RCA AND PEPSI-COLA PLAN MULTI-MILLION DOLLAR PROJECT
DATES SET FOR SUMMER SPRINGSTEEN SHOWS
COLLEGE RADIO CULTIVATES LABELS' COMMERCIAL SUCCESS
WELK MUSIC EMBRACES HIGH TECHNOLOGY FUTURE
RADIO: DEVELOPING AND REFLECTING CONSUMERS' TASTES (Ed.)
In 1981, Red Rider broke out of Canada with a tough rock track, “White Hot,” which became an airplay staple. They followed it in 1982 with “Lunatic Fringe,” the Number One AOR track in the country for six consecutive weeks. Last year they became MTV favorites on the strength of a stunning video clip for “Light In The Tunnel/Human Race.” Now Red Rider are shifting into overdrive, with their strongest album yet, BREAKING CURFEW, and its first hit single, “Young Thing, Wild Dreams,” already an AOR Breaker and top airplay track. With a new video clip and a major tour planned for this summer, Red Rider are set to explode in the marketplace.

This is one ride you don't want to miss...
EDITORIAL

Radio — Developing

The development and exposure of new product is the life blood of our industry. With singles by such diverse new artists as Madonna, Slade, Ollie & Jerry and Night Ranger in this week's Cash Box Top 100, it is clear that radio and its audience are continuing to widen their scope so that a truly good song from any format can find success as a pop single.

While the record labels and retailers must continue to forge ahead in the new areas that technology has brought to us in the last few years, such as the Compact Disc and Video cassettes, we must not lose sight of the medium that has through the years consistently helped to deliver our product. And while Cash Box compliments radio on its broader scope, we also advocate greater receptiveness on the part of leading radio stations in playing new and developing artists.

Restricted and “play it safe” playlists cut off our circulation. Radio not only is a reflection of the tastes of the American public, it helps develop those tastes. If America is going to hear the newest and the best that this industry has to offer, radio will be an instrumental vehicle. Programmers must realize that huge responsibility and face it head on.

Radio is as vital as ever to the needs of our industry. Its actions have an undeniable direct bearing on our well being.

If we are to stay healthy and profitable, radio must carry the responsibility of expanding its playlists in all formats.

CONTENTS

DEPARTMENTS
Black Contemporary ........................................ 23
Classical ....................................................... 27
Coin Machine .................................................. 28
Country ......................................................... 19
Jazz .............................................................. 13
International .................................................. 20
Merchandising ................................................ 10
Features ...................................................... 11
Radio .......................................................... 12

EDITORIAL

ON THE COVER

With the release of “Private Dancer” on Capitol Records, Tina Turner makes an impressive return to the forefront of the music industry. The LP includes her smash remake of Al Green’s soulful “Let’s Stay Together,” which went Top 5 on Cash Box’s B/C charts and number one on Britain’s top charts, and her current hit “What’s Love Got To Do With It.” This long-awaited album captures Turner’s uniquely energetic vocals, and features members of Heaven 17, Dire Straits and Jeff Beck on various cuts. From her landmark musical duo with former husband Ike Turner to her many collaborations with such artists as Rod Stewart, the Rolling Stones and David Bowie, Turner has maintained her formidable talent and should now receive some of the success that has been long overdue.

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International .................................................. 20
Merchandising ................................................ 10
Features ...................................................... 11
Radio .......................................................... 12

FEATURES

East Coastings ................................................. 9
Editorial ..................................................... 13
Executives On The Move .................................. 9
Points West ................................................... 11

CHARTS

Top 100 Singles .............................................. 4
Top 200 Albums ............................................. 16
Black Contemporary Albums ......................... 16
Black Contemporary Singles ......................... 24
Country Albums ............................................ 21
Country Singles ............................................ 20
Jazz Albums ................................................ 13
Jukebox Frame .............................................. 21
Top 15 Midlites .............................................. 10
Top 30 "12" Inches .......................................... 11
Top 30 Videocassettes .................................... 10
Top 15 Music Videos ....................................... 10

REVIEWS

Albums And Singles ...................................... 6
Talent ........................................................... 7

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TOP POP DEBUTS

SAD SONGS (SAY SO MUCH) — Elton John — Geffen

SINGLES

119 LET’S HEAR IT FOR THE BOY — Deniece Williams — Columbia

ALBUMS

TIME AFTER TIME
Cindy Lauper
Portrait/CBS

B/C SINGLE

LET’S HEAR IT FOR THE BOY
Deniece Williams
Columbia

COUNTRY SINGLE

SOMEDAY WHEN THINGS ARE GOOD
Merie Haggard
Epic

JAZZ

REJOINING
Pat Metheny with Charlie Haden & Billy Higgins

GOSPEL

WE SING PRAISES
Sandra Crouch
Light

TOP PIANO ONES

NUMBER ONE

POP ALBUM

FOOTLOOSE
Original Soundtrack
Columbia

B/C ALBUM

CAN’T SLOW DOWN
Lionel Richie
Motown

COUNTRY ALBUM

ROLL ON
Alabama
RCA

MUSIC VIDEO

12” SINGLE

SOMEBODY ELSE’S GUY
Joselyn Brown
Vinyl Dream/Prelude

GREAT SINGLES

SOMEDAY WHEN THINGS ARE GOOD
Merie Haggard
Epic

JAZZ

REJOINING
Pat Metheny with Charlie Haden & Billy Higgins

GOSPEL

WE SING PRAISES
Sandra Crouch
Light

Deniece Williams
<table>
<thead>
<tr>
<th>Time</th>
<th>Song Title</th>
<th>Artist/Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>9:13</td>
<td>The Heart of Rock &amp; Roll: The News</td>
<td>Michael Jackson</td>
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<tr>
<td>9:14</td>
<td>Against All Odds (Take a Look at Me Now)</td>
<td>Phil Collins</td>
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<tr>
<td>9:15</td>
<td>Dancing in the Dark</td>
<td>Bruce Springsteen</td>
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<td>9:16</td>
<td>11 Breakdown: THE CAR</td>
<td>Graham Parker</td>
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<tr>
<td>9:17</td>
<td>Jump (For My Love)</td>
<td>POINTER SISTERS (RCA VP-12380)</td>
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<tr>
<td>9:18</td>
<td>Every Time I See Your Face</td>
<td>Billy Idol (Chrysalis/CBS-47276)</td>
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<tr>
<td>9:19</td>
<td>Borderline</td>
<td>MADONNA (Sire 72-3954)</td>
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<tr>
<td>9:20</td>
<td>The Longest Time</td>
<td>Billy Joel (Columbia/EMI 47140)</td>
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<td>9:21</td>
<td>Self Control</td>
<td>Kraftwerk (CBS 350-0400)</td>
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<td>9:22</td>
<td>Head Over N'Gels</td>
<td>Go-Go's (A&amp;M 4081)</td>
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<tr>
<td>9:23</td>
<td>I'll Wait</td>
<td>VAHAN HALEN (Warner Bros. 73907)</td>
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<tr>
<td>9:24</td>
<td>It's a Miracle</td>
<td>Ronny Light (CULTURE CLUB (Virgin/Epic 34-2445)</td>
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<tr>
<td>9:25</td>
<td>Rock &amp; Hurricane</td>
<td>SCORPIONS (Mercury/PolyGram 811440-2)</td>
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<tr>
<td>9:26</td>
<td>Hold Me Now</td>
<td>THOMPSON TWINS (Anita A-5165)</td>
</tr>
<tr>
<td>9:27</td>
<td>Runaway</td>
<td>CATO Creations Associated 520490-20</td>
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<tr>
<td>9:28</td>
<td>Dancing in the Sheets</td>
<td>Return to Paradise (Universal 23442)</td>
</tr>
<tr>
<td>9:29</td>
<td>Almost Paradise...Love Theme from &quot;Footloose&quot;</td>
<td>TERENCE STAMP (Bluebird 88034)</td>
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<td>9:30</td>
<td>You Can't Get If You Don't Want (Till You Know What You Want)</td>
<td>JOE JACKSON (A&amp;M 35608)</td>
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<tr>
<td>9:31</td>
<td>Stay the Night</td>
<td>DECEMBER (Full Moon/Warner Bros. 7-2930)</td>
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<tr>
<td>9:32</td>
<td>Magic</td>
<td>THE CARS (Elektra 7-8974)</td>
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<tr>
<td>9:33</td>
<td>Who's That Girl?</td>
<td>DELORES FREGOSI (RCA PB-18300)</td>
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<tr>
<td>9:34</td>
<td>Dance Hall Days</td>
<td>Runaway (RCA 28759)</td>
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<tr>
<td>9:35</td>
<td>My Ever Changing Moods: THE STYLE COUNCIL</td>
<td>(Geffen 28759)</td>
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<tr>
<td>9:36</td>
<td>Infatuation</td>
<td>ROO STEWART (Warner Bros. 7-29356)</td>
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<tr>
<td>9:37</td>
<td>Doctor Doctor</td>
<td>THOMPSON TWINS (Arista 9-109)</td>
</tr>
<tr>
<td>9:38</td>
<td>Modern Day Delilah</td>
<td>MODERN DAY DELILAH (RCA 350-0418)</td>
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</tbody>
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**Alphabetized Top 10 Singles (Including Publishers and Licensees)**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bad Boys (In the Shelter of One Another)</td>
<td>BONNIE JOE (PolyGram 811440-2)</td>
<td></td>
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<tr>
<td>Breakin' Out</td>
<td>OZZIE ANSON</td>
<td>(MCA 350-0402)</td>
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<tr>
<td>Little Love (Cement Chicken—ASCAP)</td>
<td>79</td>
<td></td>
</tr>
<tr>
<td>A Fine Fire (Rockin' Girl—EMI)</td>
<td>80</td>
<td></td>
</tr>
<tr>
<td>Against All Odds (Hit and Run)</td>
<td>81</td>
<td></td>
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<tr>
<td>Ain't Nothin' but a Heartache</td>
<td>82</td>
<td></td>
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<tr>
<td>Albatross (Snow/EMI)</td>
<td>83</td>
<td></td>
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<tr>
<td>Almost Paradise (Ensign—EMI)</td>
<td>84</td>
<td></td>
</tr>
<tr>
<td>Authority Song (RCA—ASCAP)</td>
<td>85</td>
<td></td>
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<tr>
<td>Automatic (Music Corp of America/America—BMI/EMI/MCA-52367)</td>
<td>86</td>
<td></td>
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<tr>
<td>Believing (Hootie &amp; the Blowfish—ASCAP)</td>
<td>87</td>
<td></td>
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<tr>
<td>Borderline (Liko—EMI)</td>
<td>88</td>
<td></td>
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<td></td>
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<td>Breakin' My Heart (Do You Know)</td>
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<tr>
<td>Breakin' Out of Prison</td>
<td>OZZIE ANSON</td>
<td>(MCA 350-0402)</td>
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<tr>
<td>Brother Can You Spare a Dime</td>
<td>91</td>
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**Songs with ASCAP**

- "Bad Boys (In the Shelter of One Another)"
- "Almost Paradise (Ensign—EMI)
- "Authority Song (RCA—ASCAP)
- "Automatic (Music Corp of America/America—BMI/EMI/MCA-52367)"
- "Believing (Hootie & the Blowfish—ASCAP)
- "Boys Do Break Down (Atlantic—ASCAP)"
- "Breakin' My Heart (Do You Know)
- "Breakin' Out of Prison"
RCA And Pepsi Cola Plan Multi-Million Dollar Project

NEW YORK — RCA Records and Pepsi-Cola USA have announced plans for a multi-million dollar promotion involving nine of the company's major artists and Pepsi's Mountain Dew soft drink. The campaign, slated to run from June through September, will include support from record retailers, supermarketers, convenience stores and radio. The RCA titles included in the promotion are: Alabama's "Rodeo," Elton John's "Your Song," Sonny & Cher's "I Got You Babe," Dolly Parton's "The Great Pretender," Eurythmics' "Touch," Mr. Mister's "I Wear the Face," the soul (10+) track to Rick Springfield's motion picture debut Hard To Hold, Pointer Sisters' "Break Out," Evelyn King's "Face to Face," and Nona Hendryx's "The Art of Defense." The promotion was jointly conceived and developed by RCA's director, marketing, Michael Omansky and John Breur, director, marketing, Pepsi-Cola USA. The program works as follows: Mountain Dew point-of-purchase material will be placed at the retailer sections of participating supermarkets and convenience stores and on soda machines in certain markets. Two empty Mountain Dew cans entitle the consumer to a discount, determined by each local bottler of $2 or $3 off a participating dealer's regular price on any record retail or in the promotion.

Pepsi and RCA expect an extremely high participation rate from both independently and company-owned bottlers and record stores. Over 70 bottler cities are already committed to the program. Participating record retailers include Musicland, Record Bar, Camelot and Loricce Pizza.

"We are delighted to be working with a (continued on page 27)

College Radio Cultivates Labels’ Commercial Success

by Peter Holden

LOS ANGELES — College radio stations have historically been avenues for interested students to gain working knowledge of record labels' greater awareness of the importance of these stations and their audiences, college radio has become a full-scale testing ground for all new music. In many cases, if a label has success with a new group on many college outlets, it is almost able to predict that group's success at the more commercial levels of AOR or CHR radio.

CBS Records has an extensive college promotions department for 10 years and Barry Levine, the department's head, noted the Psychedelic Furs as one band which made this important market jump. "Take an artist like the Furs; When their first few records came out, we tried to establish a base for them in the college marketplace, not only on college radio, but in the student press and with heavy emphasis on college retail. And though these sophisticated computerized methods of promotion have become almost as much as the success of the Clash and the Psychedelic Furs are proof of bands that went straight first on college radio with commercial radio joining long afterward."

"I was the director of college promotion John Sigler noted, "College radio is very important in developing new bands because they are interested in playing bands that sound good from listening to them rather than a band that has had consultants say that it's O.K. to play. They rely on their ears, and over all, these stations are ready to play new bands right off the bat."

University of San Francisco radio station (KUSF) program director Lisa Austin agrees with the perception of college radio's role as gatekeeper. "We're working harder and harder to be at the forefront of new music, but much of that new music is now playing on Top 40. Still, we not only try to play something first, but we also play cuts off of popular albums (continued on page 14)

Video Post-Production: Keeping Pace With The Competition

by Gregory Dobrin

LOS ANGELES — With the boom in video distribution, Hollywood has fast become a video town, and the entertainment industry is increasingly concerned with the medium. Television has of course been a mainstay of Hollywood for many years now, and the video post-production facilities it requires are nothing new. But the last few years have proven video to be a wave of the future, if not the wave of the future, and in order to keep up with the demand for up-to-the-minute, state-of-the-art video production space, independent production and post-production houses have sprung up seemingly out of nowhere.

There are several stages in the production of videotaped projects, each with its own space and equipment requirements, but none so important to the quality of the final product as post-production. This last and crucial stage has become the technological focal point of the industry. Whatever may go slightly wrong in the filming or taping, "we'll fix it in post" echoes through the depths of each cavernous soundstage. Video is a fast evolving technology. Each new month brings changes in that evolution. In order to keep abreast of those changes, companies involved in the various stages of video production have to be flexible, aware and on the lookout at the latest trends. But a part of the pace at which these changes in this growing industry, the competition has increased, and producers of everything from television programs to music videos are now able to pick and choose from a host of facilities, most of which are more than outfitted to suit their needs.

Of the various outstanding post-production houses in Hollywood, Cash Box (continued on page 12)

Summer Dates Set For Springsteen Shows

NEW YORK — The first 12 shows of Bruce Springsteen's summer tour have been scheduled, including two-show stops in Cleveland, Chicago and Detroit.

The tour, set to coincide with the release of Springsteen's new album "Born in the U.S.A." (due June 4) kicks off June 29 in St. Paul. Subsequent sites and dates (in July) include: Cincinnati (5); Cleveland (8, 9); East Troy, Wisconsin (12); Chicago (15, 17); Montreal (21); Toronto (24); Saratoga Springs, NY (27); and Detroit (30, 31).

Welk Music: Contemporary Publisher Welcomes High Technology Future

by David Adelson

LOS ANGELES — The name Lawrence Welk is likely to conjure up images of bubble machines, an accordion or a multi-piece orchestra. However to those familiar with the bandleader's publishing "empire," what comes to mind are images of multi-dimensional, state-of-the-art computer systems and recording studios equipped with the most up-to-date synthesizer and recording technology. The Welk Music Group has emerged in the 1980s as one of the world's leading music publishers, boasting some of the most sophisticated computerized methods of promoting its catalog as well as employing a full staff of writers that ensure that the group will indeed remain a publishing force well into the future.

The Welk Music Group has been in the publishing business for 25 years and has acquired a catalog of over 25,000 titles through its acquisition of over 80 publish- ing companies. In addition the company places emphasis on developing copyrights from within by keeping a diverse staff of writers situated in various parts of the country. The driving force behind the publishing company is Dean Kay, who has songwriting whose credits include "That's Life" which reached the top of the charts in 1966. With Kay at the helm, the company recently studied the cross over from exclusively acquiring catalogs to writing and promoting its own product. The executive vice president and general manager feels that by keeping a new flow of hits the company's back catalog will also benefit. Moving the Welk home office from San Trocia, California, one is immediately faced with a spectacular view of the (continued on page 9)

DOLBY HONORED — Capitol execs beam as recording artist Thomas Dolby receives a glass etching of the earth in honor of his current tour and latest Capitol LP "The Flat Earth." The award was presented to Dolby during "Hyperactive Night — A Thomas Dolby Video Dance Party" recently hosted at the Palace in Los Angeles by Capitol in conjunction with KROQ. Pictured (left to right) are vice president marketing/promotion: Don Zimmermann, chief operating officer; Dolby; Ray Tusken, v.p. & A.R. rock division; Bill Bartlett, manager, national AOR promotion and Andy Ferguson, Dolby's manager.
Anger, Losk Named Senior Vice Presidents At PolyGram

LOS ANGELES — Harry Anger has been named senior vice president, marketing and Harry Losk has been named senior vice president, marketing, Compact Disc Division, PolyGram Records. Losk was named in the new position at PolyGram, Anger will run the entire marketing arm of the company, overseeing creative, publicity, production and catalog exploitation as well as marketing. According to Hensler, Anger and Losk have been part of the PolyGram family for six years and in that time he proved himself to be a talented and creative marketing man. He has an impressive track record and we feel his contribution to PolyGram in his new position will be of great importance to the company.

Losk has been with PolyGram for nine years and was formerly senior vice president, marketing for the last three years. He has also served as vice president, sales at Mercury-Phonogram. Hensler noted, "Harry Losk's credentials for the position are unparalleled. Not only does he have thorough knowledge of the music marketplace but he is also well-versed in the soft and hardware of CDs. Emil Pinetone, Losk's predecessor, was vice president, sales and the label added, "with Harry Losk heading up the marketing of CDs, I feel fully confident that PolyGram will continue as one of the prime movers in the field.

Record Labels Awarded Damages On Copyright Infringement Case

NEW YORK — A jury in Greensboro, N.C. awarded $1,975,000 in damages to five record companies in a case of copyright infringement of sound recordings. May 9. The case, involving RSO Records, MCA, Warner Bros., Epic Records, and Curb Enterprises, was brought by interests of Sammy Greenwich, teeter chairman of the board and the late Dean Morrissey, president of Columbia Records. The suit was brought against nine companies, including Capitol Records, CBS Inc., and RCA Corporation.

The case stems from an FPI undercover operation, "Mod Sound," that resulted in police raids at Dean Morrissey's home on December 6, 1979, that netted tape duplicating equipment, labels, counterfeit tapes, and other paraphernalia relating to the pirating of recordings by Elvis Presley, Barbra Streisand, Natalie Cole and others.

The plaintiffs' case consisted solely of the testimony of FPI Special Agents involved in the undercover operation, which the 6-member jury found sufficient evidence on which to award the plaintiffs $25,000 per infringement.

MPA To Hold Annual Convention

LOS ANGELES — The Music Publishers Association is slated to hold its annual convention at the Warwick Hotel in New York City June 19 and 20. The agenda of the convention, which is held in conjunction with the annual copyright convention, will feature a number of keynotes, with MPA president Stuart Pope presiding. Speakers David Ladd, Leonard Feist, Alan Schulman and ASCAP president Hal David are scheduled to join Pope on the dais.

'Buckaroo' Goes to the Bank

New York — 'Buckaroo,' the newest addition to the Warner Bros. Records catalog has been sold to the bank. The album by straight-country singer Larry Gatlin was released April 12, 1983, and the songs were written by one of the country's most prolific songwriters, Dan Seals.

NARM Lowers Some Membership Dues

LOS ANGELES — NARM's Board of Directors has voted to lower membership dues for smaller companies. In the regular membership category retailers, rack jobbers, independent distributors and one-stops will now pay $200 a year for companies reporting up to $1 million in volume. Dues for associate members reporting up to $1 million in volume are now $500, down from $600.

The new dues subcategories should allow smaller labels and distributors to join NARM.

T-I-C-K-E-R-T-A-P-E

NEW YORK — The National Association of Broadcasters will conduct a seminar on TV broadcast acquisitions June 26, at NY's Sheraton Centre. Call its Washington office (202) 293-5110 for registration info. . . . The Songwriter's Hall of Fame, which has been virtually homeless since being removed from its Times Square location, will open a new home at 27 W. 42nd Street. . . . The Pioneers in the recording industry will be inducted into the Country Music Hall of Fame in Nashville June 13. . . . The Country Music Foundation will hold its annual meeting and awards dinner at the Country Music Hall of Fame on June 12.

Sill Named Senior VP

TEMPE, Ariz. — It's official! Gregg Sill is now Senior Vice President and General Manager of the Warner Bros. Records Western Division, effective immediately. . . . Sill will be based in Los Angeles and will oversee the company's West Coast operations, including the Los Angeles, Nashville and San Francisco offices. . . . Sill joined Warner Bros. Records in 1977 and has held numerous positions within the company, including Vice President of A&R, Senior Vice President of Catalog, and Vice President of Marketing. . . . Sill will report directly to President and Chief Executive Officer, Lyric Leftwich.

Changes At WB, Nashville

The Nashville Division/Warner Bros. Records, has undergone a major restructuring, following the departure of Ken Seiner, President, last year. The division has been reorganized into two separate divisions: the New Business/Artist Development division, headed by Jon Lajoie, and the Recording division, headed by Michael Curb. The new organizational structure will allow the company to focus on the growth of both new and established artists. . . . The new business/artist development division will be responsible for the overall strategy and direction of the company, including the acquisition and development of new artists and new business opportunities. . . . The recording division will be responsible for the day-to-day operation of the company, including the production and recording of new albums. . . . The division will continue to be headquartered in Nashville, and will be overseen by Michael Curb, who has been promoted to Senior Vice President and General Manager of the division. . . . The restructuring of the division will allow Warner Bros. Records to focus on the growth of both new and established artists, as well as the development of new business opportunities.
PRIVATE DANCER — Tina Turner — Capitol-ST-12330 — Producers: various — List: 8.98 — Bar Coded
Tina Turner makes a spectacular return to vinyl with this outstanding new LP, Private Dancer. This is an album listeners will absorb tune to tune, each cut imbued with an identity unique to the "Queen of Rock 'N' Roll" herself. With flaring vocals and gut-level intensity, Turner covers such diverse classics as Bowie's "1984" and John Green's "Let's Stay Together." With the phenomenal chart action of "Let's Stay Together" and the single "What's Love Got To Do With It," Private Dancer should prove to be Turner's strongest LP ever.

Any guitarist that chooses to put a Jimi Hendrix cover tune on vinyl must be confident of his abilities and Stevie Ray Vaughan has plenty of reason for that confidence, as evidenced on this second solo LP. The varied selection of blues based cuts range from the old Jimmy Reed standard "Pin Pan Alley" to Hendrix's "Voodoo Chile." Vaughan displays his own composing abilities on four of the cuts adding his own guitar to the entire disc. Don't categorize this one as straight blues and expect some strong AOR nods.

BANANARAMA — Bananarama — London-820-036-1 R-1 — Producers: Tony Swain, Steve Jolly — List: 8.98 — Bar Coded
Bananarama, Britain's girl group with a direct line to the dance floor, is back, back with an LP of dancings for PolyGram's London label. If the gentle tambourine motion of these tunes doesn't have the most earth bound listener launching some footwork, the smoothly meshed harmonies of cuts such as "Rough Justice," and the already popular "Bob De Niro's Waiting," will have them humming. Plenty here for new wave music stations, not to mention dance club DJs.

SIXTEEN CANDLES — Original Motion Picture Soundtrack — MCA 36012 — Producers: Various — List: 5.98 — Bar Coded
This five-song soundtrack LP includes top acts like the Stray Cats, Patti Smith and the Thompson Twins. The Stray Cats perform the title cut "Sixteen Candles," a rave-up rhythm and blues number which recalls the Eagles at their rocking best, and side two's title track also proves that Stephenson has that elusive knack for the pop hook that makes this LP a real winner.

GOING FOR BROKE — Eddy Grant — Portrait FR 39261 — Producer: Eddy Grant — List: 8.98 — Bar Coded
Coming off the huge success of "Electric Avenue," veteran reggae-funk-rocker Eddy Grant delivers a well-honed package of danceable pop cuts that cut off with his latest hit, the title track from the film Romancing The Stone. The rest of "Going For Broke" achieves less CHIR appeal but is ultimately more satisfying with tracks like "Political Bassa-Bassa" and "Only Heaven Knows" showing Grant's talents with their alternately gritty and upbeat moods.

"Righteous Anger" features the powerhouse single "Modern Day Delilah" which is rocketing up Cash Box's singles chart at #34 with a bullet, and that cut's slick vocals and solid musical backing character this disc's highlights. "Don't Do It" is a a r&b number which recalls the Eagles at their rocking best, and side two's title track also proves that Stephenson has that elusive knack for the pop hook that makes this LP a real winner.

THRILL ON THE HILL — Z.Z. Hill — Rare Bullet RB-LP 2001 — Producer: Jerry Williams, Jr. — List: 6.98
Just good old straight ahead blues from the late Z.Z. Hill complete with passionate vocals and lyrics. Hill gets a solid backing including a tight horn section and background vocals on "Hold Back." A solid bass line and a stirring guitar solo are the backbone of "Early in the Morning." The first cut, "I Think I'd Do It," starts with a funny groove, while Hill masterfully vocalizes with slick fluidity and feeling. A bit of choice vinyl for blues lovers everywhere.

DISTORTION — Game Theory — Rational RGP 4005A — Producer: Michael Quercio — List: 5.98
Game Theory comes up with a winning collection of melodic, high energy, techno-pop tunes. Scott Miller's achievements on this album are impressive as he plays guitar and lead and background vocals. Particularly noteworthy is "Shark Pretty," the lead song on the album which exhibits a raw guitar sound, a pounding beat and stark vocals. A good bet for AOR and new music playlists.

GENESIS (Atlantic 7-98656) Taking It All Too Hard (3:54) (Pun Music — Warner Bros. Music/ASCAP) (Genesis) (Producers: Genesis with Hugh Padgham) The latest 45 from Genesis is a classic bit of Phil Collins' songwriting which features an especially melodic and upbeat chorus. While this is not the experimental Genesis of old, the same carefully woven musicianship is evident throughout the cut, and Collins' versatile vocals help make this song another potential mega-hit for these British veterans.

Kool & The Gang (De-Lite 831) Straight Ahead (3:32) (Delightful Music/BMI) (Bell-Taylor-Kool & The Gang) (Producers: Ronald Bell — Jim Bonfroend — Kool & The Gang) "Straight Ahead" is the fourth single taken from Kool & The Gang's "In The Heart" LP, and it proves that these veteran dance-funksters just can't seem to write a bad song! Playing off of a tight horn section and the Gang's smooth backing vocals, "Straight Aheads" positive lyric and magnetic beat should provide this classic group another certified hit single.

ORION THE HUNTER (Portrait-37-04483) So You Ran (3:47) (Papier Mache Music — ASCAP) (B. Goudreau, F. Migliociolo) (Producer: Barry Goudreau) Ex-bassist/vocalist Barry Goudreau brings his unique style of high flying vocals to this first single from the Orion The Hunter LP on Portrait, "So You Ran," is highlighted by hammering percussion and climbing guitar riffs which charge this cut with slick brute force. Swirling harmonies blend the first class rock vocals of Goudreau and backups into a soaring wall of sound. A prime single for AOR stations, and "So You Ran" should please Boston and hard rock fans easily.

INGRAM (Mirage 7-99747) When You're Hot You're Hot (3:33) (Sloopus Music — Family Productions — Green Mirage Music — BMI) (John Ingram) (Producers: Family Productions) Mainline city funk is featured on this single, as the Ingram clan put forth its own brand of high energy dance music. Sirens spice up a thoroughly rhythmic vocal track which keeps this tune moving as does the bottom solid bass line. This promising cut from the Ingram family's Mirage Records LP "Night Stakers" is a sure bet for B/C playlists with its pulsating beat, and thumping electronic sound. Dance clubs will also find "When You're Hot You're Hot" to be a welcome addition to their summer list of favorite spins.

KOOK-POP (Motown-1733MF) Baby Sister (3:40) (Jobete Music Co., Inc. & KoKo-Pop Publishing — ASCAP) (E. O'Neal, R. Philmore) (Producer: Chris Powell) With this debut single for Motown, KoKo-Pop gives its monster funk backspin test. Mesmeric lead vocals churn up the heavy tempos of this thoroughly danceable cut which is taken from KoKo-Pop's self-titled Motown album debut. There is distinct glide motion to this tune, a streetcorner electronic boogie that will put foot action into the most jaded listener. A hot one for the B/C's, "Baby Sister" is a "must play" for the clubs this summer.
OLYMPIAN ART — Even though Romero Void’s lead vocalist Deborah Hyatt won’t be suiting up for the 1984 Summer Games, she will be representing the U.S. in the Los Angeles Arts Festival. Hyatt will be featured in a video-art piece called “Prone in Paradise” which will premiere at the festival on June 29. Collaborating with contemporary artist Lynn Hershman for the video and Dan Newson for the music and lyrics, Hyatt will tell a story of a woman who possesses everything yet cannot leave her home to experience the world. The video, which is sponsored by the Santa Barbara Museum of Art, is part of a larger presentation which will include live performances and a panel discussion on music.

This is the Rank & File — With its second LP “Long Gone Dead” on the streets (and in the stores) and a summer tour starting now, Rank & File is ready for the country. While its first disc “Sundown” gained stacks of accolades from critics and venture-some consumers alike, the group still did not achieve financial success...In fact, after touring for the LP, Chip Kinman (Prince of the nucleus with Tony) notes that he and Tony had to “rent a tiny room and sit at each other for eight weeks” while plans were being made to record the latest album. Recorded with Tom Petty’s drummer Stan Lynch, “Long Gone Dead” has gained the same attention as the past two discs, this time in a more mass-media oriented format. The album, along with a tour, will allow the group to start making some money.

Jazz Choir Swings on Thursday — Starting with its debut last Thursday (May 24), the L.A. Jazz Choir will be featured at the Palace every Thursday night for the next four months. The choir is an 18-voice ensemble backed by a top-notch rhythm section which performs traditional jazz harmonies while dipping liberally into swing and big band era jazz. The group has appeared from coast to coast at numerous festivals and is quite an exciting and talented ensemble. The shows will take place every Thursday indefinitely.

This Just In...— A video of Jan & Dean’s classic hit “The Little Old Lady From Pasadena” is set to begin shooting soon in order to coincide with the 20-year anniversary of the release of “Dead Man on the Roof” on July 1. The big question is where to get the leading lady? Pasadena, of course, and Dr. Don Alfaldi — the pen behind the ditty — selected one little old lady from several hundred that showed up at the audition held at the Huntington Sheraton in Pasadena on May 30. The video should hit the screens July 1.

Knitting Up Some Fun — Though it may seem an unusual conglomeration, members of X and the Blasters (and friends) have been performing acoustic versions of a wide variety of material—from “Poor Little Critter In The Road” by BlueBell to Silver Wings” by Merle Haggard. The bottom line is not bucks, it’s fun. Their name is the Knitters, and the group is playing assorted dates around town, last late nighter at the Roxy. They’re back again for John Prine’s 10th annual Birdfes on June 19 and the fans are ready. The group is6.

Marley on the Billboard — A cover of this month’s Reggae & American Beat report music’s spiritual guiding light, Bob Marley. Though it has been three years since Marley’s death, his presence is still felt in substance and feeling, the evidence of which is in a remix of Marley’s “One Love” which is set for June 19 release. The song is already steady in the British Top 10. The June Beat is beautifully done and definitely worth an investment.

B.B. Plays the Long Beach Blues — The fifth annual Long Beach Blues Festival, sponsored by KLOK/FM 88 in Long Beach, recently added B.B. King to its list of performers. The two-day event which will be held at Cal State University, Long Beach on September 15 and 16, will also include performers Elvis Bishop, John Seals and Pee Wee Crayton among many others. The festival is traditionally a pleasant end of summer gathering which showcases some of the country’s finest blues artists.

Short Cuts — Former Traffic member and solo artist Jim Capaldi is finishing up tracks for his upcoming Atlantic Records release, and the LP will include Carlos Santana on guitar along with Santana band members Orestes Vilato on percussion and Tom Coster on keyboards. Here’s an interesting combo: Wendy O. Williams of Plasmatics fame and kiss’ bass-player Gene Simmons are teaming up on William’s first solo disc. The LP will be called “Wow” — what else — and also features some guitar work from Kiss guitarist Ace Frehley. Shana Na Na guitarist and founding member Dan Cole has been in session with the former keyboardist while appearing in music business clients...Steve Ray Vaughan will be at the Palladium June 16 and R.E.M. will be at the venue on June 22.

Vargas Forms Crossover Mktn.

Los Angeles — Sammy Vargas, former east coast promotion manager at MCA Records, has formed Crossover Marketing and Promotions. Crossover will handle the promotion of Latin recording artists in America and U.S. artists in Latin countries. Other responsibilities of the company will include video promotion, marketing and tour coordination.

New Faces to Watch

They have been together since they were teenagers, and if you ask them where they got started, they’ll tell you: in musical competition. For Peter and Ina Wolf, Morocco Record’s married recording act, life has meant music and doing things together, which is what they do so. “There is a constant exchange,” said Ina. The exchange began in 1974 at a festival called the Birds of the Night in their native Austria. “It was kind of a weird battle of the bands,” explained Peter, who has played for big-name groups as Jefferson Starship, Pablo Cruise and Frank Zappa. “It was officially a amateur showcase, but we were unexpectedly in a big battle. We lost, but also we had a band that was an opening act for some big-name European bands. We had done a lot of touring, and we had already a growing name. When this little battle of the bands came along we really went after it. We looked for work and money. So we went, hard by an amateur group, and Ina was there and she had already her first album out! And there we were, battling them. But we were all these kids, and the thing was so amamursh it was ridiculous.” “They won, and I got in second,” added Ina.

Both Peter and Ina were well entrenched in their separate successful musical lives when the group was decided to start playing together. In fact they had been living with each other for over five years and married on the first thought even occurred to them. “A producer of a project that I was working on here in L.A. came up to me after a session and said “Do you love your wife? Then why don’t you work with her?” She was a musician. I had written some music, too. We came from such different musical situations we just never thought of it.”

Though both Ina and Peter were formally educated in classical music, Peter branched off into jazz and blues in his mid-teens, moving from there into rock, while Ina, who had originally studied voice in Vienna, branched back into recording pop albums. Each had met with substantial success, Peter having recorded an instrumental jazz solo albums in Europe, and Ina having developed a good name as a European pop chanteuse. They decided to give cooperation a try, and Ina had just left Frank Zappa’s band, and I was desperately trying to get a new group off the ground. It was one of those “star” type bands, composed of veterans of some big-name groups. We just couldn’t get things moving. It just wasn’t going anywhere. It was so hard to keep all those guys together. One evening Ina and I just decided, “Let’s work together. We live together. We’re both very dedicated and we’re really good at what we do.”

In 1982 the couple came out with its first vinyl as a duo, released the single “Lydon Only in Austria, Germany and Switzerland. The first LP proved little more than a learning experience. It did give them a greater sense of their combined musical goals, furthering the sound which they refer to as “bohemian pop.”

“I come from an essentially bohemian background,” said Peter. “I write the music for Ina’s lyrics. But the label “Bohemian Pop” is international. It means that people ask us what our music is because we can’t really give an answer.

With a video in the works for their single and enthusiastic response to the new LP, Wolf & Wolf’s dedication speaks for itself.
EAST COASTINGS

IT'S COMING, IT'S COMING, IT REALLY IS! — The first date has been set! The backup musicians have been chosen! The top secret stage has been built! Wow! Is it a bird? Is it a plane? No! It's the Jacksons! Or is it June 29th in St. Paul, Minnesota? Springsteen may enjoy the most successful swing of his career as the single "Dancing in the Dark" continues to rocket up the charts. So far, Bruce has dates in Ohio, Wisconsin, Illinois, Michigan, New York (Saratoga) and Canada. More on these stories as details come in.

FOREIGNER FOR RUNNERS — Atlantic recording group Foreigner has recorded a new song, entitled "Street Thunder," which will serve as the official theme for the 1984 Atlantic Games in Los Angeles. It will be included on a forthcoming Columbia Records album, "The Official Music of the XXIII Olympiad," containing performances by a variety of contemporary artists. "Street Thunder" has been written by Foreigner's Andy Fantasio and Michael previously teamed on "Shake Your Body (Down To The Ground)." Jackie Jackson wrote an earlier Jackson hit, "Can You Feel It," which is a Columbia Records and the video. The "Street Thunder" album should be out shortly after the June 22 tour premiere.

BRUCE SPRINGS TO SUMMER — Bruce Springsteen kicks off his tour June 29 in St. Paul, Minnesota. Springsteen may enjoy the most successful swing of his career as the single "Dancing in the Dark" continues to rocket up the charts. So far, Bruce has dates in Ohio, Wisconsin, Illinois, Michigan, New York (Saratoga) and Canada. More on these stories as details come in.

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TERAREAL AUDIO VISUAL — Upcoming new on MTV include Tracey Ullman's "Breakaway," June 3, John Waite's "Missing You," June 6, and Peter Wolf's "Lights Out," June 12. MTV will also telecast "Twisted Sister," a conceptual/concert presentation on Saturday, July 7, 10-11 p.m. (EST). The special, spotlighting the Atlantic Group Twisted Sister, will feature specialized graphics and animation and will include both live and conceptual material. The program is the first of 10 shows similar in style, produced by Mickey Shapiro and directed by Marty Callner, that MTV will broadcast during 1984 and '85.

ROCK INTERPRETATIONS — A&M's anthology tribute album to jazz great Thelonious Monk, recorded at Media Sound Studios should be in stores by the first week of June. The album features Donald Fagen, Peter Frampton, Joe Jackson, Todd Rundgren and NRBO, among others.

GARY BONDS HIMSELF TO WORK — Gary U.S. Bonds returned to the news a few years ago when Bruce Springsteen and Little Steven (Van Zandt) produced an album for him. Now Springsteen's on tour, Little Steven's new album "Voice of America" is out and Bonds is back in the studio. Bonds is producing eight of the nine nonts, says Van Zandt, "It was our honor to work with Gary and give him our creative input at the time. But Gary's always a songwriter and producer. He had a lot of ideas that he'd been working on for years." Little Steven produced the other cut on the album.

THE SCHEDULE — Scopitone at Madison Square Garden, June 7, with Ron Jovi ... Kate and Anna McGarrigle, Janis Ian, Marcia Murdau and Suzanne Vega in "Mixed Bag, Volume II," June 16 at the Beacon. (Vol. I included David Crosby, Roger McGuinn, John Sebastian and Rick Roberts.) ... Judas Priest, the Garden, June 18.

DESERVES TO BE — A RECORD DEPT. — The score to "Night Club Confi-
dem," playing at the Bay Center in San Francisco. In just one case it doesn't get to be, check it out. The score sends up the cabaret scene of the '50s, but anyone who's ever worked a club (or hated one) will enjoy the close harmony of the vocal arrangements and the knowing, yet affectionate, bite the shows book.

DESERVES TO BE — A HIT DEPT. — While you're at it, check out the new album for ex-Kansas guitarist Kerry Livgren and vocalist Warren Ham, "Time Line." Ham is a guest guitarist on the Haim's a guest guitarist on the Haim's "Take This House and Burn It," with Paul Winter and Kansas. Returning with Livgren has resulted in well-crafted, accessible rock disc that provides a good vehicle for his seasoned voice and Livgren's agile guitar, keyboard and production work. Should be a monster.

GARY SHOOT IN THE PARK Rock 'n roll pioneer Gary U.S. Bonds recently shot his video "Standing in the Line of Fire," in New York's Central Park and attracted a crowd of 5,000 in the process. Many of the fans responded to his new call for a video by MTV, WNEW-FM and Z100. Pictured here are ([r) director Fred Lincoln, Bonds and model Leilani Onasch.

Cash Box Clip

Frankie Beverly And Maze

by Skip Harris

In the recording industry, where change is often constant and unsettling few genres can surpass the accomplishments of Maze, which over the past several years has combined exceptional talent and consistent productivity while producing good music. The results have been quite rewarding, leaving a trail of solid gold albums for the group. Behind much of the a-mazing success is Frankie Beverly, lead singer, writer, arranger and producer of Maze. In the '70s Beverly, a native Philadelphian, along with percussionist Ron Tyson and Motown keyboardist Sam Porter left Philadelphia for the comforts of San Francisco they perfected their unique sound of R&B and funk by meshing the instrumental jazz-oriented sound with their home-grown Philly vocal arrangements. The sound worked and they were signed to Capitol Records in 1970. Their first album, "Maze Featuring Frankie Beverly" proved to the music industry

WELK MUSIC GROUP: HIGH TECH FUTURE

(continued on page 5)

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WELK MUSIC GROUP: HIGH TECH FUTURE

(continued on page 5)

The ocean. Welk had the building built and owned, and the two adjacent solar power structures as well. Sitting just above Santa Monica Beach, the property is ranked as some of the most valuable in the city. Today Welk Music is still in business, owned by Guy Welk, his wife, Kay, and their sons. Computer terminals, word processors and microfilm projectors abound. According to Kay, "the systems are so sophisticated it is very difficult to miss anything." Jeff Kersley is the data processing manager responsible for developing and the maintenance and revision of the company's computer system. Kersley wrote and retooled all the programs that track and record titles by various categories including artist, writer, title, record company and even format. The computer is housed in a temperature-controlled room with an elaborate malfunction alert system that will automatically summon Kersley at home and alert him to the nature of a problem. Kay sees the computer as more than just a bookkeeping device. "Our system utilizes the computer as a promotion tool," Kay stated. "It is used to generate money, not just count it and deliver it." Kay felt that generating and promoting copyright was one of the most valuable functions of the elaborate system.

Welk himself oversees the entire operation, though his business interests go far beyond publishing. Telekew Productions

that they were here to stay by reaching gold status in seven months and yielding two hit R&B singles and a disco smash. The second LP, "Golden Time of Day" was certified gold only two months after its release. However, the most significant aspect of the album was that there was an increase in audience awareness of Maze due in part to their entry into the Top 30 pop charts. "Inspiration" in 1979, its third LP, continued the upward trend by hitting gold in six weeks, landing high on the pop and R&B charts. Having successive hit albums under their belts, the fourth album "Joy and Pain" released in July 1980, had two hit singles "Southern Girls" and "Look In Your Eyes," which also went gold. In November 1980, the live double LP, "Live In New Orleans", which Beverly says really showed the character of the group, soared high on the pop charts while rocketing to number three on the R&B charts and once again the group had another gold LP, if fifth. Maze's latest release, "We Are One," is being talked

(continued on page 27)

Cash Box/June 9, 1984

MILES STILL SMILES — Columbia's NY staff was out in full force at the recent NY party celebrating the upcoming release of Miles Davis' "The Decay." Pictured here are (l-r) Vernon Slaughter, vice president, black music/jazz promotion; Ray Anderson, promotion director for Rap; Al Teller, senior writer; Mike Davis; Dr. George Butler, vice president, jazz and progressive music; Cicely Tyson (Mrs. Davis); and Doug Wilkins, director, jazz and progressive promotion.
**TOP 15 MUSIC VIDEOS**

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<thead>
<tr>
<th>Song</th>
<th>Weeks On 6/2 Chart</th>
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<tbody>
<tr>
<td>&quot;Let's Hear It For The Boy&quot;</td>
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<tr>
<td>&quot;Legs&quot; (ZZ Top)</td>
<td>3 3</td>
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<td>&quot;Eyes Without A Face&quot;</td>
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<td>&quot;Heart Of Rock 'N' Roll&quot;</td>
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<td>&quot;Who's That Girl&quot;</td>
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<td>&quot;Time After Time&quot;</td>
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<td>&quot;Dancing In The Sheets&quot;</td>
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**TOP 15 MIDLINES**

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<td>&quot;The Pretenders&quot;</td>
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<td>&quot;The Doors&quot;</td>
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<td>&quot;Rock 'N Roll, Vol. I&quot;</td>
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<tr>
<td>&quot;Rock 'N Roll, Vol. II&quot;</td>
<td>— 14 15</td>
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**REGIONAL ALBUM ANALYSIS**

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

**NATIONAL BREAKOUTS**

1. Breakin' 8. Slade
2. Laura Branigan 9. Deniece Williams
4. Ratt 11. Talk Talk
5. Madonna 12. Indiana Jones
7. Psychedelic Furs 14. Roger
15. Run D.M.C.

**NORTHEAST**

1. Laura Branigan
2. Breakin'
3. Madonna
4. Chicago
5. Slade
6. Wang Chung
7. Ratt
8. Psychedelic Furs
9. Run D.M.C.
10. Human League

**SOUTHEAST**

1. Breakin'
2. Madonna
3. Laura Branigan
4. Ratt
5. Chicago
6. Run D.M.C.
7. Psychedelic Furs
8. O'Bryan
9. Roger
10. Ultravox

**BALTIMORE/WASHINGTON**

1. Chicago
2. Laura Branigan
3. Breakin'
4. Madonna
5. Ratt
6. Psychedelic Furs
7. Talk Talk
8. O'Bryan
9. Roger
10. Deniece Williams

**WEST**

1. Wang Chung
2. Psychedelic Furs
3. Breakin'
4. Madonna
5. Laura Branigan
6. Talk Talk
7. Human League
8. Chicago
9. Julio Iglesias
10. Ultravox

**MIDWEST**

1. Chicago
2. Breakin'
3. Indiana Jones
4. Slade
5. Wang Chung
6. Julio Iglesias
7. Laura Branigan
8. Psychedelic Furs
9. Deniece Williams
10. Ratt

**NORTH CENTRAL**

1. Slade
2. Chicago
3. Madonna
4. Ratt
5. Julio Iglesias
6. Breakin'
7. Laura Branigan
8. Wang Chung
9. Psychedelic Furs
10. Talk Talk

**DENVER/PHOENIX**

1. Ratt
2. Laura Branigan
3. Chicago
4. Wang Chung
5. Inxs
6. Breakin'
7. Madonna
8. Slade
9. Julio Iglesias
10. Psychedelic Furs

**SOUTH CENTRAL**

1. Breakin'
2. Chicago
3. Julio Iglesias
4. Talk Talk
5. Run D.M.C.
6. Roger
7. Deniece Williams
8. Human League
9. Madonna
10. Laura Branigan
**MERCHANDISING**

<table>
<thead>
<tr>
<th>TOP30</th>
<th>12” SINGLES</th>
<th>WHAT’S IN-STORE</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 SOMEONE ELSE’S</td>
<td><strong>GUY</strong>/6:25</td>
<td><strong>AGGRESSIVE CAMPAIGN</strong> – &quot;The most ambitious promotional campaign ever created in its seventh-year” by WEA’s Black Music Marketing Department will be launched this June” according to its national director, Earl Slayes. This campaign,&quot; said Slayes, &quot;will emphasize the loyalty of the black music record buyer and to the Black Music Association for its many contributions to the industry and, in particular, for establishing ‘Black Music Month’ as an important and permanent annual event in the record industry of WEA and our labels to marketing Black Music,&quot; continued Slayes, &quot;is not a one-shot or seasonal concern of WEA, but applies to reaching the largest audience every month of the year. This campaign has been designed to draw upon the strengths of WEA and the retail base behind WEA’s continuing theme, ‘The Heritage of Black Music’&quot;.</td>
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<td>2 BORDERNINE</td>
<td><strong>STREETS</strong></td>
<td><strong>MERCHANDISING</strong></td>
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<td>3 WANT</td>
<td><strong>CASH</strong> and <strong>STEEL</strong></td>
<td><strong>MORE MUSIC FOR YOUR EYES.</strong></td>
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</table>

**12” REVIEWS**

**PSYCHODRAMA (Personal Records 49006)**

I’m Not Your Doorman (6:49) (Glaser-Bastianelli-Uzzo) (Personal Music/ASCAP) (Producers: Tommy Uzzo-John Bastianelli-Randy Glaser)

**DAN HARTMAN (MCA-23502)**

I Can Dream About Your (7:31) (Hartman) (Multi-Level Music/BMI) (Producers: Jimmy Iovine-Dan Hartman)

**JESSE SAUNDERS (Street Fire Records DM1001)**

Funk You Up (5:27) (Saunders) (Producer: none listed)

**REATHAL BEAN and the DOONESBURY BREAK CREW (Silver Screen Records 115)**

Rap Master Ronnie (6:20) (Trudeau-Swados) (MCA Music) (Producers: Irwin Fisch-Jack Malken)

**KLINE JONES (On My Records 4009)**

In the Heat Of The Night (8:12) (Jones) (Personal Music/ASCAP) (Producers: Patrick Adams-Kline Jones)

**PUSHE** (Partytime 108)

Don’t Take Your Love (7:56) (Jones-Simpson) (Jonesy Music-Paul Simpson Music-Streetwise Sounds/BMI) (Producer: Winston Jones)

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**MERCHANDISING**

**12” REVIEWS**

**JASMINE** (**TVI Records 2016**)


This south-of-the-border-flavored dance cut features an upbeat melody line and steel drum-imitating keyboard riff that captures the tropical mood perfectly. Set to heavy funk beat, “Get Up And Dance” is especially appealing for its Spanish and English versions. Jones’s seductive and magnetic vocals also make this 12-inch a must have for those warm summer nights.

**NINA HAGEN** (Columbia 44-0510)

Zarah (6:22) (Jary-Balz) (UFA/ASCAP) (Producer: Giorgio Moroder-Keith Forsey)

Germany’s foremost new wave-dance rocker delivers a unique follow-up to her release on new York: ‘New World, new in the dance clubs. “Zarah” features Hagen’s soaring operatic vocals over a chaotic and mesmerizing bass, drum pattern and wormy synthesizer lines. Keeping her experimental and avant-garde roots, Hagen has begun to capture the imagination of American audiences, and with “Zarah” she should have people dancing in the streets.

**FEATURE PICKS**

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Video Production Keeps Pace

(continued from page 5)

spoke with three of the best, each in various branches of the business, and each with its own philosophy and manner of approach to the post-production business.

Pacific Video, located at 809 North Cahuenga Blvd. in Hollywood, is a prime example of the developing young post-production house, making careful decisions as to its expansion. "We are developing with caution," said Leon Silverman, Pacific Video's owner. "We operate a small sales and marketing department to pave the way for us, and get everything down to the men who will do the work, as well as to keep an eye on the minute details of the business." Pacific Video is also considering the opening of a new location in the San Fernando Valley, but nothing definite has been decided upon yet.

The immediate impression upon entering the inner sanctum of Pacific, carefully separated from the reception area by a shimmering frameless window, is that of the same kind of comfort and informality that is found in the rest of the building. The studio is spacious, with enough room for all the equipment necessary for post-production work. The large editing rooms are well-equipped with the latest in technology. The facilities are modern, with all the equipment necessary for the job. The whole setup is designed to provide the best possible service to the customers, and to make them comfortable while they're there.

The new facility is a big step forward for Pacific Video, and it is hoped that it will enable the company to expand its services and to meet the demands of the industry. The new location will also provide more room for the growing staff, and will allow the company to offer more services to its clients. With the new location, Pacific Video is well-equipped to meet the demands of the industry, and to provide the best possible service to its customers.
**TOP 30 ALBUMS**

<table>
<thead>
<tr>
<th>Weeks On</th>
<th>6/2 Chart</th>
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<tbody>
<tr>
<td>1</td>
<td>REJOICING PAT METHENY WITH CHARLIE HADEN MILES HYGONS (ECM 2505-1) 9</td>
</tr>
<tr>
<td>2</td>
<td>WISHFUL THINKING EARL KLUGH (Capitol ST 12323) 12</td>
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<td>3</td>
<td>THINK OF ONE... GEORGE BENSON (Columbia FC 38241) 5</td>
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<td>5</td>
<td>TIME EXPOSURE STANLEY CLARKE (Epic FE 38688) 8</td>
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<td>6</td>
<td>BACKSTREET DAVID SANBORN (Warner Bros. 9 23905-1) 7</td>
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<td>7</td>
<td>GTHETTO BLASTER CRUCIALS (MCA-5429) 9</td>
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<td>8</td>
<td>DOMINO THEORY WEATHER REPORT (Columbia FC 39147) 13</td>
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<td>9</td>
<td>IN THE HEAT OF THE NIGHT JEFF LOMBARO (Arista ALB-8205) 13</td>
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<td>10</td>
<td>MAGNIFICENT PIECES OF A DREAM (Epic 60297-1) 12</td>
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<td>11</td>
<td>LOVE EXPOSITION MARCIA TANDON (Columbia Jazz Picante CIP-220) 11</td>
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<td>12</td>
<td>MODERN TIMES STEPS Ahead! (Musician Elektra 9 60351-1-4) 9</td>
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<td>13</td>
<td>FUTURE SHOCK HERBIE HANCOCK (Columbia FC 39147) 14</td>
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<td>14</td>
<td>CHILDREN'S SONGS CHICK COREA (ECM 1287) 14</td>
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<tr>
<td>15</td>
<td>DECEMBER GEORGE WASHINGTON (Warner/Reprise WH-1025) 16</td>
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<td>16</td>
<td>HEAVY HEART CARLA BLEY (Warwh/CBM 2503-3) 17</td>
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</tbody>
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**FEATURE PICKS**

**FOR DANCERS ONLY** — Junior Mance/Marlin Rivera — Sackville 3031 — Producers: John Norris, Bill Smith — List: 8.98

Mance is a bluesy pianist who has been sort of a journeyman — playing hitler, recording hitler. This album unites him with his long-time bassist for an easy-on-the-ears collection. Noteworthy are romping renditions of Horace Silver's "Come On Home" and Sy Oliver's sly little tune, a Jimmie Lunceford hit of yesteryear.


A pretty, often-inspired, collection of tone poems from the veteran saxophonist (and flutist, and pianist, and...). This is a solo work, with Liebman filling in the spaces with electric piano, moog and other non-reed instruments. There is even an Eric Satie piece, "Trois Gnossiennes," that fits perfectly with Liebman's other tender compositions.

**PRODIGIOUS PIANO** — Bobby Enriquez — GNP Crescendo GNPS 2151 — Producer: Gene Perla — List: 8.98

Bobby Enriquez hails from the Philippines, has lived most of his life in Hawaii, is nicknamed "The Wild Man," and plays piano like a hurricane ripping through a Texas port town. He doesn't just tickle the ivories, he churns up the history of jazz piano into an ivory puree. From Leon Russell's "This Masquerade to "The Shadow Of Your Smile," when "The Wild Man" gets his paws on it, look out. Not a piano album for the squeamish.

**RELEASED** — Todd Phillips — Varrick Records 011 — Producer: Todd Phillips — List 8.98

Can it be Miles Davis "Nardis" played on a dobro? Why, not? Todd Phillips is the latest in a series of country/jazz fusionists (David Grisman is, perhaps, the most prominent) who are blurring the lines between bebop and bluegrass (as unlikely as that sounds). Everything here is tasty and apt to get toes-to-tapping. Mention should be made of Phillips' multi-instrumental band (mandolin and bass) and the playing of his compers Tony Rice, Jerry Douglas, Darol Anger, and John Reischman.

**FREE BLUES FEST SET FOR CHICAGO**

NEW YORK — The Chicago Blues Festival, cosponsored by the Mayor's Office of Special Events and Miller High Life, will fill Chicago's Petrillo Music Shell, in Grant Park, with the sounds of such blues greats as Willie Dixon, Clarence "Gatemouth" Brown, John Lee Hooker, Albert Collins and Johnny Winter. June 8-10, the kick off on Friday with a "Tribute To Muddy Waters," featuring James Cotton, Junior Wells, and many others, and end Sunday with a "Texas Guitar Showdown." Admission to everything is free.

**MILES TO GO — Miles Dewey Davis III** — trumpeter, bandleader and one of the most important figures in jazz history — turned 58 years old May 25, and to celebrate that occasion and the fact that Davis' umpteenth album for Columbia, "The Decoy," is about to hit the stands, CBS threw a gala party for Miles Davis at a Chelsea art gallery. The birthday boy kept a low profile, arm-in-arm with wife Cicely Tyson and looking contended as a tabby. Also on hand to share in the birthday cake (a big yellow trumpet atop devil's fruit sheet music), with CBS executives and friends such as Anthony Quinn ("July"") and showbiz! and to view a slide-show of some of the honoree's own artwork — were Davis bandmembers past (Milt Jackson, Ron Carter, Jack DeJohnette, Sonny Fortune, George Cables and present (John Scofield, Bob Berg, Al Foster), and various other luminaries (trumpet king Dizzy Gillespie, Rolling Stones Ron Wood, Bill Cosby, club owner Max Gordon, vocal duo Ashford & Simpson, producer Teo Macero, John Lee, Elvin Jones, etc). Champagne flowed, MTV taped, "The Decoy" blared and everybody was wearing a grin. There is a jazz festival circuit for the first time, after kicking off the Kool/NY festival with a pair of concerts with Gil Evans and his orchestra. Happy Birthday, MDD III.

**FESTIVAL FEVER, FOUR** — One of the festivals that will host Miles Davis, along with literally hundreds of other jazz musicians of every stripe, is the North Sea Jazz Festival, held July 13-15 in Holland's capital, the Hague. This is the big one: though only three days long, the North Sea Festival runs in a building large enough to accommodate nine stages, each of which runs 24 hours a day. Every musician in Europe ends up in the Hague for the weekend. And promoter Paul Acket has a particularly catholic sense of what is suitable for a jazz festival — there are hours of blues, soul, pop, prog, as well as the megahours of jazz in every one of its incarnations. Most of the locals spend the weekend with a schedule firmly in hand — running from hall to hall for a taste of this and a dollop of that: it's hectic, it's exhausting, and it's my favorite jazz festival in the world. Why? First of all, I find the eclectic entertainment- there are plenty of jazz festivals in Europe, but how many of them are going to offer, this summer, Miriam Makeba and Taj Mahal, and have offered, in summers past, James Brown, Willie Dixon, Martha Reeves and Jimmy Ruffin, etc. And this is in addition to the gobs of McCoy Tyner, Stanley Clarke, and other jazz festival regulars. Also, to fill up its large stage, the North Sea Festival regularly offers the best of the European jazz players, many of whom get left off the other festivals (Albert Mangelsdorf, George Gruntz, Introduction and other "local" acts have been highlights of some of the North Sea Festivals I've attended). The North Sea Festival has been called a jazz supermarket, but to me it's jazz heaven. For info on this year's event, write to PG Box 6, Kralingse Bos, Den Haag, 2508 LP, Holland.

**SWING'S THE THING** — DRG Records has just made an impressive entry into the jazz reissue field: they've secured the rights to 300 complete albums from Pathe Marconi, the most important of which are sessions released under the Swing Records banner. Founded in 1935 by pioneering French jazz critics, Hugues Panassié and Charles Delius, Swing was produced and run by Panassié until his death in 1979. Some visitors to Paris. Now these LPs, along with various sessions recorded for English Columbia and Parlophone, will begin appearing through the auspices of DRG. The first release album shows us three double albums, "Fletcher Henderson & His Orchestra," "The Stray Hunters," "Fats Waller in London" and "Ridin' In Rhythm," and three single albums, "Harlem Comes To London," "Satchmo Style" and "The Chocolate Dandies." Priced at $10.98 for the doubles and $5.98 for the singles, the records are pressed on virgin vinyl, possess high quality sound, and have sturdy, handsome covers with complete discographical information (though the Henderson album accidentally reproduces the info from the Chocolate Dandies LP). The Henderson set covers the years 1925-28 and includes important work by trumpeter Joe Smith, trombonist Charlie "Big Green" tenor saxophonist Coleman Hawkins and the leader; it also serves as a nice complement to the MCA Fletcher Henderson midlens. These record albums are of the most venerable musician under numerous pseudonyms and Ripkins. Their exterior. There's a lot of impressive organ work and the interesting "London Suite," along with the usual delightful vocal ditties. "Ridin' In Rhythm," perhaps the best album of the lot, is a compilation, but 22 of its 39 cuts feature the work of Coleman Hawkins, the jazz band's first man, and not at all what it was like to hear the man who invented the jazz treble. "The Chocolate Dandies" also features the work of the great Hawk, in a band that included Benny Carter, Teddy Wilson and Dick Wilson. The third album, "Harlem Comes To London" is another look by Big Joe Turner, Phil Woods, Kenny Clarke, Valaida Snow, Claude Bolling, Lucky Thompson and issues of "The Great Swing Jam Sessions" before very long. Vive Le Jazz Hot! 

Lee Jeske
FROM HIS MOUTH TO NEW YORK'S EARS — Kathy Novak of WABC presents Archbishop John J. O'Connor with a New York Yankees/WABC jacket after the Archbishop appeared on Novak's daily interview program. O'Connor, who discussed a variety of topics with Ms. Novak, including female priests and nuclear disarmament, remarked, "Isn't that terrific?" Said Nesv, "I can't think of a better PR man for religion."

ANOTHER SIGN OF THE TIMES — Pictured at Westwood One's west coast headquarters signing an agreement with RCA to lease the SATCOM-1 R-Uplink (from left): Jim Grady, RCA Americom audio services manager; Howard W. Rice, RCA Americom vice president/video & audio services; Guy Lewis, RCA Americom broadcast services manager; Jeff Suddkoff, IDB Communications Group Ltd. president; Norm Pattiz (seated), Westwood One president; Jerry Kaplan, RCA Americom technical programs manager; and Arthur E. Levine, Westwood executive vice president/chief financial officer. (See story in Airplay)

College Radio Cultivates Success

(continued from page 5)

that are not the authorized singles in order to get people other hits. We also play a lot of tapes that come from local bands through the labels. Many times it takes long time for commercial radio to pick up on some of these bands. An example is UB 40 and "Red, Red Wine." We were playing that song long before anyone had even picked up on the group.

While new music is obviously college radio's forte when it comes to bands, exposure, most major labels treat these stations with the same respect given to commercial stations. PolyGram's new west coast director of college promotion, Katie Arnold, remarked, "College stations are instrumental to us in breaking new artists, and we service them with almost every new album that we bring out. Many of these stations and audiences are very influential, and not necessarily with punk or new wave."

This influence is also noted by publisher Bob Haber who owns the Music Radio Reports. "The station that kicked off the new college radio era is K-BEAUX in L.A. It seems every college station that is making itself serious now whereas five or six years ago they were just a bunch of isolated stations playing their own music. Now it's a force where college radio, in and of itself, will crusade behind a record. If you can get them to commit themselves to breaking a record, it can be a real success. There are effectively 200 stations playing the record heavily, and as far as record buyers go, they are the ones listening to these stations the most active record buyers." CBS Levine explained his label's recently increased commitment to college radio promotion by noting that the department would soon add 12 new college reps to the existing staff of 30. "Six will handle classical music and six will handle jazz and R&B. In terms of jazz, and college jazz radio, it's a fairly untapped resource. By adding reps in these areas, we're only going to gain exposure," said RCA.

Also observed that "People around the country are getting tired of hearing the same redundancy and repetition of commercial radio, and as a result, people are looking toward college radio for variety."

This overall increased influence of college radio is best captured by Haber: "We've come to a point where everybody understands that there must be a farm team, something between singles and an LP and getting Top 40 airplay. There has to be some sort of artist development phase, and college radio is the perfect place."

THE SOURCE OF CAT DANCING — Coinciding with the release of her debut album, "Cat Dancer," Modern/Atco recording artist Sandy Stewart fielded an extensive series of radio, TV and press interviews. Included in her New York itinerary was a stop at the studios of the NBC Source radio network, where she was interviewed by Chuck Schwartz. Shown at The Source in New York City are, from left; Sandy Stewart's producer Beau Hill, Sandy Stewart and Chuck Schwartz of The Source.

College Radio Cultivates Success

(continued from page 5)
A COMPLETE SOURCE BOOK FOR THE MUSIC/RECORDING INDUSTRY

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CICERO, IL 60650
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NASHVILLE:
JIM SHARP
21 MUSIC CIRCLE EAST
NASHVILLE, TN 37203
615 • 244-2898
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<td>1 17</td>
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<td>6 34</td>
<td>6 34</td>
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<tr>
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<td>5 32</td>
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<td>7 6</td>
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<td>10 13</td>
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<td>12 AN INNOCENT MAN BILLY JOEL (Columbia QC 38873 CBS)</td>
<td>14 43</td>
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<tr>
<td>13 STREET TALK STEVE PERRY (Columbia FC 39334 CBS)</td>
<td>11 7</td>
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<tr>
<td>14 SEVEN AND THE RAGGED TIGER DURAN DURAN (Capitol ST-12311 CBS)</td>
<td>16 28</td>
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<td>17 30</td>
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<td>16 JERMAINE JACKSON (Arista ALB 8203 RCA)</td>
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<td>20 81</td>
<td>20 81</td>
</tr>
<tr>
<td>19 BODY AND SOUL JOE JACKSON (A&amp;M AP-5006 RCA)</td>
<td>13 10</td>
<td>13 10</td>
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<tr>
<td>20 UN-HH JOHN COUZER MELLAMCAMP (RCA, 7504)</td>
<td>21 32</td>
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</tr>
<tr>
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<td>22 BREAK OUT PONDER SISTERS (Planet BX, 14705 MCA)</td>
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<td>23 LEARNING TO CRAWL THE PRETENDERS (Sire 9 23980-1 WEA)</td>
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<td>24 TOUCH EURYTHMICS RCA APL-4917 (MCA)</td>
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<td>25 HARD TO HOLD ORIGINAL SOUNDTRACK featuring RICK SPRINGFIELD (RCA ABL-4935 RCA)</td>
<td>24 10</td>
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<td>26 THE PROS AND CONS OF HITCHHICKING ROGER WATERS (Columbia FC 39296 CBS)</td>
<td>27 4</td>
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<td>27 AGAINST ALL ODDS ORIGINAL SOUNDTRACK (47601-1 EMI POL)</td>
<td>26 12</td>
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<td>28 ABOUT FACE DAVID GILMOUR (Columbia FC 39296 CBS)</td>
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<td>29 LOVE LIFE BEIRL (Geffen GHS 4052)</td>
<td>31 11</td>
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<td>30 BREAKIN' ORIGINAL SOUNDTRACK (PolyGram 819-111-1 POL)</td>
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<td>31 CHICAGO 17 (Warner Bros. 1-25060)</td>
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<td>32 RECKONING R.E.M. (L.R.S. A&amp;M AP-70644 RCA)</td>
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<td>33 MADONNA I (Sire 9 238867-1 WEA)</td>
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<td>34 SELF CONTROL LAURA BRANDAN (Atlantic 7 80147-1 WEA)</td>
<td>40 7</td>
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<td>35 DANGEROUS BAR-KAYS (Mercury 818 476-1 M-1 POL)</td>
<td>38 9</td>
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<td>36 KEEP YOUR HANDS OFF MY POWER SUPPLY SLADE (CBS Associated FS 25326)</td>
<td>41 6</td>
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<td>37 DON'T LOOK ANY FURTHER DENNIS EDWARDS (Motown 65055 MCA)</td>
<td>37 15</td>
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<td>38 SHE'S STRANGE CAMEO (Atlantic Artists 9 6284-1 M-1 POL)</td>
<td>30 13</td>
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<td>39 POINTS ON THE CURVE WANG CHUNG (Geffen GHS 4004) WEA</td>
<td>44 16</td>
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<td>40 OUT OF THE CELLAR RATT (Atlantic 7 80143-1 WEA)</td>
<td>52 13</td>
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<td>41 SHOUT AT THE DEVIL MOTLEY CRUE (Epic 9 60916-1 WEA)</td>
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<td>42 BUSY BODY LUTHER VANDROSS (Epic FE 39196 CBS)</td>
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<td>43 90125 YES (Atlantic 7 90125-1 WEA)</td>
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<td>44 JULIO JULIO IGLESIAS (Columbia FC 39840 CBS)</td>
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<td>45 IN 3-D WEIRD AL YANKOVE (Rock 'N' Roll/Boots Bros. BFZ 39221 CBS)</td>
<td>28 13</td>
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<td>46 MIRROR MOVES THE PSYCHEDELIC FURS (Columbia FC 39278 CBS)</td>
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<td>47 LET THE MUSIC PLAY SHANNON (Mirage/Atlantic 7 90134-1 WEA)</td>
<td>49 16</td>
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<td>48 WHAT'S NEW LINDA RONSTADT (Asylum 9 62800-1 WEA)</td>
<td>34 37</td>
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<td>49 CAUGHT IN THE ACT STYX (A&amp;M AP-65141 CBS)</td>
<td>32 6</td>
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<td>50 AMONONA MOVES THE ALAN PARSONS PROJECT (A&amp;M AP-6024 RCA)</td>
<td>43 13</td>
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<td>51 ALCHEMY... DIRE STRAITS LIVE DIRE STRAITS (Warner Bros. 9 25066-1 CBS)</td>
<td>45 8</td>
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<td>52 MY EVER CHANGING Moods THE STYLE COUNCIL (Geffen GHS 4026) WEA</td>
<td>56 9</td>
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<td>53 NO PARLEZ PAUL YOUNG (Columbia FC 39878 CBS)</td>
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<td>54 NO PARKING ON THE DANCE FLOOR MIDNIGHT STAR (Sear/Elektra 9 62241) WEA</td>
<td>53 49</td>
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<tr>
<td>55 THE BIG CHILL ORIGINAL SOUNDTRACK (Mercury 65055MCA)</td>
<td>50 34</td>
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<td>56 SYNCHRONICITY THE POLICE (A&amp;M AP-3735 CBS)</td>
<td>51 80</td>
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<td>57 I'M IN LOVE AGAIN PATTI LABELLE (Philadelphia Int'l) FE-35745 CBS</td>
<td>58 25</td>
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<td>58 WINDOWS AND WALLEY JAN FOGILS (Full Moon/Epic GE 39040) CBS</td>
<td>60 17</td>
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<td>59 STAY WITH ME TONIGHT JEFFREY OSBORN (A&amp;M AP-7064) RCA</td>
<td>47 43</td>
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<td>60 THE WORKS QUEEN (Capitol ST-12311 CBS)</td>
<td>46 13</td>
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<td>61 BON JOVI (Mercury 814 982-1 M-1 POL)</td>
<td>65 18</td>
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<td>62 ROLL ON ALABAMA RCA APL-4939 RCA</td>
<td>66 19</td>
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<td>63 FUTURE SHOCK HERBIE HANCOCK (Columbia FC 38141 CBS)</td>
<td>67 41</td>
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<td>64 THE POET BOBBY WONG (Reverly Glen Big 10003) CBS</td>
<td>64 12</td>
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<td>65 FLASHDANCE ORIGINAL SOUNDTRACK (Columbia FC 39278) CBS</td>
<td>54 39</td>
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<td>66 ROCK 'N SOUL PART 1 DARYL HALL — JOHN OATES (CRA APL-4858 RCA)</td>
<td>55 29</td>
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<tr>
<td>67 OFF THE WALL MICHAEL JACKSON (Epic FE-35748 CBS)</td>
<td>71 21</td>
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Compact Discs, 12 inchers, Music Video clips, Laser games—
it gets a bit confusing these days. With the on-going
technological boom in the record business,
retailers and manufacturers are looking for

**clear and concise** information

every single day of the year.
Where do they look?
Cash Box, of course!

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It's your option...
to rely on the industry's

**MOST ACCURATE CHARTS.**

It's your option...
to subscribe to the industry's
most concise trade publication.

It's your option...
to advertise to the audience
you need to reach.

Cash Box covers the **business** of music business better than any one else.

So it's your option...after all, it's your business.
Female Artists More Successful In Country Than Pop, Black

by Anita M. Wilson

NASHVILLE — In the past 15 years the number of solo women artists on most singles charts has steadily risen or maintained, with some charts reflecting a doubling in numbers since 1969, and with women constituting just under one fourth of the total Top 100 and Black Contemporary charts in a current magazine. A recent Cash Box survey showed that for the past fifteen years, women in country music have continually maintained more positions on the charts than on any other chart. Solo female artists in country music currently hold 26 percent of the chart positions on the Country Singles charts, versus 24 percent in Black Contemporary and 18 percent on the Top 100 Singles charts.

Since 1969 the number of women in pop, black contemporary, and country music has been on a roller coaster path, however, numbers have on the whole drastically increased for pop music, slightly increased in the Black Contemporary and are about the same in country music. Despite the numbers solo artists in country music have still maintained a larger number of places on the charts. In 1969 female solo country artists held an impressive 28 percent of the Country Singles charts, while Black Contemporary had 20 percent female solo artists and pop music prised by female solo artists. The past five years have shown a slight decrease on all three charts. However, women on the Country charts continued to maintain the most amount of positions on a chart. Solo female artists on the Country charts showed the smallest loss, dropping slightly from 27 percent to 26 percent. Black Contemporary female artists showed the largest drop in numbers, going from 27 percent to 24 percent, while the Top 100 Singles Chart contained 18 percent female solo artist, compared to 20 percent in 1979.

Brenda Lee Hosts Benefit Celebrity Auction

NASHVILLE - The first annual Brenda Lee Celebrity Auction will be held June 4 at 2 p.m. at Fair Park to benefit the Displaced Homemakers Program of the Nashville YWCA. Items to be auctioned include stage outfits of Ronnie Milsap, Jessi Colter and The Statler Brothers, as well as Terri Gibbs first Broilie watch, a script of the Mandrell Sisters TV show and a gold bracelet donated by Dee Preston, Elvis' stepmother while Brenda Lee, chairperson of the auction, will contribute a gold record to the event. In addition to articles donated by country artists will be items donated by pop and rock artists and sports figures. An official printed certificate of authenticity will accompany the personal items purchased to specify and certify previous celebrity ownership. This receipt will be given to the buyer at the time of purchase.

1984 Fan Fair Schedule

MONDAY, JUNE 4
7:00 p.m. — Bluegrass Show
10:00 p.m.

TUESDAY, JUNE 5
10:30 a.m. — Opening Ceremonies
11:00 a.m. — Cajun Show
1:00 p.m. — PolyGram Records Show
3:00 p.m. — 5:00 p.m. — CBS Records Show
8:00 p.m. — 10:00 p.m.

WEDNESDAY, JUNE 6
10:00 a.m. — Warner Brothers Records Show
12:00 noon — 2:00 p.m. — 4:00 p.m.
7:00 p.m. — 9:00 p.m. — RCA Records Show

THURSDAY, JUNE 7
10:00 a.m. — Indigo Show
12:00 noon — Mixed Label Show
2:00 p.m. — 4:00 p.m.
7:00 p.m. — 9:00 p.m. — MCA Records Show

FRIDAY, JUNE 8
10:00 a.m. — Nashville Songwriters Assn. Show
12:00 noon — IFCO Dinner & Show
6:00 p.m. — All-American Country Games
10:00 a.m. — 12:00 noon

SATURDAY, JUNE 9
10:30 a.m. — Grand Masters Fiddling Championship
6:00 p.m.
Thanks DJ's  

For Our First National Chart Record

"Eve's Dropping Adam"
AMLI Records #1190

WILLIE NELSON
RADIO CITY MUSIC HALL, NEW YORK -- Willie Nelson brought his extended musical "family" to New York for six shows over Memorial Day weekend and charmed the husks right off of the corn. Eschewing chit-chat, Willie stood flat-footed and sang, cramping dozens of songs, and a few surprise guests into an intermissionless two-and-a-quarter-hour performance.

The concert opened and closed with "Whisky River" (a gigantic Texas flag unfurling during the first rendition; an equally huge Stars and Stripes unfurling during the closing). In between, though, are country standards ("Stay A Little Longer"), Great American Songs ("All Of Me," "Georgia," "Blue Suede Shoes," "Dust," for which the flags were lifted to reveal a starry-night backdrop), almost standards (a tender reading of "Me And Bobby McGee"), and a flurry of Willie Nelson tunes ("Always On My Mind," recent hit "I Saw A Little Light"").

Nashville DJ's

COUNTRY

AMLI Records 615/822-6786

For Bookings: SYBIL DANIEL 512/576-5006

NATIONAL PROMOTIONS

Johnny Elgin
Harold Hodges
Chuck Dixon

FRICKE SCORES AWARD -- Janie Frickie was awarded the Top Female Vocalist trophy at the 19th Annual Academy of Country Music Awards ceremonies held at Knoth's Berry Farm in Buena Park, Calif., May 14. The award was presented by Engelbert Humperdinck and T.G. Sheppard. Picture are (l-r): Janie Frickie, Humperdinck, Frickie and Sheppard.

Talent Review

Willie Nelson

WILLIE NELSON:尽情享受 Doe's Dropping Adam, 威利・尼尔森

Cash Box June 9, 1984
WHEN PROGRAMMERS GOT 22

BILL RABBIT 5.4.3.

Davis roasted, at areas Ryder—Herring—Knotts—EPIC YOU'RE SOMEWHERE TENNESSEE announced "I'm 21 carnival for the

announced

the 16 Columbia; RCA. The highest
debuting song on this week's chart, coming in at #1 is a self-written tune relating some of Ms. Parton's lifestyle and longings. The uphill tune produced by Parton and Mike Post offers a yodeling intro, tasty backing harmonies and Par
ton's own vocals as strong as ever.

NEW AND DEVELOPING

SHANNA SMITH (Backboard 111AS) Stumbled In To A Good Thing (2:33) (Rocker — BMI) (R. Parsons) (Producer: D. Glenn)

Backed by a snappy production and backing vocals, newcomer Shanna Smith's deep vocals permeate this tune about falling in love. The teenager offers a sound mature beyond her years in this up-tempo song which should open new paths.

NASHVILLE — The Nashville Music Assn.'s (NMA) Musical Arts & Education Committee will host a benefit concert, "A Jazz Salute to W.O. Smith," Saturday, June 10 at 3 p.m. at the Blair School of Music Auditorium. The three-hour show will feature performances by Adair-Sorel, the George Tidwell Quintet, and the Jazz Workshop with Buford Majors. Proceeds by the Blair School of Music and Blues Society, the concert will also feature Vintage Jazz All-Star Band, comprised of local musi
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Admission to the concert is $10 per person, and tickets are available at the Blair School of Music or by mail from the Jazz Benefit Committee, P.O. Box 24916, Nashville, TN 37202.

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THE COUNTRY MIKE


STATION CHANGES — KEEF-FM/St. Paul announced that 15-year radio veteran Dave Hibsch has been promoted to station manager. Hibsch joined the station staff two and a half years ago as a local sales manager. In January 1983 he was named general sales manager of the station...KBRO/Denver sales manager Bob Proffitt announced the appointment of Don Nelson as account executive. Nelson was most recently with KLKR/Denver as general sales manager and has worked as an account executive with KLZ/Denver and KGQ/Denver.

FALL SUMMER LONG — WSIX-FM/Nashville kicked off the 98 days of summer on May 29 offering listeners a chance to win prizes every hour, 24 hours a day. The promotion will last through Labor Day and all of the in
dividual winners throughout the summer will be eligible for high ticket prize drawings to be held Labor Day weekend. Over 2,200 total prizes will be given away this summer... KEFY-FM/Paris. Paul cosponsored an early summer country jamzone which fea
tured music, food, contests and games. The Hidden Heaven Supper Club provided a beer garden and stag
ing area, a pig roast, carnival games, talent contest, and celebrity look-alike contest kept the fans entertained.

A RABBIT FROM THEIR HAT — KWEN-FM/Tulsa recently gave away a Volkswagen Rabbit to Louise Blasso in conjunction with Memorial Volkswagen's grand-opening celebration. Blasso's name was selected by a KWEN air personality and she was able to trade the prize Rabbit in for her dream car, a Volkswagen Quantum wagon. John Ientz.

HAT IN HAND — Rhubarb Jones, radio personality of Montgomery, Alabama's station WLWI grins with pleasure after receiving the "Hat" award he earned as Disc Jockey of the Year at the 19th Annual Academy of Country Music Awards, May 14, at Knots Berry Farm in Buena Park, Calif.

PROGRAMMERS PICKS

Jay Davis KCJB/Minot Tennessee Homesick Blues — Dolly Parton — RCA

Willis Williams WLAS/Jacksonville A Little Love — Juice Newton — RCA

Nini Ryder WLDB/Winston Only A Lonely Heart Knows — Barbara Mandrell — MCA

Bill Berg WWVA/Wheeling Oklahoma Heart — Becky Hobbs — Liberty

Randi Rowley WNNN/Kalamazoo You're Gettin' To Me — Jim Glaser — Noble Vision

Bill Corely WOW/Omaha Only A Lonely Heart Knows — Barbara Mandrell — MCA

Johnny Clark KRPM/Tacome/Seattle Tenamoc Georgia — Charlie Bandy — RCA

Kevin Herring WWW/Detroit Tennessee Homesick Blues — Dolly Parton — RCA

SINGLES REVIEWS

GLEN CAMPBELL (Atlantic America 7-99768) Faithless Love (3:14) (Music Corp./Golden Spread-ASCAP) (J. D. Souther) (Producer: Harold Shedd)


MIKE CAMPBELL (Columbia 38-04485) You're The Only Star (2:48) (Sheprio-Bernstein & Co.-ASCAP) (G.Autyry) (Producer: Allen Reynolds)

JOE SUN (A.M.I. 1319) Bad For Me (2:39) (Fruit Jar/Blue Lake-BMI) (J. Sun, M.D.Barnes) (Producer: Kenny Denton)

HAL WAYNE (Hal Kat Country 2082-1) Rhinestone Nights (2:44) (Galleon-ASCAP) (D.Chamberlain, J.Vesty) (Producer: Hal Wayne)

STEVE HONEYCUTT (Stargem 2244) I Know How You Feel (3:47) (Timestar-ASCAP) (S.Jones) (Producer: Wayne Hedge)

DONNA FARGO (Cleveland Intl.-1) My Heart Will Always Belong To You (2:57) (New Albany-BMI) (K.Vlasy) (Producer: Stan Silver)

BILL HERSH (Comstock 17468) Paint Me Blue (2:27) (White Cat-ASCAP) (J. Dyas) (Producer: Patty Parker)

SMACK OF DUNKIN' DONUTS

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A REAL TKO COMEBACK — This is the week the world is reintroduced to Teddy Pendergrass, and a splashy introduction it is. As Teddy goes public for the first time since he had the March-20 cancer operation, he is represented in the magazine interview and pictorial; a half-hour “Album Flash” spotlight video for Cinemax; and his new album, “Love Language,” produced by Michael Masser and Luther Vandross.

The emotional impact and the excitement for the release of a new album by a man who obviously was determined, from the first moment of consciousness after the accident, to reach this point. It is also a time for reflection on how that one treasurable, life-changing moment has shaped Pendergrass and the artist. He had been called “the most complete male vocalist to emerge out of the soul heritage with Otis Redding” by the Village Voice and “the most complete male vocalist to come out of the soul shouter since the Four Tops’ Levi Stubbs” by The New York Times. People were waiting for Pendergrass when he emerged as lead singer with Harold Melvin and the Blue Notes and had the hit songs to prove it, but it took a little over four years for the sound of a Teddy Pendergrass to build from a rumble to a roar on tunes like “Wake Up Everybody.” When Pendergrass left the Blue Notes to begin his solo career in the mid-’70s, he was considered a singer...
United Kingdom

LONDON — UK music industry preconceptions about the popularity of country music have recently been shattered. The latest modest surge in sales of Johnny Cash may be due to the emergence of a more sophisticated style of country music that has caught the attention of a younger audience. The survey of 3,666 people conducted by the British Market Research Bureau (BMRB) showed that 46 percent of the British public enjoys country listening. It came second to pop music as the most popular form of music in the UK. According to the survey it is more widely enjoyed than classical, light orchestral, disco, soul, jazz or reggae.

Market researcher Trevor H. Renshaw conducted the survey on behalf of the British Country Music Association (BCMA) and found to many A&R men, marketing executives and publishers who have long held the view that country music has had a minority appeal in the UK.

Commenting on the results, CMA chairman Ralph Peer II said, "To the surprise of many, country music is alive and well among record buyers in Great Britain. Now that this is documented, the music industry is in a position to re-examine its marketing policies in order to get country sales up where they should be."

The extensive study was conducted during the past 12 months and the initial survey and quantitative survey were undertaken with the general public and interviews with the record companies and A&R men to pinpoint industry attitudes.

The study revealed that a number of country artists, notably Johnny Cash, Bill Anderson, Crystal Gayle and Kenny Rogers, are as well known in the U.K. as many of the established British pop artists at the moment. David Bowie, Culture Club and Eurythmics.

Independent label GolDiscs, which has enjoyed recent chart success with Billy Bragg, has released a new recording by Chris Malley, for the world excluding North America. Managing director of GolDiscs, Andy MacDonald says he received "several seriously lucrative offers for licenses."

A recent postcard from London includes the news that the Japanese version of Billy Bragg's recent album "Life's A Riot With You Vs. Spy," a variety of large companies were interested in a license.

GoDiscs is expanding with several new signings including The Boothill Foot Stampers and Sweet Shoestring. Both bands have singles for imminent release.

Says MacDonald, "I'm somewhat, will be in the studio soon to record his second album for August release. Chrysalis managing director Doug Darby said, "These young chaps should go far. All of us here are very much looking forward to working with them."

RCA Records confirms last week that MD David Betteridge has resigned. Jack Davies, European vice president will be acting as managing director until a replacement is appointed.

Betteridge said, "The wish to get back to a more personal venture finally got the better of me. I have enjoyed good relations with the company and I wish Jack Davies and everyone at RCA the best of fortune."

The speculation is that Betteridge is to become involved with Richard Branson's Virgin Group.

WOLF AND HIS FRIENDS — Peter Wolf, who has left the J. Geils Band, is about to release his first solo LP, "Lights Out," on EMI America. Celebrating at a recent listening party for "Lights Out" given for the Thorn (EMI) board of directors are (kneeling l-r): Howard Losnick, regional AOR promotion manager; and Iris Derfler, district sales manager, (seated l-r): Don Zimmerman, chief operating officer recorded music group, Capitol; Rupert Perry, EMI American Records; Peter Wolf; Caroline Prutzman, manager east coast press; artist relations, EMI America; Bhasker Menon, chairman & chief executive Capitol/EMI America/Screen Gems Music Group; and Jim Maizza, president, Capitol Records & chairman EMI America/Liberty Records. (standing, first row, l-r): Dragan Stefan, managing director, EMI Music, Europe & International; Colin Hodgson, director, finance — EMI Music, Europe & International; Wilfried Jung, director regional, Central Europe & North America; Helmut Fest, director, A&R and marketing, EMI Music, Europe & International; Allen HARford, vice president, human resources & administration for Capitol; David Lawton, president, Technical Resources; and David Mumma, vice president marketing Capitol Records — EMI of Canada, Ltd.

Japan

TOKYO — An amendment to a copyright law passed into effect in January of this year means that the Japanese phonograph industry has been passed by both the lower and the upper houses of the Diet. The main points of the amendment are as follows: 1) The copyright owners and the neighboring copyright holders (record manufacturers, artists) have been awarded rights to permit or not permit the making of rental records. 2) The rental record dealer must pay fees to both the copyright owners and the neighboring copyright holders when the former use records for rental business. 3) Illegal duplications for the business at the rental shops have been prohibited.

The total revenue of Alpha Records in the first six months of the 1984 fiscal year (Sept. 21, 1983 to March 20, 1984) reached to 2,213,000,000 yen ($9,620,000), an increase of 21.3 percent over the prior six months, 1,824,670,000 yen ($7,930,000) while an up 70.6 percent over the prior six month's fiscal year of 1,295,000,000 yen ($5,640,000). Breaking down the revenue of the period, records were 1,948,000,000 yen ($8,470,000), 36 percent up on the prior seven months and six months and the same period of the prior fiscal year respectively.

Victor Musical Industries Co., Ltd., will carry out an "84 Summer Campaign" this summer to promote new artists and new media (CD, VCT, VHD).

Cocker Files Suit

LOS ANGELES — Recording artist Joe Cocker and his manager Michael Lang have filed a lawsuit against the city of Vienna, Austria, the Austrian Government and the city of Vienna, Austria, for false arrest, libel and malicious slander.

Cocker was arrested and jailed in Vienna on May 2 after the cancellation of Cocker's scheduled concert. The singer was later released and all charges were dropped against him.

Footloose Earns International Honors

LOS ANGELES — Footloose, the CBS Records original soundtrack to the motion picture of the same name, has recently earned a number of platinum and gold album awards worldwide. To date, the Footloose LP, has been certified double platinum in Canada and earned gold recognition in the U.K., Australia and Japan. In addition, the title track on the album, by Kenny Loggins, has earned a gold single award in Canada.

Footloose

Lauren Wood

Note: The Footloose LP has been certified double platinum in Canada.

INTERNATIONAL BESTSELLERS

Japan

TOP TEN 45s
1. Jikan No Kunino Alice — Seiko Matsuda — CBS Sony
2. Kanashimushi — Chie Tanaka — CBS Sony
4. Moonlight — Sanosuke Ashiya — Toshiba
5. Main Theme — Hitoshi Yajishima — Toshiba
6. Khimbo Usuo Tatsuya — Of Course — Fan House
7. Alminokopyan — Tohru Hanaan — Toshiba
8. Naraegawa Enke — Hiroshi Itosu — Tokuma
9. Kimura Minoru — Tokyo
10. Gizaizata Heart No Komoriuta — Checkers — Checkers

TOP TEN LPs
1. Anniversary — Akira Nakama — Warner Pioneer
2. Varity — Machi Koyama — Toshiba
3. Footloose (Soundtrack) — CBS Sony
4. American Graffiti — Jeffery Kiley
5. Thriller — Michael Jackson — Epic Sony
6. East of Eden & South of Nowhere — Island
7. River's Island — Kikuta Suguyma & Oomega Tribe — VAP
8. Junjoppenn Gog ogi Hishu — Shubakupagishu — CBS Sony
9. She's Six Unusual — Dory Luxe
10. Adventure — The Square — CBS Sony

United Kingdom

TOP TEN 45s
1. Automatic — Fonters — Planet
2. Bradford — EMI
3. Against All Odds — Phil Collin — Virgin
4. One Love — Bob Marley & The Wailers — Island
5. Let's Hear It For The Boy — Williams — CBS
6. Footloose — Kenny Loggins — CBS
7. Wake Me Up When The Time Is Right — Whitney — Epic
8. Locomotion — Orchestral Manouvers in the Dark — Virgin
9. I Want To Break Free — Queen — EMI
10. The Laughing Song — Yaz — CBS

TOP TEN LPs
1. Legend — Rod Stewart & The Wailers — Island
2. Plane Train — Roy Orbison — Virgin
3. No Laugh — John Lennon & Yoko Ono — Virgin
4. Another Day in Paradise — Joe Jackson — Island
5. Thriller — Michael Jackson — Epic

Italy

TOP TEN 45s
1. State Of The Nation — Industry — EMI
2. Love Of The Common People — Paul Young — CBS
3. Dance Hall Days — Wang Chung — CBS
4. Fly — Frankie Goes To Hollywood — Rception
5. Big In Japan — Alphaville — WEA
6. Victims — Culture Club — Virgin
7. Radio Ga Ga — Queen — EMI
8. Jump — Van Halen — WEA
9. Street Dance — Erick Mcneo — CTD

TOP TEN LPS
1. 30 Vol Vol — Vasco Rossi — Vasco Rossi
2. Masterpiece — Various Artists — Discoteck
3. No Parole — Paul Young — CBS
4. Brog Puro — Various Artists — CBS
5. Amnesia Avenue — Alan Parsons Project — CTD
6. Thriller — Michael Jackson — CBS
7. Cruze Del Mal — Faubert Da Andre — Ricordi
9. Festival '84 — Various Artists — CTD
10. Sparkle In The Rain — Simple Minds — Virgin
Frankie Beverly And Maze

about as far by the best yet. It should be noted that Frankie Beverly composed, recorded and produced eight of the tunes from the album.

Frankie Beverly is a very positive, spiritually uplifting individual who has made many sacrifices along the way to success with Maze. His concept of the band is that of a single group — a "family" as he calls it. In each member of the band Beverly has looked for a special quality — not only must they be able to play well but they must also work well together. Says Beverly, "I've been criticized for that because a lot of people feel that if I used more high caliber of musical players, I would have crossed over with a single or so. A lot of people feel I've sacrificed the musicianship at times. I feel that's the way we go. All we have to sacrifice, I'd rather sacrifice that than the love and closeness that I have in the band." Though he feels strongly about the members of Maze, Beverly will never compromise his music. "I would never compromise my music for anything in this world. Never will I make deals where the credibility of my music is concerned. People get hits and those number one records have eluded me, but I would rather have the hits and the band together than another number one band has this following. Our audience loves us and has supported us for 10 gold albums. I've got something's that's a whole lot more to me than maybe a number one record. I've got people that will be on our side."

As a black artist, Frankie Beverly has faced problems getting his songs played on pop stations and he does point out that it's not the music's fault. "There's nothing about it that's piglar. It's just a fact of life. He also feels that the label (Capitol) is supportive of the groups efforts and still believes in it. He has learned to "realize Beverly. I do believe that they've tried hard, really love the band and I think they have to grow with us. They can't forget that they really didn't know where to go at first." He concludes by stating that Capitol is doing things that are showing they are serious about getting the problem resolved.

and while Beverly and Maze attempt to capture a wider pop appeal, Beverly continues to find new material for the next album which he proclaims will be Maze's best. Speaking of the songs he has written, Beverly says that the concepts for his songs are based on human experiences — the pains and the joys in a person's life. He feels that people

listen to his music for an inspirational use in their life. "I think the key is that they don't want to be segregated and that's why I want them to be to an artistic form. But they'd rather hear, if you're going to do a piece of art, a wholesome subject used. He most definitely objects to some of the songs being put out today because of the inapropiate lyrics. Says Beverly, "I don't even have to play with your art like in the 60's. Music was clean, people didn't curse and everything to get over back then. I didn't grow up with that. So I can't become a part of that. I really do think more artists need to become more aware of the effect their music has on people and not fall into that kind of stuff, because you lose your credibility. So I have to watch how I put my art." In a very way, says Beverly, "And now that Marvin Gaye, Beverly credits Gaye as being the inspiration for one of Maze's hits "Happy Feelings," by portraying that as a struggling band Gaye took the group along on his four tour one year which gave them some needed exposure.

With the group recently coming off an extended tour and a big show at Radio City Music Hall, it's taking a little time off at present. However next month it is expected that the group will start working on the upcoming album and reach to the unending demands from its faithful fans. Ironically enough, Frankie Beverly is ready, because it's on stage, more than in the recording studio, that Beverly can reach out and touch his audience. And it's there you'll find Frankie Beverly at his best.

RCA and Pepsi

(scontinued from page 9)

sophisticated package goods company which focuses on"progressive posture in consumer marketing," said Omansky. "This promotion is a perfect match for the two companies' interests."

The RCA-Mountain Dew promotion will feature a minimum of fifty 60-second radio spots in each market. The spots will focus primarily on the Mountain Dew music video from the nine RCA LPs and specify each market's participating record retailers. In addition, a minimum of 100 promotional radio spots featuring album gateway by participating stations will run in each market for four weeks.

Jukebox Operators — We will buy your used 45's — at Music St. & 27th St., Central Ave., Garden Grove, Calif., 92641 (714) 537-5935.

Export Customers! — We have the best, most unusual items. Satisfaction is guaranteed, you need them, you'll get them. See our QUALITY DEAL RECORD, Box 1000, Dept. CB, San Luis Obispo, CA 93403.

Sales for $10,000 plus 45's, 24 engraved for $100. F.O.B., Box 3464, Temple, Okla. 74871.
AGMA Introduces Monthly ‘Digest’

CHICAGO — As announced by executive director Glenn Braswell, the Amusement Game Manufacturers Association has initiated a new service called the “Legislative Digest” which will provide detailed information on relevant legislative proposals and actions taken in all 50 states. This material will be released on a monthly basis and is geared to strengthen the industry’s “legislative awareness.”

The first issue of AGMA’s “Legislative Digest” summarizes 142 bills, either pending or passed, in 35 states. The document covers a wide range of measures, including taxing, licensing, and zoning proposals; arcade operation and curfew restrictions; and such miscellaneous bills as Connecticut’s attempt to set criminal penalties for breaking and entering coinboxes.

The Digest provides a state-by-state legislative analysis, identifying each bill by its sponsor, number, short title, description, history and latest action taken in the respective State House.

“Because successful legislative efforts depend on information, it’s critical that individuals and groups affiliated with this industry exchange ideas and information based on common experience and problems,” explained Braswell. “We hope the Digest will help foster this type of expanded communication and coordination between all levels and areas of the coin-op amusement industry.”

Based on information from the AGMA computerized Legislative Service, the Digest will be sent regularly to all AGMA members.

Sega Enterprises Is Sold

CHICAGO — Gulf & Western Industries, Inc. announced that it has sold Sega Enterprises, Ltd., Japan, to a group headed by Issao Okawa, president and chairman of the board of Computer Services Corporation in Japan; Hayao Nakayama, president of Sega Enterprises, Ltd.; and David Rosen, the founder of Sega Enterprises. Terms of the transaction were not disclosed.

Sega U.S., which is part of Gulf & Western’s Entertainment and Communications Group, will continue in the development and licensing of software for both coin-operated and home video games under agreements with Bally Manufacturing Corp. and Sega Enterprises Ltd., Japan. Sega U.S. coin-operated game manufacturing facilities to Bally, but retained Sega’s research and development and licensing operations.

Sega Enterprises, Ltd., Established in Japan in 1954 and with 1,100 employees, is a leading

(continued on page 29)
industry news

around the route

(continued from page 20)

field facilities on June 6, followed by a service schools on June 7, to be conducted by Deutsche Wurlitzer's chief engineer Georg Seidel.

On the go, Rock-Ola's regional sales manager Lee Rosenweig has been chalking up a lot of traveling miles, visiting factories and distributors (most recently Lucky Dist. in Nashville and Kentucky Coin in Louisville) and collecting very encouraging reports on music sales, particularly the Rock-Ola-400 phono. Now that jukeboxes are well into the comeback trail, Rock-Ola is plugging away and enjoying every bit of the resurgence. Lee's itinerary includes a trip to the San Francisco Southern Dist. open house in Atlanta and the Texas ops state convention in San Antonio. How's business at Rock-Ola? "Teriffic," said Lee!

Leave it to Bob Rondeau to consistently come up with ways and means of generating business. Current effort of the Bally Midwest Dist.-Green Bay veep, is a revival of the popular $2000 corner - $5000 room promo which is being well received by customers. Here's how it works: Bob sets up a special section of the facilities (either a corner or a small room) outfitted with various coin-op pieces valued at 25-30% more than the $2000 or $5000 package price. In addition, he includes an assortment of other items such as t-shirts, boxes of parts, Pac-Man cups, an old desk or chair he's trying to get rid of and all kinds of other paraphernalia. The thing is the op who makes the by must take the whole ball of wax - which is well worth it considering the value of the equipment. Thus Bob succeeds in moving product and at the same time is able to get rid of a lot of other stuff he doesn't need any more (like the photo copier that was part of one recently sold package). At any rate, as Bob told us, things are going well at Bally Midwest - "and we are managing to retain our position in the business" - which is certainly nothing to complain about these days! He also mentioned that pinballs are starting to come back in his area as are Dynamo footballs.

Williams Electronics, Inc. just started shipping its latest video game gun "Turkey Shoot", which has been "sensation-al" in test, according to veep and director of sales Joe Dillon. Williams' current product line is quite in tune with the "back to the basics" trend, he pointed out, with emphasis on the new "Penny Fattor" mechanical baseball game, "Triple Strike" shuffle alley and "Laser Cue" pin. Right now they are experiencing something they've truly missed for awhile - namely "phones ringing" and distrubs querying "where's my shipment," said Joe and "this is music to our ears!"

The importance of attitude. Had a refreshing conversation this past week with Steve Shackleford, president of Lucky Distg. in Nashville who believes an attitude is entirely too much emphasis that present on the depressed state of the industry and not nearly enough on how to turn things around. "Business is good at Lucky's," he told us, "but that's because we are plugging away every minute." Steve's been in the operating business since 1970 and in distributing since 1979. "This is a very personalized business we are in and we have to handle our customers on a personal basis, at all times. I believe this is one of the contributing factors to our success." Lucky Dist. recently acquired the Rock-Ola kinds of phone line, which already doing well in the area; is national distributor of the IGT amusement card games; and also represents the Irving Kaye pool tables line. Steve's brother Ronnie, by the way, is married to country star Brenda Lee who has a long list of gold records to her credit and is among the "greats" in country music!

amoA offers reduced rates for foreign guests

chicago — in an effort to further encourage foreign participation in the 1984 amoA exposition, the association's Board of Directors has approved a foreign registration fee decrease from the standard $100 and $75 to a flat rate of $50.

to qualify for the reduced rates, individuals must live outside of the United States and must pre-register with payment before September 21, 1984. Foreign guests who register after the deadline date, or at Expo, will be required to pay the full registration fee. The special $55 registration fee includes Canada, Mexico and all other foreign countries.

This year will mark the 35th anniversary of the annual AMOA International Exhibition, which has enjoyed a steady growth pattern on both a national and international scale. AMoa's international trade convention. AMOA Expo '84 will be held October 24-27 at Chicago's Hyatt Regency Hotel.

Ohio Operator Neargarder Dies

chicago — Clarence B. Neargarder, president of Celina Music Co., Celina, Ohio, died late Saturday evening, May 5, at St. Mary's Community Hospital after a lengthy illness. He was 55 years old.

A founder and charter member of the Ohio Music & Amusement Assn. (OMAA), Neargarder served in various capacities with the state organization, once holding the office of treasurer, and played a vital role in the direction and development of OMAA, which was the association's founding director of education.

In addition to his business activities and his involvement with OMAA and its annual state convention, he also devoted a great deal of time and energy to community work.

Funeral services were held on Thursday, May 10 at Holy Rosary Catholic Church in St. Mary's, Ohio.

Mr. Neargarder is survived by his wife, Maria; sons Edward and Ronald; a daughter, Pamela; a grandson, John; a daughter-in-law, Diana; four brothers and three sisters.

New Equipment

Gold Medal Winner

"The Games," which is the latest electronic pinball from Mylstar, presents all of the excitement and competitive spirit of the 1984 summer Olympic Games. The Olympic challenge is not only characterized in the play action but in the background art and illustrations as well.

In the game concept up to four players compete on a fast, single level playfield featuring five of the most exciting track and field events, such as discus, hammer throw, javelin, pole vault and shotput.

The model abounds in classic pinball features the objective being to score gold medals in each event.

By winning gold medals, the player advances the multiplier and after three gold medals are won, left and right spot targets are activated to add to the challenge. Scoring both targets twice awards the player an extra ball. The hold bonus feature is activated after the player wins all five gold medals.

As a further incentive to stimulate player interest Mylstar has developed an exciting promotional contest, for on location, which is available to operators. The program is designed to create player interest and increase location traffic and is ideal for street or arcade locations. Full information may be obtained through factory distributors or by contacting Mylstar Electronics at 165 W. Lake St., Northlake, Illinois 60164.

Futuristic 'gobble' Game

"Turkey Shoot," the new video game from Williams Electronics, Inc., goes beyond traditional gun games to the level of a brilliantly animated, fun-filled adventure. The story evolves from a blight which has transformed a third of the earth's population into turkeys who have a tendency to organize for rabbles-rousing and this is where the action begins.

As a Turkey Terminator, the player is given 100 missions and 3 weapons to eliminate all the turkeys, leaving no "left-overs." The player can take aim with his lethal laser gun using the position dot on the screen to home in on his enemies with deadly accuracy. He can launch a lit grenade to annihilate all the turkeys within range or he can activate his gobbles button (available one time mission) to freeze all the turkeys for an instant, making them "sitting ducks." Missions are varied and include rushing quickly to clever plays such as a turkey air raid, turkeys disguising themselves as businessmen and turkey helicopter get-aways. There are all sorts of obstacles to test the player's skill and dexterity.

A 13-14 gobbles button wave every eighth round as well as shooting fire hydrants and trash cans and freeing bystanders who have been taken hostage score bonus points, to add to the player's challenge. Only three "frolic-signs" are allowed and these occur whenever any turkey escapes or when innocent bystander is damaged. At the completion of each round, feathers fly, literally, as a fun incentive to cook the turkey's goose!

Further information may be obtained through factory distributors or by contacting Williams direct at 3401 N. California Ave., Chicago, Illinois 60618.

sEga sold

(continued from page 28)

company in the coin-operated video industry. In 1983, it entered the personal computer field with the introduction in Japan of the Sega 1000 and Sega 3000 game and personal computer systems. Computer Services Corporation is noted to be Japan's largest independent, computer mail-service company. Its securities are traded on the Tokyo Stock Exchange and on the Over The Counter market (NASDAQ Symbol: CSRKY) in the United States.

Cash Box/June 9, 1984 29
### MANUFACTURERS EQUIPMENT

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

<table>
<thead>
<tr>
<th>Bump ’N Jump (2/83)</th>
<th>Destiny, Non-Video Game (9/83)</th>
</tr>
</thead>
<tbody>
<tr>
<td>EDDY</td>
<td>Pepper II (6/82)</td>
</tr>
<tr>
<td>GOLDDIE (see MYLSTAR)</td>
<td>Reactor (7/82)</td>
</tr>
<tr>
<td>MYLSTAR</td>
<td>Bally-Midway</td>
</tr>
<tr>
<td>NICHEUTRUS USA</td>
<td>Sega/Gremlin</td>
</tr>
<tr>
<td>NINTENDO</td>
<td>SEGA/CREMLIN</td>
</tr>
<tr>
<td>ROCK-OLA</td>
<td>SAGA ENTERPRISES</td>
</tr>
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<td>SEGA/CREMLIN</td>
<td>Carnival</td>
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<tr>
<td>SENTE</td>
<td>Space Firebird</td>
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<td>BHUZAC INT’L</td>
<td>Astro Blaster</td>
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<td>CENTURIES</td>
<td>Frogger</td>
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<td>SAGA/CREMLIN</td>
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<tr>
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<td>Carnival</td>
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<td>PHONOGRAPHIC</td>
<td>Low-Noon NCSM Classic</td>
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<td>Low-Noon NCSM Soundmaster Compact</td>
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<td>Rock-Ola Grand Salon II Console</td>
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<td>Rock-Ola 484 (1/80)</td>
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###POOL, SHUFFLE, TABLE GAMES, ETC.

Bally Midway, 10 Pin Deluxe shuffle alley (1/84)

###CONVERSION KITS

(including interchangeable games & enhancements kits)

<table>
<thead>
<tr>
<th>Atari Pole Position II (11/83)</th>
<th>Atari Pole Position Plus (12/82)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Coin Computer, B-Back Shuffleboard</td>
<td>Coin Computer, B-Back Shuffleboard</td>
</tr>
<tr>
<td>Ivan Kaye Silver Shadow</td>
<td>Ivan Kaye Silver Shadow</td>
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<tr>
<td>Dynamo Model 37</td>
<td>Dynamo Model 37</td>
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<tr>
<td>Dynamo-The Tournament Football (5/82)</td>
<td>Dynamo-The Tournament Football (5/82)</td>
</tr>
<tr>
<td>Ready, Mail (6/83)</td>
<td>Ready, Mail (6/83)</td>
</tr>
<tr>
<td>Williams Big Strike Shuffle Alley</td>
<td>Williams Big Strike Shuffle Alley</td>
</tr>
<tr>
<td>Williams Triple Strike Shuffle Alley</td>
<td>Williams Triple Strike Shuffle Alley</td>
</tr>
</tbody>
</table>
POP

1 TIME AFTER TIME
2 LET’S HEAR IT FOR THE BOY
3 OH SHERRIE
4 THE REFLEX
5 SISTER CHRISTIAN
6 HELLO
7 AGAINST ALL ODDS (TAKE A LOOK AT ME NOW)
8 THE HEART OF ROCK & ROLL
9 TO ALL THE GIRLS I’VE LOVED BEFORE
10 I’LL WAIT
11 JUMP (FOR MY LOVE)
12 DANCING IN THE DARK
13 ROCK YOU LIKE A HURRICANE
14 AUTHORITY SONG
15 SELF CONTROL
16 IT’S WITHOUT YOU
17 THE LONGEST TIME
18 RUN RUNWAY
19 FAREWELL MY SUMMER LOVE
20 WHEN DOVES CRY
21 LOVE SOMEBODY
22 ALMOST PARADISE
23 HEAD OVER HEELS
24 DANCE HALL DAYS
25 ME MISS THE PHONE
26 FOOTLOSE
27 THE CAR
28 NO WAY OUT
29 DANCING IN THE SHEETS

COUNTRY

1 SOMEDAY WHEN THINGS ARE GOOD
2 I GOT MEXICO
3 WHEN WE MAKE LOVE
4 YOU’VE STILL GOT A PLACE IN MY HEART
5 MONA LISA LOST HER SMILE
6 I CAN TELL BY THE WAY YOU DANCE
7 JUST A LITTLE LOVE
8 WHY GOODBYE
9 I’M NOT THROUGH LOVING YOU YET
10 DENVER
11 ANGEL IN DISGUISE
12 IN MY DREAMS
13 ATLANTA BLUE
14 MAMA HE’S CRAZY
15 JUST ANOTHER WOMAN IN LOVE
16 VICTIMS OF GOODBYE
17 THE WHOLE WORLD IN YOUR LOVE
18 THAT’S THE THING ABOUT LOVE
19 NEW PATCHES
20 STILL LOSING YOU
21 IF THE FALL DONT GET YOU
22 SOMEBODY’S NEEDIN’ SOMETHING
23 THIS TIME
24 I DON’T WANT TO BE A MEMORY
25 B-B-B-BURNIN’ UP WITH LOVE
26 GOD BLESS THE U.S.A.
27 FOREVER YOU
28 BETTER OUR HEARTS SHOULD BEND
29 SOUTHERN WOMEN
30 BABY, COME TO ME

BLACK CONTEMPORARY

1 LET’S HEAR IT FOR THE BOY
2 FREAKSHOW ON THE DANCE FLOOR
3 LOVE, NEED AND WANT
4 DON’T WASTE YOUR TIME
5 LOVELITE
6 JUMP (FOR MY LOVE)
7 SAIL AWAY
8 LOVE ME RIGHT
9 GIVE ME TONIGHT
10 SWOOP (I’M YOURS)
11 DON’T LOOK ANY FURTHER
12 IN THE MIX
13 THERE’S NO EASY WAY
14 EXTRAORDINARY GIRL
15 CHANGE OF HEART
16 SHE’S STRANGE
17 HEY DJ
18 THE WORLD’S FAMOUS SUPER GROUP
19 LOLLIPOP LUV
20 BABY IT’S YOU
21 SHACKLES
22 RIGHT OR WRONG
23 OBSCENE PHONE CALLER
24 RHYTHM OF THE STREET
25 FAREWELL MY SUMMER LOVE
26 WHEN DOVES CRY
27 NEW MOVES
28 HEART DON’T LIE
30 MEGA-MIX

RECORDS TO WATCH

I DIDN’T MEAN TO TURN YOU ON — Cherrelle (Tabu/CBS)
BOYS DO FALL IN LOVE — Robin Gibb (Mirage/Atlantic)
BORROWED TIME — John Lennon (Polydor/Polysync)
BORN TO LOVE YOU — Karen Brooks (Warner Bros.)
I STILL DO — Bill Medley (RCA)
DISENCHANTED — Michael Murphy (Liberty)

I WISH I COULD WRITE YOU A LOVE SONG — John Anderson (Warner Bros.)
WHAT’S LOVE GOT TO DO WITH IT — Tina Turner — Capitol
LEGS — Z.Z. TOP — (Warner Bros.)
OH CAROLINA — Vince Gill (RCA)
I WANT TO GO SOMEWHERE — Keith Stegall (Epic)

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_________ AIRMAIL $159.00
_________ FIRST CLASS STEAMER MAIL $170.00

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