Shun)</td>
</tr>
<tr>
<td>98</td>
<td>THE REVOLUTION BY NIGHT (Blue Ocean)</td>
</tr>
<tr>
<td>99</td>
<td>RANT 'N' RAVE WITH THE STRAY CATS</td>
</tr>
<tr>
<td>100</td>
<td>BUSINESS AS USUAL (Men at Work)</td>
</tr>
</tbody>
</table>

**Chart Notes:**
- Week Numbers 1-14 are for the chart dated January 21, 1984.
CLASSIFIED AD RATE 35 CENTS PER WORD

Count every letter and punctuation mark. Each minimum word accepted at $1.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADS. All orders are for one week, unless otherwise noted. Class ads are subject to a $5.00 booking fee. No cash returns allowed. No phone calls regarding pending receipt of your check or cash. NOTICE — 203 Classified Advertisers/Outside USA add $70.00 minimum charge per advertisement. Any ad with an asterisk (*) appears on a subsequent period at one additional week. 57 consecutive weeks. You are allowed to change your Classified each 30 days for a minimum of 30 words and are allowed one display. If you want to make sure your Classified Ad is sent to reach Hollywood publication office, 5633 Sunset Blvd, Los Angeles, CA 90026 by Wednesday at 8:00am. Saturday Classifieds are always mailed on Wednesday.

CLASSIFIED AD Close WEDNESDAY

COIN MACHINES

DYNAMO POOL TABLES $4 - $1000. Each 2/3 discount or better. ALL POOL TABLES IN GREAT CONDITION, Fully Assembled. Call: 219-414-6420.

FOR SALE — Winner Circles, Cocktail and Upright, Delta King Electric Bingos, Bally Dividends New, Hi Double Up Poker, Vegas King, Vegas King Arcade, Greenhouse Casino-41, Bally Slot Machines (for export), IGT 5500, IGT 4500, IGT 3500, IGT 4850. Drop off at WYMAN CLASSIFIED, 12422 Vercue Rd., Los Angeles, CA 90026. Phone 213-779-1580. (428)

CLASSIFIEDS

FOR SALE — One penny tails like new $4,000. Used Ok Bingo machines, used Rippers, and video games. Write for prices. Also have live 8 ball tables, 3 player, 4 player, 11 plus. With street dealer bell, A & P MUSIC, 8500 S. Westlund Ave., Chicago, IL 60620. Phone 247-3389.


FOR SALE — Stock Monopoly, Turtles, and Hi Players. We also carry a complete line of Bingo and Uprights. We are also Distributors for Holda and Draw Classical. Video games, antique slots for legal areas. Call Wissach Dist. Inc. for details 202-294 2109.

CLASSIFIED FIELD

Best Video, Short Form

EILEY WYMAN, BiF Wyman, (BiF's Foley), A ROOK, GARY, BERNSTEIN, A ROOK, (BiF's Foley), GARY, WYMAN, (BiF's Foley), A ROOK, (BiF's Foley), GARY, BERNSTEIN, A ROOK, (BiF's Foley), GARY, BERNSTEIN, (BiF's Foley).

CLASSIC FIELD

FOR SALE — Richard HUNTER, MURPHY; (continued)

HUMOR

RICHARD M. TRACY

CLASSIFIED AD FOR SALE — DAVE HOPPER, 1422 Vercue Rd., Los Angeles, CA 90026. Phone 213-779-1580. (428)

CLASSIFIEDS

COIN MACHINES

FOR SALE — Winner Circles, Cocktail and Upright, Delta King Electric Bingos, Bally Dividends New, Hi Double Up Poker, Vegas King, Vegas King Arcade, Greenhouse Casino-41, Bally Slot Machines (for export), IGT 5500, IGT 4500, IGT 3500, IGT 4850. Drop off at WYMAN CLASSIFIED, 12422 Vercue Rd., Los Angeles, CA 90026. Phone 213-779-1580. (428)

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Around The Route

by Camille Compasio

Atari's executive vice president of sales Jerry Marcus took to the road on January 9 to officiate at three major territorial showings of the new "Firefox" machine for factory distributors. Timetable included presentations in San Francisco (1/9) at the Hyatt Burlingame; in Chicago (1/10) at the Sheraton O'Hare; and in New York (1/12) at the Sheraton LaGuardia. Atari is dedicating "Firefox" to the memory of Don Osborne with a tribute on the track mode. A fine gesture for a very special human being. Everyone we spoke with this past week was still in shock over Don's sudden death, December 31, of a massive heart attack. The phrase "he looked so good, so healthy" was repeated over and over again. Some things just cannot be explained. suffice it to say, he left his mark in the industry, and among the people who knew him and worked with him.

May he rest in peace.

Mybstar prey Boyd Brown, accompanied by marketing chief John von Leesen were in Las Vegas for the recent CES convention. Understand a number of trade people planned to attend this show as observers. While the CES is primarily consumer product oriented, one of the coin-op pieces scheduled to be (continued on page 31)

Juke Ops Told To Pay $50 Fee

LOS ANGELES — Jukebox owners around the country have recently been notified by the Copyright and Royalty Tribunal (CRT) in Washington D.C. that they are required to pay a registration fee in 1984 of $50 per box. The one-year assessment is up from last year's fee of $25 and is due by January 31.

After the $50 collections are made by CRT, they are distributed to the three major performing rights societies — ASCAP, BMI, and SESAC, who, in turn, hand out the funds to the people who composed, performed, and published the songs.

Recently the Amusement and Music Operators Association (AMOA) in conjunction with Sen. Edward Zorinsky (D-Ne.), has introduced legislation in Congress that will change the amount and frequency operators have to pay CRT. Specifically, Senate and House of Representative bills S1734 and HR3858, if adopted, call for a one-time $50 jukebox registration fee to be paid by the jukebox manufacturer at the time the machine is sold. Under the two bills, operators will also be required to pay a one-time $25 fee for every jukebox they presently have in use.

While the proposed reforms recommended by AMOA and Sen. Zorinsky, are obviously beneficial to the jukebox industry, they have infuriated certain factions of the recording business. One organization in particular, ASCAP, called a special meeting on January 10 to discuss the pending bills and the ramifications they will have for its members. At the meeting were representatives from BMI, SESAC, the American Guild of Authors and Composers, the Black Music Association, the Country Music Association, and the Nashville Songwriters Association International. ASCAP also invited people from other creative areas such as authors, dancers, graphic artists and the like to attend the meeting and participate in forming an Action Committee for the Arts to "protect the arts in all areas."

A hearing on Capitol Hill regarding S1734 and HR3858 is expected to take place this Spring. In the interim, a discussion on the subject is scheduled to take place by the House Judiciary Committee on February 23.

Snake Charmer — Nolan Bushnell is seen standing beside the first video game produced under his direction in over seven years, "Snake Pit." He seems mildly pleased to be back in the business he enjoys most.

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displayed was Atari’s “FireZone” . . . The Wico Consumer Division hosted a booth showing accessories for home and personal computers, along with other products. There was considerable discussion on consumer trends, market research, etc. at the Holiday Inn on Friday morning (1/6) and a series of cocktail parties at the Flamingo Hilton Hotel.

After experiencing a period of lean times, Game Plan, Inc. seems to be bouncing back just beautifully with their Sharpshooter II pinball machine — much to the utter delight of executive veep Wendell McMadden and marketing veep Hugh Gorman. The model was introduced at the AMOA convention, where it received rave notices, and has since been gaining steady momentum with players. December collection reports received by Game Plan place it prominently among the top pin games on the market. According to Research Outfitters, the number of top ranking video games. Dateline Springfield, NJ, where we spoke with Mondial’s general manager Tony Yula, who’s seeing signs of improvement in business as we go into a new year. It appears that conversions are continuing to play a major role in this market. As Tony pointed out, a lot of operators who cannot afford the price of expensive new machines are turning to conversions. However, there are some outstanding dedicated games that are selling extremely well, among them, Century’s “Track & Field,” which is among Mondial’s strongest pieces at present. Mylstar’s “M.A.C.H. 3” laserdisc is also in demand and doing very well, as Tony noted.

Center of excitement at Taito America is the “Ice Cold Beer” street piece, released last October and still going strong, as we learned from Keith Egging, Taito Sales Manager. “Zeka’s Peak,” the arcade version, which was modified to comply with standards for the younger set of players and features a mountain climbing theme, is also starting to happen. In the area of conversion kits, Taito’s “Elevator Action” has established an enviable record and is still in demand. Follow-up kit is “Exorion,” which is currently in shipment. Keith noted that the Qix to Zoo Keeper conversion kits are extremely successful and the ticket dispensers, which are an optional feature for “Ice Cold Beer” and “Zeka’s Peak,” have exceeded expectations.

Jeff Neumann, formerly of World Wide Dist., has embarked on a new venture, “Play It Again Video” which provides “a different slant on stocking and distributing” and is aimed at helping operators add liquidated used equipment. As Jeff explained it, they bring used equipment to him for sale at a specific price. If the games are not sold they are put up for auction, and these auctions are held on the third Saturday of every month, with PIAF collecting a commission on the pieces sold. Jeff’s firm, which also handles closeouts, is located in Mount Clemens, Michigan.

‘Interstellar’ Laserdisc In U.S.

CHICAGO — Initial production models of the “Interstellar” laserdisc coin-operated video game, which was unveiled at the AMOA Expo ’83 in New Orleans, arrived in the United States in December. The game was placed for sale on the market by mid-January, according to Funa/ESP, distributor of the line in the U.S., Canada, and the United Kingdom.

Among the many innovative features of the game are the nine speakers in the cockpit model, which include a ‘bodyspeaker’ under the seat so that the player can feel as well as hear the sound effects and synthesizer music composed especially for “Interstellar,” a joystick which is related to a joystick in the rocketship, has a rapid fire ‘fazer’ button and may be rotated right or left to shoot at an object. The game uses the same technology for both the cockpit and the rocketship. A new ‘job’ is added which can be rotated by the joystick and can be moved up or down to fire a ‘fazer’ button. There are two sets of buttons on each side of the control board for utilization by right or left-handed players.

About The Company

Funa/ESP, Inc. is a new venture company formed in October of 1983 to distribute the “Laserdisc Fantasy” series of coin-operated video games manufactured by Funa Electric Company Ltd. of Japan. Funa/ESP is the exclusive distributor of these games in the United States, Canada, and the United Kingdom.

“Interstellar,” which is the first in the Laserdisc Fantasy series, was introduced to the U.S. market at the October ’83 AMOA convention in New Orleans and is expected to be installed in locations across the country by January ’84.

Funa Electric Company Ltd. is known to be one of Japan’s largest manufacturers of audio equipment. Funa-manufactured products are sold in the U.S. under such names as Nintendo, Radio Shack, Symphonict and other brand names. “Interstellar” is the first laserdisc video game to be produced by Funa.

Electronic Specialty Products, Inc., the other partner in Funa/ESP, Inc., is an American Public Company (NASDAQ: E-SP Wild, ESP), whose subsidiary, Video Games, Inc., is also in the video game business since 1980 and maintains a sizeable operation in Nevada and Southern California.

Commenting on the newly introduced coin-operated laserdisc game, Gregory Peters, president of Electronic Specialty Products and Funa/ESP, stated, “We believe that the Funaf developments in this game have exceeded current video game technology. The combination of 5-band digital stereo and 3-D computer generated visual effects on the laserdisc program together with a truly challenging

Nintendo Wins Legal Judgment In Donkey Kong Case

CHICAGO — A federal district court in Manhattan has recently handed Nintendo of America Inc. and its parent corporation in Japan, Nintendo Co., Ltd., a victory in a trademark infringement suit brought by Universal City Studios, Inc., a unit of MCA, Inc. The Nintendo company is major manufacturer of video games. According to reports by Nintendo, Universal had claimed that Nintendo’s immensely popular video arcade game “Donkey Kong” violated Universal’s rights in the name and character Kong. The District Court disagreed and granted summary judgment for Nintendo.

Kong,first appeared as a book and magazine serial in 1932. The giant ape achieved its classic status as a result of the 1933 RKO movie starring Fay Wray. District Judge Robert Sweet described Kong as “a ferocious gorilla in quest of a beautiful woman who goes on rampages, chases people, crushes them under foot, or throws them to the ground, and fights with dinosaurs, giant snakes, airplanes and helicopters, all culminating in his tragic and bloody death.”

The court contrasted the video arcade game Donkey Kong in which Donkey Kong uses such obstacles as “pipes, cement tubes, birthday cakes, and fish tanks” in an effort to thwart Mario the carpenter who, guided by the player, attempts to climb a structure of pink piers, is expected to reach the top of the game screen where he frees the pigtailed girl Pauline from the hands of the fearsome Donkey Kong. The court found in granting summary judgment for the creators of Kong, “no reasonable jury could find likelihood of confusion,” between the two characters.

Universal lost its case against Nintendo in June of 1983, almost nine months after Donkey Kong had achieved its commercial success in video game arcades, according to the company. Donkey Kong was also produced as a home video game by Coleco under license from Nintendo as the feature game when ColecoVision was introduced in mid-1983. Over six million games have reportedly been sold.

Donkey Kong is also featured as a cereal in Rakish Putto and in over 50 other licensed products ranging from dolls to t-shirts and blankets.

Universal said it will “promptly and vigorously” pursue an appeal of the decision before the U.S. Court of Appeals for the Second Circuit. The appeal is expected to be heard sometime this Spring.

CALENDAR

1984

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


Feb. 17-19: Amusement Showcase International (ASI); Expocenter; Chicago; nat’1. trade show.


Mar. 9-11: Amusement Operators Expo (AOE); Hyatt Regency O’Hare/O’Hare Expo Center, Chicago.

Mar. 29-Apr. 1: Florida Amusement-Vending Assn. (FAVA); International Convention Center, Orlando; state convention.

April 6-8: Pacific Amusement Operators Show; The Disneyland Hotel; Anaheim, California; trade convention.

NEWSPAPER BUSINESS

“Amusement Showcase International”

Feb. 17-19, 1984 • Expocenter/chicago
MANUFACTURERS' EQUIPMENT

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

**BAGS**
- Bag Man (2/82)
- Mazer Blazer (3/83)
- Cliff Hanger, Laserdisc (9/83)

**TAITO AMERICA**
- Oxi (10/81)
- Alpine Ski (3/82)
- Wild Western (5/82)
- Electric Yo-Yo (5/82)
- Kram (5/82)
- Space Dungeon (7/82)
- Jungle King (9/82)
- Jungle Hunt (11/82)
- Front Line (12/82)
- Zoo Keeper (4/83)
- Elevator Action (7/83)
- Change Lanes (7/83)
- Ice Cold Bear (11/83)
- Laser Grand Prix, Laserdisc (11/83)

**THOMAS AUTOMATICS**
- Triple Punch (6/82)
- Oxi Boo Chu (7/82)
- Holey Moley (9/82)

**WILLIAMS**
- Robotron 2084 (3/82)
- Moon Patrol (8/82)
- Joust (10/82)
- Sinistar (3/83)
- Sinistar, Cockpit (3/83)
- Bubbles (3/83)
- Bubbles-Mini-Up (3/83)
- Motoroace USA (7/83)
- Blaster (10/83)
- Star Rider, Laserdisc (11/83)

**ZACCARIA**
- Money Money (7/83)

**COCKTAIL TABLES**

**AMSTRAD**
- Phoenix

**ATARI**
- Dig Dug (8/82)

**BALL/YMIDWAY**
- Kick-Man (1/82)
- Kick-Man Mini-Myte (1/82)
- Ms. Pac-Man (2/82)
- Ms. Pac-Man Mini-Myte (2/82)
- Bosconian (2/82)
- Bosconian Mini-Myte (2/82)
- Tron (8/82)
- Tron Mini-Myte (8/82)
- Solar Fox (8/82)
- Solar Fox Mini-Myte (8/82)
- Satan's Hollow (10/82)
- Blueprint (11/82)
- Blueprint Mini-Myte (11/82)
- Super Pac-Man (11/82)
- Burger Time (11/82)
- Domino Man (12/82)
- Baby Pac-Man, Pin/Video (12/82)
- Bump 'N Jump (2/32)
- Journey (4/83)
- Mappy (6/83)
- Tronic (8/82)
- Granny & The Gator (10/83)
- Astron Belt, Laserdisc (10/83)
- NFL Football (12/83)
- Spy Hunter (1/84)

**BHUZAC INT'L**
- Love Meter (9/83)

**CENTURI**
- The Pilot (3/82)
- Loco-Motion (3/82)
- D-Day (3/82)
- Tunnel Hunt (7/82)
- Swimmer (10/82)
- Time Pilot (12/82)
- Gyrus (5/83)
- Konami/Centuri Track & Field (11/83)

**CINEMATRONICS**
- Jack The Giantkiller (4/82)
- Naughty Boy (5/82)

**PHONOGRAHS**
- Lower-NSM Consul Classic
- Lower-NSM Prestige ES-2
- Lower-NSM 240-1
- Lower-NSM Satellite 200
- Rock-Ola Grand Salon II Console (9/80)
- Rock-Ola 484 (11/80)
- Rock-Ola 481 Max 2 (1/81)
- Rock-Ola Deluxe (10/82)
- Rock-Ola 488 (10/82)
- Rock-Ola 476, Furniture Model
- Rowe R-85 (10/80)
- Rowe Jewel
- Rowe R-87 (10-82)
- Rowe 388 (9/83)
- Rowe V-MEC (video jukebox) (9/83)
- Seeburg Phoenix (12/80)
- Star Gaze, Video Jukebox
- Stern/Seeburg DaVinci (7/81)
- Stern/Seeburg VMG (11/81)
- VMI Startime Video Jukebox
- Wurlitzer Cabarina
- Wurlitzer Tarock
- Wurlitzer Atlanta
- Wurlitzer Silhouette

**POOL, SHUFFLE TABLE GAMES, ETC.**
- Irving Kaye Silver Shadow
- Irving Kaye Lion's Head
- Dynamo Model 37
- Dynamo-The Tournament Foosball (5/82)
- Dynamo Big D Pool Table (9/83)
- Exidy WHA Bucket (11/82)
- Exidy Tide Wah (10/83)
- I.C.E., Cheex
- TG Tournament Eight Ball
- U.B.I. Bronco
- Valley Cougar
- Valley Tiger Cat Bumper Pool (6/82)
- Valley Cougar Cheyenne (8/82)
- Williams Big Strike Shuffle Alley
- Williams Triple Strike Shuffle Alley (11/83)

**CONVERSION KITS**
- (Including interchangeable games & enhancement kits)
- Atari Pole Position II (11/83)
- Bally Midway, Pac-Man Plus (12/82)
- Centuri, Guzzler
- Cinematronics, Brix (1/83)
- Computer Kinetix, You-Pick-It
- Intrepid Marketing, Encore Retro-Kit (1/85)
- Data East, Burger Time
- Data East, Bump 'N Jump (2/83)
- Data East, Multi Conversion Kit
- Data East, Cluster Buster (7/83)
- Data East, Pro Bowling (7/83)
- Data East, Pro Soccer (9/83)
- Exidy Hardhat (2/83)
- Exidy Pepper (2/82)
- Exidy Retrofit
- Mylstar/Gottlieb, Royal Flush Deluxe (5/83)
- Intrepid Rock 'N Rope (8/83)
- Rock-Ola, Levers (3/83)
- Rock-Ola, Nibbler
- Rock-Ola, Eyes
- Rock-Ola, Survival
- Rock-Ola, Mermaid
- Nichibutsu, Rug Rats (3/83)
- Nichibutsu, Radical Rivia (10/83)
- Nichibutsu, Skaedog (10/83)
- Sega, Tail/Scan (9/82)
- Sega, Monster Bash (11/82)
- Sega, Super Xonix (8/82)
- Stern, Lost Tomb (2/83)
- Stern, Super Flipper (3/83)
- Stern, Super Draw (7/83)
- Stern, Fast Draw (7/83)
- Taito America, Elevator Action (7/83)
- Universal, Lady Bug
- Universal, Mr. Do
- Universal, Mr. Do's Castle (11/83)
SECRET AGENT MAN

"Spy Hunter," the new high-speed chase game from Bally Midway, offers superb graphics and action-packed player involvement in a battle of spy versus spy. Like the greatest of secret-agent movie heroes, the Spy Hunter player controls the world's most incredible driving machine, equipped with an amazing arsenal of weapons to ward off attacks from land, sea and air.

As the tire-slaughing enemy attempts to eliminate Spy Hunter, the driver must rely on a limited supply of deterrent smoke screens, oil slicks or machine guns to escape the impending doom. To add to the challenge, a deadly helicopter hovers overhead, above the target, and can only be destroyed by the vehicle's seeking missiles.

NEW 'PICK-IT' PAK

Computer Kinetics Corp. of Westlake Village, California recently announced its new 8-in-1 Game Pak for the Amerian game video unit called "You-Pick-it II."

You-Pick-It II, which can be played by one or two players, offers the choice of Bicycle, Blackjack, Dice, Slots and Stripper, at the present time. An additional three games will be available for this game pak within the next several months. They can be retrofitted onto the 8-in-1 pak by the manufacturer for a nominal charge.

You-Pick-It II is also available as a version kit which is compatible with any upright or cocktail table game with a vertical color raster scan monitor, joystick and fire button.

Further information and color literature may be obtained by contacting Computer Kinetics Corp. at 31129 Via Colinas, Bldg. 701, Westlake Village, California 91362 or phoning the company at 213-991-2199.

SHUFFLEBOARD' RETURNS

Coin Computer Company of Troy, Michigan announced that it has acquired the worldwide manufacturing and marketing rights to the "V-Back Shuffleboard," which was designed and built over 15 years ago when it enjoyed a good measure of success. The "V" design in the table is an integral part of the play which offers the traditional shuffleboard features along with a number of variations.

Most of the units are still on location today, according to a Coin Computer spokesman, however, the product was among the victims of the video games explosion and suffered a setback when its inventor was involved in a serious accident which disabled him from continuing his work on the model.

Coin Computer has contacted a number of companies in the hope of lining up manufacturing and marketing facilities and hopes to make a further announcement in the near future.

TIC-TAC-DOUGH

Bally Midway's "X's & O's" pinball game has been rated as the top earning piggames on the market today, according to the latest reports received by the factory. The apparent success of this model reinforces Bally Midway's commitment to pinball and its "back to basics" philosophy established with the highly popular "B Ball Deluxe."

"X's & O's" offers the challenge and excitement of traditional pinball play, an abundance of scoring features and a number of added enhancements including an elementary tic-tac-toe card which is located in the center of the playfield. When the player lights the entire card with X's or O's, one letter in "TIC-TAC-TOE" lights up on the back glass. When all letters are lit, two replays are scored.

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   YES (A&M 7-99817)
2 UNION OF THE SNACK
   DURAN DURAN (Columbia B-5296)
3 SAY IT ISN'T SO
   DARYL HALL & JOHN OATES (RCB PB-13654)
4 LOVE IS A BATTLEFIELD
   PAT BENATAR (Chrysalis/CBS VS 49700)
5 IN A BIG COUNTRY
   THE BIG COUNTRY (Marcy/PolyGram 814 467-7)
6 KARMA CHAMELEON
   CULTURE CLUB (Virgin/Epic 34-0221)
7 ALL NIGHT LONG (ALL NIGHT)
   LIONEL RICHIE (Motown 16986F)
8 TWIST OF FATE
   OLIVIA NEWTON-JOHN (Motown 16986F)
9 UPTOWN GIRL
   BILLY JOEL (Columbia 38-01419)
10 MAJOR TOM (COMING HOME)
   PETER SCHILLING (Elektra 7-8911)
11 THE CURLY SHUFFLE
   JUMP'N THE SADDLE (Atlantic 7-89718)
12 SYMPATHY II
   THE POLICE (A&M 2571)
13 THAT'S ALL
   GENESIS (Atlantic 7-89724)
14 JOANNA
   KOOL & THE GANG (De-Lite/PolyGram DE 829)
15 I GUESS THAT'S WHY THEY CALL IT THE BLUES
   ELTON JOHN (Geffen 7-29660)
16 SAY, SAY, SAY
   PAUL McCARTNEY & MICHAEL JACKSON (Columbia 38-01418)
17 UNDERCOVER OF THE NIGHT
   ROLLING STONES (Rolling Stones/Atlantic RS-45605)
18 TIME WILL REVEAL
   DEBARGE (Gordy/Motown 170GF)
19 CRUMBLIN' DOWN
   JOHN COUGAR MELLENCAMP (RCA/PolyGram R-214)
20 PINK HOUSES
   JOHN COUGAR MELLENCAMP (RCA/PolyGram R-215)
21 SUM ON FEEL THE NOIZE
   QUIET ROOF (Pasha/CBS Z4 04005)
22 IF I'VE BEEN THE ONE
   36 SPECIAL (A&M 2594)
23 RUNNING WITH THE NIGHT
   LIONEL RICHIE (Motown 1719MF)
24 HEART AND SOUL
   HURT LEE AND THE NEWS (Chrysalis/CBS VS 42726)
25 TALKING IN YOUR SLEEP
   THE ROMANTICS (Navarro/CBS Z4 01435)
26 CHURCH OF THE POISON MIND
   CULTURE CLUB (Virgin/Epic 34-01444)
27 NIGHTBIRD
   STEVE NICKS WITH SANDY STEWART (Modam/A&M 7-89799)
28 INVISIBLE HANDS
   KIM CARNES (EMI America B-8118)
29 BABY I LIE
   DEBORAH ALLEN (RCB PB-13600)
30 TOTAL ECLIPSE OF THE HEART
   BONNIE TYLER (Columbia 38-03906)

COUNTRY

1 YOU LOOK SO GOOD IN LOVE
   GEORGE STRAIT (MCA-52279)
2 YOU MADE A WANTED MAN OUT OF ME
   RONNIE McDOWELL (Epic 34-01677)
3 OZARK MOUNTAIN JUBILEE
   OAK RIDGEBOYS (MCA-52288)
4 SHOW HER
   RONNIE MILSAP (RCB PB-13658)
5 EVERY HEART SHOULD HAVE ONE
   CHARLEY PRIDE (RCB PB-13648)
6 RUNAWAY HEART
   LOUISE MANDRELL (RCB PB-13489)
7 THE CONVERSATION
   WAYLON JENNINGS (RCB PB-13831)
8 IN MY EYES
   JOHN CONLEE (MCA-52282)
9 SENTIMENTAL OL' YOU
   CHARLEY McLAIN (Epic 34-01417)
10 BACK ON HER MIND
   JOHNNY RODRIGUEZ (Epic 34-04208)
11 DANCE LITTLE JELLY
   NITTY GRITTY DIRT BAND (Liberty PB-1507)
12 THAT'S THE WAY LOVE GOES
   MERLE HAGGARD (Epic 34-02489)
13 I CALL IT LOVE
   MEL McCLANAHAN (Capitol B-5291)
14 BLACK SHEEP
   JOHN ANDERSON (Warner Bros. 7-28467)
15 DON'T CHEAT IN OUR HOMETOWN
   RICK SPRINGFIELD (Epic 34-04241)
16 STAY YOUNG
   DON WILLIAMS (MCA-52310)
17 I WONDER WHERE WE'LL BE TONIGHT
   VERN GOSIN (Complaint CP-115)
18 YOU WERE A GOOD FRIEND
   KENNY ROGERS (Liberty PB-1511)
19 DOUBLE SHOT
   JOE STAPLEY (Epic 34-01473)
20 A LOT OF GOOD NEWS
   ANNE MURRAY (Capitol B-5264)
21 DRINKIN' MY WAY BACK HOME
   GENE WATSON (MCA-52309)
22 BABY I LIED
   DEBORAH ALLEN (RCB PB-13600)
23 TAKE IT TO THE LIMIT
   WILLIE NELSON & WAYLON JENNINGS (Columbia 38-01413)
24 TELL ME A LIE
   JANIE FRICKIE (Columbia 38-04091)
25 HOLDING HER AND LOVING YOU
   EARL THOMAS CONLEY (RCB PB-13596)
26 MISS UNDERSTANDING
   DAVID NICKS (RCB PB-13653)
27 YOU'RE GONNA LOSE HER LIKE THAT
   MOE BANDY (Columbia 38-02040)
28 I NEVER QUITE GOT BACK
   SYLVIA (RCB PB-13669)
29 AFTER ALL
   ED BRUCE (MCA-52298)
30 TWO CAR GARAGE
   B.J. THOMAS (Columbia 38-04037)

BLACK CONTEMPORARY

1 JOANNA
   KOOL & THE GANG (De-Lite/PolyGram DE 829)
2 TIME WILL REVEAL
   DEBARGE (Motown 17070)
3 TELL ME IF YOU STILL CARE
   THE B.S.O. BAND (Tabu/CBS Z54 04168)
4 BABY, I'M HOOKED
   CON FUNK SHUN (Mercury/PolyGram 814 5817)
5 ALL NIGHT LONG (ALL NIGHT)
   LIONEL RICHIE (Motown 16986F)
6 WET MY WHISTLE
   MIDNIGHT STAR (Solar/Elektra 7-89702)
7 IF ONLY YOU KNEW
   PATTI LABELLE (Philadelphia Int./CBS Z54 04167)
8 STAY WITH ME TONIGHT
   JEFFREY OSBORNE (A&M 2591)
9 LET THE MUSIC PLAY
   SHANNON (Emergency/Mirage 7-99810)
10 SAY, SAY, SAY
   PAUL McCARTNEY & MICHAEL JACKSON (Columbia 38-01418)
11 HOW COME U DON'T CALL ME ANYMORE
   STEPHANIE MILLS (Columbia Z54 1477)
12 TOUCH A FOUR LEAF CLOVER
   ATLANTIC STAR (A&M 2590)
13 NUBIAN NUT
   GEORGE CLINTON (Capitol B-5296)
14 RUNNING WITH THE NIGHT
   LIONEL RICHIE (Motown 1719MF)
15 U BRING THE FREAK OUT
   RICK JAMES (Gordy/Motown 1710GF)
16 JAM THE MOtha
   THE GAP BAND (Total Experience/PolyGram TE 8210)
17 I'LL LET YOU SLEDD
   LUTHER Vandross (Epic 34-04321)
18 EBBONY EYES
   RICK JAMES AND SMOKY ROBINSON (Gordy/Motown 17140F)
19 I AM LOVE
   JENNIFER HOLLIDAY (Geffen 7-29525)
20 MAGNETIC
   EARTH, WIND & FIRE (Columbia 38-04110)
21 JOYSTICK
   DAZZ BAND (Motown 171014F)
22 KEEPIN' MY LOVE SATISFIED
   MELBA MOORE (Capitol B-5288)
23 MILLION DOLLAR BABE
   STACY LATTISAW (Columbia Z54 8201)
24 MY FIRST LOVE
   RENE & ANGELA (Capitol B-5272)
25 TAXI
   J. BLACKFOOT (Sound Town/Afflegance ST-004)
26 STOP DOGGIN' ME AROUND
   KLUEE (MCA 52520)
27 FLASHBACK
   KLUEE (MCA-52503)
28 AIN'T NOBODY
   RUFS AND CHAKA KHAN (Warner Bros. 7-29555)
29 I NEED YOU
   POINTER SISTERS ( Patton/RCA 4B-13639)
30 ROCKIT
   HERBIE HANCOCK (Columbia 38-04054)

RECORDS TO WATCH

ELECTRIC KINGDOM — Twilight 22 (Vanguard)
SAVE THE LAST DANCE FOR ME — Dolly Parton (RCA)
(Taking Ain't No Future in This — Reba McEntire (Mercury/PolyGram)
LONELY WOMEN MAKE GOOD LOVERS — Steve Wariner (RCA)
NOBODY TOLD ME — John Lennon (Polydor)
WOKE UP IN LOVE — Exile (Epic)
GOING, GOING, GONE — Lee Greenwood (MCA)
WRAPPED AROUND YOUR FINGER — The Police (A&M)
NEW MOON ON MONDAY — Duran Duran (Capitol)

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compiled by FRANK HOFFMAN
with the assistance of LEEANN HOFFMAN
preface by GEORGE ALBERT

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