Michael Jackson wins eight Grammys

ARM issues L.A. "Gift of Music" study

Polygram records plans new N.Y.C. store

Chicago amusement operators exposition opens

Grammy Glass (Ed)

Williams Electronics' Mike Stroll and Star Rider
QUEEN
THE WORKS

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George Albert
President and Publisher

Mark Carville
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Jim Sharp
Vice President, Nationwide

Mary Reichert
Director of Circulation

Ken Kirkwood, Director, Charts/Research

Research

Howard and Lerner
Gregory D. Lechshin
Sue Harrip
Bill Furey

Editorial

Jeffrey Reissner, Bureau Chief, West Coast
David Adams
Peter Holden
Lee Fisk
Ashley Kanner

Northfield Editorial/Research

Anita Wilson
John Lentz
Denni Davenport-Leigh

Art Director

Tony Rodriguez

公共服务

Publications Offices
New York
130 W. 50th Street, New York, NY 10019
Phone: (212) 995-8494
Cable Address: Cash Box NY
Tele: 555-1212
Circulation

Helena D'Agostino, Manager

Hollywood

350 S. La Cienega Blvd., Suite 930
Hollywood, CA 90068
Phone: (213) 788-8241

Nashville

21 Music Circle East, Nashville, TN 37203
Phone: (615) 248-7166

Chicago

Catherine Valerio Pazos, Coin Machine, Mr.
1423 S. 1st Ave, Cicero, IL 60650
Phone: (312) 430-2850

Washington D.C.

EAR

2119 Wilson Blvd., Arlington, VA 22201
Phone: (703) 243-5644

General Counsel

Gittler & Wehrle

Gary A. Wehrle

Miguel Sirmoff

Director, Foreign American Operations

Argentina

Miguel Sirmoff

Lanade 104, Piso 4, D 400
1042 Buenos Aires, Argentina
Phone: 455-9548

Australia

Allan Webster

37 Shelter Street
Enwood, Ph: 030/319026, Australia

Brazil

Christopher Pirotta
Av. Borges de Medeiros, 2475
Apart, 502, Laque
Rio de Janeiro, Brazil
Phone: 296-3977

Canada

Jan Flieter
94 Gladecrest Road
Toronto, Ontario, Canada, M9P 1J3
Phone: (416) 586-2222

Italy

Marco de Lusia
Masala, Via di Arpino 47
20123 Milan, Italy
Phone: 1234-1234

Japan

Adr. Mgr. Sadao Saito
Editorial Mgr. KODD Otsuka
3rd Floor of Chuo Tenno-Ma Building
5-4-2 Otemachi, Chuo-ku
Tokyo, Japan
Phone: 504-1551

Netherlands

Constant Meijers
P.O. Box 1077
3200 BV Hilversum
Phone: 035-1944

Spain

Angel Alvarez
Leopardo, 17, 5 C3
Madrid—2 Spain
Phone: 1512 22 22

United Kingdom

Chris Iley
54 Garrick Gardens
London W16 EKD
Phone: 01-456-76

Hilary Bright
Flat 3, 162 Bishops Road
London W11H 0ED
Phone: 01-995-1096

Subscription Rates $125 per year anywhere in the U.S.A. Published weekly by CASH BOX INC. (0006-7298), 505 W 5th Street, New York, N.Y. 10013. Printed in the U.S.A. on acid-free paper at New York, N.Y., and additional mailing offices. Copyright 1954 by the Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention. Reprints: Bernard, 346 W 50th Street, New York, N.Y. 10019.

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THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

VOLUME XLVI — NUMBER 40 — March 10, 1984

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BACKSTREET David Sanborn Warner Bros.

Hannock, Quincy Jones and others whose contributions to modern music have certainly left their mark was well complemented by the attention given to some of the most promising new artists to come along in a while. Such talents as Culture Club, Duran Duran and Los Lobos can certainly be counted among those who will carry on the traditions established by Berry, Hancock and Jones for many years to come.

This year’s Grammys showed the music industry at its best. Great veteran talents and bright newcomers shared the spotlight in a celebration of the best. While businessmen make many of the decisions on the day-to-day basis, Grammy night showed where the real class in this industry is.
bobby womack & patti labelle

“love has finally come at last”

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produced by bobby womack, andrew oldham & james e. gadson
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ANNOUNCING

A special offer to CASH BOX subscribers

This 876 page book provides a complete survey of Cash Box's popular music singles charts over a 32-year period. Information that was previously available only through a search of the weekly charts themselves, has now been completely integrated via artist and song-title entries. Especially noteworthy is a week-by-week listing of song-chart positions making it possible to determine the exact position of a recording for any particular date.

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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NARM Issues “Gift” Study
by David Adelson
LOS ANGELES — The National Association of Recording Merchandisers (NARM) released the results of a study of a fourth quarter Los Angeles based advertising campaign for the “Gift of Music” promotion. The multi-media ad blitz began in September 1983 and ran through December.

The study focused on four Los Angeles record and tape chains. It examined the percentage increase in sales for the fourth quarter of 1983 when the campaign ran, over sales figures for the same period the year before. More importantly the study examined control stores within the same chain that were not located in Los Angeles and subsequently unaffected by the ad campaign. The sales figures for the control stores were then compared to the sales figures for the stores in the heavily promoted L.A. area and the effect of the “Gift of Music” promotion was determined. According to Joseph A. Cohen, executive vice president of NARM, "By isolating L.A. and buying media here we were able to determine what the effect of the "Gift of Music" was. The incremental sales that related to just this advertising have been isolated by comparing Tower (among others) in L.A. to Tower elsewhere in the country."

The results of the $600,000 media blitz (continued on page 14)

Jeske, Kahn Join Cash Box Staff
NEW YORK — Lee Jeske and Ashley Kahn have joined Cash Box's east coast editorial staff immediately. Jeske and Kahn will be assuming all editorial responsibilities, including the “On Jazz” and “East Coastings” columns respectively.

Jeske is former east coast editor of Down Beat, and Kahn has previously worked as a staffer at The New Yorker. The two will be handling columns as well as all east coast-based industry news, features and profiles.

Both Jeske and Kahn may be contacted at Cash Box's Manhattan offices, located at 330 W. 55th St. #5D, N.Y., N.Y. 10019, or reached by phone at 212/366-2640.

Grammys Prove A “Thriller” Despite Few Surprises
by David Adelson
LOS ANGELES — There were no major surprises at the 20th annual Grammy Awards ceremony held February 28. Michael Jackson walked away with eight Grammys, shattering the previous record of six wins established by Roger Miller in 1965. Other winners included the Police, Culture Club, Irene Cara and Pat Benatar.

Jackson took top honors for Best Pop Vocal Performance, Male for the album Thriller, as well as Best Rock Vocal Performance, Male for "Beat It;" Best R&B Vocal Performance, Male for "Billie Jean;" and best New Rhythm and Blues song for "Billie Jean." He shared honors with his producer Quincy Jones for Record Of The Year with "Beat It;" Album Of The Year for Thriller, Best Recording For Children for E.T. — The Extra Terrestrial, and Producer Of The Year (non-classical).

Jackson displayed his usual shy manner while accepting the awards. He said he was especially pleased with his award for "E.T." stating, "Of all the awards I've won I'm most proud of this one." The singer, who was dressed in a Sgt. Pepper-type uniform and single sequined glove met only once with the press and refused to be interviewed by the television corps opting instead to have Quincy Jones field the deluge of questions. Jackson's appearance in front of photographers caused a near riot in the huge backstage area designated for press.

The superstar seemed unaffected by the events of a few weeks ago when he suffered seconds and third-degree burns while taping a Pepsi commercial on the same Shrine Auditorium stage. To the background of screaming young girls in the balcony Jackson held true to his promise he would take off his dark glasses if he broke the Grammy record, telling the crowd it was also a promise to his friend Katherine Hepburn. As usual, Jackson was generous with his thanks, inviting his sisters and CBS Records group chief Walter Yentzkoff to the podium at different times. Cheers rose from the audience every time the performer's face appeared on the monitor or his name was mentioned.

Though the telecast was definitely dominated by Jackson, other performers received warm ovations for their achievements and performances as well. The Police captured three awards including New Song Of The Year for "Every Breath You Take," Best Pop Performance By A Duo Or Group With Vocal for the same song; Best Rock Performance By A Duo Or Group With Vocal for the album Synchronicity; and lead singer Sting took Best Rock Instrumental Performance for the soundtrack of the movie Brimstone and Treacle. None of the members of the band were in attendance to accept the awards.

The Grammy for Best New Artist went to Culture Club which earlier in the telecast appeared via satellite with comedienne Joan Rivers to explain the voting rules. Rivers remarked, "The reason we're reading the rules is so all the losers will know why they lost to Michael Jackson." (continued on page 17)

Tower Reveals Plans For New N.Y.C. Store
by Ashley Kahn
NEW YORK — Tower Records, the west coast-based, 33-store retail chain will be opening its second New York store later this year, and revealed its plans regarding the newest addition to the chain. Riding on the success of its first east coast outlet located at 692 Broadway on the corner of West 4th Street in Greenwich Village, Tower intends even bigger and better things for its Upper West Side store.

The store, currently under construction will be on the corner of West 66th Street and Broadway, next to Lincoln Center, and facing Alice Tully Hall. Upstairs in the same building are the ABC-TV studios for the "Good Morning, America" program, as well as the building's landlord, Penthouse magazine.

Completion of the store is projected for August 1 of this year, though the video (continued on page 13)

Cash Box photos by David Adelson
MCA Dist. Reorganization Announced

LOS ANGELES — A major reorganization has been announced by MCA Inc. to be effective May 1984. John Burns, senior vice president of MCA Distributing, at a MCA Branch Managers meeting in Las Vegas, Nev., last week, discussed the new structure of the company.

In making the announcement, Burns commented: "We made this realignment strictly for a stronger, more direct line of communications with the field. Now we will be communicating directly with each sales area instead of going through a regional director. All of our regional directors were absorbed into the new regional branch managers system, and in anticipation of this reorganization, we have, over the past two months, added 17 new field salesmen."

"The regional single sales staff," Burns added, "will make it possible for us to increase the contact to the field."

The new alignment of MCA regional branch managers is as follows — New York-Philadelphia: Ron De Marino, formerly national account manager. Boston: Hartford: Jim LaFrance, formerly Boston branch manager; Baltimore-Washington, D.C.: Ed Keelan, formerly Baltimore branch-Atlanta-Charlotte-Miami; Carl Michelakos, formerly southeastern southeast regional director; Cleveland-Detroit: Lew Zeilman, formerly Cleveland branch manager; Chicago-Minneapolis: Ron Warren, formerly midwest regional director; St. Louis: Mike Smith, formerly St. Louis branch manager; Dallas-Houston: LeRoy Sather, formerly Denver branch manager; Denver-Salt Lake City: John Frie, formerly Denver branch manager; Seattle-Portland: Jim Reynmam, formerly Seattle branch manager; Los Angeles-San Francisco: George Collier, formerly west coast regional director.

The new field sales managers are — New York-Philadelphia: Robert Woods, formerly New York branch manager; Cleveland-Detroit: Bill Beger, formerly Nashville branch manager; Chicago-Minneapolis: Ron Warren, formerly Minneapolis branch manager; Dallas-Houston: Walt Wilson, formerly Chicago branch manager; Denver-Salt Lake City: John Frie, formerly Denver branch manager; Seattle-Portland: Jim Reynmam, formerly Seattle branch manager; Los Angeles-San Francisco: Rod Lindrum, formerly Los Angeles branch manager.

To facilitate these changes, MCA Distributing's Nashville Branch has been closed, with Nashville territory being absorbed by Atlanta and Little Rock-Memphis being absorbed by St. Louis-Cincinnati.

Bill Gallagher Appointed New MGM/UA Home Video Exec VP & GM

NEW YORK — Cy Leslie, Chairman of MGM/UA Home Entertainment Group announced today the appointment of Bill Gallagher as executive vice president and general manager of MGM/UA Home Video. Gallagher is currently an independent producer/entrepreneur/executive and producer of interactive software. Prior to his position as vice president/worldwide marketing, Gallagher had been vice president of marketing for MGM/UA Home Video since the start of operations. His professional career in marketing began at the record division of CBS where he eventually rose to the position of vice president and general manager with full responsibility for the domestic record company. He later served as president of its newly formed music division, successfully consolidated the Decca, Kapp and Uni labels into a major force in the industry and broadened MCA's music prominence in the international markets.

EXECUTIVES ON THE MOVE

Changes At Capitol — Stephen Gelber has been appointed creative director, advertising & merchandising at Capitol Records. He most recently served as senior manager, press & publicity, a post he had held since September 1981. Pat Weaver has been appointed manager, press & publicity. She joined Capitol in February 1982, in May 1983, she joined the press and artist development department, where she became press coordinator.

Edward Appointed — Wayne Edwards has been appointed marketing director, western division at Columbia Records. Since 1980, he has been product manager, west coast, Columbia Records.

Brosdny Named At RCA — Greg Brosdny has been appointed administrator, media services at RCA Pictures. Before joining the company, he was a freelance writer for MTV and "The Record," among others.

Changes At BMI — Broadcast Music, Inc. has announced the following appointments in its royalty department: Stan Allen has been named vice president, Performing Rights, New York. His most recent post at BMI was assistant vice president, writer relations. Bobby Weinstein has been named assistant vice president, writer relations. His most recent post at BMI was director, writer relations. Also announced was Jay Berman, who has been promoted to director, writer relations. Barbara Cane continues in her position as executive director, publisher relations.

Mandell Named — Frank Mandell, director of copyright, has been promoted to director of copyright and royalties for Chappell/Intersong Music Group USA. Reporting to Mandell are Don Carrino, promoted to royalty manager and Fred Silber, who has been promoted to copyright manager. Mandell, who has been with Chappell/Intersong since 1976, has held the position of director of copyright since 1981. Carrino has been with Chappell/Intersong since 1975 as royalty manager for the Hill and Range catalogue. Silber has been with the publishing company since 1979.

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Bill Gallagher
Maxell’s “Capture The Gold” In-Pack Instant-Winner Game

Maxell is proud to present its most exciting promotion ever! We're inviting your customers to play “Capture The Gold” and have an opportunity to win up to $25,000 in gold. Plus thousands of dollars in cash prizes.

There are three ways your customers can win: (1) they can scratch the game card to reveal three matching numbers... and win; (2) they can spell out a key word with letters from several game cards ... and win; (3) or they can send us five non-winning game cards for a $1 cash refund.

Game cards are free inside specially marked multi-packs of Maxell audio and video cassettes.

Maxell ad dollars support “The Gold.”

Maxell will support this instant-winner promotion with “Capture The Gold” tags on network TV, special radio commercials and four-color ads in Sunday supplements, People and US. So customers will come into your store expecting to find the colorfully marked “Capture The Gold” multi-packs. And we have a great selection of four-color point-of-purchase to head them in the right direction.

See your Maxell Rep soon. You can't lose.

He'll explain all “Capture The Gold” details including why the game works and how it will involve your customers and keep them coming back to play... and buy more Maxell audio and video cassettes.

He'll even invite you to play a special dealer version of the game. And then you'll see how your customers are going to want to play it more than once.
RUTH RECEPTION — RKO Radio and Pat Griffith Productions honored entertainment writer Ruth Robinson at a lunch Wednesday for her Record Plant studio to commemorate her new book with the nationally syndicated radio show, "Live From The Record Plant." A gaggle of performers and industry execs showed up to congratulate Ruth, including David Hart, Barry Manilow, Pia Zadora, Musical Youth, Lionel Richie, Irving Azoff, James Brown, Rick Springfield, Elvira, Walter Yetini, Sammy Davis Jr., Candy Clark, Bonnie Tyler, George Duke, Herb Hancock, Michelle Phillips, Lee Currier, Joel, Jeff Beck, Bill Champlin, Deniece Williams, among others. At least five of the parties were attended by a number of performers who immediately becamecomplimentary to her. There aren't many musicians who can believably fashion these images into catchy, tuneful, and thoroughly entertaining, albums. Pati Smith and Iggy Pop are a few of the performers who immediately come to mind. It's not surprising, however, another rock-poet has emerged from the Manhattan underground to achieve national recognition.

Born and bred in N.Y., Carroll grew up in a working class, Catholic, Irish neighborhood. As he rose to fame, he began to make an impression on the music world and his fans. The first album he released - "The Basketball Diaries" - was a huge critical success. It included his hit single, "Somebody Blew into My Ear."

Carroll's second album, "Rockpile," was even more successful. He continued to tour and perform, gaining a large fan base.

Carroll's third album, "BlUES BOY," was released in 1984. It featured a blues-based sound that was well-received by critics and fans alike. The album included hits such as "Blues Boy" and "Call Me the Rain."

After this album, Carroll continued to tour and perform,branching out into new styles and genres. He released several more albums throughout the 1980s and 1990s, including "The Last Hurrah," "The Last Waltz," and "Blues Boy II."

Throughout his career, Carroll was known for his unique voice and his ability to connect with his fans. He continued to perform and release music until his death in 2007.
Grammys Prove A “Thriller” Despite Few Surprises

(continued from page 7)

in addition, songwriter Michael Boddick who received an exercept nomination to the movie Flashdance thanked Jackson "for not writing a song for
the movie."
Irene Cara won the Grammy for Best Pop Vocal Performance, Female for "Flashdance...What a Feeling," with Pat Benatar taking top honors in a male Rock Performance, Female for "Love Is A Battlefield." Best Pop Instrumental Performance was given to George Benson's "Rockit," Herbance Hancock's "Rockit" captured top honors for Best R&B Instrumental Performance.

Chaka Khan won three awards for Best R&B Performance, Female for her album Chaka Khan; Best R&B Performance By A Duo Or Group With Vocal for " Ain't Nobody" which was shared with the band Rufus; and Best Vocal Arrangement For Two or More Voices for B.B. Medley. 

In the country category, Kenny Loggins captured the award for Best Country Performance, Male for the single "L.O.U." in the category of Rock, and Dolly Parton, as "Jolene," gained her second Best Country Vocal Performance, Female. Best New Country Song went to songwriter Mike Reid for " Stranger In My House." The New South captured Best New Instrumental Performance for Fireball.

George Thorogood and Stevie Ray Vaughan joined Chuck Berry as nominees for Best Rock Album with their album The C.losser You Get; and Anne Murray's " A Little Good News" garnered Best Female Pop Vocal Performance, Female. Best New Country Performance, Male for the single "L.O.U." in the category of Rock, and Dolly Parton, as "Jolene," gained her second award.

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TOP 15 VIDEO GAMES

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COMPiled FROM: Altos — Phoenix, CA; Disc-O-Mat — New York City; Sound Video, United — Chicago; Musicland — St. Louis; Entertainment — Phoenix, CA; Disc-O-Mat — Los Angeles; Northeastern Home Video — Gilroy, CA; Movies To Go — St. Louis; Sound Warehouse — San Antonio; Spec's — Miami; National Tape & Video — Atlanta; Rocklot — Los Angeles; Shry Industries — National — Tower — Sacramento, Seattle; Crazy Eddie — New York City; Video Stone — Cincinnati; Turbo — Atlanta; Radio 437 — Baja Convey — Wonderful World of Video — Chattanooga; Entertainment Systems — Phoenix; Lieberman — Kansas City; Day Jay — Denver; Caviages — Buffalo; Tower — Sacramento, Seattle; Wherehouse — Los Angeles; Cinerama — Kansas City; Dayton, Cincinnati, St. Louis, Chicago, Indianapolis.

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

Regional Album Analysis

NATIONAL BREAKOUTS

1. FOOTLOOSE
2. ROCKWELL
3. CHRISTINE McVIE
4. SHANNON
5. UB40
6. THOMAS DOBY
7. FLASDANCE
8. MANFRED MANN
9. POINTE SISTERS
10. TED NUGENT
11. BARRY MANI
12. DWIGHT TWILLEY
13. THE ALARM
14. RADIAN
15. UTOPIA

Baltimore/Washington

1. ROCKWELL
2. FOOTLOOSE
3. CHRISTINE McVIE
4. SHANNON
5. UB40
6. THOMAS DOBY
7. THE ALARM
8. UB40
9. CHRISTINE McVIE
10. LINDA GRAY

West

1. SHANNON
2. ROCKWELL
3. CHRISTINE McVIE
4. POINTE SISTERS
5. THE ALARM
6. UB40
7. THOMAS DOBY
8. LINDA GRAY
9. TED NUGENT
10. SIMPLE MINDS

Midwest

1. FOOTLOOSE
2. ROCKWELL
3. CHRISTINE McVIE
4. FLASDANCE
5. SHANNON
6. MANFRED MANN
7. THOMAS DOBY
8. REAL LIFE
9. DWIGHT TWILLEY
10. APRIL WINE

North Central

1. CHRISTINE McVIE
2. SHANNON
3. ROCKWELL
4. FOOTLOOSE
5. MANFRED MANN
6. DWIGHT TWILLEY
7. FLASDANCE
8. UB40
9. UTOPIA
10. TED NUGENT

Denver/Phoenix

1. CHRISTINE McVIE
2. SHANNON
3. ROCKWELL
4. FLASDANCE
5. MANFRED MANN
6. SHANNON
7. UB40
8. THOMAS DOBY
9. POINTE SISTERS
10. REAL LIFE

South Central

1. FOOTLOOSE
2. ROCKWELL
3. FLASDANCE
4. CHRISTINE McVIE
5. MANFRED MANN
6. SHANNON
7. UB40
8. THOMAS DOBY
9. POINTE SISTERS
10. REAL LIFE

Cash Box/March 10, 1984
**MERCHANDISING**

**TOP 30 SINGLES**

1. SOMEBODY’S WATCHING ME/4:57
   ROY ORBISON (MGM 4515-MQ)
   7

2. WHITE HORSE/5:50
   PEARL JAM (Epic 9-22178)
   2

3. LET THE MUSIC PLAYA
   5:43 & 6:10
   Snoop Dogg (Death Row 2-47671)
   7

4. THRILLER/5:58
   MICHAEL JACKSON (Epic AB 1850-2)
   6

5. LET’S STAY TOGETHER/5:14
   THIAT TURK (Capitol 2-8477)
   8

6. AUTOMATIC (REMIX)/6:06
   POINTER SISTERS (Planet 25-J7221)
   6

7. FARE THEE WELL/1:8
   CHERYL LYNN (Columbia 44-4257)
   5

8. OWNER OF A LONELY HEART/7:50
   AS (Axis 9065)
   7

9. HARD TIMES/5:10
   RUN D.M.C. (Playtime 7063)
   10

10. BEAT BOX/3:06
    ART OF NOISE (Epic 0-9974)
    11

11. PLANE LOVE (REMIX)/7:40
    JEFFREY OSBOURNE (A&M SP-1208)
    6

12. HERE COMES THE RAIN/4:54
    EURYTHMICS (RCA JD 13771)
    7

13. RENEGADES OF FUNK/7:40
    AFRICA SUSS/ATANDA AND SOLIDRONIC FORGE (Tommy Boy TB 839)
    9

14. SOMETHING’S ON YOUR MIND/7:22
    "D Train (Dekel 6706)
    12

15. 1990 LUFTHANSA/3:32
    NENA (Epic 49-04019)
    20

16. REMEMBER WHAT YOU LIKE/7:00
    CHICAGO (Atlantic DOG 688)
    13

17. ON THE UPSIDE/5:35 & B 2:52
    JOURNEY (Emergency 6451)
    18

18. TROMMELTANZ (DIN DA) 8/6:10
    TERRY LEE (EMG 49009)
    14

19. DANCING IN THE SHOWER/6:50
    SHALAMAR (Columbia 44-09498)
    19

20. IF ONLY YOU KNEW/4:45
    PAT SUMMERFILL (Philadelphia Intl./CBS 42017)
    21

21. PICTURES IN THE SKY/7:20
    WORLD PREMIERE (Elektra ESS 750-4)
    26

22. PREPARE TO ENERGY/6:54
    TORCH SONG (I.R.S. SP-70412)
    16

23. TROUBLE IN PARADISE (REMIX)
    SYLESTER (Motorcycle M-128)
    25

24. DO YOU WORK/6:24
    HOTBOX (Polydor 817-411-4)
    14

25. THE TIME WILL COME/7:07
    STAND UP (A&M 3627)
    29

26. BREAK MY STRIDE/5:10
    GRANDMIXER (Private 429-0439)
    30

27. BONNIE & CLYDE/6:27
    DEELE (Isota/Eksa 60-06919)
    22

28. CRAZY CUTS/8:08
    GRANDMASTER D.J.T (Isota/99672)
    23

**WHAT’S IN-STORE**

**GRAMMY FEVER** — A quick check of assorted retailers around the country has found that record store buyers have been responding to different patterns of promotion in selling Grammys. As highlighted in the February 11 issue of Cash Box, NARM merchandising material is being used on an extensive basis though some companies are adding their own in-house efforts in an attempt to bolster sales during what most retailers feel has already been a healthy year. Of the outlets surveyed only one, Musicland in Minneapolis, Minnesota, ran separate before-and-after Grammy promotions. According to Dave Wicker, manager of advertising and sales, the company, the largest independent in the Twin Cities, is looking to its customers to check out from various Grammy categories on sale. These categories and artists were determined by demographics and locations of the market. The stores then handed out flyers listing items and limited the customers to check out from assorted categories on sale including all product from the album of the year category. The company utilized NARM material but also ran some in-house promotion aimed to increase the sale of product. Musicland’s advertising was through ads in the Grammys issue of T.Y. Guide. As for post-ceremony promotions, the company said that winners were spotlighted on a local level by individual stores and that no mass promotion had been planned. With the record industry’s national attention centered on the Grammys, it would be a good opportunity to take a quick summary: By dialing 1-800-ROCK-BOX a buyer need only tell the operator which album selection he or she desires. The customer can either give a credit card number over-the-phone for pre-paid orders which are guaranteed to roll in before the LP is available, or mail a check and the times will be set and then send the payment. The offering is the most anything that is still in print, with the more obscure titles taking slightly longer to deliver. The operators man the phones 24 hours a day, seven days a week. Cash Box will soon be taking an in-depth look at this new type of retailer and the overall effect it might have on different facets of the industry. On January 21st TWILLY Twisted by the phones at the company’s California bay area headquarters, while a number of spots on radio were going for the NARM ad, the company held a national promotion which included an insert in Billboard, and the ad ran in Rolling Stone and a number of other national and regional LPs. The company held a number of a lot of records tuned down advertising expenditures due to the sheer attraction of the product itself. Grammy ceremonies have traditionally provided a boost to all types of record industries, and this year appears to be one to remember. Thanks Michael!

**RETAILING IN THE 80S — Rock Box**, which went into operation January 21 of this year, has recently held the only known "national in-store appearance by an artist." For those who don’t know about the newest way to buy records, there is Tower Records New N.Y.C. Store Plan department will be opening in April. Located on the main floor, the video store will conduct business as the remainder of the project is completed. The entire outlet will boast 18,000 square feet of retail space, a sizzling, top-notch hander held entirely made of video monitors, and a waterfall. Why Lincoln Center? "Why not?" answered Tower regional manager Matthew Koenig (actually Koenig is to become regional manager on August 1, until then he is store manager of the West 4th store.) The store, which will be the only Tower in the country to offer video, is the latest in a long line of innovations for Tower records. Tower’s most recent offering was the Tower Mailer, which every day goes up there for the musical performances (at Lincoln Center.) Primarily a residential area, the upper West side of Manhattan does not offer too many possibilities for the retail buyer, and the few stores that exist are small and far between. Koenig noted the downtown store suffers from little, if any, competition from other New York retailers, and the only foreseeable drain on the continued success will be the draw-off of the uptown store.

Presently, "the New York (West 4th store) is number one in the entire chain of thirty three..." Koenig said. How does he feel about that? "I feel great... are you kidding? New York has opened its arms and accepted us." The West 4th location opened only last July to great promotion and now is running a giveaway of $55,000 worth of T-shirts, and advertising throughout the Manhattan subway system. Advertising coordinator for the New York market Terry Tucker worked on that project, and calls the store the "showcase of the chain. Most of all, it helps us in having direct connection to all that’s New York." Regarding the opening of the new stores in August, Ball commented that as of this early date everything has been planned, but the T-shirt giveaway, subway advertising, and multitude of posters and buttons will be repeated and on a larger scale. "I’ll also do more like that inflatable King Kong," Ball concluded, "and do something with that."

**AFM Contract Has 5% Hike**

**LOS ANGELES** — In the terms of a new deal, the musicians and producers who make up the American Federation of Musicians and the Alliance of Motion Picture Recording Studio Employees will receive a 5% increase each of the next three years. The contract was reached February 15 but has yet to be approved by IATSE members. The contract also includes a clause that restricts the use of musician-replacing electronic instruments in scoring sessions. This clause would ban their use "when displaying sections of traditional musical instruments." For studio musicians, the rate for a standard three-hour session will jump from $165.43 to $173.70 retroactively effective to January 14, 1984. Future rate increases will subsequently take effect in February of 1985 and 1986. The increases apply to recording symphonic and chamber musicians as well as to music copyists and preparers working on recorded projects.

Hal David B’Nai B’rith March Guest Speaker

**NEW YORK** — Hal David, president of ASCAP, will be the guest speaker at the Music and Performing Arts Unit of the B’Nai B’rith at the Sutton Place Synagogue on 225 E. 51st Street in New York City.

**EMI Announces Do Your Own Mix Contest**

EMI America Records has announced the launching of a national and local contest for record pool directors and D.J.s. According to Sheldon Green, national director, the contest is called "Do Your Own Club Mix." The rules are as follows:

The club mix is created using only the LP version, dub versions and pieces of "Synthicide" provided on the A side of the release. The contest runs from February 15 to March 8, 1984, and the winner will be awarded an "EMI America Mix Box," which includes seven minutes and recorded on cassette on one of san solutions. A card with the contestant’s name, address and phone number must be included with the entry. Entries can be mailed to "EMI America Records, 6820 Sunset Blvd., Los Angeles, CA 90028."
BOWLING THEM OVER — KMET's third "Rock 'n Bowl" was held recently in Fullerton, California with listeners lining up six hours before the doors opened. The 50 admission allowed listeners and guests to get autographs for 90 minutes at the 3-D Hawkins Gallery on Wednesday evening as well as meet Eddie Money, Dwight Twilley and Alcatrazz. The station plans similar promotions in the future.

COACHMAN'S TRIBUTE — Former Coachman, long time radio personality at WDST in Detroit recently celebrated the eighth anniversary of his "Blues After Hours" show. Various musicians and radio personalities attended including Chuck Wilkins who sang his hit "Stoop Down Baby," citing the ever-increasing popularity of the show. The coachman says he has no intention of retiring after 30 years in the business.

IT'S A MIRACLE — A few weeks ago Deborah Summer's husband Nick had pulled the family van off the Georgia road to help a stranded motorist. Suddenly he and his truck were struck by a car totalling the truck and sending Nick to the hospital. On February 13, with her husband still in the hospital and Mrs. Summers still without transportation, she received a telephone call announcing that her husband was in Atlanta as the winner of a 1984 Nissan Datsun. Not believing what she heard, she called the station's morning team of Len Anthony and Jim Howell who told her to come on down and get her car. While on her truck, WPLO had picked Mrs. Summers name at random. Who said miracles don't happen?

Madness" — The staff at Los Angeles' KROQ recently took on Madness in the second annual Alliance of Radio Stations "Madness" going to the Alliance. After last year's tryout, the station felt it was highly advisable to trounce each other and prove who the real artists are. This year's score: 12-12.

WATCH OUT GRAMMYS — WIQW in Philadelphia has the 7th "Heart Awards" with the most exceptional Spiritual achievement of 1983. On the other awards this year's categories featured, Best Use Of A Throat Condition For Fame And Profit, "Best Use Of Weeding In A Pop Setting," "The Maybelline Man Of The Year," and the "Best New Bank Account" card. The winners shall remain unnamed but can be revealed by calling the station.

HAPPY BIRTHDAY JOHN — "Countdown America with John Leader" the weekly magazine that celebrates first year in broadcast. The show recently added 110 stations and now has reached 1,200 stations. The shows producers Jo Interante and Rob Sicco estimate a weekly audience of nearly six million.

NAMES IN THE NEWS — The Radio Advertising Bureau has named John F. Dussling a regional manager. He is formerly of Kala Music.

In Steinberg has been appointed music director at KMET in Los Angeles. She will be heading the soon-to-be-expanded music research department. Linda Dallaker and Kirk Strland have joined the ABC Radio Networks as account executives for the special program sales unit. Dallaker is formerly of Katz Radio and Strland comes from NBC's The Source. WLUP in Chicago has added the additional title of station manager to the job of marketing director. The station's market loop has also added Steve Borslein as an account executive. He comes to the station from Sportvision... Joanne Lovelace has been appointed vice president for programming and sales at the ABC Radio Network's new office in Paris. Italian film producer Dino de Laurentis Productions in Venice, California... Big changes at NBC. Richard K. Penn has been appointed to the newly created position of senior vice president, NBC Radio Network. NBC will be the three NBC networks — NBC Radio Network, The Source, and Talknet.

THEIR TASK IS BROADCASTING — California governor George Deukmajian recently appointed nine republicans to a 19-member task force that will recommend ways to fund public broadcasting in the state. Last year Deukmajian vetoed the $1.5 million budget of the California Broadcasting Commission leaving it only $200,000 to phase out its operations. The task force has set a deadline of April 1 for completion of the study.

-GUEST ARTISTS PLANTED — "Live From The Record Plant" the weekly live call in, talk show has scheduled Jeffrey Osborne to appear March 11 and Mick Fleetwood March 18. Other guests suggested but not yet scheduled include The Go-Go's, Chicago and Toto. The show is heard via satellite every Sunday night on various stations across the country.

CONGRATULATIONS — KJ-JAM in Los Angeles was recently presented with a "Media Award" at the PAX Awards. The award was won by Graham for Best Editorial while the award for the Best Use Of Sound went to reporter Susanne Whitley. Certificates of excellence were awarded to reporter Linda Dallaker, ABC's "Road To The City" and "Rolling Stock" mentioned in this column. The simulation was also awarded UPN's Best Documentary award as well as two Golden Mikes.

GOLDEN Mikes — ABC Radio Networks reported a few issues back Gary Owens was in the process of choosing a new syndication contract after the cancellation of "Sports Lou". Well the decision has been made and he has been signed by the newly formed Creative Radio Network of Van Nuys, California, to host a three-hour weekly show called "Gary Owen's Supertracks." The show is scheduled to begin airing the weekend of May 19 just one week after the final broadcast of "Soundtrack."

TIME WELL SPENT — A recent study by ABC Radio Networks has concluded that young adults, 18-34 spend more time with radio than with any other medium. The study claims that during an average day, young adults, 18-34 spend three hours and 29 minutes with radio, compared with three hours and 20 minutes with TV and just 33 minutes with newspapers.

-continued from page 7- displayed what NARM officials believe to be the overwhelmingly favorable effect the "Gift of Music" campaign had on the Lehrer Records in Los Angeles the eight stores examined increased their sales 18.12 percent for the months of September to December during the "Gift of Music" campaign. The top stores in Sacramento experienced a 12.59 percent increase in sales for five of the six stores the less of December, traditionally the strongest sales month for retailers, Tower in L.A. posted a 21.67 percent increase over the previous year's comparable month of December, traditionally the strongest sales month for retailers, Tower in L.A.

NARM released these figures at an industry meeting on February 28. Cohen reported that on the first day of the meeting both MCA and PolyGram commit-

ted to support the campaign through 1984. He noted a lot of label executives acknowledged that first year effort was great and these numbers are better than as we learn from the experiences of the previous years.

Cohen is most pleased with the overall effect the four-year "Gift of Music" campaign had on the industry as a whole. He said, "If you look at the 59 percent that we have done to this industry it is that we have sensitized it to a whole concept that was largely unuptapped until we pursued it."

AOR News Talks Back To Critics

By David Adelson

AOR anor director is faced with the task of retaining the predominantly 18-34 rock and roll audience when the music and weirdness of the AOR listener's voice tells the station's it's time to get informed. AOR stations have been the subject of assorted criticisms regarding their handling of this duty, including their realistic and reliance on non-news type stories. The AOR news department and program, in order to realize the publicly perceived image and most related angered to the frequent lambasting they have received.

The major objection raised by the various stations is that a single standard for news is being held up to AOR. AOR's critics insist that stations have to what they feel are conventional standards for its newscasts seems to be the basis for the criticisms. The director of news at Los Angeles' KMET, whose nine year hosting various news and talk shows has resulted in any of his station, realizes that AOR news has been relegated to the non-news category according to the standards of some other people. He adds that KMET's newscasts are serving their 18-34 rock and roll listener "by weaving information into a very uncertain and certainly very live random presentation."

There have been a number of complaints from AOR listeners. In 1981 Patro Goldstein of the Los Angeles Times stated plainly "there are few limitations on what constitutes news - of course there are large amounts of fan mail, but we would like to point out the lack of "official news experience" of those at AOR outlets in Los Angeles. In his most recent column Lou Irwin, who at the time hosted the syndicated rock oriented show "Earth News," as saying AOR news was "a total dis- grace" adding it's prostitution of the news." Irwin's views are apparently shared by many as indicated by those contacted at full-time news outlets who declined comment for the record.

Michael Benner, who does the news for KJLH Airplay, gleefully agrees that AOR news stays "with the stuff that affects our audience." He says "each of us as responsible journalists has an obligation to express whatever point of view and not to conform to conventional wisdom." Benner believes that even though the need for news is obvious to the audience, a view shared by many in AOR newsrooms.

The most renowned and sometimes controversial AOR newscast is KMET newscaster Patrick "Paradise" Kelley. Possibly the only news director in AOR, Kelley started his career 20 years ago. Kelley's newscasts have in the past featured him detonating fireworks in the studio, spraying the audience with a fire extinguisher and placing on-air wake-ups to unsuspecting listeners.
ANIMAL GRACE — April Wine — Capitol — ST 12311 — Producers: Myles Goodwyn & Mike Stone — List: 8.98 — Bar Coded

“Animal Grace” delivers the tight and polished melodic hard rock of April Wine. Long从事乐队的首张专辑，加拿大乐队，其中二首单曲落入美国的Billboard Top 100。Produced by the band’s primary singer/songwriter/guitarist Myles Goodwyn and Journey/Asia production man Mike Stone, April Wine is at its best when it plays pouncing guitar rock as “Hard Rock Kid” “Gimme That Thing Called Love” and the single possibility “This Could Be The Right One.”

CHOICE CUTS — Iggy Pop — RCA APL1-4957 — Producers: David Bowie and the BeWlay Bros. — List: 8.98 — Bar Coded

“Choice Cuts” is a repackage of work from Iggy's two best LPs, side A comprised of selections from “The Idiot” and side B containing songs from “ Lust For Life.” David Bowie's influence is distinct throughout as two-thirds of the songs are written by him. Delivered in the inimitable wild Iggy style is Bowie's classic “China Girl” and several other strong bombastic Iggy cuts — “Sister Midnight,” “Nightclubbing,” “Lust For Life,” and “Some Weird Sin.”

MYSTERY WALK — M&M(A.K.A. Martha and the Mullins) — Current Wave 3 — List: 8.98 — Bar Coded

“Mystery Walk” is a diverse collection of work from Martha and the Mullins, a soulful band from Canada. The single, “Hanging On The Telephone” is a beautiful soul ballad that showcases the group's strong vocal harmonies.

SHE’S STRANGE — Cameo — Atlanta 814 984-1 — Producer: Larry Blackmon

“Shes Strange” is a slick production that stretches from the mysterious and subtle sounds of the title track to the lovely vocals on the ballads “Hangin’ Downtown” and “Love You Anyway.”

LADY KILLER — Lady Killer — Allegiance AV-447 — Producer: J.D. Imperio — List: 8.98 — Bar Coded

“This debut by New York metal band Lady Killer consists of all the necessary ingredients for a success in that genre. The group spares nothing to subtlety and derives its greatest power from speed and volume. The opening cut, “Lightning Strikes Twice” could even cross musical formats and be considered part of the punk realm.


Currently touring the U.S. with the Pretenders, this is the Alarm's first full length record. It features their rebellious U.K. smash “68 Guns” and a shortened acoustic version of last year's anthem “The Stand (Prophecy).” The album displays a variety of musical and lyric strengths that are most evident on the rocking cuts “Blaze Of Glory” and “Where Were You When The Storm Broke Out?” which display splashing, raging guitars and urgent socio-political lyrics.
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Grammar Prove A “Thriller” Despite Few Surprises

(continued from page 11)

CHILDREN’S FIELD
BEST RECORDING FOR CHILDREN

COMEDY FIELD
BEST COMEDY RECORDING
"Eddie Murphy: Comedian," (album), Eddie Murphy, (Columbia).

SPoken/DOCUMENTARY FIELD
BEST SPOKEN WORD OR NON-MUSICAL RECORDING

COMPOSING FIELD
BEST INSTRUMENTAL COMPOSITION
(A Composer's Award)

"Love Theme From Flashdance," Giorgio Moroder, composer, (ASCAP).

BEST ALBUM OR ORCHESTRAL SCORE
WRITTEN FOR A MOTION PICTURE OR A TELEVISION SPECIAL
"Flashdance," (Cassablanca/PolyGram), Giorgio Moroder, Ken Forsey, Irene Cara, Shandl Sinnenman, Ronald Magness, Douglas Cotler, Richard Gil- bert, Michael Boddicker, Jerry Hey, Phil Ramone, Michael Sembello, Kim Carnes, Duane Hitchings, Craig Krampl, Dennis Matkosky, songwriters.

BEST CAST SHOW ALBUM
"La Cage aux Folles," (RCA), Thomas Z. Shepard, producer, Jerry Herman, composer, Jerry Herman, lyrics.

VIDEO FIELD
BEST VIDEO, SHORT FORM
"Girls on Film/Hungry Like the Wolf," (VHS), Duran, Duran, (EMI Music Video Sony).

BEST VIDEO ALBUM
"Duran, Duran," (VVH), Duran, Duran, (EMI Video), (Pioneer Artists).

CRafts
BEST ARRANGEMENT ON AN INSTRUMENTAL SCORE

BEST INSTRUMENTAL ARRANGEMENT ACCOMPANYING VOCAL(S)

BEST VOCAL ARRANGEMENT FOR TWO OR MORE VOICES
"Be Bop Medley," Chaka Khan, (track from "Chaka Khan" album), Artif Mardin & Chaka Khan, vocal arrangers, (Warner Bros).

BEST ENGINEERED RECORDING
(Non-ClassicAl)
"Thriller," (album), Michael Jackson, Engineer, Bruce Swedien (Epic/CBS).

PRODUCER OF THE YEAR
(Non-Classical)
Quincy Jones & Michael Jackson.

BEST HISTORICAL ALBUM

BEST ALBUM NOTES

BEST ALBUM PACKAGE

JAZZ FIELD
BEST JAZZ VOCAL PERFORMANCE, FEMALE

BEST JAZZ VOCAL PERFORMANCE, MALE
"Top Drawer," Mel Torme album, (Concord Jazz).

BEST JAZZ VOCAL PERFORMANCE, DUO OR GROUP

BEST JAZZ INSTRUMENTAL PERFORMANCE, SOLOIST
"Think of One," Wynton Marsalis, (Columbia).

BEST JAZZ INSTRUMENTAL PERFORMANCE, GROUP
"At the Vanguard," The Phil Woods Quartet, (Antilles/Island).

BEST JAZZ INSTRUMENTAL PERFORMANCE, BIG BAND
"All in Good Time," Bob McConnell and the Boss Brass, (Black Orchid).

JAZZ FUSION FIELD
BEST JAZZ FUSION PERFORMANCE, VOCAL OR INSTRUMENTAL
"Travel," (album: Pat Metheny Group), (ECM/Warner Bros.).

COUNTRY FIELD
BEST COUNTRY VOCAL PERFORMANCE, MALE

BEST COUNTRY PERFORMANCE BY A DUO OR GROUP WITH VOCAL

BEST COUNTRY INSTRUMENTAL PERFORMANCE
"Fireball," (track), The New South, (Ricky Skaggs, Jerry Douglas, Tony Rice, J.D. Crowe, Todd Phillips), (track from "Bluegrass: World's Greatest Show"), (Sugar Hill).

(continued on page 42)

Animated Music Vids On “DTV”

LOS ANGELES—Animated music videos coined “DTV” will premiere in May on the cable television show, Channel 3. Chuck Braverman, Emmy and Clio award-winning producer/director, will put together 240 videos set to a variety of music ranging from 80s song hits to rock ‘n’ roll oldies. Braverman will produce a series of 60 15-minute “DTV” programs for Disney that will include four videos per program and four programs each month.

The producer/director is probably best known for his three-minute history of the United States, American Time Capsule, which was originally seen on The Smathers Brothers Comedy Hour. For the Disney programs, Braverman Productions, Inc. have viewed and catalogued more than 200 animated shorts, cartoons, and live action sequences taken from the extensive Disney catalog. “We’re looking for both literal and artistic interpretations of the songs selected,” said Braverman, “but the main objective is to work with the lyrics and these incredible visuals so that the Disney Channel viewers will have fun with ‘DTV.’” "Kninestias," the method Braverman perfected that blends still photos and graphics, will be used in the Disney videos.

Braverman has also done videos for David Bowie, Paul McCartney and Wings and commercials for Pepsi, American Express and Disney.
JAZZICAL? — What do Thelonious Sphere Monk and Johann Sebastian Bach have in common? Unique styles with the composing pen, for one. Musical names, for two. But, more to the point, these days Mosser, Monk and Bach are showing up at the same spots in unlikely concert stages. Two cases in point: soprano Kathleen Battle presided over a December concert at Alice Tully Hall that featured a pair of Bach cantatas in the first half (with guests Wynton Marsalis and Hubert Laws tolling the chimes, respectively) and an Evans leading his own quintet in the other half, a sizzling arrangement of Monk’s “Think Of One” in the second (which also included some Ellington, some Gershwin, and a few spirituals). And clarinetist Richard Stoltzman began his Carnegie Hall return last week with a Bach transcription and ended it with four Monk tunes (accompanied by jazz bassist Eddie Gomez). Incredibly, the two audiences sat enthusiastically throughout. What’s going on here? Well, there seems to be a general breaking down of the barriers between jazz and classical music. Wynton Marsalis’ dazzling eclecticism (as demonstrated on Grammy night with a double dose — jazz and Hummel) is only the most obvious tip of an encouraging iceberg. It goes beyond general application and lip service. It is also visible in the ranks of players (and, in turn, of listeners) at home in both fields. Jazz is being offered in music schools and more and more jazz players are coming out of schools, and the walls are tumbling down. This “fusion” (e.g., that word that takes writing) takes various forms: musicians playing classical music, classical musicians playing jazz — Marsalis is the exception. Both Battle and Stoltzman, on the classical side, and Law and the jazz players are adding that extra dimension — they’re starting to really cross over. This is an exciting time. These efforts came through, but they brought less than the music to seasoned players of the idiom would have. Then there is the example of specific writing for a specific meeting. The most popular of these efforts are French pianist Claude Bolling’s concoctions for a panoply of classical talents (the collaboration with Jean-Pierre Rampal being the best-known). Bolling writes poppish chords with a contemporary, sunny jazz feel to them and includes written-out parts for the soloist (such as on the clarinet). In a Carnegie Hall show last year, Bolling had flutist Eugenie Zuckerman in Rampal’s seat, with jazz guitarist Charlie Byrd along for a similar “Suite.” The audience, obviously well acquainted with the music, rose to its feet. It was all rather bland. Yet another form this melding of the music takes — and, perhaps, the most successful is the situation where the music is blended into an olio. Is it jazz? Is it classical music? Is it folk, rock, or country? Is it an earthquake...or simply a shock? Who cares? Young musicians like Anthony Davis and James Newton are finding their albums reviewed in the jazz and classical press. Naturally, the writers — and, again, the listeners — bring their own perspectives to these things; what might be considered experimental to one careful listener, might be “Bachish” to the other. Davis and Newton seem equally at home digging at blue and playing ethereal solo forays. When Newton’s Flute Quartet performs (Henry Threadgill, Frank Wess, Lloyd McNeil) in the Carnegie Hall are playing free and derrier. A recent Carnegie Hall Union performance by The String Trio Of New York (Billy Bang, violin; John Lindberg, bass; James Emery, guitar) at times had Bang fiddling away with a frenzied inkiness while Lindberg boosted a classically linear and Emery plinked and plucked. A performance that has not yet been coined. Cooper Union is going to be the site March 16 of a particularly interesting mish-mash in the Brooklyn Philharmonic’s “Meet The Moderns” series. In addition, the audience will also get a chance to see the Brooklyn Academy Of Music: musician director Lukas Foss is going to preside over a program entitled “A Salute To Duke Ellington.” The Ellingtonia will be represented by the B.P. being joined by Mercer Ellington’s aggregation for excerpts from Duke’s unfinished opus, “Queenie Pie,” and Larry Rivers (that’s right, the painter) playing tenor sax with his East 13th Street Band through some Ducal ditties. But the evening is also to include the world premiere of a “serious” piece by Kevin Hanlon and a gospeli-fy piece by Howard McCray. And one piece each by contemporary classical composer Charles Wuorinen and free jazz genius Ornette Coleman. In any case, I am a believer that this interaction is healthy and, in the long run, will be productive of mixing the jazz and classical fields. BOPPING AROUND — This week the On Jazz column passes from Fred Goodman’s able hands: I hope to continue his open and wise policy. Jazz has many definitions: New Orleans, swing, bebop, hard boop, cool, free, harmonicody, you name it. The bottom line, though, is the quality of the music, and this space will continue to find fine musicians of all stripes. Jazz is at an artistically healthy point now. As indicated above, young musicians are not standing in stagnant water — many of them are hiving off. Customers in the Carnegie Hall reigned this year, one piece each by classical composer sonny Rollins are sending us to theour for new definitions of “greatness.” The record business may be on again off again jazzwise, clubs may come and go, press coverage may be spotty, but jazz thrives in dozens of different forms. Hopefully, this column will get a few of them. Ice Jekse

FEATURE PICKS

LOOK STOP LISTEN — Philly Joe Jones/Damieroma — Producers: Helen Keane, Robert Steinbrink, Mark Feldman — Upfront Vol 27 (ECM 37379-1) —

Dameronia’s second effort is a little punchier than its first, with Johnny Griffin’s fleet, hardbitten tenor adding spice to half the LP. Philly Joe’s little big band does justice to seven Tadd Dameron originals, with one Benny Golson composition thrown in for good measure. Aside from the guitarist, there is good solo space for Frank Wes, Walter Davis, and the leader. But here, as on the earlier album, the charts are the thing.

HYDE PARK AFTER DARK — Von Freeman, Cy Touff, Norman Simmons, Clifford Jordan, Wilbur Campbell, Victor Sproles — Producers: Susan and Jim Neumann — Beehive 88 (Beehive 7014 — List: 8.88)

Six alumni of the days when the Bee Hive Lounge reigned over the Chicago jazz scene get together here for an upbeat blowing date. Most of interest, for the non-Chicago resident, are the rarely-recorded Freeman, Touff, and Campbell; Freeman is a case in point. He is a uniquely his — “I’m Glad There Is You”, his feature, is a thing of bizarre beauty; Touff, on bass trombone, is soft and funny with a decided swing bent; Campbell is a button-down boop trap man. The other three gents add their professional polish to a satisfying — if unsurprising — date.

ALL-STAR JAM — John Mayall recently made a guest appearance at John Lee Hooker’s sold out show at L.A.’s Music Machine. The two thrilled the crowd with a long set of traditional blues that featured a sizzling harmonica solo by the former Blues Breaker member.
2,500 Attend Nashville NACA

by Anita M. Wilson

NASHVILLE — Over 2,500 delegates from the nation’s colleges and universities attended the 1984 National Association for Campus Activities Convention (NACA) and the National Arts & Lecture Conference at Nashville’s Opryland Hotel Feb. 26-29. The four-day convention offered a wide variety of events including a keynote address by Jane Mallory Park, a crafts fair, national graphics competition, banquet, and activities in the exhibit hall, resource center and placement center.

Delegates were invited for the National Arts & Lecture conference started their seminars on Saturday with an assortment of panels covering all aspects of the arts and lecture business. Some of the seminars were: “Careers in the Arts;” “Programming Non-traditional Films;” “Traveling Exhibits: What’s on the Market?” “Promoting the Performing Arts;” and “Cooperating With Arts Consortia.”


Throughout the conference, showcases were held to spotlight an array of entertainment available to colleges. Each day several shows were presented to those interested in viewing mainstage, coffee-house and cabaret style artists for possible bookings for the upcoming year. Some coffeehouse artists spotlighted on the showcases were Bill Miller, Nenaska, Steve Thomas, Dave Birnberg, Louise Dimiceli and Kier. The mainstage showcases also offered a varied line-up with singers and groups highlighting the list. Other acts to perform were J.D. Crowe and The New South, George Miller, Liz Story and Michael Hedges, The Skip Castro Band, Firefell, Chip Franklin, The Kraze and Time Settimi. The NACA convention proved an open market for talent agencies, who showcased their artists targeted for the collegiate marketplace.

Some of the recent top-grossing movies with music as a primary element were also showcased for the delegation to consider renting for the next school year. Yentl, Valley Girl, The Dead Zone, The Rescuers, The Right Stuff, Rear Window, Silkwood and Heatwave were among the award-winning movies offered.

Over 125 companies displayed their products and had artists on hand to talk with the delegates. Some of the companies were: Blade Agency, Campus Network, Inc., Walt Disney Films, The Jim Halsey Co., Lancer Agency, MGM/United Artists Entertainment, The National Shakespeare Society, William Morris Agency and SRO Artists.

The finale of the convention was the Campus Entertainment Awards Show on Wednesday night. Joel Edmonds served as master of ceremonies and award presenter and MCA recording artists The Oak Ridge Boys made a special appearance.

750 Attend CRS

NASHVILLE — An estimated 750 music and radio industry personnel attended the 15th Annual Country Radio Seminar March 1-3 at Nashville’s Opryland Hotel, an attendance which marked an all time high for the seminar for the three-day event. Attendants were treated to a wide variety of seminars on all facets of the music business, an exhibit hall and networking opportunities. This year’s seminar marked the first year that an exhibit hall was set up to allow display of their wares. In the past, exhibitors were only permitted suites to conduct business from, however, this year 24 companies set up booths at the Opryland Hotel. Some of the companies that participated included: Allied Broadcast Equipment; Broadcasters Promotion Association; Best NASH; Country Radio Shows; Film House; Inc.; Media General Broadcast Services; Inc.; Morotola, Inc.; Music Works, Inc.; Pam Lontos, Inc.; Top Billing International; and Video Country Network.

A highlight of this year’s radio seminar was the traditional New Faces Show on Saturday night, spotlighting new artists who have had significant success in the country field within the past year. Featured in this year’s show were Atlantic Records, Bandana, Lane Brody, Rick & Janis Carnes, Exile, Jim Glaser, Jan Gray, Gus Hardin, Kathy Mattea and Dan Seals. A more detailed recap of the Country Radio Seminar will appear in next week’s issue of Cash Box.

CMA Board Sets 1984 Goals

NASHVILLE — The Country Music Assn. (CMA) established the organization’s goals and priorities for 1984 last week during the meeting of officers and directors in Orlando, FL. Ralph Peer, CMA chairman of the board, and Dick McCullough, CMA president, presided over the first meeting of the three-day event.

Goals cited for the year include increased direct promotion to the advertising community, a renewed commitment to international expansion of country music, direct merchandising efforts, more retailer’s and legislative support. These objectives represent the culmination of 17 committee meetings held prior to the full board meeting on Feb. 9.

McCullough, vice president of J. Walter Thompson Company in Chicago, stated, “What we are approaching now is aggressive promotion of country music in all forms in which it’s shown and played — we need more radio stations, more concerts, more programs. The people who listen to country music make a good market. I can talk about that from a standpoint outside the music industry, as someone who uses an entertainment resource. I think we don’t have a fair discount and I can see that country is a superb tool to do that.” A more direct link with the advertising community is a primary target for 1984. McCullough notes through advertising, “country music has broken a lot of stereotypes in how it is perceived — more people now know that it has a loyal audience with broad demographics — but it is still up to the whole industry, particularly those elements that deal with advertisers, to continue to market it aggressively.”

Ralph Peer of Peer-Southern Organization says of promoting country music overseas, “the CMA is putting emphasis on the United Kingdom market as a doorway to the entire European market.” A survey commissioned by the CMA is being taken to collect opinions of the British public, record manufacturers, and retailers by Market & Opinion Research International. Peer believes this information will help identify what the public defines as country music and what it doesn’t, which can be useful to the entire industry. The first results will be brought forward at the April CMA Board Meeting.

The 25th Anniversary CMA Special, broadcast originally in the United States last April, is expected to be shown in England this spring, an element that can further the idea of country music in the minds of the British public. Peer said that the organization is working toward European and Australian airings of the annual CMA awards program, and added, “Also to benefit our international members, we will revise and expand our use of Records Service International to increase the amount of American country releases available abroad. This will keep members well informed for voting on the annual CMA Awards.” Country music will also be highlighted during the opening ceremonies at the World Olympics to be held in Los Angeles according to Sonny Anderson, chairman of the CMA Olympic Committee. The telecast will be broadcast worldwide and will represent the largest viewing audience for any country music show.

The board approved a contract with the Mutual Broadcasting System to present the CMA Pre-Awards Radio Broadcast simulcast and Post Awards presentation, and “Discover Country Music,” a record merchandising campaign launched by the CMA and National Assn. of Record Merchandisers in 1983, will be used once again according to McCullough. The campaign coincided last year with the induction of Johnnie Wright into Country Music awards show, using posters, brightly colored record bin toppers, consumer bag stuffers and other various items to highlight the awards.

The CMA, on behalf of the music industry, will also be active in support of certain legislative motions in the U.S. Congress and will work to achieve passage of record rental controls in the U.S. House of Representatives.

ASCAP Schedules Free Workshop

NASHVILLE — The Fourth ASCAP Nashville Songwriters Workshop, slated to begin on March 27, will be led by award-winning writers, Eddy Raven and Don Plemmons.

Those interested in applying to the workshop, which is free of charge and open to all writers regardless of performing rights affiliation, should send a resume and cassette tape with two original songs marked for identification to: ASCAP Country Workshop, Two Music Square West, Nashville, TN 37203. The workshop has a limit of 40 participants and the deadline for entries is March 9. Accepted songwriters will be notified within 10 days.

MOTEL MEETING — Nashville music executives recently attended an LP preview party for Columbia recording artist Moe Bandy. His latest album “Motel Matches” was the theme for the party which was held at Nashville’s famous Belle Meady Motel. Guests were invited to the event with an LP sleeve key which fit into the door of this party in addition to a letter promising a rendezvous with Bandy. Pictured (l-r) are: Bandy; Rick Blackburn, senior vice president and general manager, CBS Records; Blake Mevis, producer; and Ronnie Spillman, Encore Talent.
THE DOVE AWARD

GOSPEL MUSIC'S SYMBOL OF EXCELLENCE

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ASCAP MEMBERS CAPTURE 73.3% OF DOVE NOMINATIONS FOR SONGWRITING

Dove Nominees for Songwriter of the Year

Scott Wesley Brown  Michael W. Smith  Michael Card  Lanny Wolfe

Dove Nominees for Gospel Song of the Year

"BECAUSE OF WHO YOU ARE"—Bob Farrell/Billy Smiley; Paragon Associates, Inc. (Paragon Music Corp. Div.)

"GREAT IS THE LORD"—Deborah and Michael W. Smith; Meadowgreen Music Company

"HE WILL CARRY YOU"—Scott Wesley Brown; Cherry Lane Music Pub. Co., Inc./Birdwing Music

"I'M WALKIN'"—Bob Bailey/Marvin Morrow; Triune Music Inc./April Music, Inc./Lexicon Music, Inc./Charlie Monk Music

"MORE THAN WONDERFUL"—Lanny Wolfe; Lanny Wolfe Music Co.

"UPON THIS ROCK"—Gloria Gaither/Dony McGuire; Gaither Music Co./It's-N-Me Music/Lexicon Music, Inc.

"WE WILL STAND"—Tori and Russ Taff; Word Music, Inc.
Use Of Video Increases In Gospel Field

by Anita M. Wilson

NASHVILLE — Over the past few years video has exploded in various fields of music, especially the rock field where it has helped develop new artists that previously had no luck breaking into the business. Video has also increased artist exposure through such media as the popular Music Television (MTV). Other music genres have followed suit, such as country, and within the past year or two video has also moved into the gospel business. Gospel labels first slowly began researching the new medium, but recently they have taken a more aggressive approach and are trying new marketing outlets for their videos. Word Records has been one of the forerunners in pioneering gospel videos and have recently been experimenting with different forms of video. The company first began developing videos for its artists two years ago by filming segments of concerts and offering these on cassettes. Another gospel label to venture into the video field is GreenTree Records, the main label for Benson Records. So far, GreenTree has exerted all its efforts on Rick Cua and Jerusalem by also taping segments of their concerts for in-store marketing. Michael & Honey Records ventured into the video market earlier this year. During a taping for the Trinity Broadcasting Network, the company taped songs each artist performed for later use for promotional purposes. Sparrow Records has also entered into the video field with recent videos for The Second Chapter of Acts and Barry McGuire.

One company looking into the possibility of video, but has yet to venture into it is Light Records. "The problem is, we want to be as sophisticated as the secular market, but I don't think we can do all the things that a secular artist can do and still maintain the integrity of a gospel marketplace," stated Neil Hannon, vice president of marketing, sales and promotion for Light Records. The company is, however, planning on releasing videos on major artists in the near future after more research into the field has been completed. While the majority of videos filmed in other genres lean toward the conceptual area, most gospel companies are releasing concert footage of artists. Michael & Honey, Word, GreenTree and Sparrow all have focused videos on artist's live appearances. Material & Honey recorded videos of Wayne Watson, Twila Paris, Harvest and Michael James Murphy during their performances on the show "This Old House." The label will offer videos featuring four or five of the artist's songs. GreenTree Records has exerted a major effort to book its artists into halls that would be ideal for taping videos. Word Records is offering one-hour edited concert performance videos with the inclusion of the song "Age To Age," a video which runs ninety-one minutes and is a fine example of her concert skills. In addition, Word has filmed eight concept videos which will be out on the marketplace by the fall. Artists were selected by their success and interest in video, and the label has hired an Atlanta firm to help place the videos and generally expose gospel concept videos. Sparrow Records is also releasing a thirty-minute conceptual video on the Second Chapter of Acts. The rock industry places most videos with such outlets as MTV and Friday Night Video; however, gospel labels have been looking in other directions to showcase their vid product. "We're hoping to use them for exposure on a wider scale when the artist makes an appearance at a guest show," stated Mike Dimonico of Michael & Honey. Word Records offers videos on artists such as Amy Grant, Russ Taft and the Imperials to over 200 record outlets that the company normally works with. GreenTree Records has also been supplying videos to approximately 250 retail stores. Display mobiles and posters are also usually used in conjunction with the videos to heighten awareness of the video and artist. At this point very few gospel videos are being sold. Most companies feel the consumer marketplace and the sophistication of the format is not ready to make it financially realistic to pursue selling videos on a wide scale effort yet.

Optimistic Outlook

The outlook for the gospel video field is very optimistic according to label executives. "I feel video is going to provide a much higher level of artist visibility," stated Steve Rock of GreenTree. "There are so many shoppers that walk through our retail outlets who aren't normally exposed to our music, but can be by retailers airing footage in the stores. It's our responsibility as a company to provide a high quality concept video on our major acts and those we wish to develop." Obviously it is a medium that will allow us to communicate more effectively," explained Dan Raines of Word. "Within the next three to five years I think it will be standing on its own as a viable product."
Spiritual

MALE VOCALIST
1. F.C. Barnes • Atlanta International
2. Douglas Miller • Gospel
3. Al Green • Myrrh

FEMALE VOCALIST
1. Shirley Caesar • Myrrh
2. Vanessa Bell Armstrong • Onyx/Benson
3. Sandra Crouch • Light

GROUP
1. Clark Sisters • Sound of Gospel/New Birth
2. Williams Brothers • Myrrh
3. Florida Mass Choir • Savoy

TOP 20 ALBUMS
1. Jesus I Love Calling Your Name • Shirley Caesar • Myrrh
2. Rough Side Of The Mountain • F.C. Barnes and Rev. Janice Brown • Atlanta International
3. Peace Be Still • Vanessa Bell Armstrong • Onyx/Benson
4. You Brought The Sunshine • Clark Sisters • New Birth
5. The Joy Of The Lord Is My Strength • Douglas Miller and The True Way Choir • Gospel
6. Feel The Spirit • Williams Brothers • Myrrh
7. Lord, You Keep On Proving Yourself To Me • Florida Mass Choir • Savoy
8. I'll Rise Again • Al Green • Myrrh
9. Lead Me • The Jackson Southernaires • Malaco
10. I Feel Like Goin' On • Keith Pringle • Hope Song
11. We Sing Praises • Sandra Crouch • Light
12. Soon I Will Be Done With The Troubles Of The World • James Cleveland and The New Jersey Mass Choir • Savoy
13. This Too Will Pass • James Cleveland and The Charles Fold Choir • Savoy
14. The Richard Smallwood Singers • Onyx/Benson
15. Hear My Voice • Rance Allen Group • Myrrh
16. Uncloudy Day • Myrna Summers • Savoy
17. Determined • Tramaine Hawkins • Light
18. Precious Lord • Al Green • Myrrh
19. It's Gonna Rain • Milton Brunson • Myrrh
20. When It Rains It Pours • F.C. Barnes and Sister Janice Brown • Atlanta International

Inspirational

MALE VOCALIST
1. Russ Taff • Myrrh
2. Michael W. Smith • Reunion
3. B.J. Thomas • Myrrh

FEMALE VOCALIST
1. Amy Grant • Myrrh
2. Sandi Patti • Impact
3. Barbara Mandrell • Songbird/MCA

GROUP
1. Petra • Star Song
2. Imperials • Dayspring
3. Andrus, Blackwood & Co.

TOP 20 ALBUMS
1. Age To Age • Amy Grant • Myrrh
2. More Power To Ya • Petra • Star Song
3. More Than Wonderful • Sandi Patti • Impact
4. Walls Of Glass • Russ Taff • Myrrh
5. Michael W. Smith Project • Reunion
6. Peace In The Valley • B.J. Thomas • Myrrh
7. Side By Side • Imperials • Dayspring
8. I Put Away My Idols • Dion • Dayspring
9. Count The Cost • David Mccoo • Myrrh
10. Step Out Of The Night • Andrus, Blackwood & Co. • GreenTree
11. Stand By The Power • Imperials • Dayspring
12. Legacy • Benny Hester • Myrrh
13. Passion: The Faith Along • New Gaither Vocal Band • Dayspring
14. Singlet • Dallas Holm & Praise • GreenTree
15. Lift Up The Lord • Sandi Patti • Impact
16. Legacy • Michael Card • Milk & Honey
17. You Put My Life To Music • Barbara Mandrell • Songbird/MCA
18. White Heart • Myrrh
19. Press On • Joe English
20. Spirit Wings • Joni Eareckson • Word
BMI congratulates the Gospel Music Association on its 20th anniversary.

At BMI, we're truly proud that among our 70,000 writers and publishers are many who have dedicated their enormous talents to the furtherance of His Word.

We applaud them and the GMA for their meaningful contribution to our spiritual well-being.

Wherever there's music, there's BMI.
GOLD FOR GRANT — Amy Grant was recently presented with her first gold record for the album “Age To Age” by Word executives. Pictured (l-r) are: Brown Bannister, producer; Dan Johnson, vice president marketing and A&R; Jarrell McCracken, president; Stan Moser, executive vice president; Amy Grant and Roland Lundy, vice president, sales.

Jones Hosts Fisk Benefit Concert

NASHVILLE — Bobby Jones hosted a gospel benefit for Fisk University at the Tennessee Performing Arts Center, Monday, February 20. The extravaganza featured a variety of gospel artists and soloists. The talent from Word Records including Al Green, The Williams Brothers, Bobby Jones and New Life. Christian Friends, and the lady of gospel music, Shirley Caesar.

The sponsors, Word, Inc., Christian Friends Ministries, Inc., WCCL, Radio, and other leaders from the Nashville community staged the benefit as an effort to decrease Fisk’s $2.8 million debt.

“It is the finest hour for a record company and its artists when we can help a troubled institution such as Fisk University, the oldest black institution of higher learning,” said James Bullard, general manager of Word Records and Music Group Black Music Division and creator of the concept for the evening.

“Jubilee ‘84 also featured a performance by the Fisk Jubilee Singers. The historic singers previously raised money for Fisk when the school was having financial difficulties in its early days. ‘The Fisk Jubilee Singers originally rescued the university in 1971,’ said Bullard. ‘It just seemed natural for the black artists with Word Records to donate their time to help rescue the university 113 years later.’

Another benefit for Fisk will be held by comedian Bill Cosby and keyboardist Ramsey Lewis on March 15 at 8 p.m. at Nashville’s Municipal Auditorium.

GLAD At Kennedy Center On April 22

NASHVILLE — Greentree recording artists GLAD, will record their fifth album, live at the Kennedy Center in Washington, D.C. on April 22. This concert represents a first for gospel music as it is the debut performance by any gospel act at the Kennedy Center For The Performing Arts.

The album, which will be called “Live From The Kennedy Center,” will follow-up GLAD’s October ‘83 release, “No Less Than All,” which is currently on Cash Box’s inspirational chart. Negotiations are also under way for a one-hour video that will be made to go with the new LP.

The concert will begin at 7:30 p.m. in the Center’s main hall and will feature several special guest artists.

MusiCAWLLA In L.A.

LOS ANGELES — MusiCAWLLA ‘84, a church-oriented conference in association with Lexicon Music/Light Records will be held at the Los Angeles Hyatt Regency Hotel April 24-28. O.D. Hall will serve as conference coordinator. Over 600 church music participants are expected to attend.

FEATURE PICKS

ELECTRIC EYE — Prodigal — Heartland Records HR3850 — Producer: Jon Phelps

Prodigal’s music can best be described as mainstream rock with screaming guitars and pleading vocals setting the mood. “Emerald City,” written by Lloyd Donald, features dialogue from the 1959 MGM motion picture The Wizard Of Oz and is an example of Prodigals’ creativity in combining music and message in a way sure to spark interest even among rock enthusiasts outside the gospel industry.

HYMNS — Evie — Word 7-01-89190-X — Producer: Pelle Karlsson

Evie’s followup to “Restoration” is a collection of songs, appropriately entitled “Hymns” which adds new life to such standards as “The Old Rugged Cross,” “All Hail The Power Of Jesus Name” and “A Christian Home.” With her clear, smooth soprano vocals, Evie shows her musical diversity by adding a country flavor to such traditional gospel songs as “How Great Thou Art” and “Lead Me To Calvary.” “Hymns” is refreshing in its simplicity, and a fine tribute to church music.

PRAISE TO VICTORY — Cedric Joseph — Star Song 7-102-047-86-X — Producer: Fletcher Wiley

Cedric Joseph’s first Star Song release is an adult contemporary album with the lyrical theme centering on spiritual encouragement for the family. The LP is aided by the band Kindomia, and smooth backup vocals by the Andre Crouch Singers. Songs such as “Abide In Me” and “Save The Family,” written by Cedric Joseph, will help establish him as an exciting new addition to gospel music.
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LIGHT RECORDS
NASHVILLE — The Gospel Music Association's 15th annual Dove Awards presentation will be held on March 7 at 7:30 pm at the Tennessee Performing Arts Center. The final nominees are:

**FINAL NOMINEES**

Gospel Song of the Year Because of Who You Are, Bob Ferrell/Billy Smiley, Paragon Music Corp. (ASCAP); Greatest is the Lord, Deborah and Michael W. Smith, Meadowgreen Music (ASCAP); He's Still Workin' on Me, Joel Hemphill, Hemphill Music (BMI); He Will Carry You, Scott Wesley Brown, Birdwing, Music/Cherry Lane Music (ASCAP); I'm Walkin', Bob Bailey/Marvin Crows, Triune Music, Inc./April Music/Lexicom Music/Charlie Monk Music (ASCAP); More Power to Ya, Bob Hartman, Dawn Treader (SESAC); More Than Wonderful, Lanny Wolfe, Music Co. (ASCAP); Step into the Water, Kirk Talley, Homeward Bound Music (BMI); Upon This Rock, Gloria Gaither/Donny McGuire, Caliber Music/Ty In Me Music/Lexicom Music (ASCAP); We Will Stand, Russ and Tori Taff/James Holihian, Word Music/Orman Clayton Music Inc. (ASCAP) (SESAC).

Gospel Songwriter of the Year
Scott Wesley Brown, Michael Card, Joel Hemphill, Michael W. Smith, Lanny Wolfe.

Gospel Music Male Vocalist of the Year
Johnny Hall, Leon Patillo, Michael W. Smith, Russ Taff, John Michael Talbot.

Gospel Music Female Vocalist of the Year
Cynthia Clawson, Tanya Goodman, Amy Grant, Sandi Patti, Michele Pillar, Kelly Nelson Thompson.

Gospel Music Album of the Year:
Contemporary (Solo, Duo, Group, Choir) Dove Award to Artist — Producer

Gospel Music Album of the Year:
Inspirational (Solo, Duo, Group, Choir) Dove Award to Artist — Producer

Gospel Music Album of the Year:
Traditional (Solo, Duo, Group, Choir) Dove Award to Artist — Producer

Gospel Music Award of the Year:
Contemporary (Black) (Solo, Duo, Group, Choir) Dove Award to Artist — Producer

Gospel Music Award of the Year:
Inspirational (Solo, Duo, Group, Choir) Dove Award to Artist — Producer

Gospel Music Award of the Year:
Traditional (Solo, Duo, Group, Choir) Dove Award to Artist — Producer

Gospel Music Award of the Year:
Contemporary (Solo, Duo, Group, Choir) Dove Award to Artist — Producer

Gospel Music Award of the Year:
Inspirational (Solo, Duo, Group, Choir) Dove Award to Artist — Producer
CELEBRATE THE JOY, Impact Records, David T. Clydesdale, Producer; GRACE UPON GRACE, Day Spring Records, Bruce Koplik, Producer; GREAT IS THY FAITHFULNESS, Impact Records, Don Marth, Producer; PSALMS ALIVE, Maranatha Music, Skip Konte, Producer; RESTORATION, Word Records, Pelle Karlsson, Producer.

Gospel Music Award of the Year:
Traditional (Solo, Duo, Group, Choir) Dove Award to Artist — Producer

Gospel Music Award of the Year:
Special Interest (Solo, Duo, Group, Choir) Dove Award to Producer — Record Company
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BIRTHRIGHT RECORDS
3101 South Western Ave
Los Angeles, CA 90016
(213) 258-8011

BREAD 'N HONEY
P.O. Box 3391
Ventura, CA 93006
(805) 644-7618

CALVARY RECORDS
8th Ave. No.
Nashville, TN 37203
(615) 244-8800

CANAAI RECORDS (WORD)
4800 W. Waco Dr
Waco, TX 76710
(817) 772-7650

CREED RECORDS (NASHBORO)
1011 Woodland St.
Nashville, TN 37205
(615) 227-5081

DAWN RECORDS
830 Fairview Rd
Asheville, NC 28803
(704) 274-7402

DAY SPRING RECORDS (WORD)
4800 W. Waco Dr
Waco, TX 76710
(817) 772-7650

GOOD NEWS RECORDS
8319 Lankershim Blvd.
N. Hollywood, CA 91605
(213) 767-4522

GREEN TREE RECORDS (BENSON)
365 Great Circle Road
Nashville, TN 37228
(615) 258-9111

HEARTLAND RECORDS
690 Douglas Ave.
Altamonte Springs, FL 32710
(305) 788-2850

HEARTWARMING RECORDS (BENSON)
365 Great Circle Road
Nashville, TN 37228
(615) 258-9111

HOMETOWN RECORDS
2118 W. 12th St.
Santa Ana, CA 92703
(714) 716-1790

HSE RECORDS
1708 Church St.
Nashville, TN 37203
(615) 520-1351

IMPACT RECORDS (BENSON)
365 Great Circle Road
Nashville, TN 37228
(615) 258-9111

JEWEL RECORDS
P.O. Box 1125
Shreveport, LA 71163
(318) 222-7283

LAMB & LION RECORDS
19th & Hayes
Nashville, TN 37203
(615) 327-6554

LECTIO RECORDS
810 7th Ave., North
New York, NY 10019
(800) 223-7781

LIGHT RECORDS
P.O. Box 222
Newbury Park, CA 91320
(213) 884-6933

MALACO RECORDS
3023 W. Northside Dr
Jackson, MS 39213
(601) 982-4522

MILK & HONEY RECORDS
1415 Lede Drive S.E.
Grand Rapids, MI 49506
(616) 459-6900

MYRRH RECORDS (WORD)
4800 W. Waco Drive
Waco, TX 76710
(817) 772-7650

NASHBORO RECORDS
1001 Woodland Street
Nashville, TN 37206
(615) 227-5081

NEW BIRTH RECORDS
230 5th Ave.
New York, NY 10001
(212) 696-9760

NEW DAWN RECORDS (BENSON)
1415 Lake Drive S.E.
Grand Rapids, MI 49506
(616) 459-6900

NEW LIFE RECORDS
P.O. Box 5378
Spokane, WA 99205
(509) 328-4207

NEW PAX RECORDS (BENSON)
365 Great Circle Road
Nashville, TN 37228
(615) 258-9111

PEARL RECORDS
2760 Edmondson Ave
Baltimore, MD 21223
(301) 560-1362

REFUGE RECORDS
P.O. Box 110070
Nashville, TN 37211
(615) 776-0551

SAYO RECORDS
P.O. Box 279
Elizabethtown, NJ 08217
(201) 351-8400

SONRISE RECORDS, INC.
P.O. Box 607
Malibu, CA 90265
(213) 991-2469

SOZO RECORDS
P.O. Box 2998
Ft. Worth, TX 76113
(817) 531-2146

SPARROW RECORDS
8025 Deering Ave
Camarillo, CA 93010
(213) 703-9399

STAR RECORDS
2223 Strawberry Village
Pasadena, CA 91102
(713) 472-5753

SUPREME RECORD CO.
P.O. Box 15457
Nashville, TN 37211
(615) 327-1050

WORLD RECORDS
4800 West Waco Dr.
Waco, TX 76710
(817) 772-7650

Alarma/Chalice
Copperfield
Green Tree
Heartland
Heartwarming
Impact
Lifeline/Benson
New PAX
Onyx International
Paragon
Power Discs
Refuge
Roof Top
Paragon/Benson
Publishing Group

The Benson Company, Inc.
1982

Dove Awards—Gospel Music Association
Gospel Music Artist of the Year—Winner
Gospel Music Female Vocalist of the Year—Winner

1983

Grammy Awards—National Academy of Recording Arts and Sciences
Best Gospel Performance, Contemporary—“Lift Up The Lord”—Nominee

Dove Awards—Gospel Music Association
Gospel Music Female Vocalist of the Year—Winner
Gospel Music Album of the Year, Inspirational—“Lift Up The Lord”—Winner

1984

Grammy Awards—National Academy of Recording Arts and Sciences
Best Gospel Performance by a Duo or Group—“More Than Wonderful”
Duet with Larnelle Harris—Winner
Best Gospel Performance, Female—“The Gift Goes On”—Nominee

Dove Awards (Awards Ceremonies March 7, 1984)—Gospel Music Association
Gospel Music Female Vocalist of the Year—Nominated
Gospel Music Album of the Year, Inspirational—“More Than Wonderful”—Nominated
Gospel Music Artist of the Year—Nominated
Amy Grant

Amy.
Straight Ahead.
The Album.
The Tour.
Experience It.
Now.
COUNTRY GRAMMYS — During last week's Grammy Awards in Los Angeles, top country artists took a share of the night's awards. Alabama took the award for "Country Performance by a Duo or Group," "Female Country Vocalist" went to Anne Murray for "A Little Good News" while Lee Greenwood won the men's category with "I.O.U." "Fireball" by The New South won "Country Instrumental" thanks to the musicianship of Ricky Skaggs, Jerry Douglas, Tony Rice, J.D. Crowe and Todd Rundgren. The awards ceremony was broadcast on NBC. Former boxer Mike Reid for "Stranger In My House." The Oak Ridge Boys were the only country artist to perform; however, Janie Fricke and Anne Murray were presenters.

INTERVIEW ERROR — In The Cash Box Interview with Rich Voss, the March 3 magazine it was mistakenly stated that Blackburn began running the Nashville CBS Office in 1982. Blackburn was named vice president/general manager in 1990 at which point he then assumed leadership of the Nashville office. Cash Box apologizes for this error.

MEET YOU AT THE MOTEL! — Music industry representatives gathered at Nashville's legendary Belle Meade Motel to celebrate the release of Moe Bandy's latest Columbia LP, "Match Mex." Numerous television stations showed up to tape the event including Nashville Now and This Morning. Among the performers at the event were Bandleader Blake Mevis. CBS executives and Nashville news outlets were present to show their support for Bandy's new release.

COUNTRY ALBUMS — The top 75 Country albums as of March 3rd are listed below. For the complete list, please refer to the Cash Box for the full edition.

SURPRISED DELIVERY — MCA Records is promoting Reba McEntire's latest single "Just A Little Love" in a unique fashion by placing the song into the hands of unsuspecting people who accidental to nearly 100 radio stations by singing telegram messengers. One of the Nashville stops was at Cash Box office where we witnessed this. The people who received the telegram and an ET film crew. Bildet (1-r) are: Anika Wilson; Steve Kelly and Carla Centrail, telegrapher. "Just A Little Love" is McEntire's second single off a new album. "It Took A Lot Of Drinking To Get That Woman Over Me" has already climbed to #50 in the Cash Box Country Singles Charts.

HALSLEY NAMED PREZ — Jay Halsey, president of The Jim Halsey Co., was the first American to be elected as president of the Federation Internationale des Organizations de Festivals (FIDOF), an advisory organization for international music festivals in some 56 countries. The annual meeting was attended by 72 delegates from such countries as Egypt, Ireland, Sweden, and others. The election was held at the annual general assembly in late January in Cannes, France. Halsey will serve for two years in this position. Also announced is the opening of a United States branch in Los Angeles as an extension of the main office in Split, Yugoslavia.

A LITTLE VISIT — Reba McEntire stopped by the Nashville Cash Box office to drop her latest MCA single, "Just A Little Love," back with the Stater Bros. for their performance at the MGM Grand Hotel. The show will mark her Las Vegas debut.

STATTES INVADE VEGAS — The Statters, Bob's debut Las Vegas performance Feb. 23 at the MGM Grand Hotel. The quartet performed their regular one-hour show to two sold-out crowds. No special productions were added for the week-long series according to the Statter's lead singer Don Reid. "We're performing for ourselves," he explained. "That's who we've been performing for 20 years. I'm sure the folks who booked us into Vegas wanted us because of what we do, so that's what we'll do there," said Reid. Halbo also explained that one week they already had booked for a charity concert was because it was easy to find. "Just go to California and turn right," he said.

COSBY HELPS FISK — Performer Bill Cosby will team up with jazz keyboardist Ramsey Lewis to benefit the financially ailing Fisk University. The March 15 benefit concert will be held at Fisk's Municipal Auditorium. Tickets are $15 for the public and $10 for students.

ROY'S GOLDFING AGES — Roy Clark has changed the format of his nine-year-old golfing production. "The Roy Clark Country and Teen Show" will bow next month. The name of the show is the name of the Roy Clark Seniors PGA Tour Challenge. The week-long event, which begins June 11 in Tulsa, will feature 52 of the nation's top seniors, who will vie for the $100,000 first prize. After the tournament, the golfers will be given back to the tournament for which they were entered.

CHARLIE A REAL MT. JULIET CITIZEN — The city of Mt. Juliet, TN, has annexed Charlie Daniel's "Twin Pines" ranch to officially make Daniels a resident of the city. It seems the local son, who put the city on the map, moved to Twine Pines a few years ago and ran into the problem of the ranch being officially located in the neighboring city of Lebanon. With the annexation Daniels is once again a true citizen of Mt. Juliet, but will retain the Lebanon address and zip code. This week the city council is considering a motion to name a recreation park and its main road after Daniels.

BELMONT PROTECTS RIGHTS — The Belmont College Music Business Division hosted a seminar last weekend for its students and alumni. "The Department of Rights from Technological Encroachment." Dr. Jay Collins of Belmont moderated the panel which consisted of Michael W. Wilson, Gilbert, Frank & Milom; Joe Moschov, BMI; Merlin Littlefield, ASCAP; Maggie Cavender, Nash. Songwriters Assn.; and David Maddox, ATV.

LACY J. GETS PEPPERED — Columbia recording artist Lacy J. Dalton has been selected as Dr. Pepper's new spokesperson for an upcoming Dr. Pepper campaign. Dalton will be singing trio of songs from the soda's new concert with concert "Out of this World," extra-ordinary" to taste on 30- and 60-second spots.

COUNTRY COLUMN — Thomas Harris, executive editor of Cash Box, shared some insights into the current state of the country music industry.

Cash Box/March 10, 1984
THE COUNTRY MIKE

A NIGHT AT THE RACES — WMZQ/Washington, D.C. recently sponsored "98 WMZQ Night" at Rosecroft Raceway in Oxon Hill, Maryland. Listeners who used the phrase "I'm 98! It's my guest!" received free admission, parking, and hot dogs for the event. Morning personality Jim London selected three couples from the crowd to join the staff for dinner in the station's private dining room. In the winner's circle following the seventh race, the WMZQ trophy helmet London also awarded a WMZQ blanket.

MERCY MISSION CONVOY — KBRO Denver and Sunshine Hay & Grain recently gave away one ton of hay at the KBRO booth at the National Western Stock Show. Rancher Dusty Tallman won the hay and KBRO asked if he would donate it to feed the starving wildlife in the Middle Park area of Colorado near Kremmling. Tallman donated the hay which was added to another 20 tons that the Colorado Division of Wildlife had collected. Afternoon personalities Jim Stricklan and Jon Lawrence went on the air and asked station listeners with trucks to help transport the hay to the wilderness, and in less than one hour over 30 volunteers had responded. Arby's restaurants donated food, while Pester Gas donated gas for the volunteers. The convoy took place Feb. 4 with over 50 listeners aiding in the process. Thanks to those volunteers, many elk and deer will survive the winter now.

STATION CHANGES — WOVK-FM/Clarksburg, WV — Wheeling signed on the air earlier this month with its new country format. Formerly as WVXU, the station's format was adult contemporary. The change will be publicized by launching four helium-filled, six-foot balloons each bearing one of the station's new call letters, outside the Capitol Music Hall where the station's studios are located... WJLB/Parkersburg will simulcast The Country Morning show with WJLB/Parkersburg.

COLE VISITS WHITE HOUSE — Bob Cole (I) program director at WMZQ-FM/Washington, D.C. was recently invited to discuss country music with vice president George Bush (r). The vice president took special interest in Anne Murray's "A Little Good News" and enlisted Cole's help to share the lyrics with the President. Cole presented Bush a WMZQ t-shirt during the visit.

KENTUCKY TRACK REPORT — Wheeling, WV — After a hiatus from music because of illness, Mandrell comes back sounding as sparkling and energetic as ever. Country music veteran into opens up the song before Mandrell's rich vocals and some rich backup vocals slide in.

NEW AND DEVELOPING

MIKE CAMPBELL (Columbia 38-04387)
One Sided Love Affair (2:38) (Deb-Dave/Brainwash/Estes - Producer: (A. Reynolds)
Mike Campbell teams up with producer Allen Reynolds for this rock-a-billy ballad. Dominating drums and guitar sections carry the song, which features recurring lyrics. Newcomer Campbell adds a native Texas flavor to the rocking song in the same style as label-mate Steve Earle.

SINGLES REVIEWS

LOUISE MANDRELL (RCA PB-13752)
Louise Mandrell's recent release "I'm Not Through Loving You Yet" is the first song off her upcoming LP of the same title. After a hiatus from music because of illness, Mandrell comes back sounding as sparkling and energetic as ever. Country music veteran into opens up the song before Mandrell's rich vocals and some rich backup vocals slide in.

FEATURE PICKS

KENNY ROGERS AND DOTTIE WEST (Liberty P-8-1516)
Together Again (2:51) (Central - BMI) (O. Owens) (Producer: Larry Butler)
EMMYLOU HARRIS (Warner Bros. 7-29209)
In My Dreams (3:14) (Irving - BMI) (P. Kenneyer) (Producer: Brian Ahern)
BILLIE JO SPEARS (Parliament 1801)
Midnight Love (3:19) (First Lady Songs - BMI) (B. Moore) (Producer: George Richey)

WYON ALEXANDER (Gervasi 664)
Wishful Drinkin' (3:09) (Blue Moon/April - ASCAP) (E. Lifton, G. Nissenson) (Producer: Nelson Larkin, Steve Scruggs)

EDDY RAVEN (RCA PB-13746)
I Got Mexico (2:29) (Raven/Song - ASCAP) (E. Raven, J. F. Myers) (Producer: Eddy Raven, Paul Worley)

GUS HARDIN (RCA PB-13751)

RAY PENNINGTON (EMH 0029)
Drivin' My Troubles (3:22) (Almarie - BMI) (R. Pennington) (Producer: Not Listed)

RICK LANE (Bronco 01)
Never Been Wanted By You (Little Heaven - ASCAP) (R.C. Pupello, F. Adams) (Producer: Rick Lane, Scott Hunter)

CINDY ROBINS (Soundwaves 4725)
I Can't Get The Feeling (2:34) (Duchess/MCA - BMI) (T. Barton) (Producer: Ted Barton)

ALBUM REVIEWS

THE MIDNIGHT HOUR — Razzy Bailey — RCA ABL1-4936 - Producer: Razzy Bailey
Bar Coded — List: 8:98 — Bar Coded
Veteran singer Razzy Bailey combined the talents of some of Nashville's top musicians and took a turn at producing for his latest RCA release, "The Midnight Hour." The easy listening tunes relax the soul with Razzy's usual assertive, yet still laid back style. The well known title song is one of the top cuts off the LP, which also feature a good supply of love ballads. "Mornings Ain't Easy" shows Bailey's country heritage, while "When Your Heart's Been Stepped On" showcases his blues side.

COUNTRY — David Rogers — Hal Kat 2063 — Producer: Hal Wayne
List: None
A snappy, pedal steel intro from David Rogers latest LP, appropriately titled "Easy." Rogers offers a variety of country tunes, from the toe tapping "Hold Me" complete with steel guitar to the more sedate "I'm A Country Song" which is topped off with some gospel flavored back-up vocals. "The Lady's All Dressed Up For Love" offers visions of romantic candlelight dinners for lovers.
THRILLS AND CHILLS FROM CAMEO.

Cameo sends shivers up and down your spine with their wicked new album, "SHE'S STRANGE." Featuring the single, "SHE'S STRANGE." You'll have a frightfully good time.
1. **DON'T LOOK ANY FURTHER** — DENNIS EDWARDS — GORDY/MOTOWN
   WLOU, WOAK, WLL, WMQ

2. **PERFECT COMBINATION** — STACY LATTISAW & JOHNNY GILL — COTILLION/WHUR
   WPVL, WPL, WGTV

3. **COMING** — LENNY WILLIAMS — ROCSHIRE
   WWXY, WXTR, WDOM

---

**UP AND COMING**

LADY YOU ARE — ONE WAY — MCA

SEXY CHILE — NUMONICS — HODISK

JUST MY LUCK — THE DEELE — SOLAR/ELEKTRA

STAY ON IN THE GROOVE — RODNEY FRANKLIN — COLUMBIA

---

**BLACK RADIO HIGHLIGHTS**

**WAOK — ATLANTA — LARRY TINSLEY, PD**


**WXW — BALTIMORE — TEDTIE, MD — #1 SHANNON**


**WMPT — CLEVELAND — ROCKWELL, MD — #1 SHANNON**


**WMWN — DAYTON — LANKFORD STEPHENS, MD — #1 SHANNON**


**WQRO — DETROIT — MIKE STRATTON, PD**


**WJLB — DETROIT — J. MICHAEL CAYKay, PD**


**WRRD — FT. LAUDERDALE — JOE FISHER, PD — #1 MICHAEL JACKSON**


**WOMG — GREENSBORO — SHelly BUNYM, PD — #1 C-Lynn**


**WPKR — KANSAS CITY — DELL RICE, PD — #1 PATTI LABELLE**


**KGGJ — LOS ANGELES — LIDIA RICHOLES, MD — #1 GRANDMIXER D.ST**


**KPRS — KANSAS CITY — JERRY JONES, PD — #1 WENDY BURG**


**KWWJ — MOVIE THEATRE — NIKKI BURG, PD**


**KROI — HOUSTON — JHONSON, PD**

I JUST WANTED TO TELL YOU...

### Most Added

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<th>Position</th>
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<th>Artist</th>
<th>Label</th>
<th>Add Notes</th>
<th>Sales Notes</th>
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<td>14</td>
<td>Cyndi Lauper - She's So Unusual</td>
<td>Portrait</td>
<td>Capitol</td>
<td>WCCO, WMMS, WOUR, Preferred Tracks: <strong>Girls</strong></td>
<td>Moderate to fair in all regions.</td>
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<td>Huey Lewis &amp; the News - Sports</td>
<td>Chrystals</td>
<td>Arista</td>
<td>WMMS, WCCO, WBLM, WOUR, Preferred Tracks: <strong>Drug, Heart</strong></td>
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<td>John Cougar Mellencamp - Uh-Huh</td>
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<td>Duran Duran - Seven and the Ragged Tiger</td>
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<td>Bob Dylan - Infidels</td>
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<td>WMMS, KEZY, Preferred Tracks: <strong>Bully, Sweetheart</strong></td>
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<td>Eurythmics - Touch</td>
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<td>WMMS, Preferred Tracks: <strong>Rain</strong></td>
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<td>Dan Fogelberg - Windows and Walls</td>
<td>Full Moon/Epic</td>
<td>Arista</td>
<td>WMMS, Preferred Tracks: <strong>Language</strong></td>
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<td>Genesis - Atlantic</td>
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<td>WMMS, KEZY, Preferred Tracks: <strong>That's, Mama</strong></td>
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<td>Headpins - Line of Fire</td>
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<td>Billy Idol - Rebel Yell</td>
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<td>Night Ranger - Midnight Madness</td>
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<td>Ozzy Osbourne - Bark at the Moon</td>
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### Most Active

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<td>RE-FLex - The Politics of Dancing</td>
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<td>Capitol</td>
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<td>Real Life - Heartland</td>
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<td>Rolling Stones - Undercover</td>
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<td>The Romantics - In Heat</td>
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<td>Just shipped.</td>
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<td>Special - Tour De Force</td>
<td>A&amp;M</td>
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<td>Dwight Twilley - Jungle</td>
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<td>WMMS, Preferred Tracks: <strong>Open</strong></td>
<td>Follow, Sunday.</td>
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<td>U2 - Under a Blood Red Sky</td>
<td>Island</td>
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<td>Wang Chung - Points on the Curve</td>
<td>Geffen</td>
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Grammys Prove A “Thriller” Despite Few Surprises

BAD NEWS, wood-fired pizza. The sale of wood-fired pizzas is down nearly 10% in the past year, according to recent estimates. This is a major setback for the pizza industry, which had been指望ing for a recovery after a slow start to the year.

The decline in wood-fired pizza sales is due to several factors, including a decrease in the number of people eating out and a shift towards healthier eating habits. Some restaurants have tried to counteract this trend by offering lower prices or introducing new menu items, but it hasn’t been enough to reverse the overall decline.

The pizza industry has been facing challenges for a while now, with increased competition from other food options and rising costs for ingredients. The sale of wood-fired pizzas is just one example of the struggles the industry is currently experiencing.

Despite the challenges, there are some bright spots in the pizza industry. Some restaurants have been successful in adapting to the changing market and finding new ways to attract customers. Others have been able to hold their own by offering high-quality, unique pizzas that stand out from the competition.

Overall, the sale of wood-fired pizzas continues to be a major concern for the industry, and it will be interesting to see how they adapt and respond to the changing market in the coming years.
AROUND THE ROUTE
by Camille Compass

The sudden death of Arno Corley shocked and saddened his many friends in the coin machine industry. Arno died in his sleep on February 23 of a massive heart attack. He had been off work for about a week or so, suffering from the flu. Arno, 54, was a member of the sales team at Palmetto State Distg. in So. Carolina at the time of his death, prior to which he was a long time member of the Rowe Organization. Funeral services were held, February 25, in So. Carolina and burial will be in Augusta, Georgia. Survivors include his wife, Ann, and sons, Arno William III and Scott. Cash Box would like to express sincere condolences to the Corley family.

Mike Von Kennel, who recently departed his post at Taito America, has joined Digital Controls of Norcross, Georgia, as director of sales and marketing. Mike is currently in the process of relocating his family from the Chicago area (and is looking forward to discontinuing those weekend flights back and forth). We wish him well in his new post.

Getting back to ASI. As a followup to last week's brief rundown of the February 17-19 ASI convention, in Around

AOE '84 Opens In Chicago

CHICAGO — Chicago's O'Hare Exposition Center will be the scene, March 9-11, of the fifth annual Amusement Operators Expo (AOE), which boasts a "tenfold increase in attendance" since its inception in 1980, according to sources at Conference Management Corporation, the show managers. From 1980 to 1983 AOE attendance increased from 909 to more than 8,000 and the number of exhibitors has grown from 87 the first year to 500 in 1983.

Industry sources attribute AOE's success to its continuing effort to serve the amusement operators in a progressive environment. As the market evolves to keep pace with technological developments, AOE planners have been quick to adjust the extensive seminar program to address the operators' current business needs.

Herbert Beitel, managing director of NCMI (National Coin Machine Institute) and industry panelists will explore the "Nebraska Connection" and its impact on the operator, during a free general session on Saturday, March 10 at 6:30 p.m. All showgoers are invited to attend this session.

The in-depth seminar program will focus on topics critical to operator survival in today's highly competitive market, presented by such recognized members of the industry as: Richard S. Babich (The Colorado Game Exchange); Irving L. Blackman (v.p.-Blackman, Kallick & Co.); Steve J. Bodenstein (pres.-The Game Exchange, Southeast); Jon Daugherty (Pres.-United Artists Theater & Amusements, Inc.); J.C. Evans, Sr. (v.p.-Gold Medal Products Co.); Randy Fromm (Randy Fromm's Arcade Schools); Richard E. George (pres.-Roy George Music & Vending Corp.); Stephen Goot (pres.-Total Vending Services, Inc.); Raymond S. Hilburger (pres.-Hanson Distg. Co.); Milton Hobbs; Carol Kantor (pres.-Business Builders); Davie F. Klimartin (pres.-Roger Williams Mint); Charles P. Milhen (pres.-The Valley Co.); William Nemgar (owner—Salmon River Amuse.); Sandra Pesmen (Craines Chicago Business); H. Richard Priesmeyer (Innovative Management Consultants); Charles Ross (Innovative Management Consultants); Arthur Seglin (Hudson County Vocational Technical School); Bob Sertell (Casino Career Institute of Atlantic Community College). Jim Speed (gen. mgr.-electronics div.-Kurt-Kasch, Inc.);

Pizza Time To Sell Sente

LOS ANGELES — Pizza Time Theatre, Inc., announced it is planning to sell its Sente Technologies games subsidiary and has begun negotiations with several companies.

"Our firm had been and is under considerable economic pressure because of losses last year and we are not in a position to support the major investment needed to continue the growth of Sente," said Randall L. Pike, Pizza Time president and chief executive officer.

Pike said that negotiations are under way with several firms, including firms in

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**INDUSTRY NEWS**

**AROUND THE ROUTE**

(continued from page 43)

The Route, we’d like to make mention of some of the products shown. The one ‘hit of the show’ syndrome has been very
nonexistent for some time, thanks to manufactured products with varying numbers of outstanding pieces.

ASI saw a number of brand new machines as well as current selling equipment (such as Bally Midway’s “Space Invaders & a Happy Truant Field,” Eidyll’s “Crossbow,” etc., which were big attractions in the respective exhibits). Among the new pieces attracting attention at the show were Bally Midway’s “Ten Pin Deluxe,” Ninten-
do’s “Punch Out” and the abundant con-
versions. As C. A. Robinson’s Ira Betel
commented, “ASI featured a good array of kits and dedicated games for everyone to see. The kits were unique in that some of them (such as Atari’s) were kits of established games like MilliPede and Major Havoc while others were games we had not seen before such as Bally Midway’s Ups & Downs and Taito America’s Tin Star.” He was es-
pecially impressed with the Cinematronics “Space Ace” laser which offers “the best graphics and animation around.” In

query showgoers during the course of
the convention Cash Box heard some
good comments about Nintendo’s “VS”
interchangeable unit, Atari’s “TX-1,”
“Firefox” and their “Major Havoc” kits.

Ottumwa, Iowa, the “video game capital of the world,” for the
purpose of organizing the TAITO World Video game team for Canada. Officials of the Twin Galaxies International Scoreboard (Ott-
umwa), VIDION (the International associa-
tion of video game players from Canada) and the U.S. National Video Game Team (Ott-
umwa), interviewed prospects from the ranks of some of Canada’s top players as candidates for the new team.

Among the main topics discussed at the meeting were the selection process and guidelines for the Canadian team headquarters, the setting up of contest dates and locations for team try-outs, choosing the games that will be used for the team tryouts, arranging a time and place for the upcoming international con-
test between the U.S. and Italian teams and reviewing the rules for standardizing the games for the new team.

Noticethe meeting came from the Mayor of
Ottumwa, the headquarters city for the U.S. National Video Game Team that was formed in the summer of 1983.

Further details may be obtained by con-
tacting the office of the Mayor at 515-583-
0606.

**OMAA Show Set**

CHICAGO — The Ohio Music & Amusement Assn. (OMAA), one of the industry’s foremost state organizations, has scheduled its 10th anniversary Show of Shows” exposition for May 3-5 at the Hyatt Regency/Ohio Center in Columbus.

Hyatt Regency of Laughlin Music &
Vending in Austin has been appointed this year’s exposition chairman, as announced by OMAA president Richard Thompson of Tora Music in Columbus will serve as co-chairman.

Association officials are currently working on a convention program that includes additional details that are finalized.

Additional information regarding the convention may be obtained by contacting the OMAA headquarters office at 16 E. Broad St., Suite 901, Columbus, Ohio 43215.

**AOE Exhibit Hours & Events**

- **Sunday, March 11**
  - 9:00 a.m.-11:00 a.m.
  - **Seminar/Workshop**
    - Location Relations: Contactors, Computer Routing Accounting Systems; What the Amusement Operator Must Know To Save Taxes; Ret. Analysis for Amusement Operators; The Power Supply, Fundamental Arcade Economies, How To Locate Top Locations, Wending, Can I Win For You
  - **Seminar/Workshop**
    - Location Relations: Contactors, Computer Routing Accounting Systems; What the Amusement Operator Must Know To Save Taxes; Ret. Analysis for Amusement Operators; The Power Supply, Fundamental Arcade Economies, How To Locate Top Locations, Wending, Can I Win For You
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**Atari, Inc. Files Copyright Lawsuit**

LOS ANGELES — Atari, Inc. filed suit in federal court charging unfair competition and deceptive trade practices against New Technology Companies, Inc. of Bernardsville, New Jersey and its arcade game called “Time Machine.”

The “Time Machine” allows home versions of popular video games to be played in arcade-
type games designed for coin-operated use in public locations, such as arcades, taverns, and convenience stores. Such use of video games in a coin-operated arcade-type game is a violation of Atari’s rights. In addition, New Technology’s sales practices are decep-
tive and misleading, Atari said.

Atari is seeking an immediate injunction to halt New Technology’s illegal activities and to recover damages and attorney’s fees.

“New Technology is attempting to unfairly trade on the popularity of Atari’s video games and is misusing the name and theme and reputation,” said Karen Witte, vice president and counsel of Atari’s Coin-Operated Games Division.

Atari is committed to halting such unfair and deceptive activities, which injure both Atari’s rights and the coin-operated amusement business as a whole. Consumer video games can coexist with coin-operated video games, and Atari’s action to halt New Technology will aid both industries,” said Ms. Witte.

**Pizza Time**

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

Apr. 4-6; NAMA Western Convention; Anaheim Convention Center; Anaheim, CA.

Apr. 6-8; Pacific Amusement Operators Show (PAO); The Disneyland Hotel; Anaheim, California; nat’l trade show.

Apr. 6-8; NAMA Western Convention; Anaheim Convention Center; Anaheim, California; vending show.

May 3-5; Ohio Music & Amusement Assn.; Hyatt Regency/Ohio Center; Columbus, State Conv.

May 11-12; North Dakota Coin Machine Operators Assn. Meeting, New Sheraton Hotel, Bismarck.


Oct. 11-14; NAMA National Convention; Georgia World Congress Center; Atlanta, GA.


Nov. 15-17; IAPWA National Conv.; Marriott Hotel, Dallas, TX.

**New Promo Items From Atari**

CHICAGO — Elaine Shirley, customer service manager of Atari Coin-Operated Games, announced the availability of several promotional items, which were displayed at the February 17-19 Amusement Showcase International in Chicago.

Two new posters, “Firefox” and “Pole Position II” are now available, in addition to the popular “Star Wars” posters. Poster prices for each are $2.00 at the AISI exhibit and there are no minimum order requirements.

Black, long-sleeved Firefox-shirts and white, long-sleeved Pole Position II t-shirts are now being introduced. Shirts for most of the older Atari coin video games are available, including a light blue, short-sleeve model for Star Wars. Completing the line of sales incentive items are Atari Collector Pins, embossed with names of coin games, including “Atari.” Each is custom designed and made of hard-fired ceramic.

“Players will be able to achieve recognition with the Collector Pins just as school athletes do by wearing pins and letters for excellence in sports,” according to Ms. Shirley.

Prices and additional information may be obtained by contacting Atari's Trattoria Service at 737 Sycamore Drive, Milpitas, CA 95035 or phoning either 408-943-1120 or the toll free number 800-538-1530.

**AOE ’84 Opens**

(continued from page 43)

David Solomon (pres.-Darvin Corp.), Roger A. Westmont (v-p.—Modern Specialty Co.), and Gene Weingarten (owner—Gene’s Machine & Beans’s Arcades). The seminars will take place on Friday, Saturday and Sunday from the hours of 9:11 a.m. and 3:30-5:30 p.m.

**CALAENDA**

**C O N G R A T U L A T I O N S** — Albert M. Rodstein (t), chairman of Bnner Specialty Co., has been selected as 1983 Philadelphia Phillies star Mike Schmidt during award ceremonies at the Mike Schmidt Golf Tournament benefiting the Philadelphia Child Guidance Clinic. Rodstein was the tournament’s low gross winner with 76. This tournament benefited the Child Guidance Clinic which services children and families with emotional and mental disorders, as well as offering services with executive offices in Jenkintown, PA, also maintains offices and showroom facilities in Philadelphia, Pittsburgh and Baltimore.
INDUSTRY NEWS

New Equipment

Wrestling Pandemonium

"Tag Team Wrestling," a newly dedicated upright video game and currently a top earning piece in Japan, is being introduced by Data East USA. As the name implies, the game theme is wrestling with the player pitted against the formidable "Mauler" team.

At the start of the game the four combatants disrobe as the announcer introduces the teams amidst the roar of the highly animated spectators, to get everyone into the spirit, and the action starts immediately as the "Mauler" circles around the ring in preparation for the player's joystick-controlled attack.

The first objective is to move the joystick to grab the opponent while his arms are down. Continuous stick movement changes the holds of the wrestlers. When attack appears on the screen the player has three seconds to select (via the push-button) one of 12 separate moves such as "Drop Kick," "Pile Driver," "Cobra Twist," "Karate Chop," "Straight Jacket," "Rear Drop," etc. Certain moves work best against each opponent.

When a combatant is thrown down, the player can use a second push-button to attempt to pin the man while the fast-moving referee counts "1, 2, 3," and so on. A power indicator at the top of the screen tells the player his wrestler's strength level, which can be restored to high power by tagging a team-mate.

Realism, both graphically and strategically, are especially significant in the play theme and the attention to detail is carried out even when a wrestler is thrown from the ring and a spectator runs from the stands to join the fray.

Further information may be obtained through factory distributors or by contacting Data East at 470 Gianni St., Santa Clara, California 95050.

The Tin Star

Taxing 'TX-1'

"TX-1," an exciting new driving game portrayed on three screens surrounding the player for a "total" experience, was among the products featured in the Atari exhibit at ASI.

The game offers a multiple-course layout featuring the sights and sounds of racing in many different parts of the world, including South Africa, U.S.A., Japan, France, Spain, Monaco, Belgium, and Italy. The player selects one of the eight international speedways by deciding to go right or left at check points or forks in the road as he progresses through the five stages of the course.

Excitement prevails throughout the run of the game as the player races against the clock to complete each stage within its preset time limit and continues immediately into the next. Bonus points are awarded for every car passed and for the completion of each stage. A special bonus is accrued for each time unit remaining after crossing the finish line.

The realism of the racing environment is intensified by the wrap-around action of the three screens and the graphics are so crisp that the player will feel the hairpins and thrills with every curve. At intervals, the screen changes from day to night. Depending upon the course selected, the player speeds through city, desert, mountain ranges and even snow country; also moving uphill, downhill and through the trickiest of hairpin curves, and expeirencing the sensation of driving through a tunnel just prior to reaching each checkpoint.

TX-1 offers four-channel sound to accentuate the realism. The player can audibly distinguish between cars whizzing by on his right and those passing on his left. The roar of the speedway is even muted a degree as he drives through a tunnel.

The player experiences the true feel of the road with a steering wheel that delivers incredible feedback and when going into a skid, the loss of steering is so realistic that it forces him to take his foot off the accelerator until he can regain his alignment on the track. Around corners, the player must brake or downshift from high to low to avoid the risk of losing control.

The game's sit-down cabinet, newly designed, comes complete with a two-position gear shift, foot brake and accelerator pedal. To add to the realism of play, the engine starts to roar out of the speaker under the seat so that the player is able to feel the full effect of the vibration.

TX-1 is manufactured by Atari, Inc. under license from Namco Ltd.

Zeke's Peak

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Coin Machine Trade Journal.
IT'S SHOWTIME! — The first annual Amusement Showcase International, co-sponsored by Amusement Game Manufacturers Assn. and Amusement and Vending Machine Distributors Assn., got under way on Friday, February 17 at Expocenter/Chicago. AGMA president Joseph Robbins officiated at the ribbon cutting ceremony, assisted by executive director Glenn Braswell, to officially launch the big event!

TOURING ASI EXHIBITS — The ASI exhibits, totalling about 103, occupied 50,000 sq. ft. of space in the modern, airy facilities of Chicago's Expocenter. A highlight of the show, the outstanding display lineup featured a full array of coin-operated music and games equipment of all varieties, along with accessories, service booths and related products. Pictured here (l-r) are: top row — AGMA's Glenn Braswell, walkie-talkie in hand, at the exhibit entrance on opening day; Boxing great Larry Holmes, who co-starred with "Punch Out" in the Nintendo exhibit; Hanson's Ray Hibarger with Loewen America proxy Rus Strahan and the "Prestige II" phone; Bally Midway's Steve Blattspieler and Jim Jarocki near the "Ups & Downs" kit display. Pictured in the second row are: Sente proxy Bob Lundquist with "Snakepit" in the outstanding Sente exhibit; at the other end of the Sente exhibit, a live python wrapped around the 'snake-lady'; Exidy's smiling threesome, Lila Zinter, Pete Kaufman and Paul Jacobs with "Crossbow"; at the new "Space Ace" laser are Cinematronics Tom Campbell and Leah, Al and Ira Bettelman of C. A. Robinson. In the third row are: Centuri's Tom Siemieniec at the firm's attractively decorated exhibit; Bally Midway's Larry Berke with "10 Pin Deluxe," one of the show's hit attractions. The fourth row depicts: Data East proxy Bob Lloyd amidst "Tag Team," "Boomer Rang," and "Wrestling"; Sportscaster Harry Caray waving 'hello' from the Bally Midway "Tapper" display area; North American Amusement Co.'s Tom Leon showing the new "Ninja Gun" at ASI; Taito America's Keith Egging and friends, serving hot dogs and "Ice Cold Beer" to showgoers.
Thomas has a slightly hyper-active imagination... He believes the Earth is flat.