VID MERCHANTS SPEAK OUT ON 'BETAMAX' CASE
RETAILERS CELEBRATE BEATLES 20TH ANNIVERSARY
R&B GREAT JACKIE WILSON DIES IN NEW JERSEY
CASH BOX INTERVIEW: MCA MUSIC'S LEEDS LEVY
NEW ORGANIZATION FORMED TO FIGHT MERCH PIRACY

The Beatles
IT WAS TWENTY YEARS AGO TODAY...

RELOVE THE MUSIC. RELIVE THE MEMORY.
Voices Of America

The enormous impact of the Beatles, who invaded this country 20 years ago, was due mostly to the fact they were able to bring us all together. Their melodies and lyrics captured our nation's imagination — although Beatlemania began as an outpouring of adolescent emotion, it eventually spread to engulf the entire world, breaking down at least a few of the many barriers which separate people from one another.

The Beatles managed to take American rock 'n roll and make it all music lovers love it. In a similar fashion, we find the Voice of America is doing an excellent job in taking our rich musical output to every corner of the globe via its thrice weekly Now Music, USA program. These shows provide listeners everywhere with an opportunity to learn about our country through one of its most precious assets — its recorded art. And the shows' programming covers this art in its entirety — unlike the air-tight formats and playlists most American radio is separated into. Now Music, USA gives those who tune in a full range of America's pop music: rockability, soul, punk, country, blues, folk, jazz, anything and everything which combines into an audio documentation of the cultural diversity that is uniquely America.

It has now been 20 years since this country and the rest of the world opened their hearts to a singing group whom main message was "All you need is love." World tensions, so much a product of lack of communication and understanding between people, seem to reach new levels every day. While it's not our place to make pronouncements on U.S. propaganda or foreign policy, we laud the efforts of the Voice of America in bringing our music to people everywhere — surely one of the greatest contributions to removing the barriers that divide us.

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ON THE COVER
We can't help but view this thing called Beatlemania — swirling all over England and now enveloping the U.S. — with some nostalgia, maybe a little envy.

It brings to mind the days at the not too distant past when the U.S. press and other media were caught up in a similar mania with the then newcomer Elvis Presley. Just like Presley before them, the Beatles are capturing headlines and feature articles, most of them attempting to explain away their social significance with overblown profundity.

The students of journalistic psychology have their say, but the fact remains that England and most of the continent dig their sound, and buy their singles, EPs and LPs in fantastic quantities.

(Reprinted from Cash Box Jan. 18, 1984)
BMI congratulates its American Music Awards winners.

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A fascinating and valuable resource for anyone involved or interested in the music industry.

The CASH BOX Singles Charts, 1950–1981

In addition to the main artist and song-title indexes, there are several unique appendixes, including: a chronological list of #1 records, the “Top Ten” records of each year, the records with the longest chart run, the most chart hits by artist, the most #1 hits by an artist, the most weeks at #1 by an artist, and most weeks at #1 by a single record.

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

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**Video Merchants Speak Out On High Court Taping Case**

NEW YORK — Record retailers who also deal in prerecorded video were generally pleased with last week's Supreme Court decision in the Sony Betamax case (Cash Box, Jan. 28). The court held that home videotaping does not violate the Copyright Act and that Sony and other videocassette recorder manufacturers were not responsible for such acts of home video taping.

Recording industry representatives, however, sided with the motion picture industry in decrying the decision as a blow against compensation to copyright holders, and urged Congress to take legislative action to protect those rights.

In the retail community, however, Tower Records president Russ Solomon's comments, though more jubilant than most, were fairly representative. "I'm dancing in the streets!" exclaimed Solomon, who is currently in the midst of adding distinct video stores to a dozen of his existing record stores as well as increasing the sales of video music departments in those record stores without separate video store facilities. "It was absolutely correct, the only decision they could have come up with."

Solomon admitted apprehension over the possibility that Congress would enact home taping legislation. "I'm hopeful that they'll be wise enough to see that the video business is indeed positive for the studios, not negative as they say. That the growth of the retail video industry will prove to be extremely profitable to the studio."

At the Sacramento-based Pizza Palace chain, marketing vice president Lee Cohen hailed the court decision as a "great positive step" but "only a step towards what needs to be done," namely continuing the fight against repeal of the first sale doctrine.

While noting that "a lot of Congress has turned toward the consumer's side,"

(continued on page 11)

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**Retailers And Capitol Records Celebrate Beatles' Twentieth Anniversary In America**

NEW YORK — On the eve of the 20th anniversary of the Beatles' arrival in America, Capitol Records and many U.S. record retailers are poised to revive as much Beatlemania as possible in order to generate a new sales surge in the label's extensive Beatles catalog. Capitol's LP holdings, all available to dealers through special discount programs backed with incentives, number 19 original albums plus numerous compilations.

It was nearly 20 years ago today — Feb. 7, 1964, to be exact — that the Beatles landed at New York's Kennedy Airport enroute to their first Ed Sullivan Show appearance two days later. Their initial U.S. stay lasted through Feb. 21, and was of such monumental and lasting importance to American cultural life that magazines ranging from Life to Rolling Stone are putting out special issues in commemoration, with a multitude of radio syndicators, newspapers and television programmers following suit.

Capitol, meanwhile, has put in one of its largest manufacturing orders ever in terms of in-store display items for its huge marketing campaign. Eight different posters have been designed, and 5,000 of each are being run off. The "White" album, the two "Red & Blue" greatest hits double albums, "The Beatles 20 Greatest Hits," "Sergeant Pepper's Lonely Hearts Club Band," and "Abbey Road" are all represe-

---

**R&B Great Jackie Wilson Dead At 49**

LOS ANGELES — Jackie Wilson, one of the greatest rhythm and blues crooners in history, died Friday, January 20, in Mount Holly, New Jersey. He was 49.

Wilson was renowned for his versatility and his ability to sing everything from rockers to bluesy ballads to soaring rhythm and blues and endeared him to millions of fans throughout the world. Some of his best selling songs include his first hit "Lonely Teardrops," followed by "Baby Workout," "Doggin Around," and "Your Love Keeps Lifting Me (Higher and Higher)" among others.

Born in Detroit, Wilson was an amateur boxer as a teenager, but turned his attention to music, and was chosen to succeed Clyde McPhatter as lead singer of the Dominoes in 1953. He remained with the band for four years before starting a solo career.

In 1958 Wilson met Berry Gordy Jr., who would later go on to start Motown Records. Wilson recorded Gordy's "Lonely Teardrops," and the song became a huge hit, his first as a solo artist. Wilson continued his recording successes on the Brunswick label until the mid '70s.

On September 29, 1975 Wilson suffered a heart attack while performing at the Latin Casino in Cherry Hill, New Jersey. He was in a coma for a year, and suffered brain damage that left him incapacitated. He was a patient in various nursing homes ever since.

Wilson is survived by his wife Harlean and his son Tony, from a previous marriage.

Last year, Epic Records issued a special two-record set entitled "The Jackie Wilson Story" which included all of the aforementioned tunes.

(continued on page 12)
**BUSINESS NOTES**

**New Group Fights Merch Piracy**

LOS ANGELES — Music merchandisers from around the country have recently banded together to fight piracy and fraudulent replication of their products, which include posters, T-shirts, buttons, medals and a host of other licensed merchandise. Operating under the banner of the Professional Association of Licensed Merchandisers (PALMM), the new trade organization will work “to heighten public and industry awareness of artist licensed merchandise, and to work together to eliminate counterfeit goods from the marketplace.”

“The industry and the public are literally being robbed by the influx of cheap shoddy merchandise,” said Richard Harris, executive director of PALMM. “This industry has become big business for the artists, manufacturers and the retailers, and even bigger business for the bootleggers. The buying public is totally unaware and is spending hard earned dollars on garbage put out by fly-by-night operators. The situation parallels that of the record industry five years ago.”

Allen LoWinter, director of licensing and marketing for Artemis, Inc., and one of PALMM’s founding directors also told Cash Box the organization is currently in the process of “developing legal strategies for the industry to put counterfeiters out of business and support legislation to enforce the copyrights of its membership.”

LeWinter added that the association is also in the midst of creating a “Good Housekeeping seal of approval” which will be used to identify licensed merchandise that has been manufactured by its member companies as well as alert retailers to the possibility of illegitimate merchandise being offered by distributors of such products.

PALMM headquarters at 2432 Westermans Road, Davis, Calif. Membership is $500 per year plus a $500 initiation fee for manufacturer members and $50 per year for associate members, which include retailers, artists, managers and all other interested parties. PALMM will begin publishing a newsletter shortly and establish a toll free hotline which retailers may use to inquire about whether a particular piece of merchandise is legitimate or not. The organization will also have a booth at the NARM convention in March.

**RCA Announces Fourth Qtr. ’83 Sales**

LOS ANGELES — Led by sales of over $2 billion in its broadcast division, RCA Corp. announced record sales for both the fourth quarter and year ending December 31, 1983.

For the last three months of ’83, net income rose to $78,400,000 on sales of $2.48 billion compared to profits of $54 million on sales of $2.12 billion for the same period in 1982.

The company finished 1983 with sales of $9.96 billion and earnings of $240,800,000 as compared to $232,800,000 for 1982.

The company attributed its year end increase in earnings by some 45 percent to “improved prime time audience ratings and general favorable market conditions” in its NBC broadcasting division and an increase in income in its radio division which reported its “highest earnings level in over a quarter of a century.”

RCA Records also had a “substantial increase” in profits although the company’s videodisc division lost approximately as much as it did in ’82.

**$11.2 Billion In Record Sales During ’82**

LOS ANGELES — Worldwide sales of prerecorded music added up to $11,200,000,000 during 1982 according to the IFPI, the international record industry trade organization. The results were announced to members of the music industry in Cannes, France at the annual MIDEM music business got together.

Furthermore, the association said that some 800,000 LPs, 680,000 singles, and 570,000 cassettes were sold around the world in 1982.

In most countries, the IFPI found a marked increase in the sales of cassettes displacing other forms of prerecorded music. Canada, for instance, was reported to have sold 33 percent more cassettes in 1982 than in 1981. In 1982, France experienced a 33 percent increase in album sales. In Great Britain over 1982, the biggest gainer in cassette sales, however, was Japan which, propelled by such inventions as the Sony Walkman, saw a 58 percent rise in sales of music sold in this format despite only a 9 percent decrease in LP sales and 5.9 percent decline in singles.

In the U.S., the Recording Industry Association of America (RIAA), said that sales of albums dropped by 11.3 percent in 1982 as did sales of singles by 8.8 percent. Sales of cassettes in this country, however, the association noted, rose by well over 50 percent.

**EXECUTIVES ON THE MOVE**

Lavigne Appointed — Randy Lavigne has been appointed product manager for RCA Records Nashville. Prior to assuming her new duties, she was advertising administrator with RCA Records for the past two-and-one-half years. She attended Franklin & Marshall College in Lancaster, Pennsylvania, where she studied advertising and graphic arts.

Ameen Named — Michael Ameen has been appointed senior vice-president at Rogers & Cowan, Inc. His responsibilities will include developing and implementing international promotion campaigns, travelling to the firm’s European and New York offices, and interfacing with the overall roster of music and television clients. He joined the firm in 1979 as assistant to the chairman, later serving as a publicist in the motion picture division.

Changes At E/A — Cordella Perkins has been promoted to director of operational accounting for Atlantic and Elektra Records based at Atlantic’s New York headquarters. She joined Atlantic as a billing clerk in July 1963. She subsequently served as supervisor of the billing department, assistant to the senior vice president/controller, and manager of accounts receivable and in 1983, she was named manager of operational accounting, holding that position until her new appointment. Bernie Meigher has been promoted to director of inventory. A 17-year veteran of the Atlantic family, he joined the company in August of 1983, most recently serving as director of inventory. Immediately prior to Atlantic, he worked as data processing manager with the American Theatre ticket subscription/distribution service.

Kenswill Appointed — Lawrence Kenswill has been appointed associate director, business and legal affairs for RCA Records. Prior to this appointment, he served as an associate at the Mitchell, Silberberg, and Knapp law offices for three and one half years.

Cimino Appointed — Cherry Lane Books, a division of Cherry Lane Music Co., Inc. announced the appointment of Ed Cimino to director of sales and marketing. He was formerly national trade sales manager for Dover Publications and general manager of Burt Franklin & Co. Previously he ran Cimino Publications.

**Richard Asher Joins Law Firm**

LOS ANGELES — Richard Asher, formerly deputy president and chief operating officer of the CBS Records Group and president of the CBS Records Division, has joined the law firm of Arrow Edelstein & Gross, P.C.

Asher told Cash Box he is “glad to be returning to law” and considers himself “fortunate to have partners that are such good lawyers.”

Commenting on the state of the industry, Asher said he feels that we are on the “upswing” again and is “happy to have played a part in the success that CBS is currently enjoying.”

Asher will be working in the music and entertainment area representing artists, producers and record companies as well as working on other projects that “interest” him. “There’s a lot of energy and vitality out on the street that you don’t feel in a record company,” he added.

The law firm, which operates offices in New York at 919 Third Avenue and in Los Angeles at 9220 Sunset Boulevard, will continue its practice under the name Arrow Edelstein Gross & Asher, P.C.

**Chrysalis Ups 3 VPs**

NEW YORK — Chrysalis Records has promoted three label executives to the level of senior vice president.

Jeff Aldrich, formerly vice president, A&R, has been named senior vice president, A&R. Paul Hutchinson, formerly vice president, finance, has been promoted to senior vice president, finance and operations. Ann Munday, formerly vice president and general manager of Chrysalis Music, has been appointed senior vice president Chrysalis Music. Aldrich has been with the company for six and one-half years; Hutchinson has served for 10 years; and Munday has worked there for eight years.

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**PATTI LaBELLE**

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★ and MICHAEL JACKSON...RECIPIENT OF THE A.M.A. SPECIAL MERIT AWARD ★

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CLASHING AROUND CALIFORNIA — The Clash swooped down on southern California last week, playing at the Long Beach Convention Center and later at the Santa Monica Civic Auditorium. Although the absence of fiddled percussion, saxophones and brass was quite noticeable — particularly on the Jones-penned numbers such as “Clampdown” — new guitarist Vince White and Nick Sheppard helped smooth out the rough spots and the band was actually pretty tight for most of its set. Long Beach, local L.A. act Lez Zeppelin, opened and they were a pretty good cover band for U.K. rebel rockers, but the combo’s brand of Chicano R&B was obviously too little for the jeering, hard core crowd to appreciate and Los Lobos left the stage after about 25 minutes. Also preceding The Clash was ethio-musician Richard Cleary, who has an odd sense of humor.

“Declaration,” making the rounds of the city, stated, “They say I’m a fool to be so naive, but I’ve got my mind made up. I’m not just going to go back to the way it was.” The week featured incredible performances by various artists.

SLADE, the English rockers, recently played at the Fox Theatre in San Francisco. They are currently supporting the movie “The Great Race.”

SANTA CRUZ — The town of Santa Cruz was hit by a storm last week, but the town did not let the bad weather stop its music scene. The Santa Cruz Jazz Festival was held last weekend, and it was a huge success. The festival featured a variety of music, including jazz, blues, and rock. The festival was supported by the local community and was a great success.

TwiLLY’S JUNGLe — EMI America recording artist Dwight Twilley is shown on the set of his latest video “Grrrr,” the new single from the album “Jungle.” Twilley shot two versions of the video, including an R-rated version aimed at the Playboy channel.

RICHIE IS NAMED MAN OF THE YEAR

LOS ANGELES — Lionel Richie will be honored as The Children’s Diabetes Foundation Man of the Year and he will be the headline performer at the charitable organization’s Seventh annual Carwash Bash to be held October 13, 1984 at Currigan Hall in Denver, Colorado.

The honor was bestowed on Richie in recognition of his work on behalf of diabetic children. Previous winners include Frank Sinatra, Richard Gere, and Danny Devito. Among the women honored in the past are, Diana Ross and Betty Ford.

The fundraising goal for the ball is $2 million dollars. The proceeds will be used to fund the treatment, educational and research programs of the Barbara Davis Center for Childhood Diabetes in Denver. The center is a non-profit clinic dedicated solely to children with juvenile diabetes.

For The Record

In last week’s issue of Cash Box, a story about the upcoming issue of Cash Box was included. The story, “Publishers Stress ‘Cautious Optimism’ Regarding Upswing In Record Sales” incorrectly identified BMI as BMI Inc. We regret the error and any confusion it may have caused readers.
Video Merchants Speak Out
On Court ‘Betamax’ Ruling

(continued from page 7)

Cohen predicted a long fight. "Nobody on our end is trying to prevent artists from tak-
ing their fair share," he said. "We just don’t
want to see any infringement of the con-
sumer and retailer right to do business."

Jeff Tuckman of Chicago’s Sound Video
noted, as did other dealers, that the bulk of
the decision dealt with the "time shifting"
element of videocassette recorders, whereby
the home user tapes programming to be watched later. "I could never see myself
in jail with rapists and murderers just
tapping. Three’s Company," sighed Tuck-
man, adding that the court’s say really
doesn’t affect us at all.

At the four-store Dog Ear Records & Video
chain, also centered in Chicago, vice
president and general manager Rick
Johnson called the decision "real rational,
the next best thing to sliced bread." While
in full support of maintaining the first sale
document, Johnson recognized its "double
dged sword" in his favoring videocassette
rental as is but against record ren-
tals.

In Atlanta, Scott Young, who heads the
eight-store Franklin Music chain, was also
in favor of legalizing timeshifting, but
didn’t like the idea of people building up
home libraries, which "suck the artist.
" But in Durham, N.C., Ralph King,
senior vice president of marketing of the
Record Bar chain, expressed "immediate
shock, disbelief, and discouragement" at
the supreme court ruling.

"We were convinced that the case would
be won by the studios, so we started mov-
ing into home video," explained King. He
added that Record Bar’s assumption had
been that after the ruling, "rental of video
would have been a thing of the past instead
of the 70 percent share it is now — it would
go to 50-50, with purchase being more at-
tractive to a lot of people. At Record Bar,
we’ve always been a deliverer of goods
through sales rather than rental. The con-
sumer must be convinced that purchasing
is as good or better than renting."

King said that the decision would at the
very least "certainly slow down" the chain’s
plan to have 50 stores offering full-line
home video software by the end of the year.

At Pittsburgh’s National Record Mart
chain, vice president of budgets and
systems Jim Grimes was "fairly certain"
that his 76-store chain would begin moving
into rental and sale of home video
depending on the results of a future one-or
two-test store. He voiced no concern aris-
ing from the court’s decision either way as
a prospective video dealer, but said that
the still unresolved repeal of first sale at-
tempt was "in the back of his head."

Sound Video’s Tuckman said that repeal
of that bill would be "devastating."

Ray Bradbury Will
Keynote ITA Seminar

NEW YORK — Author and futurist Ray
Bradbury is scheduled to deliver the
keynote address at the International
Tape/Disc Assn. (ITA) Fourteenth Annual
Seminar, "Audio/Video Update — 1984."
The seminar is set for March 19-21 at the
Hilton Riviera Hotel in Palm Springs, Cal.

TINA TURNS SILVER — Following seven SRO shows recently performed at London’s
Venue Theatre, Tina Turner attended a party held in her honor hosted by Capitol Records.
Tina took time out to present silver disc awards to the producers of her debut single, “Let’s
Stay Together,” Martyn Ware and Greg Walsh of the group Heaven 17. “Let’s Stay
Together” has sold over 250,000 copies in the UK where it reached #6 on the charts. Pic-
tured above are (l-r) Ware, Tina, Greg.

WB Music Gets New Catalogs

LOS ANGELES — Warner Bros. Music has
reached exclusive subpublishing agree-
ments to represent the entire Neil Dia-
mond, Lionel Richie, and post-1973 Bob
Dylan music catalogs in all countries ex-
cept the United States and Canada. The
company also said it is presently ad-
ministering the entire Michael Jackson
catalog around the world.

“There is a substantial international
market for the music of all these major art-
ists,” said Chuck Kaye, chairman and chief
“We will be able to capitalize on this fact
and maximize revenue opportunities for
them through our extensive worldwide
presence and state-of-the-art royalty sys-
tem.”

For The Record

Last week’s issue of Cash Box included a
story about Stonehenge Mgt. and was
erroneously headlined “Stonehenge Mgt.
Formed in L.A.” The company is based out of
East Hanover, New Jersey.

MCA MUSIC WISHES TO THANK THE NATIONAL ACADEMY
OF RECORDING ARTS AND SCIENCES FOR THE FOLLOWING NOMINATIONS

BEST NEW COUNTRY SONG
I.O.U. (Austin Roberts/Kerry Chater) — MCA MUSIC/CHRISWALD MUSIC/HOPI SOUND MUSIC/VOGUE MUSIC.

BEST COUNTRY VOCAL PERFORMANCE, MALE
I.O.U. (Austin Roberts/Kerry Chater) — LEE GREENWOOD, MCA.

BEST R&B INSTRUMENTAL PERFORMANCE
THE MOOD (Kashif) — KASHIF, ARISTA.

BEST R&B VOCAL PERFORMANCE, FEMALE
GET IT RIGHT (Marcus Miller) — ARETHA FRANKLIN, ARISTA.

BEST ROCK VOCAL PERFORMANCE, MALE
CAT PEOPLE (PUTTING OUT FIRE) (David Bowie/Giorgio Moroder) — DAVID BOWIE, EMI AMERICA.

BEST RECORDING FOR CHILDREN
E.T. THE EXTRA TERRESTRIAL (John Williams) — MICHAEL JACKSON, MCA.

BEST TRADITIONAL BLUES RECORDING
TEXAS FLOOD (Larry Davis/Joseph Scott) — STEVIE RAY VAUGHAN & DOUBLE TROUBLE, EPIC.

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**EAST COASTINGS**

**DEVILLE'S REDIRECTION** — Although Willy/Mink DeVille's splendid fifth album "Where Angels Fear To Tread" promptly died after its release late last year, both it and the career of the elfoito-sharp singer/songwriter have been given new life. In the case of the LP — DeVille's second for Atlantic — and its shimmering first single "Each Word's A Beat Of My Heart," the label has wisely seen fit to give both a second chance and has rescreened it to revolve. As for the artist, DeVille, who was in New York last week to begin work on a new album, which he shares, has found new management, a new home, and a new direction in life after many years of living a rock 'n' roller's lifestyle with all its excesses. "I'll put this way," said a relaxed DeVille, in between spoonfuls of natural raspberry yogurt, "I'm still charting after 13 weeks.

he first met then-Capitol artist DeVille, DeVille, in a roundabout manner. One night he'd be at the Chelsea, the next in Europe. He was misguided and misdirected. He needed a base, a place to get his life in order, get a new perspective, restretch the cords and get a new chance. Part of what Barrett calls DeVille's "rehabilitation" is taking dance instruction from the Nancy Bar, a dance call in Boston. Since he has always been known for his sharply-defined performance movements, the new dance training shows both in DeVille's new music and first conceptual video, for the new album's single. The vacillation regular, and not badly, he described this song "the record that makes (Mink DeVille) from cult act to mass stardom," and the video also stands apart from the competition, it simply and straightforwardly lets the action follow the song with DeVille timing his dance steps and gestures to capture an urban, but since we know to feel. "Too many videos show too much of the producer or band and not enough song," explained DeVille who chose John Jopson, the director of Hall & Oates "One On One" clip, to direct his own video. The song "About the new music itself, DeVille noted how "everyone says it's a bit different, and it is a little more dance oriented. But everyone knows I can sing ballads." The new album also continues DeVille's tradition of incorporating diverse musical elements, from Latin to Louisiana; "I love Mexican ranchero music as well as Cajun and Zydeco," said DeVille, slapping on an Arnold Neville cassette and revealing that he had originally written "So In Love Are We," off his previous LP "Coup De Grace," for Neville. On his new album, DeVille covers "Around The World," a tune picked from an AOR favorite by another of his ideals and primary influence, Ben E. King. "It broke down to grabol eighteenth century and instead of the cha-cha rhythm which he used," said DeVille, illustrating one of the ways he updates the foundations of his music to make them so fresh today. But one DeVille tradition which Barrett vows to break is "where he would tour when the record was supposed to come out, then find that the release was delayed six weeks so no one would know any of the songs and only 300 fans would show up. When we came out with the album at Christmas, only 15 major stations picked it up with no secondary or tertiary. But, since we asked the Atlantic to reserve it, we're getting a lot of support from AOR and CHR formats everywhere," Barnett added that following DeVille's promotion tours overseas, he "herself six weeks to prepare for a March U.S. concert tour and a European concert trip in the summer.

**QUIET RIOT GETS RICH IN CANADA** — Paule/Epic recording group Quiet Riot recently received Canadian gold record awards for its "Metal Health" album following a sold out show at Toronto's Maple Leaf Gardens. The album is currently approaching the triple platinum mark in Canada. Pictured at a post-concert reception are (l-r) Rudy Sarzo, of the band; John Cafferty, guitarist; Carlos Cavazo and Frank Banali of the group; Bernie DiMatto, president, CBS Records Canada; Kevin Dubrow, of the group; and Warren Entner, the group's manager.

**Retailers, Capitol Celebrate Beatles' 20th Anniversary**

(continued from page 7)

Capitol will additionally tie-in with the 10th anniversary Beatlefest Gala Celebrity Benefit, to be held Feb. 17 at the New Jersey Meadowlands Hilton. Catalog and promotional materials will be provided for the event's charity auction.

A survey of major retailers shows that most are well aware of the Capitol push and are tying it in accordingly. Others are adding their own activities.

The Record Bar and Licorice Pizza chat expected the most extensive Beatles promotions. Record Bar's national promotion manager Ron Phillips, noting that the 150-store chain's two-week promotion kicks off on Feb. 9 and runs through Feb. 22, said that all Beatles albums would be sold priced such that "The Beatles 20 Greatest Hits," and "Sergeant Pepper's Lonely Hearts Club Band" would be $6.99, while "The Beatles," "White," and the two "Red & Blue" double-pocket greatest hits albums would be $8.99. Licorice Pizza Beatles LP titles will sell at a dollar off list price.

Record Bar will mount a major radio campaign to support the promotion, and will also conduct a display contest, the winner of which will receive either a mounted and framed copy of "The Beatles Album torrent" or a plaque made out of the "Meet The Beatles" album cover — whichever Capitol deems most feasible.

In addition, three Record Bar areas will tie-in locally with movie theaters running Beatles film fare. In Raleigh, the tie-in entails free discount movie tickets available in-store for a triple-feature of "A Hard Day's Night," "Yellow Submarine," and "Let It Be." In return, the theaters will give away record discount coupons, which offer a $6.49 price on any $6.99 list LP. This promotion also ties-in with local radio.

Phillips added that promo copies of the "The Beatles 20 Greatest Hits" have been sent out to all of the stores to provide concentrated in-store Beatles play. As "I said in my memo, "Nothing sells Beatles music like Beatles music." Licorice Pizza's advertising director Randy Gerston said that his southern California chain was beginning its two-week Beatles activities on Feb. 13. All 23 Beatles singles were being sold-priced at $1.29 each, and a 4x4-ft. banner has been set up in-house to do it all. In fact. A singles sales contest will have stores in different regions battling it out for an exclusive, Capitol-designed Beatles jacket, to be awarded to all personnel in the winning stores.

Beating albums will also be on sale at the chain, though prices are indefinite so far. Another 4x4-ft. banner has been designed specifically for the LP sale, to be displayed behind the front counters and in the store windows. Advertising will include a full-page in the Los Angeles Times Sunday Calendar section, and Gerston expects additional in-store merchandise and store incentives. He is also encouraging clerks to crack open the greatest hits collections and play them through instead of opening older catalog for in-store play.

At the 16-story Detroit area Harmony House chain, advertising director Susan Thomas reported that the Beatles catalog was prominently mounted by $2 in celebration of the anniversary. Entire catalogs will be given away as consumer contest prizes, while cash prizes and Capitol-provided merchandise will be awarded to display contest winners. Harmony House will further promote their sale through a full-page ad in the Detroit Free Press, and will also advertise on radio.

The Long Island-based Record World/7SS chain will blanket store windows in from six to 10 stores in the New York metro area. At the Sacramento-based Tower Records chain, an advertised promotion will be mounted by $2 in celebration of the anniversary. Once details with Capitol are worked out. The chain's Pulsar consumer magazine will join the host of other magazines with a special issue devoted to the Beatles.

New York's Crazy Eddie's stores will incorporate a Beatles promotion into the annual "Greatest Record & Tape Sale"

(continued on page 16)

**ODDS ON FAVE** — Phil Collins recently completed filming of his video to the tune "Against All Odds" which is also the theme song to the Taylor (An Officer And A Gentleman) Hackford film of the same name currently under production. Pictured above the set are (l-r): Dan Pearl, director of photography; Collins; producer Dome, Abelson of Parallax Productions, and director Hackford.

**Uncle's Sales Up**

NEW YORK — Handelmann Company's second quarter report for the six months ended Oct. 29, 1983, shows second quarter net sales of $65,956,000 compared to $58,582,000 for the same period last year. This represents an increase of $10,374,000, or 17.7 percent. Net Income for the company's second quarter was $3,455,000, or 77 cents a share, which compares with $2,592,000, or 58 cents a share last year, and represents an increase of $935,000, or 38.1 percent.

For the first six months this year, sales totaled $126,557,000, as compared with $113,110,000 from the same period a year ago. Earnings for the six-month period were $5,610,000, up from $4,258,000 last year.
When most people think of the music business, publishing is usually not the first thing that comes to mind. Indeed, the mere mention of the words “music industry” in the same breath for the first time often elicits mental images of gold records and charismatic rockstars. Behind all the glamour associated with such performers is a group of people who are behind-the-scenes people such as the music publishers who see that artists and songwriters are fairly compensated for their craft. There is no question about the vitality and role publishers play in the record business.

Throughout the years, responsibilities of music publishers have expanded greatly from their original purpose — to replicate and distribute printed music markets. Nor does the music publisher exist today merely as a bookkeeping entity or organization to monitor airplay. It is the publisher’s job to see that the songwriters he/she represents have their music recorded and played as often as possible. With the advent of audio-visual communications, particularly the videocassette recorder and music videos, artists and publishers now have more outlets than ever to play music and increase their revenues. Additionally, television, cable-TV, and the synchronization of music with motion pictures in soundtracks and the like have greatly expanded the realm of opportunities available to the publisher. All these new avenues and potential profit centers for music publishers have also served to heat up this segment of the music business as evidenced by the recent rash of mergers and acquisitions of music publishing companies, particularly among the major entertainment firms already involved in the business or eager to gain access to it. 

On the forefront of this explosive and dynamic business is Leeds Levy, the young, savvy president of MCA Music, the music publishing arm of MCA, Inc. (Music Corporation of America). It is his vision that has spawned a massive entertainment-communications conglomerate involved in television, motion picture production, the record business, studio tours, and a host of other entertainment related activities.

Cash Box: What do you think will be the consequences of the recent wave of acquisitions in the music business?

Levy: Well, there’s been some speculation and concern, particularly in the trade press, over the reality that certain catalogs have been sold over the last year. I’m talking about CBS acquiring UA, and E.B. Marks being acquired by the Bertelsmann and the Hammerstein estate, and how the consolidation of our industry is putting the element of competition in jeopardy. The impact of this is that there are huge catalogs at stake, catalogs you’ll never see again so to speak, such as East Memphis Music which was bought out by Almo. The line of competition in the industry at facts where we’re going, and this is obviously compounded by the consolidation of record companies, whether it be Motown or A&M or Artists, these companies were handled through independent distribution. It all makes it more difficult for the independent artist or songwriter to get into the marketplace. This, compounded with the recession, compounded by the problem of home taping, alternative devices or entertainment sources as opposed to recorded music all add up to a very gloomy picture, and I don’t mean to be pessimistic, it’s just one of a couple of questions that being one of them. Another one is the nature of doing business in this industry perhaps because it’s consolidated, you’re dealing with such big names, contin-ually in the Top 100. If you’re dealing with the business managers or the lawyers in the industry, from a publisher’s point of view we usually deal (maybe I’m speaking specifically for MCA Music, but I think publishers in general deal at the grassroot) at the ground level situation, starting with the songwriter who is totally unknown like a Lee Greenwood or a Dave Loggins, who we represent. The lawyers and business managers very often don’t have a thorough understanding of the nature of our industry, what it is we do. Very often our negotiations are short of a one-speed note as opposed to a three speed. That is, you’ve got the platinum status, you deal with at high speed, and then there’s somebody in between that’s got some track record, that’s second speed, and then there’s first speed for the up and coming. Very often you get lawyers and business managers that really have no understanding of what we do and probably wouldn’t know how to get a cover record or an initial recording on a song to sell her/his living, negotiating out points. Very often, because of a lack of understanding and ap-preciation for what do we, publishers, are very often seen as parasites, strictly business-oriented, no personal relationship with the artist or writer, no casual link in his or her success, and that concerns me because it puts you off to developing talent and then you’re right back into compromising the problem one more time. You’ll take less risks, go with the more established artists, pay more dollars, and you find yourself second-guessing and that’s death in this business. You have to go with your instincts, and be creative, and at the same time have the respect, hopefully, within the business community you deal with. This is a dynamic type of business unlike the record business where you’ll know in two weeks if it’s a hit or not. If it’s not, then on to the next one. This is not that type of business. Developing a writer is very much a farm team operation. You know, it’s super if it happens in the first six months, but that’s very rarely the case. It’s a long-term process.

Cash Box: Do you have any attorneys on staff?

Levy: It depends on the situation. We do all our administration in house. If there is a particular situation when we need a specialist, we buy a specialist, hire a specialist. It’s litigation, being in the record business we sometimes have to get some counsel in the trademark specialty area. Fascinating stuff, trademarks. Our experience with the “E.T.” thing incidentally was a wonderful opportunity to learn about the trademark aspect of litigation.

We were deputized to police the various infringement here and throughout the world on all the various music related rights. On all music related issues we were sort of a clearinghouse on the various issues that developed regarding “E.T.” and there were several.

Cash Box: How do you open up the communication lines to lawyers to get them to understand the publishing business better?

Levy: The best way is hands-on experience. The lawyer sort of vicariously gets an education. I mean I’ve heard so many times “Oh, what’s a ‘X’ thousand of dollars to you, you made ‘E.T.’?” “I’m not in the ‘E.T.’ business, yes, that’s part of the MCA Music catalogue, but I have a lot of other things.” I say “I don’t get the electric guitar on here is music publishing. Music publishing is our business and our only business.” We’re not just the music publishers. We say “Babies are our only business.” The thing I think helps educate and sensitize the other party is to create a better understanding of how the working relationship with the other party.

Cash Box: How do you feel about the potentially eroding rights of publishers and artists, particularly with regard to home taping?

Levy: Even with the proposed royalty on blank tape, that’s just a drop in the bucket as far as what’s potentially being lost out there whether it’s from tapping or satellite dishes or what have you. Again, we’re not alone, both motion picture companies and music companies are losing income. This issue is also relative to the people who we negotiate with who say, “Oh, you know, you’re going to sell a million copies (records),” and I say really are any of those going to be legitimate copies or are you really going to be people copying those copies? Everyone might have a cassette of “Thriller” but one might be an audio cassette copy they made at home. So, in the old generation between the unions and manufacturers, you all want to end up in business at the end of the day. You don’t want to go in for the fast kill and suddenly find out that you’re being undercut by someone who has cooperation going. I’m obviously talking about what’s happened here. If we’ve been able to do something in Japan where there has been cooperation between the unions and manufacturers, you all want to end up in business at the end of the day. You don’t want to go in for the fast kill and suddenly find out that you’re being undercut by someone who has cooperation going. I’m obviously talking about what’s happened here. If we’ve been able to do something in Japan where there has been cooperation between the unions and manufacturers, you all want to end up in business at the end of the day. You don’t want to go in for the fast kill and suddenly find out that you’re being undercut by someone who has cooperation going. I’m obviously talking about what’s happened here. If we’ve been able to do something in Japan where there has been cooperation between the unions and manufacturers, you all want to end up in business at the end of the day. You don’t want to go in for the fast kill and suddenly find out that you’re being undercut by someone who has cooperation going. I’m obviously talking about what’s happened here. If we’ve been able to do something in Japan where there has been cooperation between the unions and manufacturers, you all want to end up in business at the end of the day. You don’t want to go in for the fast kill and suddenly find out that you’re being undercut by someone who has cooperation going. I’m obviously talking about what’s happened here. If we’ve been able to do something in Japan where there has been cooperation between the unions and manufacturers, you all want to end up in business at the end of the day. You don’t want to go in for the fast kill and suddenly find out that you’re being undercut by someone who has cooperation going. I’m obviously talking about what’s happened here. If we’ve been able to do something in Japan where there has been cooperation between the unions and manufacturers, you all want to end up in business at the end of the day. You don’t want to go in for the fast kill and suddenly find out that you’re being undercut by someone who has cooperation going. I’m obviously talking about what’s happened here. If we’ve been able to do something in Japan where there has been cooperation between the unions and manufacturers, you all want to end up in business at the end of the day. You don’t want to go in for the fast kill and suddenly find out that you’re being undercut by someone who has cooperation going. I’m obviously talking about what’s happened here. If we’ve been able to do something in Japan where there has been cooperation between the unions and manufacturers, you all want to end up in business at the end of the day. You don’t want to go in for the fast kill and suddenly find out that you’re being undercut by someone who has cooperation going.
POLYGRAM'S TAP-IN — You all remember the notorious history of Spinal Tap, the world's loudest heavy metal band, which first began assualting the world in 1967 as a British slezicidal band? No? Well PolyGram Records, in close concert with Embassy Pictures, is going to remind and/or inform you of the group's 17 years and 15 albums with heavy, dark, and promolotional blitz, which began last week with preview screenings of This Is Spinal Tap, a rockumentary directed by noted authory Debolg DiBergi, who looks and sounds suspiciously like Bob Reiner. In fact, What's In Store was at the screening and did stay for the final credits and can state that Debolg is really Bob Reiner and that Spinal Tap is really three comedians doing a brilliant job of being British heavy metallists, all in an uproariously funny put-on of the music business. The flick—which also contains the kind of in-store appearance that all retailers dread—revolves around the release of the fictitious group's comeback LP "Smell The Glove." But here's where fiction meets reality, as PolyGram, through its one-time only polymer label is set to issue said LP when the movie itself is released. As in the movie, the album is issued only by the "black label" and only with a sticker affixed to the shrink-wrap. On one side of the gable will be pictured all of the "previous" groups as shown in the film, including "Intravenous De Milo" and "Shark Sandwich." The other will be in the public records of the group and acknowledgements to the record company executives who appear in the movie, as well as the included song titles, their original release dates, and name of the album originally released on the single. The singles will carry the "real credits," but the record itself will carry the Polymer logo on the label. The promotion really gets under way this week with a special press party in New York at The Plaza Hotel's posh White and Gold Suite, at which Reiner, Tap lead vocalist David St. Hlubins (Michael McKean) and guitarist Nigel Tufnel (David Kail), and keyboardist VV Savage (Christopher Guest) will appear and at which tour information may be announced. Also present will be signed poster blow-ups of previous Tap albums, which will be used as prizes in radio contests. According to PolyGram marketing/product development vice president Rick Belewski, the ensau- ing promotion will involve "hundreds of thousands of dollars spent in front of the album and movie release designed to make people wonder why they haven't heard of England's most popular and loudest band of the last 15 years." PolyGram has already hired a company to tape New York coming Soon: Spinal Tap—Watch Out New Yorke's posters, and Embassy has made MTV buys for a K-televote spot for an unavailable "Heavy Metal Memories" set from "Metal House," which doesn't mention the film. In related news, but tangential to Spinal Tap, the group's American video and radio teasers are scheduled for late February, with the MTV spots including spins from a pair of Spinal Tap videos, "Heil Holle" and "Big Bottom," but still no note of the film. Shortly thereafter, it's also been revealed that says Belewski, with his usual promotional blitz in- cluding regular ads in all media beginning in New York for the film's Mar. 2 premiere, then moving on to Los Angeles for that market's Mar. 9 opening, after which the rest of the U.S. will get to see what the New York-screening audience is still laughing about. As for retailers, Belewski promises one-shot pressure from Embassy, in-store play copies, displays, contests, and T-shirt giveaways. "Whatever the film plays, whatever can be done with retail and radio will be done. And if retailers come up with a great idea, we'll do it. It's as simple as that.

IT'S OFFICIAL — New York's long-rumored second Tower Records store will be open by July at 66th St. and Broadway at Lincoln Center. The 19,000 square-footer will be next to a separate 2,500 sq. ft. Tower video facility, which opens in May. And yes, Tower president Susan Solomon promises another huge grand opening bash! jim bosman
SOUND/VIDEOS

HOME VIDEO CITED AS ENTERTAINMENT GROWTH AREA Sales of prerecorded home video products reached $1 billion in 1983 and will grow to a staggering $5 billion by 1988. At least three are the conclusions of Stephen D. Reed, former vice president of Kaufman-Jackson Group and current executive at Wilshire Street Investment Bank firm of F. Eberstadt & Company. Furthermore, according to Reed's research, music videos will be the fastest growing area of home video over the next five years, expanding in cumulative sales from $420 million in 1983 to over $1.25 billion by 1988. "The MTV phenomenon is only the beginning, soon these programs will be on sale in record and video stores. The artists are just starting to get creative with video and they are being led by Michael Jackson. Multi-media artists who have music, acting and dancing talents are to represent the future. Today we are in the spurtkin era of music videos and by 1988, 1989, going to the moon" said Reed. Due to the rise in demand for home video products, Reed believes that some 35 million or 36 percent of all American households will have video playback equipment, particularly in the form of videocassette recorders, by 1988. The analyst described the current state of the home video market as "growing explosively in a chaotic environment...Prerecorded home video music as a noteworthy avant garde. Reed is less optimistic about the fate of the recorded music business which he said enjoyed its first unit sales increase in five years in 1983, but only in the "enormous success of six or five major hits." The long term outlook for traditional records and tapes, said Reed, "is severely limited by home taping." The "record companies' future profits are dependent on their ability to establish new distribution organizations to handle the products of home video," Reed predicts. An in-depth analysis of the record and home video businesses entitled "The Prerecorded Home Entertainment Industry," is currently available from Reed and the F. Eberstadt & Co. for $25. 

VIDEO AWARDS SHOW — The American Video Association will be holding its second annual American Video Awards presentation on Thursday, April 5, at the Wilshire Ebell Theater in Los Angeles. The two-hour awards ceremony, which will be taped and syndicated for television by Golden West Broadcasting. The Association will be recognizing videos in nine categories: Best Pop Video, Best Soul Video, Best Country Video, Best Director, Best Set Design, Best Lighting, Best Editing, and Best Performance by a Male, Female, and Group. All videos produced and distributed between December 1, 1982 and December 1, 1983 are eligible for an American Video Award. Voting, however, is restricted to the organization's members. The American Video Association was formed last December by Jennifer Libbee, Casey Kasem, and Anthony Scott of Scott Bros., to "establish and maintain home video as a video industry and an art form." Among the group's executive board of advisors are MCA's Irving Azoff, Ross Hunter, Kasem's Guest, Home Video's Michael Jackson, Michael Nesmith of Pacific Arts, Capitol's Jim Mazza, A&M's Jerry Mess, Scotti, and CBS's Walter Yetnikoff. The Association has been encouraging membership among record companies, production companies, independent video distributors, lighting designers, set designers, directors, artists and the like. For more information call Jennifer Libbee at (213) 930-2941. Dues are presently $10 per year.

MUSIC VIDEO NEWS — Hollywood's Video Car Editing has completed work on the re-mix of "Catch the Night." The video was done by the same creative crew that put together Michael Jackson's "Beat It." ... Rick James and Smokey Robinson teamed up for a video of Jackson's "Ebony Eyes," a salute to Robinson's past with Motown, as well as his current role with the American Video Association. Video Productions, Inc. of Marina del Rey, Cal... Keeto has completed production on Kool and the Gang's "Jeannie which was shot in all-night diners in New Jersey. The production was a huge, everything shot on a $150,000 budget. merชมl...FimAir, an international producer of television commercials with offices in New York, Los Angeles, Chicago, and London said it will actively enter the video record market. The company hosted James' Jareo's "Mornin" to "its credit... Reed and Melky casting has also established a new division, New World Pictures. First release was 'The Boys from Blue Mountain'... Also in February, Disney plans to release two animated French feature-length films that will reportedly be the first in a series of 12 films. The films are "The Tale of the Dauphins" and "The Battle of the Dauphins," featuring the character Lucky Luke. The two films will be in English in the U.S. and in both English and French in Quebec, Canada.

TOP 30 VIDEO CITIES

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The Cash Box Top 30 Videocassettes chart is a compilation of the hottest selling titles in both Beta and VHS formats, based on sales and rental activity as reported by various video stores throughout the country. Accurate surveys include: Video Plus-Chicago; Radio 437-Philadelphia; Classic Video-Dakota-Lawn; The Video Store-Cincinnati; Prec- en Video-Miami; Video 410 Relations West-Prophet; Nickelodean Video; Home Video Show; Boston; Portland, Oregon; Video 437-Ballard Newton; National Tape & Video-Atlantic; Crazy Eddie North York; The Cinema Store-Encino; Video Company-Los Angeles; Video Studio-Bal Harbour; Video Library-San Diego; Video Media-Chappaquiddick; Wunderful Video-Philadelphia; Video ER London; Video Center-Boston; Dutch New England Home Video-Gloucester; Movies Unlimited-Philadelphia; Video Showcase-Fairfax; Movies To Go...St. Louis. Video Shack...N.Y.C.

Seymour Leslie to Teach at Syracuse U.

LOS ANGELES — Syracuse University announced Seymour Leslie, chairman and chief executive officer of MGM/UA Home Entertainment Group, as visiting distin- guished professor of the College of Visual and Performing Arts. During the Spring 1984 semester Leslie will lecture to undergraduate and graduate students on The Current State of the Music Industry, and The Emerging Video Industries. A graduate of Syracuse University's Syracuse College of Visual and Performing Arts, Leslie is a leader and innovator in the music industry for more than 30 years. He founded Pickwick International in 1963 and guided the company for 25 years as its chairman of the board. Throughout the 1970s he worked to bridge the gap between higher education and the music business by sup- porting a national effort for acceptance of the industry as an important course or study in post-secondary education. In 1976 the National Association of Record Merchants honored him with his Industry Presidential Award.

Leslie, a board member and officer for numerous business, religious, social service, educational and financial institutions, has previously served Syracuse University as a member of its Corporate Advisory Council. In 1978, Chancellor Melvin Eddings awarded Leslie the George Arents Pioneer Medal — a prestigious award only given to outstanding alumni who have made significant and lasting contributions to their professions.

According to Stephen Marseone, chair- person of the Music Industry Department at Syracuse University, Leslie's lectures will cover a variety of topics and issues in- cluding the role of music and the related emerging home video and pay cable businesses in society, their marketing vehi- cles, decision-making processes, and the signification of the various technological advancements. A number of industry leaders have been invited to participate during the semester.

Beetles

(continued from page 12)

Ever's event, which traditionally encompassed the Beatles' birthdays, Valentine's Day and Lincoln's birthday, are commences for two and one-half weeks on Feb. 6. The Franklin Music chain in Atlanta was among several contacts which were still firming up their plans. "It's too good an opportunity not to work with," noted company president Scott Young.

Pittsburgh's National Record Mart chain recently concluded a pre-Christmas sell-through of the "Red & Blue" double album, which were sold priced at $10.99 and supported by special in-store signing. But the 76-store chain's advertising direc- tor, Lance Jones said that the Mart would again hook up with Pittsburgh station WHTX's annual all-Beatles weekend, which Capitol supports with spot buys and pay cable sales.

"Felix The Cat' Vid Rights Licensed

LOS ANGELES — Alan Enterprises, Inc., a television and home video distributor, has licensed rights to the "Felix The Cat" Media Entertainment. Included are 16 hours of programming to be edited for video release. The first release is expected in the fall.
WINDOWS AND WALLS — Dan Fogelberg with Marty Lewis — List: 8.98

Dan Fogelberg has consistently supplied his fans with heartfelt melodies, and this album continues to establish him as one of the dominant forces in the soft-rock genre. The language of "Love" will appeal to those who crave more upbeat tunes, while the title cut is classic soft Fogelberg, backed by a string section and a sure bet for AC radio play. Especially poignant is "Tucson Arizona (Gasette)," a tale of two people on their luck that paints a vivid picture through Fogelberg's touching lyrics. An impressive list of accompanying musicians are featured on the album, including veteran session man Russ Kunkel, drummer Joe Vitale and former Eagle Timothy B. Schmit.

NEW ALBUMS

LET THE MUSIC PLAY — Shannon - Mirage 90571.1 — Mark Liggett and Chris Barbara — List: 8.98 — Bar Coded

This collection features a special edition of the hit "Let The Music Play" making it a must for the dance audience. Shannon's soft, suave sound cuts throughout the entire album, but becomes especially powerful on "Sweet Somebody" and "It's You." The range of her voice is showcased on "Give Me Tonight" which displays the raw, rougher edge of her talents. The album is geared towards the club floor and most of the cuts will find plenty of bounce back from a tight backup band. Shannon displayed crossover capacity with the title cut, and the rest of the waxing suggests similar success with other cuts is not far away.

ROLLING STONES (Rolling Stones 7-95739) — She Was Hot (3:59) — Colgems — EMI Music, Inc. — ASCAP (Jagger & Richards) (Producers: The Glimmer Twins and Chris Kinsey)

Following their harrowing "Undercover Of The Night" first release from the "Undercover" LP, the Stones slide into a more typical Chuck Berry hit-the-road gear with a sort of companion-piece to "She's So Cold." With the band at its richest time, Jagger serves up a string of brief vignettes, all with pretty much the same story line. Hot on the "pleasure trail," he's "taking passion where you find it" and providing colorful detail in the play-by-play action reports which comprise the choruses. These sections are made especially effective by Jagger's use of an internal dialogue technique.

REVIEW OF DAN FOGELBERG

DAN FOGELBERG (Fogelberg) (Producers: Dan Fogelberg with Marty Lewis)

Waxing accurate on the language of love is Fogelberg, this time backing himself with a steady rock beat and harder-edged guitar and organ parts. "Everything means the opposite" is the gist of the balladeer's pithy declaration, which should easily capture the success of his more heart-touching fare.

I Will Follow (3:36) (Island Music Inc. — BMI) (U2) (Producer: Jimmy Iovine)

Lead vocalist Bono leads the charge on this fiery anthem off U2's live "Under A Blood Red Sky" mini-LP. Churning guitars and drums create a marital drive, heightened by a demonstrative backing band and Bono's echoed cries. Iovine's production clarity makes the listening experience both immediate and intimate.

Tower Of Song (4:38) (Colgems) — EMI Music Co. — BMI (Mick Jagger & Keith Richards) (Producer: Chuck Minton)

Produced from Crenshaw to Stones in choice of material, Middles appropriately switches from sensitive to sassy vocal delivery. The production is faithful, and Bette will surely benefit from heavy play of the tune's video/love/grudge match with Mick himself.

BLACK CONTEMPORARY

SOMEBODY'S WATCHING ME — Rockwell — Motown 6052ML — Producers: Curtis Anthony Nolan and Rockwell — List: 8.98 — Bar Coded

Michael Jackson singing background vocals on the title cut, "Somebody's Watching Me" should help it climb much higher on the charts this week's 62 with a bullet. The tune is upbeat and very danceable. The same can be said of the rest of the album which established Rockwell as a strong contender for crossover success. There's an intriguing side of this performer and he manages to convey a sensual, mysterious personal quality. Especially impressive is his cover version of George Harrison's "Taxman." Other tunes on the album include the heart-litend "Obscene Caller," and "Change Your Ways" which boasts fine rock guitar work. The melody ballad "Knoll" further displays Rockwell's crossover appeal. If he can avoid too much of a comparison to Prince, Rockwell can look forward to a lengthy stay on the charts.

TAKING THE BALL AND RUN — David Williams — Ocean-Front 103 — Producer: David Williams — List: 8.98

The title cut is current #65 on the Cash Box black contemporary chart and proves the commercial appeal of this debut artist. There's plenty to move to on this one, and dancers are not likely to miss that appeal. Besides the catchy "Taking The Ball And Run," Williams connects with the scintillating "I Don't Want To Say Goodbye," and the uptempo "Tears." His silky-smooth vocals are well complimented by a nicely arranged horn section and liberal use of various synthesizer effects. He displays his softer side with the gentle love song, "Let It Be You" which includes tremping saxophone work by Don Myrick.

RADIO PICKS


Large scale commercial success has eluded Dwight Twilley ever since his "I'm On Fire" hit the Top 20 in 1975. With this album Twilley makes his bid for another chart-climber sure to attract mainstream rock and roll enthusiasts. "Girls," with Tom Petty singing background vocals, and "Why You Want To Break My Heart" are strong contenders for AOR and new music airplay. Twilley's style is high gear with some hints of Petty's vocal style, and there's always plenty of good guitar leads and a steady beat. The title cut combines a bit of funk with one of those hot leads, and an assortment of sound effects to produce one of the album's most appealing cuts. Now that he's not under the pressure of being an overnight sensation, Dwight Twilley has settled down to play some good commercial music.

SLEEP IT OFF — Cristina — Mercury 814980-1 — Producer: Don Was — List: 8.98 — Bar Coded

What do you call an album that's not new wave, not mainstream pop, certainly not rhythm and blues, and includes such titles as "Don't Mistake My Mink" and "He Dines Out On My Love?" Probably the most original, most refreshing works from a solo female artist in a long time. Cristina shares the writing credits for lyrics that go from passionate to bizarre. Cuts particularly worth noting are the 50ish "Ticket To The Tropics," "The Lie Of Love," and "Quicksand Lovers." The record is not likely to get much AC or CHR airplay but new music and AOR stations will find a wealth of material to choose from.

STRAY CATS (EMI America P-8-8184) — Look At That Cadillac (4:01) (Willesden Music Inc. — BMI) (Brian Setzer) (Producer: Dave Edmunds)

The addition of a horn section makes this latest Stray Catt original rockabilly gem really roll. This song gets a job of affection isn't a girl, though it's sure bet he'll have plenty vying to share the front seat.

MALCOLM MCLAREN (Island 7-97970) — World's Famous (3:23) (Copyright Control/Chappell Music — ASCAP) (McLaren/Dudley) (Producer: Trevor Horn)

Give McLaren a pair of turntables and everyone has fun. His latest scratch delight brings a beautiful jazz пласт with a street-wear up from Bronx scratch jocks The World Famous Supreme Team, hence the title. Credit The Team, credit producer Horn, but unherald McLaren is the main man.


Rodgers evidenly remembers at least one night and one woman In the string of rock 'n' roll nights that this stirring ballad sets apart. Thick Rod Stewart-styled guitar overlays create a monumental tone for the sad hotel room melody, and thin it out lyrically when it's time to move on.
<table>
<thead>
<tr>
<th>Title, Artist, Label, Number, Distributor</th>
<th>Weeks On Top</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>36 GREATEST HITS</strong> AIR SUPPLY (Arista ALB-8024) RCA</td>
<td>30</td>
<td>25</td>
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<tr>
<td><strong>37 FLASHDANCE</strong> ORIGINAL SOUNDTRACK DeBARGE (Motown 6061GL) MCA</td>
<td>44</td>
<td>15</td>
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<tr>
<td><strong>38 STAY WITH ME TONIGHT</strong> JEFFREY OSBOURNE (A&amp;M SP-4950) RCA</td>
<td>40</td>
<td>28</td>
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<td><strong>39 NO PARKING ON THE DANCE FLOOR</strong> MIDNIGHT STAR (Epic K 90241) WEA</td>
<td>35</td>
<td>31</td>
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<tr>
<td><strong>40 IN A SPECIAL WAY</strong> EDDIE MURPHY (Columbia FC 39005) CBS</td>
<td>42</td>
<td>12</td>
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<tr>
<td><strong>41 INFIDELS</strong> BARRY MANILOW (Arista ALB-8102) RCA</td>
<td>43</td>
<td>11</td>
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<tr>
<td><strong>42 KISSING TO BE CLEVER</strong> CULTURE CLUB (Virgin/Epic GEE 38383) CBS</td>
<td>49</td>
<td>57</td>
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<tr>
<td><strong>43 LIVE FROM EARTH</strong> PAT BENATAR (Chrysalis FV 14444) CBS</td>
<td>37</td>
<td>17</td>
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<tr>
<td><strong>44 GREATEST HITS VOL. II</strong> BARRY MANILOW (Arista ALB-8102) RCA</td>
<td>23</td>
<td>51</td>
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<tr>
<td><strong>45 LICK IT UP</strong> KSS (Columbia 422-814 297-1/1 M-1) POL</td>
<td>47</td>
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<tr>
<td><strong>46 LET'S DANCE</strong> BOB DYLAN (Columbia QC 38189) CBS</td>
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<td><strong>47 THE PRINCIPLE OF MOMENTS</strong> ROBERT PLANT (Elektra VL 70101-1) WEA</td>
<td>46</td>
<td>26</td>
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<tr>
<td><strong>48 MIDNIGHT MADNESS</strong> NIGHT RANGER (MCA-5458) MCA</td>
<td>33</td>
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<tr>
<td><strong>49 MADONNA</strong> (Sire 2 23667-1) WEA</td>
<td>56</td>
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<tr>
<td><strong>50 IT'S YOUR NIGHT</strong> JAMES Ingram (Qwest/Warner Bros. K 92970-1) RCA</td>
<td>59</td>
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<td><strong>51 1999</strong> PRINCE (Warner Bros. K 92730-1) RCA</td>
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<td><strong>52 FRONTIERS</strong> JOURNEY (Columbia G 38504) CBS</td>
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<td><strong>53 I'M IN LOVE AGAIN</strong> PATI LABELLE (Philadelphia Int'l, FZ 38305) CBS</td>
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<tr>
<td><strong>54 BEAUTY STAB</strong> ABC (Warner Bros. M-1) POL</td>
<td>52</td>
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<td><strong>55 THE WILD HEART</strong> STEVE NICKS (MCA-9008) MCA</td>
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<td><strong>56 DEFENDERS OF THE FAITH</strong> JUDAS PRIEST (Columbia FC 39181) CBS</td>
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<td><strong>57 WOman OUT OF CONTROL</strong> RAY PARKER, JR. (Arista ALB-8087) RCA</td>
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<td><strong>58 TRUE</strong> SPANDAU BALLET (Chrysalis RV 41403) CBS</td>
<td>62</td>
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<td><strong>59 THE CLOSER YOU GET...</strong> ALABAMA (RCA AL 41653) RCA</td>
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<td><strong>60 WHAT A FEELIN'</strong> IRENE CARA (Geffen) GHS 4021 WEA</td>
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<td><strong>61 AEROBIC SHAPE-UP III</strong> JOANIE GREGORIO (Polydor/Fontana) IND</td>
<td>66</td>
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<tr>
<td><strong>62 TOUCH</strong> EURYTHMICS (RCA AFL-41971) RCA</td>
<td>65</td>
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<tr>
<td><strong>63 RAPPIN' RODNEY</strong> DANGERFIELD (RCA-LA-48896) RCA</td>
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<td><strong>64 COLD BLOODED</strong> RICK-JES (Motown) MCA</td>
<td>67</td>
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<td><strong>65 BREAK OUT</strong> POINTER SISTERS (Elektra 9 14701) RCA</td>
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<td><strong>66 REACH THE BEACH</strong> THE FIXX (MCA 39001) MCA</td>
<td>63</td>
<td>38</td>
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<tr>
<td><strong>67 FASTER THAN THE SPEED OF NIGHT</strong> PERRY TAYLOR (Columbia FC 38710) CBS</td>
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<tr>
<td><strong>68 ELECTRIC UNIVERSE</strong> EARTH, WIND &amp; FIRE (Columbia QC 39869) CBS</td>
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<tr>
<td><strong>69 ALIVE, SHE CRIED</strong> THE DOORS (Elektra K 80269-1) WEA</td>
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<td><strong>70 VOICE OF THE HEART</strong> CAMPBELL'S (A&amp;M SP-4954) RCA</td>
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<td><strong>71 JANE FROMA'S WORKOUT RECORD</strong> (Columbia CVX 38204) CBS</td>
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<td><strong>72 SWEET DREAMS (ARE MADE OF THIS)</strong> EURYTHMICS (RCA AFL-4661) RCA</td>
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<td><strong>73 KEEP IT UP</strong> LONDONBAY (Columbia AC 38701) CBS</td>
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<td><strong>74 SPEAKING IN TONGUES</strong> TALKING HEADS (Sire K 23982-1) WEA</td>
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<td><strong>75 THE BEST OF THE ALAN PARSONS PROJECT</strong> (Arista ALB-9133) RCA</td>
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<td><strong>76 WITHOUT A SONG</strong> WILLIE NELSON (Columbia FC 39110) CBS</td>
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<td><strong>77 LIONEL RICHE</strong> (Motown 6007) MCA</td>
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<td><strong>78 LIVING IN OZ</strong> RICK SPRINKLE (RCA A-1-4065) RCA</td>
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<tr>
<td><strong>79 LITTLE ROBBERS</strong> (Capitol ST-12998) CAP</td>
<td>83</td>
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<tr>
<td><strong>80 DECEMBER</strong> GEORGE WINSTON (Windham Hill/A&amp;M Win-1025) RCA</td>
<td>84</td>
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<tr>
<td><strong>81 ROLL ON</strong> ALABAMA (RCA AL 41529) RCA</td>
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<td><strong>82 FUTURE SHOCK</strong> HERBIE HANCOCK (Columbia FC 38614) CBS</td>
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<tr>
<td><strong>83 BACKSTREET</strong> DAVID SANBORN (Warner Bros. K 23665-1) WEA</td>
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<td><strong>84 THE GAP BAND V — JAMMIN'</strong> (The Gap Band) (Int Taylor Experience) T-1-3006 POL</td>
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<td><strong>85 CARGO</strong> MEN AT WORK (Columbia Q 38660) CBS</td>
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<td><strong>86 JOYSTICK</strong> DAZZ BAND (Motown 6084ML) MCA</td>
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<tr>
<td><strong>87 HEARTS AND BONES</strong> PAUL SIMON (Warner Bros. K 23942-1) WEA</td>
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<td><strong>88 ERROR IN THE SYSTEM</strong> PETER SCHILLING (Elektra K 80265-1) CBS</td>
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<tr>
<td><strong>89 I DON'T SPEAK THE LANGUAGE</strong> MATTHEW WILDER (Private I BFZ 39112) CBS</td>
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<td><strong>90 THE REVOLUTION BY NIGHT</strong> BLUE OYSTER CULT (Columbia FC 38947) CBS</td>
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<td><strong>91 WHAT IS BEAT?</strong> THE ENGLISH BEAT (Rca S.P. SP-70404) RCA</td>
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<tr>
<td><strong>92 OLIVIA'S GREATEST HITS VOL. 2</strong> OLIVIA NEWTON-JOHN (MCA-5394) MCA</td>
<td>81</td>
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<td><strong>93 A LITTLE GOOD NEWS</strong> ANNE MURPHY (Capitol ST-12031) CAP</td>
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<td><strong>94 YOU SHOULDN'T NU T BIT</strong> GEORGE CLETON (Capitol ST-12038) CBS</td>
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<tr>
<td><strong>95 LABOUR OF LOVE</strong> UB40 (Virgin/A&amp;M SP-49896) RCA</td>
<td>100</td>
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<td><strong>96 STOMPIN' AT THE SAVOY</strong> RUTS AND CHAKA KHAN (Warner Bros. K 23879-1) WEA</td>
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<tr>
<td><strong>97 HEART PLAY — UNFINISHED DIALOGUE</strong> JOHN LONDON AND YOKO ONO (Polydor 817-2381 Y-1) POL</td>
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<tr>
<td><strong>98 HEAVEN ONLY KNOWS</strong> TEDDY PERGRINSS (Philadelphia Int'l, FZ 38404) CBS</td>
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### MOST ADDED

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<th>Label</th>
<th>Preferred Tracks</th>
<th>Sales</th>
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<td>Learning To Crawl</td>
<td>Pretenders</td>
<td>Capitol</td>
<td>-</td>
<td>Major</td>
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<tr>
<td>2</td>
<td>The Pretenders</td>
<td>Pretenders</td>
<td>Capitol</td>
<td>-</td>
<td>Major</td>
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<tr>
<td>3</td>
<td>Ballad Of The Sad Cafe</td>
<td>Pretenders</td>
<td>Capitol</td>
<td>-</td>
<td>Major</td>
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<td>The Pretenders</td>
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<td>The Pretenders</td>
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### MOST ACTIVE

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**NOTE:** The above text represents a summary of radio chart information, listing the most-added and active tracks, along with sales data. The chart details song titles, artists, labels, preferred tracks, and sales performance across various regions.
KOCHE BITE THE APPLE — New York City Mayor Ed Koch will deliver the welcoming address at the New York Radio Broadcasters Ass’n. (NYNRMAD) Ninth Annual Big Appie Radio awards. The ceremony will be held at the New York Sheraton Centre’s Imperial Ballroom, March 9.

INSPIRED SYNDICATION — The first syndicated program to feature black contemporary gospel music along with other features relating to the history of gospel will debut nationally, according to Anderson Media Services. Thirty-year radio vet Burke Johnson will host.

ARBITRON GOES TO MARKET — Arbitron has announced that it has achieved enough support to create a new market in New England. The Portsmouth-Dover, Rochester market will encompass cities and towns in New Hampshire and Maine, and will be surveyed for the first time in December in the spring of 1984.

BIRCH BARK — Birch Radio has announced a major reorganization of the debut of the station and a realigning of its executive staff. According to Birch president Thomas C. Birch, Birch Radio, Inc. becomes an operating subsidiary of the parent company. The move is seen as a part of the change David S. Gingo, currently Birch Radio vice president and general manager, becomes president of Birch Radio, Inc.

NAMES IN THE NEWS — Nicholas Klenner has been awarded the second annual RADIORADIO affiliate relations award presented by RADIORADIO vice president and general manager Robert G. Peterson. Klenner, East Coast manager of the Riverside Broadcasting Network, was honored in recognition of his contributions to the company. . . . Los Angeles news station KNX has awarded its KNX newswoman of the Year award to astronaut Sally Ride, and its Man of the Year award to California Governor Edmund Brown. The KNX newsmens sports has announced the signing of anchor team Dave Barrett and Steve McPartlin, and commentator Walter Malmquist to cover the 1984 winter and summer Olympic games for the ABC-FM network. . . . Alfred E. Burke, vice president and general manager of San Francisco station KPIX, and Wivy Yans and Steve Kohn have signed agreements with the Baltimore Radio City Creative Screening for the 15th straight year. . . . WHYT Detroit has named Jim Chevney new program director. Chevney spent the last two years as promotions director of station KQMV-AM, and moved to Detroit from Cleveland. . . . Leica Director, program director for ABC Radio Networks has been named to the recently created post of associated director of ABC Talkradio . . . Eagle syndication Inc., one of the nation’s leading producers of television commercials for radio stations has named Barb Lusk as vice president and general manager. Lusk will leave his position as general manager of KRZK radio in Denver . . . Jim “Sno-Man” Snowden has been promoted to program director/area division of the Amaturo Group Inc. Snowden will continue his duties at Houston’s KMJS-FM . . . Cathy Cason has been named promotions director at KRBE Radio in Houston, Texas. She has been the morning show producer at the station since early 1983. . . . WHYT radio in Detroit has named Russell (Buzz) Van Houten as general sales manager. He comes to them from WJR where he held the position of national sales manager.

CHANGES IN ATTITUDE — New York radio station WXXH has abandoned its country format and has become WLTW, “Lite-FM 106.7.” The station will play a soft all vocal format with the focus on oldies of the sixties and seventies, featuring such artists as Barry Manilow, Frank Sinatra, The Carpenters, and Kenny Rogers.

HOLLY HONORED — The Day the Music Died, a two-hour radio special will commemorate the 25th anniversary of the plane crash that took the lives of musical icons Buddy Holly, J.P. “Big Bopper” Richardson and Ritchie Valens. The show is available through Creative Radio Shows of Van Nuys California, which suggests an air date of the weekend of Feb. 3-5.

VALENTINE SPECIAL — Arielle productions has announced the completion of How To Make Love To Each Other, a Valentine’s Day music special. The two-hour radio show features the top adult contemporary ballads from the past 15 years highlighted by excerpts from the bestselling book of the same name as well as interviews with favorite stars about love, relationships, and the romance in their music. Arielle productions is the brainchild of Leslie Corn who was formerly director of programming for CBS R&D/OASIO and program production for ABC Radio Networks.

HISTORIC ADDITION — WBNC New York has added Drake-Chenault’s History of Rock and Roll to its lineup starting Feb. 20. The station is one of more than 150 around the country to carry the daily stripped feature.

HIGH SPEED HONOR — The Motor Racing Network has named WMFR of High Point, North Carolina to its third annual Honor Roll of Affiliated Radio Stations. MRN is America’s largest producer of live coverage of major motorsport events and selects the winners of the honor roll from over 1,300 stations that carry its nationally syndicated radio show for outdoor sportsman. The show debuts in March and will eventually appear on over 500 stations across the country.

NOBLE ACQUISITION — Noble Broadcasting Consultants and Drake-Chenault Enterprises Inc. have announced the transfer of all services and contracts of Noble’s Great Gold and adult contemporary formats to Drake-Chenault. Noble cited Drake-Chenault’s reputation for quality and service as factors in its decision to transfer the accounts.

No ‘On Jazz’

Fred Goodman is on vacation this week. ‘On Jazz’ will appear in the next issue of Cash Box.

Ode to Lady Day — Vocalist Carmen McRae (l) and tenorman Zoot Sims (r) performed a medley of songs associated with Billie Holiday during a recent-week long stand at New York’s Blue Note Jazz Club. Pictured with them is bassist John Letchworth.

Playboy Jazz Tix Now On Sale

LOS ANGELES — Playboy Enterprises has announced that advance ticket order forms for the sixth annual Playboy Jazz Festival, set for June 16 and 17 at the Hollywood Bowl are now available. Playboy will only accept orders from patrons purchasing tickets for both days of the festival. Tickets for single days will be available by mail order February 8.

Playboy also announced that ticket prices for the much anticipated southwestern California music event will remain the same as last year. Tickets range from $30.00 boxes to seats for $15.95, $15.00, $12.50 and $7.00 for each of the day-long shows.

Order forms for the tickets are available by writing to: Playboy Jazz Festival, c/o Festival Productions, 9056 Santa Monica Blvd., #203, Los Angeles Ca. 90069. Additional information is available by calling the Playboy Jazz Festival Ticket Hotline, (213) 271-7577.

Thank Evan P.R. Moves

LOS ANGELES — Thank Evan P.R. Publicity has announced the relocation of their offices to 11684 Ventura Blvd. #240, Studio City, California 91604. Telephone: (213) 598-7373.

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THE RHYTHM SECTION

Solar recording group Shalamar is about to take on a new "look." Due to the unfortunate departure of singers Jeffrey Daniels and Jodi Watley, only Howard Hewett was left from the original trio. However, Solar's A&R department stepped in and after a nationwide search has picked Michael Freee as the new guitarist. Freee is currently coming off a string of successful ventures, including Evelyn King's latest album "Action" and can be heard as lead guitarist on Shalamar's "Dancing In The Sheets" track from the Paramount movie soundtrack Foot Loose. In addition, the versatile Freee is also a writer/producer and is presently working with Vanity of Vanity... And while Shalamar is regrouping, it should be noted that the Grammy nominated group (for Best R&B Performance of the year by a Duo or group with Vocal with its single "Dead Giveaway") may have accomplished a first for the music industry. During the month of January, the L.A.-based group released three singles, "You Can Count On Me" from "The Look," album, "Deadline USA" from the MCA Records soundtrack of D.C. Cab, and "Dancing in the Sheets."... And finally, with two members of Shalamar safely in the studios, Solar Records president Ray Harris has begun a joint collaboration with radio stations in 10 major markets to find a female vocalist and a male break/pop dancer for the group. However, applications are being accepted from all parts of the country. Potential contestants of the talent search, which involves three levels - local, regional and national should contact the local radio station in their area advertising the search and submit both a cassette tape and recent photo... The winners will be given exclusive contracts with the group. The first of the preliminaries will be held in Chicago on January 28 followed by Los Angeles on February 3. The finals will be held in L.A. on February 21, 1984... Michael Johnson, alias "Space Cowboy," of the Jontun Crew is now at present working on a new project with former J. Geils lead singer Peter Wolf. Johnson, who's producing Wolf, is planning the release of his own new album soon... Sly and the Family Stone has a new name. Performing now without its founder and lead singer Sylvester Stone, the group will now call itself the New Family Stone... There's good news in the air for singer Kevin Smith. Smith has signed a seven-year album deal with L.A.-based St. Tropez records, owned by attorney Eddie Steinbrecher. If you will remember, Kevin is a former member of the well known group The Commodores and had been brought in as lead singer to replace the departing... (continued on page 21)
MOST TALENTED LADIES

MELBA MOORE "LIVIN' FOR YOUR LOVE" FROM THE LP NEVER SAY NEVER

TINA TURNER "LET'S STAY TOGETHER" ACROSS-THE-BOARD SMASH!
Winter Storms, Deep Freeze Have Little Affect On Tours

by Anita M. Wilson

NASHVILLE — The 1983-84 Winter season has been severely hit by a series of record breaking snowstorms and freezing temperatures that have virtually paralyzed certain areas of the country. While the storms took most people by surprise, touring artists have for the most part continued touring with only a handful of cancellations and accidents reported.

A primary reason why country artists have not had more problems is because booking agents have consciously tried to keep their artists booked in the south or in California, and away from states that are usually hit hard with bad weather.

"We only go up north in the summer," stated Dan Wojcik, president of the Shorty Laverty Talent Agency, "and as far as the weather goes, we traditionally have markets that we play in the south and we hit those markets during this time of the year."

Other booking agents including Joanne Perry with World Class Talent seconded Wojcik's thoughts. "We try to avoid venues in the north during these times, but sometimes you can't," she explained. "The building dates were available in states that you want so you go with some that are a little litty, like Witchita and Oklahoma."

Other organizations such as The Oak Ridge Boys plan dates that will keep the group in one city for several days. "Before the Kenny Rogers tour came up, we were planning on a series of "sell-out" arrangements where we were at one location for three to four days," explained Danny Watkins, operations manager. For the group's upcoming concerts he has implemented this plan and the group is scheduled to play at certain cities for several consecutive days.

Jack Sublette, president, Top Billing, explained that the promoters have also cut back on booking in the past few years.

"In the late 70s, he said, "we had a tremendous amount of cancellations throughout the Midwest. There was a change in booking as promoters became more cautious and skeptical about booking acts during the winter months. I think the talent buyers have cut back a little favoring the chance of cancellation."

Despite this year's storms, very few country artists have had to cancel or postpone dates. When Texas was hit by a cold storm, Gary Morris had to postpone a concert. Another Shorty Laverty agent, Earl Thomas Conley, had to cancel a couple of dates in Colorado when the state was hit by a series of snowstorms. A big obstacle for artists on the circuit is contending with transportation problems. Jay O'Day had to be disdispersed for buses and trucks as Mel McDaniel and Charlie Daniels learned, while travelling to a television taping in Nashville, McDaniel's bus went off the road and into a ditch.

Daniels also had transportation problems which forced him to cancel his first concert ever. Daniels and his band were scheduled to play on Dec. 28 date in Jacksonville, Fla., but a snowstorm hit Tennessee leaving the equipment trucks stranded in eastern Tennessee. "The trucks had to go and pick up the sound and lighting equipment from Indianapolis and St. Louis, but they couldn't get back to Nashville," recalled B.B. Evans, tour coordinator for Daniels. "One truck had a wreck and got a hole in the slide of the trailer. They couldn't get over Mt. Eagle near Chattanooga. We thought about flying everyone down to Jacksonville and renting the equipment, but it would have cost a fortune and we weren't sure we could land in Jacksonville because they were having problems too."

The CDB also had problems when they travelled to Chicago earlier this winter. "On the bus trip near Chicago, the water in Charlie's bus froze so he had to stay in a hotel," stated Evans. "The truck arrived and they were on time three hours before we had to use them so they turned them off. When we tried to start them up they wouldn't. It was -20 degrees in Maryville and with diesel engines it took forever to re-start them." For an upcoming concert in Lake Tahoe, the CDB organization purchased fire chains for the buses and trucks to help insure safe passage.

Watkins concurred that unforeseen problems with the trucks cause the biggest headaches when touring during the Winter. "You always worry about something freezing up or a bus breaking down, and then there's no heat for the eight to 10 people on that bus."

Dan Wojcik added that "the main problem with touring at times would be the buses not being able to get there." He went on to say that "another problem is when it's real cold on the outside, the auditorium could experience power difficulties which might cause the show to be delayed." Scott Farragher summed up the feelings, stating, "It's just the same problems they always have when they're on the road ... the weather makes it unpleasant and inconvenient, but it hasn't stopped anyone yet."

Another problem booking agents have been faced with is when their artists do not make it to the concert, the audience may not. "The weather has definitely caused problems with all the snow and ice," said World Class Talent's Berry "it's hard for people to get out and it's hurt us in ticket sales. If we postpone the show we have no guarantee that the weather will be better at a later date so we go ahead with the scheduled dates."

Anderson's "Swingin" Gets MCN Song Of The Year

by Anita M. Wilson

NASHVILLE — John Anderson's "Swingin'" was named Song Of The Year at the Fourth Annual Country Music News Top Country Hits Of The Year awards show.

The show was broadcast live from the Andrew Jackson Theatre of the Tennessee Performing Arts Center on Jan. 16. Co-hosted by Ray Stevens and Sylvia, the show was broadcast live on almost 50 stations and taped for future syndication.

CMA Schedules Board Meeting

NASHVILLE — The Country Music Ass'n. (CMA) board of directors will hold its first meeting of the year at Walt Disneyworld in Orlando, Fl., Feb. 7-9.

Sixteen of the organization's committees will meet on Tuesday, Feb. 7 and Wednesday, Feb. 8, prior to convening as a full board on Wednesday and Thursday, Feb. 9 & 10. The board is planning to outline the goals of the CMA for 1984.
**ALPHABETICAL TOP 100 COUNTRY SINGLES (Including publishers & licensees)**

<table>
<thead>
<tr>
<th>Week No.</th>
<th>G两周</th>
<th>Country</th>
<th>Title</th>
<th>Artist</th>
<th>Publisher</th>
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<tr>
<td>1</td>
<td>18</td>
<td>1</td>
<td>Man! I've Been To Heaven</td>
<td>Ricky Skaggs</td>
<td>BMI/Petewood</td>
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<tr>
<td>2</td>
<td>17</td>
<td>2</td>
<td>I'll Never Get Over You</td>
<td>Waylon Jennings &amp; Willie Nelson</td>
<td>MCA-52320</td>
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<tr>
<td>3</td>
<td>16</td>
<td>3</td>
<td>Some Days I Miss You</td>
<td>Merle Haggard</td>
<td>CBS/John Anderson/ASCAP</td>
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<tr>
<td>4</td>
<td>15</td>
<td>4</td>
<td>The Night We Made Love</td>
<td>Jerry Reed</td>
<td>Capricorn/ASCAP</td>
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<tr>
<td>5</td>
<td>14</td>
<td>5</td>
<td>Wind Beneath My Wings</td>
<td>Ben E. King</td>
<td>Don Costa/ASCAP</td>
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<tr>
<td>6</td>
<td>13</td>
<td>6</td>
<td>He'll Have To Go</td>
<td>Ray Price</td>
<td>Elektra-Asylum</td>
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<tr>
<td>7</td>
<td>12</td>
<td>7</td>
<td>I'm Goin' Down</td>
<td>Merle Haggard</td>
<td>BMI</td>
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<tr>
<td>8</td>
<td>11</td>
<td>8</td>
<td>I Can Help</td>
<td>George Jones</td>
<td>Capitol/ASCAP</td>
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<td>9</td>
<td>10</td>
<td>9</td>
<td>Every Time Two Fools Go To heaven</td>
<td>Buck Owens</td>
<td>BMI</td>
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<tr>
<td>10</td>
<td>9</td>
<td>10</td>
<td>Red Roses For A Blue Lady</td>
<td>Charlie Rich</td>
<td>Epic</td>
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</tbody>
</table>

**February 4, 1984**

## Top 30

1. Man! I've Been To Heaven - Ricky Skaggs (BMI/Petewood)
2. I'll Never Get Over You - Waylon Jennings & Willie Nelson (MCA-52320)
3. Some Days I Miss You - Merle Haggard (CBS/John Anderson/ASCAP)
4. I'm Goin' Down - Merle Haggard (BMI)
5. He'll Have To Go - Ray Price (Elektra-Asylum)
6. Every Time Two Fools Go To Heaven - Buck Owens (BMI)
7. Red Roses For A Blue Lady - Charlie Rich (Epic)
8. Red Roses For A Blue Lady - Charlie Rich (Epic)
9. I Can Help - George Jones (Capitol/ASCAP)
10. Red Roses For A Blue Lady - Charlie Rich (Epic)

## Other Notable Songs
- I Must Have Been Dozin' - Dolly Parton (BMI/April 201)
- Take It To The Limit - (Epic 3-7940) 84
- Have I Told You Lately - Van Morrison (Atlantic 7-2904)
- Sweet Victory - Dolly Parton (EMI-Capitol 45-0125)
- I'm Coming Back - George Jones (RCA/PB-13712)
- The Night We Made Love - Jerry Reed (Capricorn/ASCAP)
- Every Time Two Fools Go To Heaven - Buck Owens (BMI)
- I've Been A Long Time Leavin' - Hank Williams Jr. (BMI)
- I Dream Of Jeannie - John Anderson (Warner Bros) (Warner Bros/PB-13717)
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THE SILVER EAGLE PREMIERS — WKLRT-Toledo program director Marc Adams has announced the addition of The Silver Eagle to the station's Saturday night lineup. The Silver Eagle is a weekly show that travels across the nation to talk with the top stars in country music. Featured artists in the past have included Alabama, John Anderson, Lee Greenwood, and the Ricky Skaggs Band. The Silver Eagle will be celebrating its third anniversary of concerts with performances from across the country featuring Merle Haggard, The Oak Ridge Boys, Alabama and others. The Silver Eagle is heard weekly on over 400 stations nationwide.

FORMAT CHANGE — Effective Jan. 23, 1984, WJKH/New York changed its call letters to WLTW. The station changed its format from country to an adult contemporary/easy listening style with the catch-phrase “Lite-FM.” The format will include a soft blend of top songs both current and old. The change was announced Jan. 20, 1984 by Norm Feuer, president of the radio division of Viacom, who owns the station.

HAPPY ANNIVERSARY — Lee Arnold On A Country Road celebrates its first anniversary on the air this week. Lee Arnold hosts the three-hour, country music, interview and concert program each week that includes several top stars and performances from around the nation. In the future, the show's producers plan to solicit more radio station involvement by talking with air personalities and program directors about today's country music scene. Among the new segments listeners will hear is “The Soft and Now” which features songs from the past that have resurfaced by another, and “Flashbacks,” in which the top songs from 10 years ago are played. Arnold is also an air personality with WHN/New York, a position he has held since 1971.

STATION PROFILE — WCCN/Nellisville, is a 5,000-watt AM and 100,000-watt FM simulcast station covering most of central Wisconsin. The station has been in existence since 1935 and started programming country in 1976. Wayne Grap is general manager and sales manager, Kevin Grap is the program director, and Dick Deno is the music director and news director. The station lineup is Deno, 5:30 a.m.; Jeff Allen, 9:30 a.m.-2 p.m.; Dan Poppe, 2-6 p.m.; and Kevin St. James, 6 p.m.-midnight. The station facilities occupy the actual Wisconsin Pavilion from the 1984 New York World's Fair. The building was torn down after the fair and transported to Boscobel, WI where it was reconstructed by the same architect that designed the structure to begin with. The owners of the station purchased the pavilion and also constructed giant replicas of cows, namely Charnville and her calf, Bullet, in front of the studios. The station attracts around 30,000 tourists annually to view the pavilion and giant cattle. The station also offers a unique weather service to area cranberry farmers. WCCN is the only station in central Wisconsin to provide regularly scheduled cranberry weather broadcasts to over 100 farmers in the area.

SEMINAR QUESTIONNAIRE — If anyone has not yet responded to the questionnaire that was sent out by the Country Radio Broadcasters, please do so as soon as possible, as they are waiting for your reply. If you need another form, call the CRB at 615-329-4487 and they will gladly send another. Please mail all completed forms to The Country Radio Broadcasters, Inc. Box 120648, Nashville, TN 37212.

JOE STAPLESLEY (Epic 34-04366)  

TONY JOE WHITE (Columbia 38-04356)  

WE BELONG TOGETHER (3:36) (Tennessse Swamp Fox — ASCAP) (T.J. White) (Producer: Ron Reynolds)

MICKI FUHRMAN (MCA-52321)  

I Bel You Never Thought I'd Go This Far (2:40) (Somebody's Music — SESAC) (J. Gillespie, St. Webb) (Producer: Jerry Gillespie)

JIMMY BUFFETT (MCA-52333)  


JACK GREENE (EMH-0028)  

I'd Do As Much For You (3:06) (Tree — BMI) (C. Cochran, B. Cochran) (Producer: Nils Lofgren)

RICK HANSON (Ric Rac 7-983)  

Laced With Love (2:43) (Ric Rac — ASCAP) (R. Hanson) (Producer: Rick Hanson)

ERSEL HICKEY (Magnun 2001)  


HANK WILLIAMS, JR. (Warner Bros. 7-23932)  

Man Of Steel (4:34) (Bechus — BMI) (H. Williams, Jr.) (Producer: Jimmy Bowen, Hank Williams, Jr.)

NEW AND DEVELOPING

THE MAINES BROTHERS BAND (Mercury 818 346-7)  

YOU ARE A MIRACLE (4:06) (Solid Chrome/Turnrow — BMI/ASCAP) (J. Brownlow, C. Banks) (Producers: J. Kennedy, R. Peoples)

The Maines Brothers combine simple lyrics with strong, yet underlying pedal steel and drum lines for their newest Mercury release. “You Are A Miracle” is highlighted by Kenny Maines’ rich vocals and is backed up by smooth harmonies throughout this traditional love ballad.

ROLL ON — Alabama — RCA ATL-14939 — Producers: Harold Shedd, Alabama — List: 8:80 Bar Coded

The latest album from the men from Ft. Payne has finally arrived and can easily be touted as their best LP to date. The album’s tunes offer a variety of themes from truckers to love ballads with others dealing with father and son relationships. The first single, “Roll On,” depicts the trials of a trucker’s life and the hardships his family endures, and is already a winner in the trucking community. Other featured cuts include the upbeat “The End of the Lyin’,” the reminiscent “I’m Not That Way Anymore” and three love ballads, “Carolina Mountain Dew,” “There’s A Fire In The Night,” and “When We Make Love.” One unique feature of the platter is that both sides of the LP offer five cuts that are strung together without space in between the songs. The cover will also catch people’s eyes with a large, colorful slide of a truck featured with a “Roll On” road sign above it.


Dolly serves up a variety of past hits from the last three decades ranging from tunes originally recorded by such artists as Johnny Cash, The Platters, The Byrds and Petula Clark on her latest album. “The Great Pretender.” The first release, “Save The Last Dance For Me,” is a kicky, updated rendition highlighted by punchy rhythm and percussion. The more traditional country flavored tunes on the LP. “We Had It All” and “Elusive Butterfly,” are two of the best cuts on the showcase Dolly’s distinctive vocal qualities that come from the heart with endearing appeal. “The Great Pretender” is a thoughtful, sensitive version of the old Platters classic complete with a 50s sounding choir in the background.

SINGLES REVIEWS

OUT OF THE BOX

GEORGE STRAIT (MCA-53337)  


George Strait has created another unique country star. Strait is already well-liked by the country music audience, and his new album, Right Or Wrong, is sure to please his fans. The album features a mix of upbeat and slow tracks, showcasing Strait’s versatile talent. The album includes hit singles such as “Right Or Wrong” and “This Time,” as well as several other country favorites. Strait’s smooth vocals and unique style make him a standout in the country music scene, and this album is a testament to his talent. STRAIT

FEATURE PICKS

JOE STAPLESLEY (Epic 34-04366)  

CLIENT AT CHARLIE’S — K95FM (KWEEN) joined the San Diego Chicken recently at Charlie Mitchell’s restaurant for an autograph session. The Chicken was brought to Tulea by K95 and Oil Capital Sports to appear at that evening’s OBU vs. OSU basketball game. Radio personalities Bob Cooper (l) and Mike Wilson (r) were on hand to obtain autographs.

HANK WILLIAMS, JR. (Warner Bros. 7-23932)  

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MUSIC CITY HOSTS — Seen at the Fourth Annual Music City News Top Country Hits of the Year Awards show, which was held Jan. 18, are cohosts Sylvia (l) and Ray Stevens (r) (l) with meeting executive producer Richard Thall.

COUNTRY COLUMN

VISITING CASH BOX — Several country artists stopped by the Nashville Cash Box office to visit and promote their new albums. Alabama dropped in to hand-deliver copies of their new album, “Roll on Rhonda,” during a week-long album review. Randy Owen, Mark Herndon, Teddy Gentry and Jeff Cook talked about the new LP and explained how long it took to get the diesel horns and “How About It, Alabama Roll On” into the song with which they are traveling around the country. A colorful album jacket of an 18-wheeler is backed by a shot of the group on a mountain in Phoenix, Arizona.

The two-day promotional tour was a break in the group’s touring schedule which began two weeks ago in Knoxville, TN. The latest tour features all 10 songs off the new album, two of which were heard at the Cash Box.

Another visitor to the office was Boxcar Willie, who was in town to promote his new album. “They All Used To Be.” While preparing for a trip to Australia, Boxcar taped a video for his upcoming album Music Country Music Television (MCTV), performed on Music Country Network, Nashville Now and on the Grand Ole Opry. Several people have assumed that the title of the new album was a change in image for Boxcar, however he states, “I’ve always been known for balls, especially for being balls.” Boxcar recently spent some time in Washington, D.C., where he donated his name to the Smithsonian Institute and met with Vice President George Bush. Boxcar’s new album features a tune penned by his wife and called “I Spy a Dime in Your Entertainment Account,” a song Jimmie Rogers was preparing to record when he died. For this recording, Boxcar borrowed Rogers’ last guitar, which is now the property of a musician and used as a means of promoting the song. The Osmonds appeared on the Music City News Top Country Hits Of The Year Awards show and performed a medley of past song winners. The group also performed on the Nashville Now and The Ralph Emory shows in addition to in Country Music, Entertainment Tonight and Offstage with Teddy Bart. The group is preparing for a 50-state tour this year.

WSM APPEALS “OPRY” SUIT — WSM Inc., a part of Opryland U.S.A. Inc., has issued a statement that it will seek a rehearing of a recent decision by the Eighth Circuit Court of Appeals that ruled the term “Opry” to be generic. The decision prohibits WSM Inc. from claiming exclusive rights to the phrase which the organization has been trying to do for years. The decision concurred with a decision by the district court in Nashville which found “Opry” to be a generic term and that the presence of the word “Opry” in the title of a song by the Osmonds, “Opryland,” is a probable trade practice.

Regardless of the ultimate outcome of this particular case, WSM Inc. will continue its practice — through litigation if necessary — of preventing any use by others of the term “Opry” in a manner which will confuse the public or in a manner which is detrimental to WSM Inc. or the Grand Ole Opry,” said E.W. Wendell, president and chief executive officer of Opryland U.S.A. Inc. The appeals court agreed with the district court in Nashville which found the term “Opry” to be a generic term and that the presence of the word “Opry” in the title of a song by the Osmonds, “Opryland,” is a probable trade practice.

The court also found that the term “Opry” is generic in the sense that it is widely used to describe certain mountainous areas of the United States. The term “Opry” is not descriptive of a place of business, but is descriptive of a place of entertainment.

95 NOT ON 5 — One of Nashville’s local television stations, WTVF-Channel 5, was scheduled to air a new country music video show last week, however at the last minute the show was postponed indefinitely by station operations manager, Bob Gordon. He claimed that the country leg of the show which was to be a music video to music shows prompted him to postpone the show at this time, however contrary reports claim the show had been canceled. The show was scheduled to simulcast in stereo over WSM-FM which is on the radio and was to be a part of the station’s spring show and the Nashville Network is planning on airing Country Clips in March. Gordon said that he is sending out a proposed contract to record labels explaining that the station will use videos that the labels have rights to, but did not indicate if this procedure would lead to a speedy rescheduling of the program.

POST-MASTERS BOWS — Nashville recently debuted a new post-production facility which is specializing in one-inch, on-line editing of television shows, commercials and music videos. The Post-Masters operates out of Nashville and will be run in conjunction with the technical field by Grammy nominee Terry Cimler. The company advertises to have the first CMX 3400 editing machine in the country as well as the only voice activated system in the U.S. Post-Masters is currently working on several commercials, and has just finished a music video for Millie Jackson.

SINGINGS AT HIT — Headline International Talent announced the addition of Steve “Spud” Lassiter to the company as a booking agent. Lassiter will be joining Charles Dorris at the company who recently signed singer/songwriter Young Life. Opry star Del Reeves and Indigo recording artist Darrell McCall. The company also represents Ronnie Milsap.

WOPAT AT ORTIELE Dukies Of Hazard star Tom Wopat drove a large crowd to Opryland’s Stagedoor Lounge this week. The hour-long spot gave Wopat a chance to show his other talents besides acting in front of several executives from a variety of record labels.

anita m. willson
Argentina

BUENOS AIRES — Strong promo campaigns may have helped build up the buying spirit of the customers and the confidence of the distributors for the December Sales figures released by the Chamber of Record Producers for November, the best since 1980 in spite of the economic depression. As some analysts point out, these figures do not show actual sales but demand, which is as important as actual sales, did bring much money into the thirsty coffers of record stores.

Ruben Apel of Intercord reports negotiations around a probable visit of U.S. star Stevie Wonder to Argentina, with the hoped-for------------ sales figures recorded by his firm.

One worker in Buenos Aires and the other one in Mar del Plata, the country’s main summer resort.

The Michael Jackson album, "Thriller," is escalating on the sales charts at a fast pace. CBS is now involved in a heavy metal campaign, with an album by the Band Riot launching November 16, followed one by Judas Priest following suit. The "Ven" album by Venezuelan charter Luis Rojas also started to move. During last week, several promo campaigns in cities of the interior. The company recently had a party and gave away 100,000 units recorded by their artists: Maria Martha Serra Lima, Cuarteto Imperial and Pimpinellas received several of them.

One year earlier at the company recording studios: two Golden Records were given to beat group Laser, two long plays to the Crock Imperial and to Paulito Ortega, while folk group Los Chichalaires received one; Juan Carlos Saravia, founder of this quartet, received a golden watch commemorating his 25-year association with the label.

EMI released an album recorded by Chilean folk group Quilapayun at its Luna Park date. Following a practice started with Uruguayan band Afrodisia, the LP was recorded live and there is a strong audience participation. The company is also enjoying good sales with the latest album released by young band Pimpinella.

January 10.

Italy

MILAN — Twenty thousand pirate cassettes, 200,000 blank cassettes, recording and reproduction equipment — a total value of $800,000 — have been seized in a police operation in Bologna, by the Italian Authors and Publishers Association (SIAE). It is the greatest anti-piracy operation ever in Italy.

Pasquale Soggiu created a new Milan classical label, billed as Ricordi, and just released a line of records, Sipario Disci, including works of composers like Paganini and others.

Jumbo, a new company oriented in Italian dance music, announced the opening of its Milan record store distributes its promotion center dedicated to this music. It will distribute throughout northern Italy many labels like Best, SPFQ, X-91, Produzioni Canto, Cat, Ace, House of Music and others.

Records of the year in 1983, according to C.T.E. branch "Musica e Dischi," were "Juliet" by Robin Gibb, (on Polydor) and "L’arca di Noe" by Franco Battistelli (on EMI). Top artists were Gazebo, Irene Cara and Colognola (singles), Franco Battistelli, Teresa De Sio and The Police (LPs).

Marco de Luigli

United Kingdom

LONDON — Music Sales has bought Campbell Connolly, the last remaining independent UK music publishing company. Music Sales is a print music and music book publisher and apart from the large number of months of negotiations with potential buyers. However it has been revealed that Campbell Connolly trustees have bought back the Campbell Ogilvie Company, which was an 18th century building in London’s Soho Square, for 1.6 million pounds. The sale, which included the success of the Campbell Ogilvie Company, is to be known as "The Very Thought Of You," "We’ll Meet Again," "Summertime Blues," and "Big Spend and Big Speed with Music Sales is understood to be in the region of 4.1 million pounds.

Campbell Connolly was founded in 1925 by lawyers Jimmy Campbell and Reg Connolly to handle the proceeds of their hit "Show Me The Way To Go Home." Among other companies connected to this company are "The Very Thought Of You," "We’ll Meet Again," "Summertime Blues," and "Big Spend and Big Speed with Music Sales was run by two trustees and a managing director, Roy Berry, ever since the death of Reg Connolly in 1963.

Trusted Reg Munns thought that although 15 months was a long time to clinic a deal were "We were going for the highest we could give to us," his directorship, and the company’s new directors are Bob Wise and his Music Sales colleagues Malcolm Graham and Frank John.

Wise is selected by his successful bid, he commented "We can exploit the Campbell Connolly catalogue in ways which have hitherto not been used. We have developed a program of printed music based on the catalog, and will be publishing songbooks utilizing the JU material."

Polydor Records is making a substantial financial investment in the new Andrew Lloyd Webber musical "Starlight Express," which opens in London’s Apollo Theatre March 27.

The 2 million pound production re-unites Lloyd Webber with director Trevor Nunn and designer John Napier who all worked together on "Cats." A new lyricist, Richard Stilgoe completes the team.

The album, which is out this week, for Tony Morris made his commitment to "Starlight Express" after seeing the show in its world premiere at the Edinburgh Festival Theatre.

The show will again be produced by Lloyd Webber’s production company. The Recorded Version Company. Annie Phillips will be the choreographer. The cast will play the characters of trains and will perform on roller skates. Stephanie Lawrence will play Annie, Iain Brodie and Daniele Shalom are to star in the show.

Polydor will be releasing the cast recording of the Starlight Express. Lloyd Webber said "I am pleased that we are continuing our association with Andrew Lloyd Webber, despite still competition from other quarters."

MCA Records just signed a long-term, worldwide marketing and distributing agreement with Parrot Records. This new label was recently established by Bill Kimber, former head of A&R at RCA Records UK. The first fruit of the new deal will be the release of a new album by Shalamar, entitled "I’ve Got Your Number," it will be released February 27.

Despite leaving RCA, Bill Kimber was responsible for signing and developing Eurythmics, Jo Boxer and Bow Wow Wow. The new label will feature "the latest American pop of the week of mixed fortune. On the same day that Owner Of A Lonely Heart topped the US charts, guitarist Trevor Rabin was seriously injured in a swimming pool accident, forcing the group to postpone their manmoth US tour."

The group happened while swimming in the pool of his Miami Hotel, he was struck heavily in the back by a woman leaving the water chute. Rabin was rushed to the hospital with a ruptured spleen, which had to be removed in an emergency operation.

The band’s US tour was due to start at the beginning of February. It has now been postponed for a month until Rabin recovers. Lionel Richie have been planning to tour UK and Europe. I.P. Distribution services UK in association with the ILA are offering an opportunity for overseas Independent Record Labels who wish to secure distribution for their records to the UK market. For an initial fee of 100 pounds per record, the companies in line with major independent Distributors in the UK for a four-week period. A full report will be given as to the reaction and progress of the product.

Should a licensing deal be secured, master tapes would be required and import licences would be handled by extra charge.

Chris Ley

Cash Box/Feburary 4, 11.
NARM Begins Gospel Push

LOS ANGELES — The National Association of Recording Merchandisers (NARM) has announced the kickoff of an intense effort to supply thousands of retail record stores and record department employees with display material for the "Discover Grammy Music" campaign. The effort is aimed at increasing the viewing audience for the Grammy Awards telecast on the CBS network, in prime time on February 28, as well as exposing potential record and tape buyers to nominated recording artists and their music.

This material includes three full color posters to be distributed at point of purchase. The posters feature the popular Grammy categories: "Album of the Year," "Best Pop Vocal Performance-Male," "Best Pop Vocal Performance-Female," and "Discover Grammy Music" title strips and a banner featuring the Grammy TV show. More than a million pieces of display material are now on their way to retail out-lets. The posters have been produced by INGRAM MARKETING Services and are being furnished in return for a complete list of Grammy nominations, as well as instructions for the use of the display-in-store material.

Gospel Grammies


BLACK RADIO HIGHLIGHTS

(continued from page 23)


WPZL — RICHMOND — HARDY JAY LANG, MD — 513 — C. LYNN


XRHM — SAN DIEGO — DUFF LINDSEY, MD — 514 — DAZZ BAND


WKTB — WASHINGTON, D.C. — JON TURK, MD — 515 — J. INGRAM


WKYS-MC — PHILADELPHIA — COLE TAYLOR, PD — 516 — PATTI LADELLE


OKGOO — WASHINGTON, D.C. — OSCAR FIELDS, MD


EAST COASTINGS

(continued from page 12)

China, Iran and India, which tallied the greatest number of letters and where Woodgates finds his most loyal audience. And while 1,200 might seem like a small number when considering an estimated 90-100 million VOA listeners throughout the world for his songs, Woodgates notes that "it costs $7 to mail a letter here from Madison, a big chunk of the $200 average annual income," and that in many parts of the world people feel that sending mail to the U.S. and having it get there is a futile proposition. Book buyers will be chosen somewhat randomly but with a higher priority placed on "those who are known to listen to the radio," Woodgates adds.

"The American Sound" in the 80's, the program's name was changed early in the 80's, with Woodgates taking charge in 1977. He calls his listeners "very hip" and tries to give them "sounds representing the creative activity on the American music scene. We focus on" the Top-10 countdown type format each Thursday, and various theme shows based on a single artist or genre. "We cover the map of American music, because we are the Voice of America. For example, we recently did a show on the legacy of country and western music in America. We dug deep into the rock and roll sound material... and the artists are just so good. The American sound tends virtually uninterested in this rich heritage. In February we'll do a rock and soul revival show where we'll use a Fantasy reunion of Albert King and show his influence on old British groups like Cream and as well as current artists like Stevie Ray Vaughan. We'll also do a special blues show on WOR and compare Quo with Van Halen, then we'll take a different tack altogether and feature Woodland Hill artists like Shadowfax, which is heavily influenced by Indian and African music. I've even segued from their 'New Electric India' into 'Emotional Rescue.' So the two use both the same rock 'n' roll effects. Woodgates has the perfect vantage point in observing the universal appeal of American pop music. "Despite all the cultural differences that divide people, human emotions are the same everywhere... you can't go wrong with love music. Other countries mind what AM radio stations virtually ignore their product. In February we'll do a rock and soul revival show where it's a great way of keeping followers interested. The radio stations feature the popular Grammy categories: "Album of the Year," "Best Pop Vocal Performance-Male," "Best Pop Vocal Performance-Female," and "Discover Grammy Music" title strips and a banner featuring the Grammy TV show. More than a million pieces of display material are now on their way to retail outlets. The posters have been produced by INGRAM MARKETING Services and are being furnished in return for a complete list of Grammy nominations, as well as instructions for the use of the display-in-store material.

Gospel Grammies

Standing Here Today," Bobby Jones & New Life with Barbara Mandrell; "Long Time Comin'," The Winans; and "Sincerely," Clark Sisters.

Executive Reorganization
At Atari; Paul Head of Coin-Op

LOS ANGELES — Charles “Skip” Paul, formerly general counsel at Atari, has been appointed president of the company's coin-operated games segment replacing John Farrand who has been promoted to the office of president and chief operating officer of Atari Products Co.

Atari Products Co. is a new division incorporating the coin-operated games unit as well as all of the company's sales and marketing, research and development, software development, product engineering and manufacturing activities. The new division was set up by Atari chairman James Morgan, the former Philip Morris executive who came to the electronics giant in July to restructure the ailing company and streamline its operations.

Farrand will report directly to Morgan as will Charles Vaughan, chief financial officer; Anton "Tony" Bruehl, president of Atari International; and Dennis Groth, executive vice president of Atari, Inc. in charge of the development of Ataritel Home Telecommunications.

In other reorganizational activity at the Sunnyvale, Calif. based firm, Don Kington has been named executive vice president of sales of Atari Products Co. and David Ruckert has been appointed executive vice president of marketing of the same division.

Paul Malloy has been named executive vice president of operation-product engineering and in the same department Marcian E. "Ted" Hoff, Jr. has been given the title of executive vice president research and development-product development. Steve Callee is the new vice president for entertainment software.

Leo Droste
AMOA's Droste Invited To D.C.

CHICAGO — AMOA executive vice president Leo Droste received an invitation on behalf of President Reagan to attend a meeting with the Small Business Legislative Council. The council is appointed as an advisory body to the President of the United States.

Droste accepted the invitation for AMOA and attended the meeting in early January at the Old Executive Office Building on Capitol Hill (continued on page 33).

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New Equipment

Video Havoc

"Major Havoc," Atari's recently debuted video game, focuses on a heroic adventure involving the key character Major Havoc who leads a brave band of clones in a flight for the survival of Havoc's human ancestors, who are being held captive by the evil Vaxxian Empire. Dedicated Vaxxian Space Station, controlled and defended by robots, patrol the galaxy and hold Havoc's forefathers as prisoners; his destiny is to free his people by destroying reactors within the enemy space stations.

The first wave of play features the tactical scanner, a flight panel that displays impending obstacles, tips and intercepted messages. A special feature in the tactical scanner wave is the first "game within a game," in the lower right corner of the scanner where a small game of "Breakout" can be played before the second wave of game play starts, for a chance to earn a bonus life.

The second wave situates the player in his Cataract Fighter, firing at enemy robots on the screen as he approaches the Vaxxian space station. Once the player maneuvers through a wormhole in space, the third wave begins as the attempt is made to land the spacecraft on the enemy platform.

The fourth wave changes from controlling a spaceship to guiding Major Havoc through the space station, which is an animated maze filled with sinister robots, deadly electric walls and red trip pads that release fireballs. Arrows point the safest way to travel through the maze toward the reactor, which Havoc must touch to set off "critical mode" and then quickly make his escape before the space station blows up.

"Major Havoc" is available in upright models only and the game marks the introduction by Atari of a new "high tech" cabinet design.

Further information may be obtained through Atari distributors or by contacting Atari at 790 Sycamore in Milpitas, California.

INDUSTRY NEWS

NCMI Confab On 'Vid Lotteries'

CHICAGO — The NCMI Advisory Council, which consists of state and local association representatives, will meet on Friday, February 17, at 3 p.m. at the Hyatt Regency in Chicago. The major topic of discussion will be recent activity on the Nebraska "video lottery" situation and its impact on the amusement vending industry throughout the country, as noted by association officials.

Also on the program will be discussions of the progress on: opposition to extension of the federal cigarette excise tax and cigarette taxes imposed in several jurisdictions; developments on the Dollar Coin program and recent legislative developments.

"Video Lotteries made their first appearance in the U.S. in Nebraska in August," explained Herb Beitel, NCMI managing director. "This development has created considerable interest in opening similar operations in other areas. For example, Connecticut's attorney general just recently blocked that state Lottery Commission's plans to place into operation instant pay-off video lottery terminals at retail locations," he continued.

"This is an activity our industry must look at very carefully because there is considerable pressure to get these machines in operation in other areas. Future developments can affect every vending operator in the country, NCMI is keeping our members and state and local associations informed of developments."

Mel Grossberg, NCMI president said, "Although the Advisory Council is composed of representatives of state and local associations, we are inviting and urging everyone in the vending industry to attend this meeting because the subjects are of great importance to all of us."

Additional information regarding this matter may be obtained by calling NCMI's hotline 1-800-327-7724, or writing NCMI at 2455 E. Sunrise Blvd., Fort Lauderdale, Florida 33304.

Association Affiliation Program

In a related announcement, NCMI advised that its board of directors has established an affiliation program for state and local associations. Full membership status including voting rights in NCMI's Advisory Council is offered to all active state and local associations.

"Our association recognizes the importance of a national organization of active state and local groups to develop policies and implement programs for the amusement and cigarette vending industry," stated NCMI president Mel Grossberg. "The Advisory Council has held several regional and three national meetings during the year and a half it has been in existence. It has recommended a number of programs that NCMI has implemented. Our stand on illegal operation of "gray area" games was a direct result of the council recommendations. Our actions in fighting extension of the special federal cigarette excise tax and on the Dollar Coin program also stemmed from the council's ideas," he continued. "The council's chairman is automatically a voting member of NCMI's board of directors and provides strong leadership in developing and implementing our activities. We believe this action will insure an even stronger role for the council."

NCMI managing director Herb Beitel added, "Affiliated association members will receive all our studies and reports. They will have access through NCMI to court briefs and opinions as well as information and materials concerning legislative activities in other areas. They may call on us for direct help in organization and legislative matters. We plan to make programs available for their meetings. Association employees will also be invited to attend all NCMI member meetings and seminars."

The New York Coin Machine Association

Droste (continued from page 22)

Hill.

The Small Business Legislative Council (SBLC) is a seven year old coalition of Trade and Professional Associations, that performs political functions by focusing small business legislative action where it will do the most good. Its purpose is to maximize and influence the strength of small business on legislative and federal policy issues of importance.

Following an early morning meeting with President Reagan, AOMA was inducted as a member of the President's Council and for the remainder of the day, Droste was the guest at various programs conducted by Capitol Hill officials and SBLC officers.
King Headlines
AGMA Dinner

CHICAGO — The Amusement Game Manufacturers Association, in conjunction with the upcoming ASI convention, has scheduled the Amusement Game Charitable Foundation first Annual Awards Dinner for Thursday evening, February 16, with popular comedian Alan King as host. King, star of stage, screen and television, is among America's most noted comedians. Also on the entertainment bill is the famous Glenn Miller Band.

Proceeds from the $100-per-plate award dinner will be channeled into a variety of different charitable organizations and the funding of scholarships for young people interested in computer studies. This first-time event will also pay tribute to the late Harry Williams, "father of the pinball machine," who died in September of 1983.

To insure good table location, AGMA suggests that persons interested in attending submit their reservations requests to Amusement Game Charitable Foundation, P.O. Box 1417, Suite D-39, Alexandria, Virginia 22313 or phone 703-548-0766 for further details.

Fortune Cookies For Location Promo

CHICAGO — The "Fortune Cookie Contest" is a fun way to promote a special event or build traffic in a location and, what's more, it is economical too, according to Carol Kantor, president of Business Builders, whose firm is introducing a new fortune cookie promotion package for all types of locations. The project is a simple one, whereby a quantity of fortune cookies are provided with different messages presented; some will offer prizes for winners, others will feature clever advertising messages for a location. The cookies are edible so participants will enjoy the fun of eating them and discovering if they have "won the fortune."

Ms. Kantor detailed various ways to run the contests. A person can get a cookie for coming to a location, for making a purchase, or for scoring a determined number of points on a game. As she explained, "You select the messages for inside the cookies and how many of each you want. Thus, you control the number of winners at each level."

The top prizes can vary according to the desires of the location, as Ms. Kantor pointed out, and the range can run from a recommended game, to a stereo, a jacket, a bicycle or anything else that would appeal to the customer.

Each cookie is FDA approved and comes individually sealed in poly bags. The fortune is printed on white or pastel colored paper and can include up to 3 lines of thirty characters each. The cookies have a four-month shelf life so they can be used for a long term promotion.

Further information may be obtained by contacting Business Builders, 10381 S. DeAnza Blvd. #209, Cupertino, California 95014 or calling the company at 408-446-4400.

CASH BOX
The Weekly Trade Journal

CHICAGO — New Ways Sales Company, prominent Canadian distributor, utilized the facilities of their 30,000-square-foot Readele warehouse, this past December, to auction off almost 200 vintage coin-operated games to an enthusiastic assemblage of buyers both from the trade and the public at large.

ALL WRAPPED UP — Sente engineers Lee Actor, a programmer (l); Ed Rolberg, vice president of software development (c); and Roger Hector (r), senior vice president of engineering, are seen in casual attire in front of the game they helped design, "Snake Pit."

The video was bowed recently at a distributors meeting in northern California.

CHICAGO — Jack Rielley, director of sales for the National Automatic Merchandising Association, advised that nearly 100 exhibitors have reserved space for the 1984 Western Convention-Exhibit of Vending and Foodservice Management, which will be held at the Anaheim, California, Convention Center during the week of April 6-8. This figure was recorded in mid-January.

"We had a record of 135 exhibitors at the same location last year," Rielley said, "and it looks like we will come close to that number or even surpass it."

Rielley said a 50-50 bonus plan used last year will be in effect again in 1984, giving previous exhibitors a 50 percent cost reduction for any space booked above that of last year.

Business sessions will be held on all three days at the Convention Center and, once again, the Marriott Hotel will serve as the headquarters hotel.

Hotel reservations may be booked through the NAMA Housing Bureau at 7 South Dearborn St., Chicago, Illinois 60603. Further information may be obtained by contacting Mr. Rielley at the same address or by phoning 312-346-0370.

Kramer To Intro New 4-in-1 Game At ASI

CHICAGO — M. Kramer Mfg. Co., Inc. of Lakewood, New Jersey announced that it is preparing to introduce an exciting, new "just for fun, 4-in-1 video game."

The 4-in-1 offers four separate games, at the touch of a button; namely, "Riverboat Hi-Lo Joker Poker," "Skill Stop Joker Poker," "Blackjack" and "Ace Ducey."

As a further operator feature the games are electronically cheater proof.

The new piece will be premiered at the February 17-19 ASI convention in Chicago, in the Kramer exhibit numbers 496-498.

New Way Sales Hosts Games Auction

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### POP

| 1 | OWNER OF A LONELY HEART | YES (Also 7-6981) |
| 2 | KARMA CHAMELEON | CULTURE CLUB (Virgin/Epic 34-04221) |
| 3 | THE CURLY SHUFFLE | JUMPIN THE SADDLE (Atlantic 7-89718) |
| 4 | I GUSS THAT'S WHY THEY CALL IT THE BLUES | ELTON JOHN (Geffen 7-29460) |
| 5 | UNION OF THE SNAKE | DURAN DURAN (Capitol B-5290) |
| 6 | THAT'S ALL | GENESIS (Atlantic 7-89724) |
| 7 | JUMP | VAN HALEN (Warner Bros. 7-29304) |
| 8 | TWIST OF FATE | OLIVIA NEWTON-JOHN (MCA-52294) |
| 9 | JOANNA | KOOL & THE GANG (Dett/Poligram DE 829) |
| 10 | BREAK MY STRIDE | MATTHEW WILDER (Private/CBS 52-04113) |
| 11 | SAY IT ISN'T SO | JERYL HALL & JOHN OATES (RCA-PB-13654) |
| 12 | PINK HOUSES | JOHN COUGAR MELLENCAMP (RCA-Polygram R-215) |

### COUNTRY

| 1 | SENTIMENTAL OL' YOU | KENNY ROGERS (Liberty PB-1511) |
| 2 | THAT'S THE WAY LOVE GOES | MERLE HAGGARD (Epic 34-04276) |
| 3 | I CALL IT LOVE | MEL MC DANIEL (Capitol P-5-5298) |
| 4 | DON'T CHEAT IN OUR HOMETOWN | RICKY SKAGGS (Epic 34-04245) |
| 5 | STAY YOUNG | DON WILLIAMS (MCA-52210) |
| 6 | SHOW HER | DONNIE MILLER (RCA-PB-13658) |
| 7 | DRINKIN' MY WAY BACK HOME | GENE WATSON (MCA-52209) |
| 8 | DOUBLE SHOT | JOE STAPLEY (Epic 34-04173) |
| 9 | YOU LOOK SO GOOD IN LOVE | GEORGE STRAIT (MCA-52279) |
| 10 | RUNAWAY HEART | LOUISE MANDRELL (RCA-PB-13469) |
| 11 | AFTER ALL | ED BRUCE (MCA-52298) |
| 12 | TWO CAR GARAGE | B.J. THOMAS (Columbia 38-04237) |
| 13 | I NEVER QUIET GOT BACK | SYLVIA (RCA-PB-13869) |
| 14 | YOU WERE A GOOD FRIEND | KENNY ROGERS (Liberty PB-1511) |
| 15 | ELIZABETH | THESTATLERBROTHERS (Mercury/PolyGram 814 861-7) |
| 16 | LONELY WOMEN MAKE GOOD LOVERS | STEVE WARNER (RCA-PB-13691) |
| 17 | EV'RY HEART SHOULD HAVE ONE | CHARLEY PRIDE (RCA-PB-13568) |
| 18 | ROLL ON | ALABAMA (RCA-PB-13716) |
| 19 | GOING, GOING, GONE | LEE GREENWOOD (MCA-52322) |
| 20 | WOKE UP IN LOVE | ERIELE (Epic 34-04247) |
| 21 | BURIED TREASURE* | KENNY ROGERS (RCA-PB-13713) |
| 22 | WE DIDN'T SEE A THING | RAY CHARLES & GEORGE JONES (Columbia 38-04297) |
| 23 | THERE AIN'T NO FUTURE IN THIS* | REBA MCENTIRE (Mercury/PolyGram 814 629-7) |
| 24 | IN MY EYES | JOHN CONLEE (MCA-52282) |
| 25 | WITHOUT A SONG | WILLIE NELSON (Columbia 38-04283) |
| 26 | YOU MADE A WANTED MAN OUT OF ME | RONNIE MCCOWDL (Epic 34-04167) |
| 27 | SAVE THE LAST DANCE FOR ME* | DOLLY PARTON (RCA-PB-13703) |
| 28 | I'VE BEEN RAINED ON TOO* | TOM JONES (Mercury/PolyGram 814 920-7) |
| 29 | HAVE YOU LOVED YOUR WOMAN TODAY* | CRAIG DILLINGHAM (MCA 8201) |
| 30 | IF I CAN JUST GET THROUGH THE NIGHT* | SUSIE SPACER (Atlantic America 7-98601) |

### BLACK CONTEMPORARY

| 1 | LET THE MUSIC PLAY | SHANNON (Emergency/Mirage 7-89810) |
| 2 | IF ONLY YOU KNEW | PATTI LABELLE (Philadelphia Int./CBS 254-04176) |
| 3 | JOANNA | KOOL & THE GANG (Da-Lite/PolyGram DE 829) |
| 4 | TIME WILL REVEAL | DaBARGE (Motown 17107MF) |
| 5 | RUNNING WITH THE NIGHT | LIONEL RICHIE (Motown 17107MF) |
| 6 | BABY, I'M HOOKED | CON FUNK SHUN (Marvin/PolyGram 814 5617) |
| 7 | EMBRY OIVES | RICK JAMES & SMOKEY ROBINSON (Motown/Grande 17107GF) |
| 8 | TELL ME IF YOU STILL CARE | THE S.O.S. Band/AB/CBS 254 04160) |
| 9 | JOYSTICK | DAZZ BAND (Motown 17101MF) |
| 10 | ALL NIGHT LONG (ALL NIGHT) | LIONEL RICHIE (Motown 185MF) |
| 11 | YAH MO B THERE | JAMES Ingram (with MICHAEL MCDONALD (Quincy/Warner Bros. 7- 29394) |
| 12 | WET MY WHISTLE | MIDNIGHT STARR (Soul/Electra 7-67070) |
| 13 | TAXI | J. BLACKFOOT (Sound/Town/KlamgeST-004) |
| 14 | STAY WITH ME TONIGHT | JEFFREY OSBORN (A&M 2551) |
| 15 | BODY TALK | THE DEELE (Soul/Electra 7-67885) |
| 16 | ACTION | EVELYN "CHAMPAGNE KING" KING (RCA-PB-13682) |
| 17 | JAM THE MOTHIA | THE GAP BAND (Total Experience/PolyGram TE 8210) |
| 18 | ENCORE | CHERYL LYNN (Columbia 38-04256) |
| 19 | SAY, SAY, SAY | PAUL McCARTNEY & MICHAEL JACKSON (Columbia 38-04168) |
| 20 | SOMETHING'S ON YOUR MIND* | "D" TRAIN (Praudia PR 596) |
| 21 | FLASHBACK | KLIGUE (MCA-52303) |
| 22 | ELECTRIC KINGDOM | TWILIGHT 22 (Vanguard VSD 36241) |
| 23 | I'LL LET YOU SLIDE | LUTHER VANDROSS (Epic 34-04321) |
| 24 | HOW COME YOU DON'T CALL ME ANYMORE | STEPHANIE MILLS (Casablanca/PolyGram 814 747-7) |
| 25 | HARD TIMES* | RUN D.M.C. (Profile PHX 7036) |
| 26 | TOUCH A FOUR LEAF CLOVER | ATLANTIC STAAR (A&M 2556) |
| 27 | SOMEBODY'S WATCHING ME* | ROCKWELL (Motown 17102MF) |
| 28 | NUBIAN NUT | GEORGE CLINTON (Capitol B-8-5296) |
| 29 | MAKE IT EASY ON YOURSELF* | RUN BANXS (CBS Associated 254 04124) |
| 30 | REMEMBER WHAT YOU LIKE* | JENNY BURTON (Atlantic 7-86746) |
Why Another Record Company?
Because of Acts like Tiggi Clay

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RECORDS & CASSETTES

Our First Act
Their First Album

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6057 CL

The Sound of 15 Years
Of San Francisco Plus
25 Years of Motown

Featuring the Smash Single "Flashes"

A Product of Motown Industries

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