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NEXT BIG THING?

Psychedelic Rock On Comeback Trail

By ROMAN KOZAK

NEW YORK—After technopop runs its course and the current "new" music becomes a little worn, what's next? The answer may lie in a return of paisley shirts, fringed jackets and reworked licks from early Pink Floyd and the Electric Prunes, because there appears to be a new psychedelia brewing.

A growing number of young musicians who remember the '60s as, in the words of one, "a rebellious, joyful time" are seeking to recapture the raw, electric spirit of the bands that thrived during the glory days of psychedelic and "garage" rock. And although the new psychedelic bands are not yet selling in any great numbers, some of them have attracted the attention of major labels, and there are signs that a genuine musical movement is taking shape.

"It's already the next little big thing, and it probably will become big business," predicts

Nick Rosa, sales representative at Important Records. "But it also depends on what you're talking about." In discussing the new psychedelia, Rosa stresses that he isn't referring to such already established British bands as Echo & the Bunnymen, the Psychedelic Furs and U2. Rather, he says, he's talking about new young bands like Dream Syndicate, the Fleshtones and Three O'Clock in the U.S. and the Stingrays, the Cannibals, Milk Shakes and the Barracudas in the U.K.

So far, the major exponents of the new psychedelia appear to be coming from the West Coast, with the four leading acts in the genre being Dream Syndicate, Green On Red, the Bangles and Three O'Clock. But there are a lot of others, among them the Rain Parade, the blues-oriented Tex & the Horse Heads, the Long Riders, True West (on Bring Us Your Dead Records), Plastic

(Continued on page 53)

WCI Sets Broad CD Pitch Youth Market Is Target Of WEA Labels

By SAM SUTHERLAND

LOS ANGELES—Warner Communications is diverging from the older-demographic Compact Disc marketing plan seen during the European and Asian launch by targeting major advertising and promotion to the youth market, including a reported proposal for an ambitious MTV blitz.

That thrust surfaces as WEA branches are readying for the initial shipment of CD stock to accounts next Monday (15). While WEA and Warner executives won't confirm the cable music blueprint, it's believed an extensive campaign is already being developed around special extended promotional spots designed to tout the benefits of the new digital software configuration to the U.S. market's most active record/tape-buying segment, its teen and young adult buyers.

Acknowledges Alan Perper, WEA director of product marketing, "If we have to depend entirely on the demographics the hardware people see for their player customers, namely aged 45 and up, then we

don't have a business. We're looking to educate the whole consumer base."

Warner's bullish stance on CD emerges despite signs that WEA, like PolyGram and CBS/Sony before it, is grappling with a tight supply of finished CDs from its pressers. PolyGram in Hanover, West Germany, and Sony in Japan. Admits Dave Mount, WEA's national video sales manager and, with Perper, an architect of the rollout, "The prepacks that are going out on the 15th have fewer goods than we'd planned, due primarily to logistical problems in

combining disks and packages.

Thus, the original 35-title release is being reduced to 24 titles, substantially lowering the total piece counts in the four different prepack assortments being offered to 198 participating dealers (Billboard, July 16). However, adds Perper, it's expected that remaining stock in the original prepack allotments will reach those accounts by Sept. 1, "at which point we'll roll over to a regular monthly release."

From then on, WEA hopes to add from 12 to 18 new CD titles each

(Continued on page 53)

Motown Focus Of New Suit

This story prepared by Leo Sacks in New York and John Sippel in Los Angeles.

NEW YORK—A second former Motown Records distributor has taken the company to court following the label's switch to the MCA branch system.

Big State Distributing in Dallas is seeking \$450,000 in annual damages for an "indeterminate" period from the label. The claim is based on Big

State's gross profit from Motown during 1982. The suit, filed July 27 in a Dallas County court, also asks for \$3 million in exemplary and punitive damages. The case was transferred to Federal court in Dallas Tuesday (2) at Motown's request. U.S. District Court Judge Joe Fish will hear the case.

Meanwhile, Schwartz Bros. Inc., which filed a \$5 million suit against

(Continued on page 53)



"PRICELESS" MRG 60002. Solid rock is delivered by Canadian Lisa Price on her hot debut album for MIRUS RECORDS. Lisa wraps her powerful voice around the hard-hitting feature cut "CAN'T HOLD ON FOREVER," ready to sizzle on AOR and CHR playlists. "PRICELESS" is available through independent distributors. (Advertisement)

- Inside Billboard -

- **BRITISH COMPACT DISC SALES** are strong, and consumer interest is growing, six months after the configuration hit the market. But there is concern in the industry over the fact that demand continues to outstrip supply. Page 3.
- **CENTRAL WAREHOUSING** is the focus of Camelot Enterprises' plan to more than double the size of its North Canton, Ohio home base. Page 58. A report on the chain's recent convention, at which a number of changes were announced, appears in Retailing, page 21.
- **REGIONAL BROADCASTING** has taken a step forward in Fargo, N.D. with the recent introduction by Ingstad Broadcasting of a microwave-fed network serving three stations in that area. Radio, page 12.
- **SPECIAL PRICING** plays a key role in the fall promotions planned by home video software manufacturers, who are seeking to expand their shelf space in an increasingly competitive market. Video, page 28.
- **SATELLITE SIMULCASTING** is at issue in San Francisco, where Bonneville is on the verge of buying KYA and plans to carry the same satellite-fed programming on that AM station it carries on its FM there. KOIT. The question: will the FCC allow it? Radio, page 12.
- **RECORD RENTAL** appears to be losing ground in the U.S. Canada-based Rena Rent-A-Record has recently been dropped by a number of its U.S. franchisees, including the largest, Mark Thomas. Page 3.



TIM FINN... lead singer of Split Enz and winner of Australia's 1983 "Best Songwriter Award," is off on an escapade with his first solo album. ESCAPADE SP-4972... gold in Australia and New Zealand after just three weeks. ESCAPADE... the album you can't get away from. Produced by Ricky Fataar and Mark Moffatt. Available on A&M Cassettes and Records. (Advertisement)

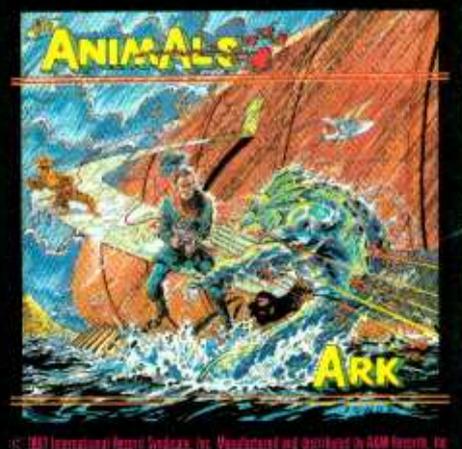
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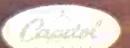
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News

CD Off To Good Start In Britain But Supply Delays Vex Dealers, Labels As Yule Nears

By PETER JONES

LONDON—Nearly six months after the launch of the Compact Disc in Britain, the system has garnered wide acceptance, and consumer demand is growing. But retailers and record companies continue to be concerned over supply holdups.

PolyGram, whose Hanover, West Germany plant is Europe's only producer of CDs, is predictably an exception. But as delays continue to hamstring sales potential, industry fears are growing that the Christmas sales period, which economists say should be particularly explosive this year, will be hit by lack of CD hardware and software.

EMI, a late entry in the CD stakes, had originally planned a July

launch. But that has now been put back to November, and the company now says it might not get in on the action until early next year. Meanwhile, WEA had to postpone its CD entry twice before finally releasing eight titles in late June.

And PolyGram itself has had stock problems, though recent twice-weekly deliveries from Hanover have eased the situation. The company reports that classical material has accounted for 65% of the sales over the first months, with Vivaldi's "Four Seasons" doing particularly well. But pop is building fast, PolyGram says, with Dire Straits reported to have sold more than 2,000 units here.

The initial PolyGram sale-or-exchange deal on CD product has

ended, with retailers nationally now on a firm-sale basis. The company, which says that the exchange facility was not often used, is now looking to add muscle to its in-store promotions in the fall, when hardware manufacturers spew forth product for the pre-holiday buildup.

Generally, though, companies are having stock difficulties. CBS, which imports from Japan, says its initial release of 30 classical and pop titles was "well received." EMI says its first release—whenever it occurs—will consist of 10 classical and 10 pop titles.

Arista/Ariola is moving into the marketplace in September with six titles, one of which will be a digitally recorded album by a top act. At Chrysalis, where it's accepted that CD demand has far exceeded expectations, a second batch, including a Spandau Ballet title, is on the way.

It's the same story at Virgin. The label's second CD release, originally scheduled for May, is now due at the end of this month, with titles by Phil Collins and Heaven 17 included. WEA, which launched its CD campaign in late June, says the entire release has "gone well," which each title selling around 400 copies. CDs by Fleetwood Mac, Eric Clapton and Led Zeppelin are due in a week or so.

RCA says its initial batch of eight classical titles scored heavily, with two pop titles due this month and a classical and pop release set for the fall. All CD software from RCA is digitally recorded.



PATRIOTIC AMERICANS—Los Angeles mayor Tom Bradley presents Capitol Records group America with a plaque on behalf of Frontlash, an organization that promotes voter registration across the country. America has set up registration tables at all of their concerts. Pictured from left are America's Gerry Beckley; Bradley; the group's Dewey Bunnell; and Dennis Lundy, Frontlash's Los Angeles coordinator.

July RIAA Certifications Down Only One Platinum Album; Four Acts Notch First Gold

By PAUL GREIN

LOS ANGELES—July was a moderately slow month for gold and platinum album certifications. The Recording Industry Assn. of America issued only one platinum album award, to Dan Fogelberg's "Greatest Hits," which was certified gold last December.

There were eight gold albums in the month, compared to 15 in July of each of the last two years. For the year to date there have been 55 gold albums, down from 66 by this point last year. The year-to-date figure for platinum albums is 24, down from 34 last year.

One positive sign in the month's certifications is that four acts notched their first gold albums: DeBarge, Iron Maiden, Saga and U2. And Duran Duran, which was awarded its first gold album in March for its second album, "Rio," last month earned its second gold award for its first album, "Duran Duran."

Merle Haggard collected two gold albums in July, for "Big City" and "Pancho And Lefty," the latter a collaboration with Willie Nelson. Nelson had previously earned gold or platinum albums in tandem with Waylon Jennings, Leon Russell, Jessi Colter and Tompall Glaser.

On the singles front, two CBS releases topped the million sales mark. Both were giant black music hits, though only one (Eddy Grant's

"Electric Avenue") achieved total pop success. The other, Mtume's "Juicy Fruit," never even made the pop top 40, despite eight weeks at No. 1 black.

Excluding oldies and kiddie product, there have been 14 gold singles so far this year, up from 12 last year.

"Greatest Hits" is Dan Fogel-

berg's fifth consecutive album to be certified platinum, following "Twin Sons Of Different Mothers" (with Tim Weisberg), "Nether Lands," "Phoenix" and the double album "The Innocent Age."

Here's the complete list of July certifications:

PLATINUM ALBUMS

Dan Fogelberg's "Greatest Hits," Full Moon/Epic. His fifth.

GOLD ALBUMS

Isley Brothers' "Between The Sheets," T-Neck. Their 10th.

Merle Haggard & Willie Nelson's "Pancho And Lefty," Epic. Haggard's fifth; Nelson's 15th.

Merle Haggard's "Big City," Epic. His sixth.

"Duran Duran," Capitol. Their second.

DeBarge's "All This Love," Motown. Their first.

Iron Maiden's "Piece Of Mind," Capitol. Their first.

Saga's "Worlds Apart," Portrait. Their first.

U2's "War," Island. Their first.

GOLD SINGLES

Eddy Grant's "Electric Avenue," Portrait/Ice. His first.

Mtume's "Juicy Fruit," Epic. His first.

GOLD CHILDREN'S SINGLES

"Brer Rabbit & The Tar Baby," Disneyland/Vista.

"Pete's Dragon," Disneyland/Vista.

"Winnie The Pooh & Tigger Too," Disneyland/Vista.

New Charts From Canada In Billboard

TORONTO—Beginning this issue, Billboard re-introduces a Canadian chart of the top 20 singles and albums in the Hits Of The World section.

The chart, compiled by the Toronto-based music weekly The Record, surveys 28 major accounts across Canada each week and a rotating sample of retail outlets in secondary markets. The chart reflects the particular market's national sales percentage and the market share of the particular account, according to David Farrell, publisher of The Record. "The Record's chart philosophy is geared toward a national overview of sales, but is so geared to reflect regional flavoring," Farrell says.

The chart, which has been

(Continued on page 48)

Rena Rental Outlets On Decline In U.S.

By JOHN SIPPEL

LOS ANGELES—Rena Rent-A-Record, considered the strongest single thrust in record rental in the U.S., is losing ground.

Founded in Toronto by David Nancoff, the concept has been dropped by its single largest franchisee, Mark Thomas, who began operating three rental stores last November. A check of known Rena franchisees shows that licensees in Cincinnati and White Plains, N.Y. have defected.

John Emery III of Cincinnati is no longer with Rena, but has opened his second store there in a primarily black downtown area. He plans to open a second store in the Clifton area soon, at the opposite end of the Univ. of Cincinnati campus from where his original store is located.

Emery says he is "very positive" about the potential of rental.

Donna Lipton of White Plains also says she has split with Nancoff. She adds that she will continue to rent records but has broadened her sales inventory to include video.

Cindy Gamble of Rena's in Baton Rouge says she is "doing good," but volunteers that she has not heard from Nancoff recently. The Rena store in Fort Wayne, Ind., operated by Doug Halpern, is no longer listed in the phone directory.

Nancoff has recently added two U.S. locations. Diane Saturnino of Cleveland, who says she joined the rental concept two months ago, says she feels it is premature to judge the early success of her store. She offers that she is selling more albums than she is renting. Her rental terms are three LPs or cassettes for \$4.98 for 36

hours, with an \$8 deposit on each rented unit.

The Rena store in Newark, Del. opened March 31, and manager Tiffany Taylor says she was "amazed" when more than 70 customers, mostly students from the nearby Univ. of Delaware, appeared at the opening. She adds that business fell off when the school term ended, but notes she has high hopes for the fall semester. Like Saturnino, she says she purchases her albums from local suppliers.

The Rena Rent-A-Record store, one of the first in the country, is no longer listed in the Providence, R.I. phone book. That operation was helmed by Steve Bollinger.

Two other early Rena franchisees, Dan and Ellen Katz of Atlanta, have just sold their franchise to Lee Grimes, who took over less than two

weeks ago. He says he has not heard from Rena headquarters, but hopes to hear from Canada soon.

Concert promoter and former disk jockey Les Norton of Laredo, Tex. is bitter about his experience with Nancoff, who he claims misrepresented the operation to him. Norton says he was suspicious from the beginning when Nancoff failed to authenticate the profit-and-loss statement from an unidentified Rena store which he sent Norton and his partner, Tom Mitchell, a Laredo radio executive.

Norton, who paid the standard \$27,500 franchise fee, claims that he unpacked his opening store's inventory, shipped by Nancoff, only to find "six- and seven-year-old cut-outs with just ones and twos of the top 20." "When he called Nancoff re-

(Continued on page 54)

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RIAA: Bogus Tapes Everywhere

Memo Lists 100 Counterfeit Titles Now In Market

By ROMAN KOZAK

NEW YORK—What do Herb Alpert, the Rolling Stones, Crispy Lane, Richard Pryor and the Sensational Nightingales have in common? All of them, and many other acts, are the victims of cassette counterfeiters, and are found among the 100 titles now being listed in the RIAA's "Hitline Contacts" memo on "Counterfeit Cassettes Currently Being Found In The U.S. Market."

According to Joel Schoenfeld, the RIAA's special counsel and director of anti-piracy operations, "Hitline" memos go out to representatives of all the major record companies and to NARM, who in turn make copies for branches and merchandisers respectively.

Schoenfeld says the information about the counterfeit titles comes

from materials seized in raids, from informants, and from the RIAA's own purchases in flea markets, swap meets, etc. The titles are broken down by region, and the breakdown indicates that cassette counterfeiting is a regional phenomenon in the U.S., with different counterfeiters operating in different areas of the country.

Among the counterfeit titles currently being found in the Northeast, according to the RIAA, are "Rise" by Herb Alpert, "Beauty And The Beat" by the Go-Go's, "Glass Houses" by Billy Joel, "Still Life" by the Rolling Stones, "Success Hasn't Spoiled Me Yet" by Rick Springfield, "Face Dances" by the Who, and other titles from the catalogs of all the major manufacturers.

According to the RIAA letter, counterfeit tapes in the Northeast "are packaged in Polymatic No-relco-style library boxes. The shrink wrap is applied by a Scandia-type semi automatic machine. The cassette cartridges are Data Packaging, with the majority having an oversized pressure pad (possibly indicative of in-cassette duplication). The cassettes are sonic sealed and tab out. The cassette insert card is thicker than that of legitimate manufacturer. The imprinting on the cassette uses standard printers ink, which can be easily smeared and appears blurry and at an angle. The ink also has a strong chemical odor."

The Warner/Elektra/Atlantic labels, the letter notes, "have counterfeit non-retro reflective anti-counterfeiting labels which have square instead of rounded corners."

Schoenfeld says that within a month after WEA introduced its anti-counterfeiting label, the labels themselves were being counterfeited.

Though it appears careless of the counterfeiters to leave square instead of rounded corners on their fake product, not all their work is that shoddy, says Schoenfeld. Sometimes it takes weeks of painstaking testing by the legitimate manufacturers themselves to be able to spot the phonies, he says.

In one case, Schoenfeld says, counterfeit cassettes that were purported to be legitimate imports from Canada were perfect in every respect, except that a bit of leader tape was different from that used by the legitimate manufacturer.

Three Arrested In Alabama Tape Raid

NEW YORK—Three Alabama men were arrested and 1,500 allegedly counterfeit tapes were seized in separate raids conducted by the Alabama Bureau of Investigation as part of a statewide program aimed at combating the problem of unauthorized duplication of sound recordings and trademark violations.

Arrested were Jimmy A. Simpson of Russellville, James Buckman of Haleyville and J.R. Hodges of Woodville. All were charged with the distribution of illegally manufactured sound recordings, a felony in Alabama.

Musician Label Sets Price Hike

LOS ANGELES—WEA's regional branch offices have targeted Aug. 29 for a list price increase on the entire Elektra/Musician catalog of jazz recordings to a suggested \$9.98.

Included are 38 items comprising 15 titles originally priced at a \$6.98 list, with the remainder carrying an \$8.98 list price.

Increases become effective with all invoicing from Monday, Aug. 29. WEA will issue authorized return requests at the original purchase price through Dec. 30, 1983.

NEW DIVISION OF FAMILY HOME

USA Home Video Buys 45 Titles

By FAYE ZUCKERMAN

LOS ANGELES—Family Home Entertainment's newly formed USA Home Video division has announced its first purchase of new titles, increasing the company's current catalog from 10 to 55. USA Home Video has acquired 22 film features from producer Alexander Salkind and 23 titles via Viacom.

This aggressive acquisition is just the beginning, promises Ardis Matthews, director of acquisition for the company. "We have spread our name around the marketplace; it is known that we are seriously looking for titles," he says.

A majority of these new titles will not enter the marketplace until January, 1984. Some of the Viacom programs will be brought out in September and October," however.

Four-color preview sheets, some point-of-purchase displays and dealer-distributor incentive projectives are being planned for the new acquisition. Family Home Entertainment, like most of the other major video companies, has found that the competition for retail dollars and shelf space has become more than fierce, with the already existing glut of product expected to grow as the Christmas season nears.

"It has become more of a fight for dealer dollars. But consumer demand is on the rise," notes Len Levy, vice president of marketing. "The industry is becoming more sophisticated. Direct mailings and sales aids will be provided."

USA Home Video's exclusive deal with Salkind includes such titles as "The Three Musketeers," "The Making Of Superman I & II" and

"Bluebeard," starring Richard Burton and Raquel Welch. These films will be made available on videocassette and videodisk throughout the U.S. and Canada.

Matthews, who negotiated the acquisition rights, says that Salkind's representatives contacted her via a letter explaining their intent to have the films distributed in North America.

As for the Viacom deal, Matthews says that she contacted the firm about placing their made-for-tv titles and films on video media. Both deals are estimated to total in the six-figure realm. Viacom's films include Lou Gossett in "It Rained All Night The Day I Left," Gary Coleman in "The Kid With The Broken Halo" and "A Question of Love" starring Gene Rowlands, Jane Alexander and Ned Beatty.

The videocassettes will cost about \$49.95 retail, with the exception of "East Of Eden," which will be released on two cassettes.

USA Home Entertainment, formed this spring, began to pursue the family market after its first release, "Thin Thighs In 30 Days," an adaptation of Wendy Stehling's book, reportedly sold more than 10,000 copies during its first six weeks on the market.

Family Home Entertainment, a marketer of children's programming, also has a separate Monterey Home Entertainment division which will go after new titles. Music programming is an area that the division plans to go after. "That division will be looking for concerts and long-playing formats rather than short music videos," Matthews says.

Grammy Entry Forms Mailed

NEW YORK—The 26th annual Grammy Awards have been set in motion with the mailing of entry forms to record companies throughout the U.S. Mailings, almost 150 more than last year, are the most in the history of the National Assn. of Recording Artists & Sciences (NARAS), which sponsors the awards.

The forms, on which labels enter recordings they consider Grammy-worthy, cover product released for the first time between Oct. 1, 1982 and June 30, 1983. Another set of entry forms covering the final three months of eligibility will be mailed in late September.

The current entry forms must be filled out and returned to NARAS' national office at 4444 Riverside Dr., Burbank, Calif. 91505 no later than Thursday, Aug. 23. Those labels that have not received entry forms or have any questions should immediately contact Ginny Grace at the academy's national office at (213) 843-8233.

In another development, the New York chapter of NARAS has moved to new quarters at 157 W. 57th St. Zip code is 10019; telephone number is (212) 246-3826. National NARAS rep George Simon is also located there.



A QUEUE FOR LA CAGE—Boston-area fans of the Broadway-bound musical "La Cage Aux Folles" line up to buy certificates reserving copies of a special "Thank You, Boston" edition of the RCA original cast LP.

Executive Turntable

Record Companies

Rick Dobbis, senior vice president of a&r for Arista Records in New York, has left the company. . . . Warner Bros. Nashville has named Jim Ed Norman vice president of a&r there. He was an independent record producer. . . . Le Roy Sather has been appointed vice president of field sales for MCA Distributing Corp. in Los Angeles. . . . Following its new distribution pact with A&M Records, Windham Hill Records, Palo Alto, Calif., has made four promotions. Anne Ackerman-Robinson moves from corporate vice president to president. Jeff Heiman moves from national promotion director to vice president of promotion in Seattle. Steve Backer becomes vice president of East Coast operations in Chester, N.H., and Gil Bateman becomes West Coast general manager, working out of A&M's office in Los Angeles. . . . Robert Perlstein has been appointed vice president of business affairs for CBS Masterworks in New York. He was director of business affairs for the label.

Cliff O'Sullivan has been appointed associate director of West Coast prod-



Norman



Sather



Ackerman-Robinson



Morris

uct management for Epic/Portrait/CBS Associated Labels. . . . Atlantic Records has made two appointments in New York. Jennifer Marwood is the new administrative director, and Linda Rosinsky is the new personnel manager. . . . PolyGram Special Products has promoted Margie Golde to supervisor of production in New York. . . . Oz Records in Australia has hired Dana Morris as director of East Coast operations for its New York office. . . . Muriel DeCunzo has resigned as administrator at RCA Records in Los Angeles after 10 years. . . . Bill Singer has left his position as vice president of sales and marketing at CMS Records in New York. . . . Warner Special Products in Burbank has appointed Tony Pipitone executive vice president and treasurer and Mike Leviton vice president of a&r.

Marketing

The Record Bar chain in Durham, N.C. has made four appointments. Ralph King has been upped to senior vice president of marketing and sales. Dan Surlis moves from vice president of finance to senior vice president of finance. Sandra Rutledge, formerly vice president of administrative services, is now senior vice president of administrative services and distribution. And Jackie Brown moves to the post of executive administrative director. . . . Camelot Enterprises Inc., North Canton, Ohio, has realigned its retail field structure (separate story, page 21). Larry Hodgson, formerly Northeast regional director, has been named North divisional manager, based at the home office. Vern Benke, formerly Southern regional director, is now South divisional manager, based in the company's Nashville office. And former Midwest regional director Dan Denino now works out of the Camelot home office as director of retail operations. . . . Licorice Pizza has appointed Randy Gerston advertising director and George Briner marketing coordinator. The new assistant art director is Roy Antoun.



King

Publishing

AGAC in Nashville has appointed Kathy Hyland assistant regional director. She had been office manager and executive secretary to the general manager of Screen Gems/Colgems-EMI Music Inc. in Nashville. . . . Hal Leonard Publishing has added Fran Linhart to its product development staff in Milwaukee. She was marketing manager for the educational division of Yamaha International.

(Continued on page 51)

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HERBIE HANCOCK

FUTURE SHOCK

THE FUTURE WILL NEVER BE THE SAME

HERBIE HANCOCK IS ROCKIN' IN A TOTALLY NEW GROOVE WITH "ROCKIT"—THE SCRATCH ANTHEM OF THE SUMMER. NOW BLASTING TO THE TOP ON ALL MAJOR URBAN CONTEMPORARY STATIONS AND IN DANCE CLUBS EVERYWHERE. FROM HERBIE'S NEW ALBUM, "FUTURE SHOCK" IT'S WHAT THE WORLD IS COMING TO. ON COLUMBIA RECORDS AND CASSETTES



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Major Staff Cutbacks At Mattel Electronics

By FAYE ZUCKERMAN

LOS ANGELES—Further evidence that the video game industry is undergoing a marked slowdown was offered here Thursday (4) when Mattel Electronics announced it was getting rid of some 400 salaried employees. This staff reduction, the second in less than two months, brings total layoffs to 660—more than 37% of the electronics company's work force.

Mattel blames these latest cutbacks on increased competition and severe price cutting, which have caused the company to experience operating losses now estimated at

more than \$100 million for the first half of 1983 (Billboard, July 9). First quarter losses totaled some \$34 million before taxes.

Says a spokeswoman for the Hawthorne-based wholly-owned subsidiary: "We will still be marketing the Aquarius and all its peripherals as planned. All other previously announced schedules and new products will be met." Additionally, Intellivision products, keyboard computers, music synthesizers and other electronics products will be shipped as scheduled, the spokeswoman says.

Mattel, which recently announced a \$400 million line of credit with 12 domestic banks, had just completed major changes in its management staff for the subsidiary:

- William Mack Morris, president of Mattel's diversified company division, has been appointed president of Mattel Electronics, replacing Joshua Denham, who has resigned.

- James W. Buddle assumes the position of senior vice president of finance and planning. Before coming to Mattel in May, 1982, Buddle held financial management positions with Max Factor and Levi Strauss.

- Terrence E. Valeski has been named senior vice president of marketing and sales. He previously worked for a marketing and communications consulting company, Enterprise Inc.

CD Players Due From Technics

NEW YORK—Technics is readying two second-generation Compact Disc players for market introduction over the next two months, each at a lower suggested list price than the firm's currently available \$1,000 SL-P10 unit.

Coming next month is the SL-P7, which will list at \$700. Like the SL-P9, which is slated for trade delivery in October at an \$800 price peg, it claims improved error correction capability. Both units are front loading, and the SL-P9 features a number of conveniences, including wireless remote control and pitch control.

AUGUST 13, 1983, BILLBOARD

Chartbeat

Police Take A&M Crown From King

By PAUL GREIN

The Police's "Every Breath You Take" logs its sixth straight week at No. 1, becoming the top-charting single in the history of A&M and its affiliated labels. It breaks the five-week record previously held by Carole King's 1971 smash "It's Too Late" on Ode.

Here's a list of A&M's 30 top-charting singles over the years, ranked in order of highest peak position. Ties are broken based on weeks at peak and then weeks in the top 10.

The Carpenters are out front with 10 of the label's 30 top entries, followed by the Captain & Tennille, Billy Preston and Styx with three

each. Herb Alpert, Carole King and the Police are each listed twice.

1. "Every Breath You Take," the Police, 1983, #1-6 weeks.
2. "It's Too Late," Carole King, Ode, 1971, #1-5.
3. "Close To You," Carpenters, 1970, #1-4.
4. "This Guy's In Love With You," Herb Alpert, 1968, #1-4.
5. "Love Will Keep Us Together," Captain & Tennille, 1975, #1-4.
6. "Don't You Want Me," the Human League, A&M/Virgin, 1982, #1-3.
7. "Babe," Styx, 1979, #1-2.
8. "Rise," Herb Alpert, 1979, #1-2.
9. "Will It Go Round In Circles," Billy Preston, 1973, #1-2.

10. "Top Of The World," Carpenters, 1973, #1-2.
11. "Nothing From Nothing," Billy Preston, 1973, #1-1.
12. "Please Mr. Postman," Carpenters, 1975, #1-1.
13. "We've Only Just Begun," Carpenters, 1970, #2-4.
14. "We Got The Beat," Go-Go's, IRS, 1982, #2-3.
15. "I'm In You," Peter Frampton, 1977, #2-3.
16. "Superstar," Carpenters, 1971, #2-2.
17. "Rainy Days & Mondays," Carpenters, 1971, #2-2.
18. "Hurting Each Other," Carpenters, 1972, #2-2.
19. "Higher And Higher," Rita Coolidge, 1977, #2-1.
20. "Outa-Space," Billy Preston, 1972, #2-1.
21. "Yesterday Once More," Carpenters, 1973, #2-1.
22. "Jazzman," Carole King, Ode, 1974, #2-1.
23. "The Best Of Times," Styx, 1981, #3-4.
24. "Lonely Night (Angel Face)," Captain & Tennille, 1976, #3-3.
25. "Mr. Roboto," Styx, 1983, #3-2.
26. "For All We Know," Carpenters, 1971, #3-2.
27. "Sing," Carpenters, 1973, #3-2.
28. "Every Little Thing She Does Is Magic," the Police, 1981, #3-2.
29. "Muskrat Love," Captain & Tennille, 1976, #4-5.
30. "Never Gonna Let You Go," Sergio Mendes, 1983, #4-4.

Also, A&M has three hits in the top 10 again this week, with the Human League's "Fascination" joining long-running hits by the Police and Sergio Mendes. And the label has

(Continued on page 53)

150,000 SINGLES LISTED

Dealer Prints 'Ultimate' Catalog

By JOHN MEHNO

PITTSBURGH—Five years and 35,000 index cards later, local record store owner Paul Mawhinney has published what he considers the ultimate book on modern music history.

Mawhinney's two-volume "Music Master" is a catalog that documents 35 years' worth of 45 r.p.m. records. The operative numbers are 150,000 titles, 3,500 labels and a \$150 price tag. Mawhinney figures that all three add up to a limited market.

To date, he claims to have shipped 450 copies worldwide to radio stations, libraries, collectors and people who make their living from music trivia, like Dick Clark and Casey Kasem. There are no plans to distill any of the information into more manageable mass market versions.

"The amount of information is so huge, there's no way to do that," he says. "The data base is so large that it's only going to appeal to historians and serious collectors. For the serious collector, the price and size are no problem."

Mawhinney's volumes differ from others, like Joel

Whitburn's Record Research series, because entries are not based on any charts. He began by keeping a card file of all 45s that came through his Record Rama shop and eventually transferred the information to a computer. The book lists titles and artists, but he can also call up various categories and get a breakdown of records with specific themes, such as graduation or summer.

He consults radio stations that program oldies and offers broadcasters a \$250 annual music service. The fee brings a copy of "Music Master" and access to Mawhinney's sound archives, where music can be dubbed for a \$1 rental fee and production costs. Mawhinney says he has one of 30 sound archives recognized in the country and is currently negotiating with the Library of Congress to take over the collection upon his death.

"Part of my dream is to see this go on," he says. "It doesn't matter how many records you have if they're not accessible."

(Continued on page 56)

Heartland Beat

'Secret' Chicago Studio Keeps Busy

By MOIRA McCORMICK

Nestled in the opulent basement of an opulent North Shore mansion, Red Label Recording Co. is perhaps Chicago's best-kept studio secret.

This state-of-the-art 24-track facility has been in operation about a year and a half, under the direction of studio manager and chief engineer

Fred Breitberg. In that time it has been production headquarters for the latest efforts by Alligator artists Albert Collins, Lonnie Brooks and Big Twist & the Mellow Fellows, as well as four big band LPs and Kenny Rogers' recent "Lady" and "Gambler" commercials for Jovan.

"We're trying to build Red Label's reputation one session at a time," remarks Breitberg. "This is Chicago—it's tough to do hit material out of here."

The 35-year-old Breitberg has turned the knobs at nearly every major Chicago studio since 1969, including Universal, Chess, Curtom, Streeterville and PS. He came to Red Label in February, 1982 at the behest of its owner ("He has a production company and wants to do state-of-the-art production and be able to supervise it," explains Breitberg).

After he fine-tuned control room and studio acoustics, Breitberg and Red Label were in business. Breitberg says he is particularly proud of the "accurate translation" of his UREI monitors. "They really relate to the outside world," he says. Red Label's hardware also includes a 24-track Harrison transformerless console, a Studer two-track, outboard limiters, equalizers, digital reverb and digital plate reverb. Breitberg references all his work through car

speakers and a clock radio as well as the studio monitors, always keeping the real world in perspective.

The facility's layout consists of control room, studio, isolation booth, and various recreational areas. "We use the sauna for a live chamber," chuckles Breitberg. In addition to the sauna, Red Label's cushy extras include a gym, video screening room, bar and tanning parlor, all outfitted in a warm brick red.

Red Label has been turning "a steady business" since inception, Breitberg says. In addition to his bigger clients, he is also committed to the Chicago scene.

"I want to give local artists a professional-sounding record—not slick, but professional," he emphasizes. In the past year and a half, Red Label has seen Chicago draw Heavy Manners and Chevere through their latest recording projects, in addition to laying down an album's worth of material for New Orleans favorites the Radiators. Breitberg is currently finishing the debut LP of Chicago club-circuit standouts, the Venessa Davis Band.

★ ★ ★

The aforementioned Vanessa Davis Band is one of Chicago's hardest-working and longest-stand-

(Continued on page 56)

ON PUBLIC RADIO STATION CD Marathon In Denver

DENVER—More than 16 hours of Compact Disc programming was broadcast daily by KCFR here last week (1-8) in a marathon promotion dedicated to the new technology made possible largely through the cooperation of a local hi fi dealer.

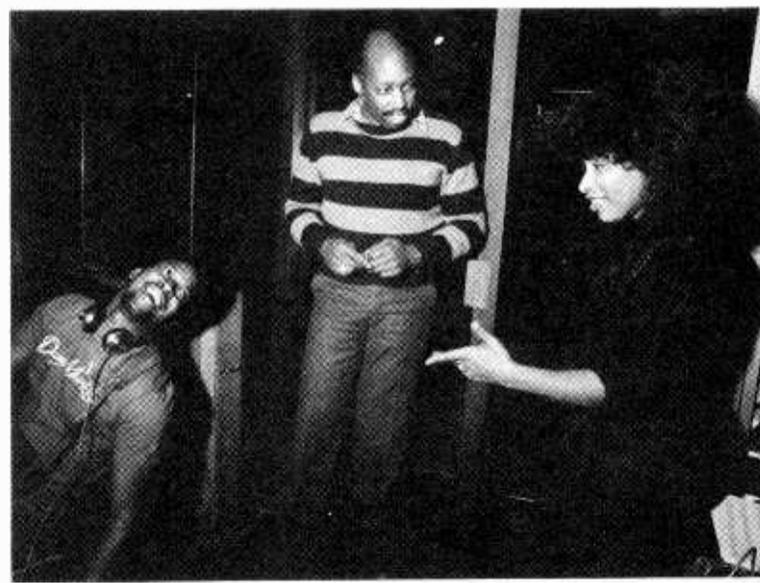
The National Public Radio station has been airing CD material on a spot basis for the last few months, but it was only with the loan of about 150 CDs from Listen Up that it was able to mount the week-long full-time event. Listen Up, which sells CD hardware and software, has also donated two Hitachi CD players to KCFR.

KCFR assistant music director Bob Lafley says the CD programming pattern was 80% classical, with the remainder devoted mainly to jazz, and "a little pop." The station normally devotes most of its programming to classics.

Many of the CD titles broadcast were brought in from Japan by Listen Up, which has set a number of other digital promotions under the aegis of the retailer's chief, Walt Stinson.

Lafley says that listener response to the week of CD play was "enthusiastic," and that the station will now earmark part of its record purchase budget to building up a digital library.

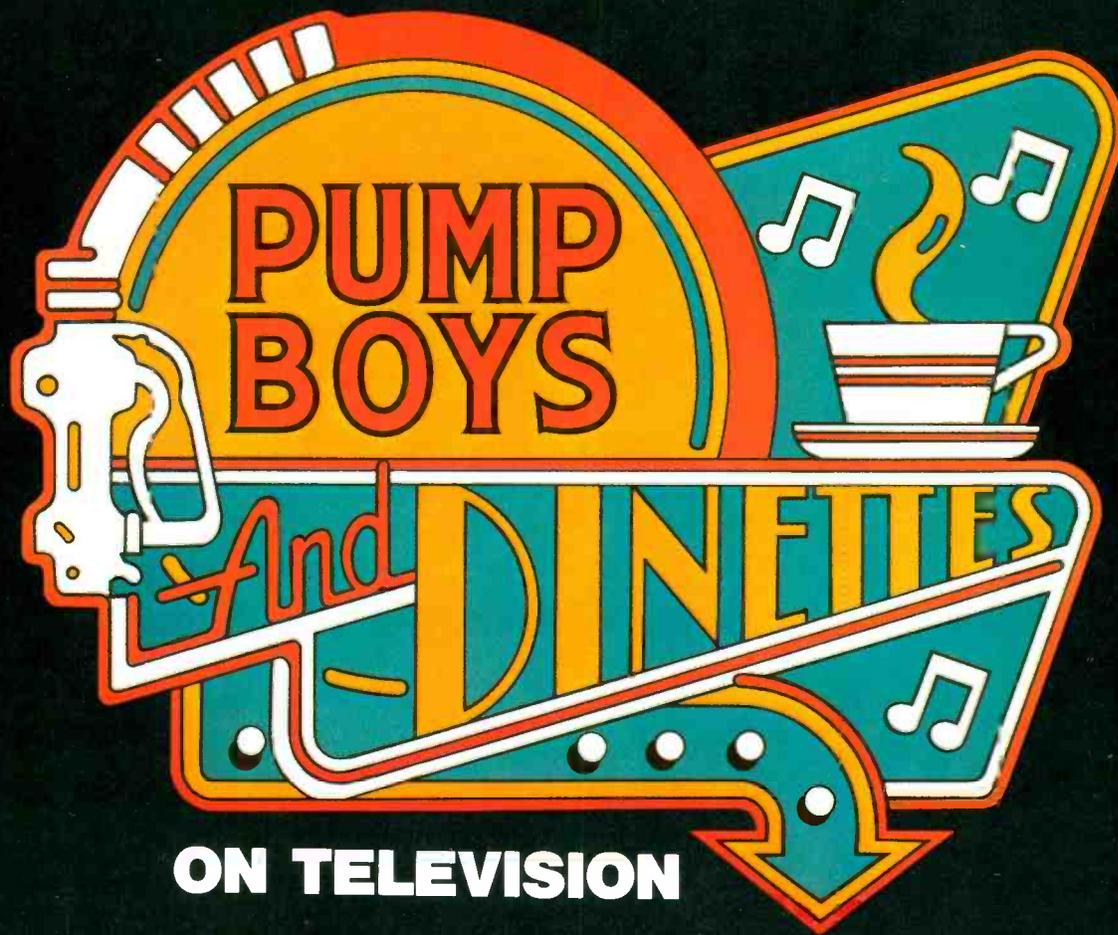
IS HOROWITZ



FINAL TRACKS—Chaka Khan discusses her last LP with Rufus, "Stompin' At The Savoy." The Warner Bros. double LP features live performances at the New York theatre and four new songs. Talking with Khan, from left, are Rufus bassist Bobby Watson and Tom Draper, the label's vice president of black music marketing.

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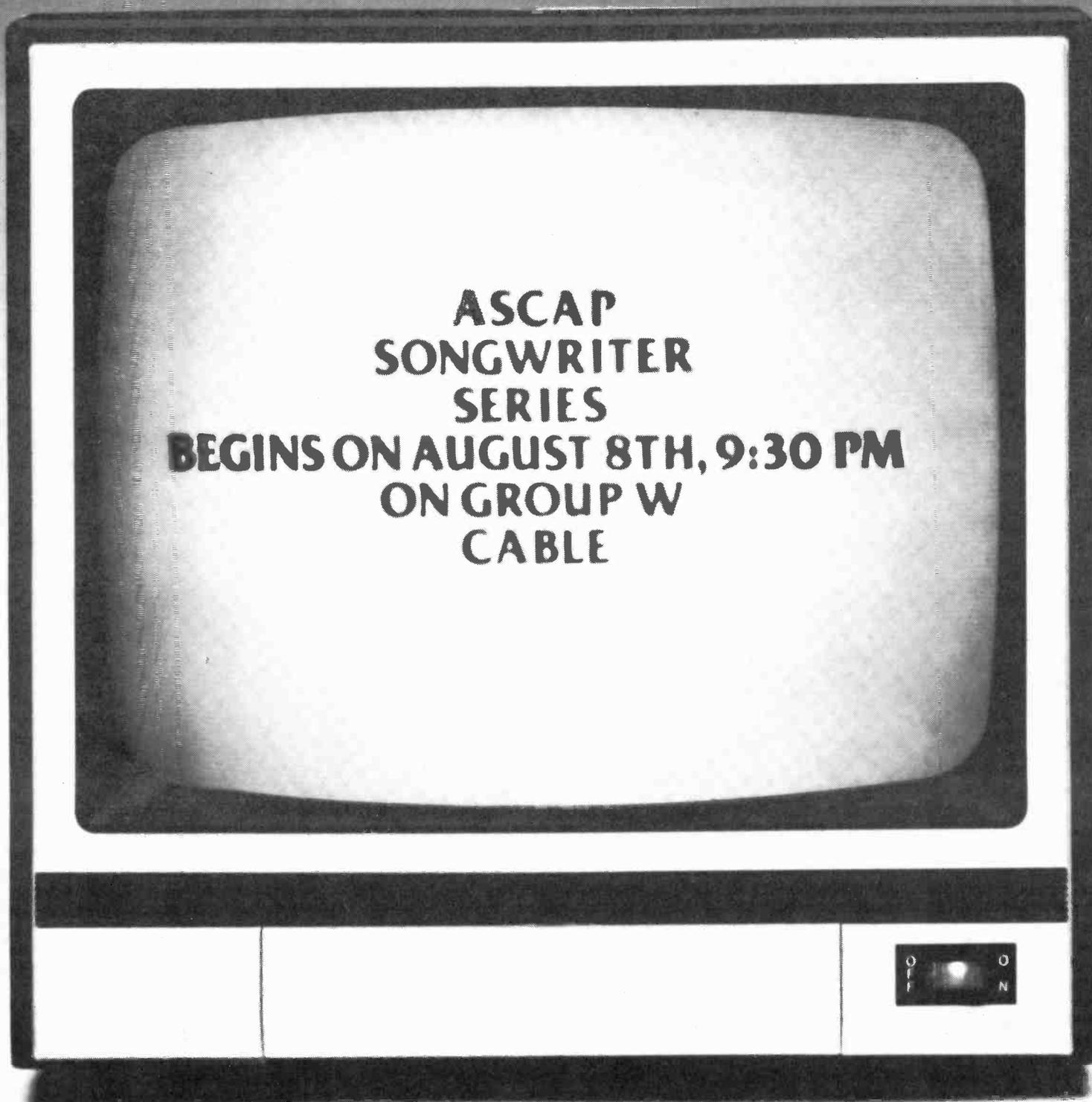
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for in a successful composition. They'll give you hints and tips that only come from years of experience.

To find out how you and your song can appear on the ongoing ASCAP Cable TV Songwriter Series, tune in to Group W Cable Public Access, Channel 3 in Los Angeles, on Monday, August 8th at 9:30 P.M. and on Channel D in New York on Wednesday, August 17th at midnight (Group W and Manhattan Cable).

Our special guests this week will be Phil Ramone and Arthur Hamilton. The series will also be debuting soon in Nashville.



DOMINGO'S DOMAIN—Willi Schlager of CBS Records' Austrian operation, right, presents Placido Domingo with a platinum LP signifying the success of his "Perhaps Love" LP in Austria.

Changes In Japan C'right Urged Committee To Recommend Record Rental Royalties

By SHIG FUJITA

TOKYO—Japanese copyright law should be amended to require users of rented records and computer programs to pay fees to the authors and creators involved, a copyright council committee here plans to recommend.

The group will urge the governmental cultural affairs agency to change the law so that authors of music, computer programs and other reproducible material hold the licensing rights, while neighboring rights holders, the musicians and record companies, have the right to claim remuneration.

It also plans to ask the agency to include provisions in the law making it obligatory for photocopying and tape-dubbing firms to pay copyright fees. Committee chairman Norio Ikehara says an interim report along these lines is being circulated here to interested parties, with the final recommendations planned for September.

Because of parliamentary recesses and the New Year holiday, however, it's considered unlikely the government will start debating copyright matters before next February.

Japanese copyright law was last

revised in 1971. It's generally accepted that the existing legislation cannot deal with rapid advances in electronic technology, especially in the areas of copying machines and VCRs.

If the committee proposals go through, record rental firms will have to obtain permission from, then pay fees to, copyright holders when renting out software. Neighboring rights of musicians and record companies are currently partly protected by law, with broadcasting stations paying them fees. If the amended law goes through, thus recognizing the right to remuneration, rental firms will also pay those fees.

The prestigious daily newspaper

Asahi Shimbun, which has a circulation of 7.5 million, has already devoted substantial space to "copyright to copy with the copying age." In an editorial, the newspaper cited as the two key problems the unauthorized copying of scientific and technical publications and the activities of the record rental firms.

The editorial noted that rental has spread into records, videotapes and computer software. This, allied to technological breakthroughs, indicates a clear need for constant review of the copyright system, the newspaper says. But, it adds, if copyright use charges are to be collected from record rental firms, then a levy should be imposed on recording equipment, as it is in West Germany.

U.K. Cable Music Channel To Pay For All Vidclips

LONDON—All promotional video clips used on the first major pop music channel for Britain's Rediffusion cable television operation will be paid for at full rates by the programming company, MusicVision. The channel is set to start in January.

Says Tony Hemmings, who owns MusicVision with Yorkshire Television Enterprises: "Video clips are highly creative and expensive productions which, though there's no argument about the promotional value of them on television, are excellent entertainment in their own right."

The music channel is the first of three to which Rediffusion is committed. It is advertiser-supported and will be available to at least 300,000 Rediffusion-served homes by the start of 1984.

Competition for the pop cable franchise was fierce, with MusicVision, formally launched at MIDEM this year, battling with the Thorn EMI/MTV joint venture and the Cable Music firm of Virgin chief Richard Branson and Palace Video

founder Nik Powell.

First programming schedules for what is envisaged as eventually becoming a 24-hour-a-day service include six-and-a-half hours in stereo, including a top 40 feature updated weekly as soon as possible after chart availability.

Total investment in MusicVision is said to be around \$10 million, and the partners could wait up to four years to see a financial return. Operating plans include links with leading companies in the entertainment, leisure and communications industries.

ABC Video Enterprises Inc., a subsidiary of American Broadcasting Companies Inc., was initially involved, mainly to provide managerial and financial support. But it decided not to pick up its option because of corporate involvement in U.S. cable developments.

Hemmings says MusicVision will be offered to all existing and new franchise cable companies to be appointed in November. "Our programming is slanted to a pan-European audience," he adds.

Italian Label Fonit Cetra In Distrib Switch

MILAN—Italian state-controlled record company Fonit Cetra, part of the RAI-TV radio/television network group, ends its direct distribution operation on Sept. 1, disbanding its sales force in a move which has come as a surprise to the music business here.

Starting next month, the Fonit Cetra catalog will be distributed by Milan-based Dischi Ricordi, which will take aboard some of the state company's salesmen. Fonit-Cetra will keep its current sales management team.

(Continued on page 48)

Deacon Answers Critics Of Levy Blank Tape Fee Not 'Unfair,' BPI Official Maintains

LONDON—John Deacon, director general of the British Phonographic Industry (BPI), has comprehensively refuted criticism by the Consumers in the European Community Group that a levy on blank tape would be "unfair and unworkable" (Billboard, August 6).

To charges by the group that the levy would disadvantage people buying tapes for non-music use, Deacon says: "Our research shows that between 85% and 90% of blank tapes bought by consumers are used for private recording of copyright music. It also shows that even if the retail price of blank cassettes were to increase by 100% as a result of the imposition of a blanket royalty, sales would decline by only 6% or 7%."

"And quite apart from this, the blank tape manufacturers would be well able to absorb part if not the whole of additional costs resulting from a levy. The profit margin on a blank cassette is significantly higher than on an LP or a prerecorded cassette." Deacon adds that even if a C-90 cassette doubled in price, home

tapers would still be able to record two albums for \$3, whereas buying the same albums would cost them \$14.

In a press release timed to coincide with the EEC's preparation of a Green Paper consultative document on copyright law reform, the CECG claims that the real problem for the record industry is large-scale counterfeiting by organized crime, not by home tapers. Stephen Crampton, secretary of the group, says: "The industry should crack down on the genuine abuse."

In response to this, Deacon claims that losses from home taping are currently substantially in excess of any losses from piracy. "Furthermore, we're spending \$600,000 a year on fighting piracy in the U.K. alone, so we don't take the matter lightly. We have carried out research in these matters for 10 years and we're probably losing \$30-\$35 million a year, whereas our estimate of annual losses resulting from home taping is in the region of \$450 million," he says.

The CECG, an umbrella group financed by the British Department of Trade representing 23 consumer organizations, acknowledges that home taping is against the law in the U.K., but contends that the law should be changed. In response, Deacon says: "We wouldn't necessarily disagree with this. We are not against legitimizing home copying, but in return for granting a license for the public to record copyright music we naturally expect to receive some compensation."

As to his expectations as to whether a new British copyright law would include provision for home taping compensation, Deacon says: "We have no reason to believe that the government will reject the idea of a royalty. We feel the climate has changed since the 1981 Green Paper here, and we're now awaiting with interest the drafting of a new Copyright Act. It seems the Department of Trade is seeking to complete the draft by the end of the year, to introduce a White Paper in the spring and then legislation in October, 1984."

\$450 MODEL FROM MATSUSHITA

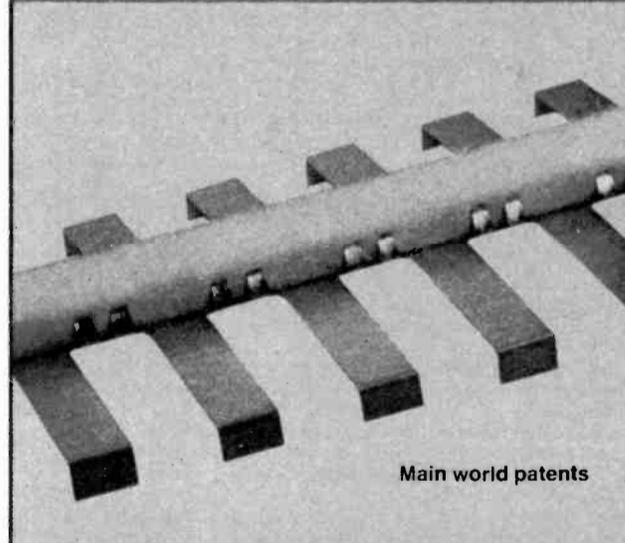
Price Of CD Players Dropping

TOKYO—Matsushita Electric Industrial has set Aug. 20 for the unveiling of a new Compact Disc player, the SL-P7, to retail at just \$450, roughly half the price of its existing model. A month later, the company will ship its SL-P8 range, retailing at roughly \$620.

The arrival of the low-price Matsushita model is seen as likely to trigger an overall industry push to get CD hardware prices down and attract younger buyers who've found the average retail price of \$825 for a player beyond their means. Hitachi made a move in this direction with its June launch of a \$650 model, but the Matsushita model is the lowest priced so far.

In addition to marketing the new hardware lines, Matsushita says it is doubling its custom pressing production of Compact Discs from the present 100,000 units a month to 200,000. It supplies CDs to Teichiku in Japan and Telarc in the U.S.

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Vol. 95 No. 33

CD: A Trade-Off In Quality

By DOUG SAX

We've never had anything for the home like the Compact Disc before. Using digitally coded pits read by a laser, it achieves noise-free reproduction without wear. Although less than five inches in diameter, it can contain over one hour of uninterrupted music—and that music will have an impressive dynamic range with a full frequency response.

CD is the first new storage medium of any viability since the compact cassette, and its parentage is indeed the same, the ever impressive Philips. Unlike the cassette, the CD has no ability to record.

Its impressive list of features would seem to guarantee success. All the disks are compatible with all the players, regardless of manufacturer. The incompatibility mistakes of four-channel reproduction are not being made again.

Launching a new storage medium for the home is an enormous task. The investment in Europe and Japan has been prodigious. The CD claims to offer "perfect sound, forever," thereby automatically satisfying the demands of both the high fidelity and audiophile markets. As production increases and the costs of both players and disks come down, the CD is slated to replace the LP altogether.

The only question left for me to decide is whether to retire immediately or try to hold on a few more years, inasmuch as one company that I head is an audiophile label and the other is concerned solely with disk mastering.

One can understand, then, that I have watched with more than casual interest the unprecedented promotion for the CD. The traditionally non-critical audio magazines in the United States have been positively drooling over the merits of the CD. This created a demand for the players months before they even went on sale.

Recently, CD players and disks have become available across the country and, for the first time, all have the opportunity to compare its performance to the rhetoric surrounding it. I was most interested in popular product with which I am familiar. I certainly didn't expect perfect sound; nor do I feel the CD needs anything more than very good sound to succeed since its other advantages are so obvious.

But what I have heard on many players, and on more disks

worst presentation of that technology, and second because all the music heard from the CD will have these digital colorations, even if the master tape was recorded in analog form.

In Los Angeles, the recording capital of the world, the storage medium of choice for over 90% of all commercial albums is analog.

For the last four years, manufacturers and magazines have answered negative responses to digital recording with sentiments that state, "It is the fault of the LP record. The LP cannot handle the information that is stored on a digital master. Wait until you hear it in a pure digital form."

The CD has only been out in limited quantities for two months, and already the high fidelity magazines are receiving complaints about its sound, complaints that are generally aimed at the commercial product that is the backbone of our industry.

The answer in essence says, "Since the CD replicates the master tape, the faults lie in the engineering. Engineers are going to have to use better microphones and less E.Q. to satisfy a medium as revealing as the CD." That's a lot of B.S.! A lot of good sound is being lost and a lot of unmusical sound is being added between the master tape and the finished CD.

That's my opinion, and also the opinion of Bernie Grundman, A&M's renowned disk cutter. Eventually the buck will have to stop where it belongs, on the shortcomings of the CD system itself.

Who has approved these disks before they went on sale? Some of the commercial disks appear to have been altered from their original concept. It seems that someone with no taste or knowledge of the music has "improved" on the original. In many cases, a vital process has been eliminated—the participation of the producer and engineer. I find it amazing that, after a fortune has been spent to develop and market a new technology, producers or engineers are rarely involved to insure the musical quality of the finished product. The ultimate sales potential of the CD will be determined by word of mouth, and the word on the street is that it is a big disappointment sonically.

In evaluating classical recordings, the British audio press,

'A lot of good sound is being lost and a lot of unmusical sound added between the master tape and the finished CD'

than I would ever care to listen to again, is mediocre sound, sound that is often unappealing and fatiguing. Many engineers who have auditioned the CD have had the same reaction.

I have been on record, since I first heard a digital master tape, that there is an enormous price to be paid, in musical terms, for the noise-free performance of digital. Although digital storage is not my cup of tea, I nevertheless have a great respect for how well a professional digital recorder performs. I can hear obvious virtues that could easily please some of the people all of the time.

No such respect can be engendered by the CD, however. A handful of cheap chips and a few "inaudible" digital generations have eaten at its heart and soul. Its performance no more resembles a professional recorder than a production Chevrolet matches a NASCAR racer.

The CD is going to force the consumer to come to grips with the problems of digital technology, first because the CD is the

noted for performing critical listening tests, has recently published reviews that are scathingly unfavorable. Some reviewers cited an inability to listen to the CD for any length of time, Listening to a complete disk was usually beyond their perseverance. No characteristic could be more undesirable in a music storage medium.

If one believes that good promotion, many desirable features, and the absence of noise will justify the CD system, then its future should be fine. But I believe that we are offering music, not silence, and an audio player with a disk price of \$17.98 has got to offer more. It has to offer the one thing that the CD is struggling with—excellent sound that is accessible to all.

The last thing our industry needs is a new format that offers half the sound for twice the price.

Doug Sax is president of Sheffield Lab in Santa Barbara, Calif., and of Sheffield Mastering Lab in Los Angeles.

Letters To The Editor

CBS Calls The Tune

We would like to point out two major errors in Kip Kirby's Nashville Scene column (Aug. 6) in which she wrote that "NARAS has changed its mind about staging the 1984 Grammy ceremonies in Music City, opting once again for Los Angeles," and that "pressure from CBS-TV helped influence their final decision."

The facts are (1) the decision to telecast the 1984 Grammy Awards Show from Los Angeles instead of from Nashville was made solely by CBS, which by contract has the exclusive right to select the site of emanation, and (2) the network's decision was made in di-

rect opposition to the Academy's national trustees' and officers' wishes that had been consistently relayed to CBS in no uncertain terms.

So, as you can see, NARAS neither "changed its mind," nor did it "opt once again for Los Angeles," nor did pressure from CBS-TV "influence (our) final decision," which was not ours, but solely that of CBS to make.

We believe it is important for the Academy and for our friends in Nashville and elsewhere that the record be set straight.

Michael Melvoin
National President, NARAS
Los Angeles

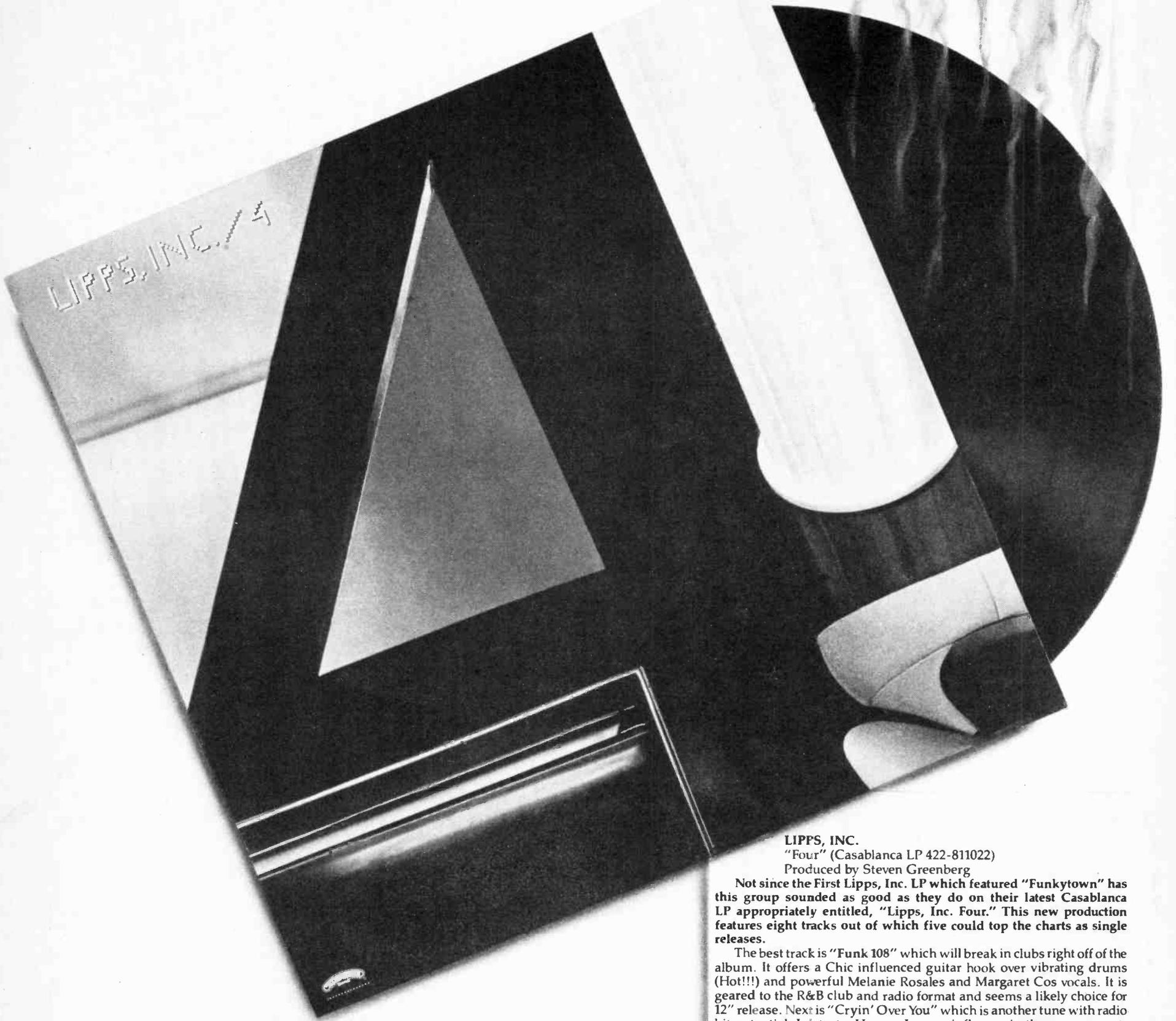
By Any Other Name

From the continuing correspondence, I'm afraid I started something that's gotten a bit out of hand. The major gripe in my letter of June 11 was that the public is apparently fooled by the resurgence of disco under the moniker "new music." What really irks me is that the same folk who condemned disco to death in the late '70s are now jumping on the "new music" bandwagon. It's not disco if we don't call it disco, right?

William Simpson
Los Angeles

Articles and letters appearing on this page serve as a forum for the expression of views of general interest. Contributions should be submitted to Is Horowitz, Commentary Editor, Billboard, 1515 Broadway, New York, N.Y. 10036.

THE HOTTEST SET OF LIPPS YOU'LL EVER COME ACROSS.



LIPPS, INC.
"Four" (Casablanca LP 422-811022)
Produced by Steven Greenberg

Not since the First Lipps, Inc. LP which featured "Funkytown" has this group sounded as good as they do on their latest Casablanca LP appropriately entitled, "Lipps, Inc. Four." This new production features eight tracks out of which five could top the charts as single releases.

The best track is "Funk 108" which will break in clubs right off of the album. It offers a Chic influenced guitar hook over vibrating drums (Hot!!!) and powerful Melanie Rosales and Margaret Cos vocals. It is geared to the R&B club and radio format and seems a likely choice for 12" release. Next is "Cryin' Over You" which is another tune with radio hit potential. I detect a Human League influence in the arrangement. "Addicted To The Night" is a driving rocker for high energy clubs. The vocals are melodic and hook-laden. I love the electric guitar blast effect over the busy keyboards and electronic clapping. This song is destined to become a club favorite and by itself makes this a must have LP. "Never Could Be Sorry" is very Euro with a strong throbbing synthesizer arrangement. Although the song is melancholy, it contains key elements to make it a gay club smash. Sax and electric guitar solos enhance the captivating appeal of this beautiful song. "Choir Practice" has traditional Lipps, Inc. sound with gospel influenced vocals harmonizing ("ooooh...") and adlibbing. It is different and very good. Other songs include: "On To You," "Obsessed" and "Let's Get Back To The Floor."

This is a phenomenal album not to be missed. Its diverse compositions and brilliant production quality will bring Lipps, Inc. widespread recognition.

Reprinted from Dance Music Report July 4, 1983.

Turn off the smoke machines and cool down the dry ice. If you want to see dance floors and request lines start to smoke put on "FOUR", the new album from Lipps, Inc. Dance Music Report calls "FOUR" "... a phenomenal album not to be missed. Not since the first Lipps, Inc. LP which featured "Funkytown" has this group sounded as good as they do..." Grab onto the cuts, "Addicted To The Night" and "Funk 108" and see if you don't agree that "FOUR" is the hottest set of LIPPS yet.

LP 422-811022 **"FOUR," the new album from LIPPS, INC.**
Featuring the single, "Addicted To The Night." 812 900-7



Produced by Steven Greenberg

www.americanradiohistory.com

Manufactured and Marketed by
PolyGram Records™

New Regional Network Concept Ingstad Debuts Microwave-Fed Web In Fargo, N.D.

FARGO, N.D.—Although never considered one of America's most attractive markets, this city is luring major market talent with a new concept in regional networking.

Conceived and owned by Ingstad Broadcasting, the Super Station Double K FM Programming Network Inc. debuted Monday (1) at 6 a.m. simultaneously on three Ingstad-owned stations; KKVC-FM Valley City, N.D., KKWS-FM Wadena, Minn. and KKIB-FM Breckenridge/Moorhead, Minn. The latter station picks up the network feed via microwave from the Super Station studios in Fargo and then rebroadcasts it to both affiliates.

Garry Leigh, program director of the network, explains the concept: "What's actually happening is that the affiliates, using high tech receivers and a system designed by TFT, are picking up the signal off the air live. It's something that's never been done before, and I had my doubts, but it's working beautifully. It's amazing to me that you absolutely cannot tell it's a rebroadcast." Even so, Leigh says, plans are on the drawing board for a total microwave system and a conversion to satellite in the near future.

"Our initial goal is to cover the Dakotas and Minnesota with regional programming," Leigh continues. "This is one area where the na-

tional networks can't compete. They have to be too generic. We're geared strictly to the markets we cover, not only musically, but being in the same time zone and geographic area we can do time checks, weather, and news items of local interest.

"Stations looking to affiliate know the only way they can pick up that kind of programming is through a localized network like this. For smaller market radio, it's the perfect way to obtain high quality major market personalities targeting their audience."

In addition to Leigh, who handles 2 to 5 p.m., the live staff includes KFRC's Bill Lee doing 6 to 10 a.m.; production director Brian Norton, formerly of Sunset Communications in South Dakota, 10 to 2 p.m.; and RKO veteran Harry Nelson, most recently PD of Portland, Me.'s WJBQ, handling 5 to 8 p.m. and serving as operations manager in charge of affiliate coordination. Jeff Left and Maggie May of Scranton's WKRZ handle 8 to midnight and midnight to 6 respectively.

Dave Norman, GM of KREO Santa Rosa and a former Ingstad employee, serves as president of the network. Leigh also worked for Ingstad, but left last year to join the "Hot Hits" staff of KITS San Francisco. He returned last month.

"We're very contemporary, basically a top 40 radio station," says

Leigh. "It's a very 'up' presentation geared strictly for this area of the Midwest. We've got toll-free request lines, so we're accessible to any listener. To them, we're their local station, and our promotions will encompass our coverage area."

Leigh describes one upcoming contest, "The Jet-Away Getaway. We'll have a Lear Jet pick up the winners, wherever they are; we'll fly them to a major city for a concert and home again. That's something you can't do as easily with a national network, and something you probably can't do at all on a local station. The whole idea, though, is just to have fun on the radio."



SELLING IN THE SUBWAY—Checking out WNBC New York's new subway advertising campaign promoting drive time personalities Don Imus and Howard Stern are advertising manager Ellen Kaye and New York subway account executive Mike Nirenberg. The cartoons are the work of Jack Davis.

Vox Jox

Maddox Replaces Casey AT KOGO

By ROLLYE BORNSTEIN

Al Casey's replacement as program director of SBI's KOGO San Diego has been named in-house. He's 10 to noon personality and former assistant PD **Tony Maddox**. Also joining KOGO, after much too long a hiatus from the airwaves, is **Larry Knight**. The former PD of WGBS Miami is reunited with his former Fairbanks boss **George**

Johns, as Larry now hosts the noon to 3 p.m. segment of "The Radio Magazine" and assists in the programming of the AM facility.

And across town, now that KCNN San Diego has moved from all-news to Prime Time's nostalgia format, ironically enough there's a new operations manager who comes from a news position. **Peter Moller**, who assumes the post after a stint as news director of KSON-AM-FM there, does have a music background, though, having served as KWVE San Clemente PD for several years. Filling his news director slot at the country combo is former KCNN anchor **Ted Tillotson**.

★ ★ ★

Upstate about 100 miles, **Jhani Kaye** has announced the appointment of **Matt Allen** as KFI/KOST production director. Prior to joining the Cox Los Angeles facility, Allen was with Seattle's KMBG.

More reshuffling at Taft in the wake of **Randy Michaels'** departure. **Ted McAllister**, who was recently promoted to operations manager at WKRC Cincy, is leaving to form his own consultancy. Filling the void is Taft staffer **Dave Mason**, who moves to the Queen City from Buffalo, where he's been PD at WGR. He'll jockey back and forth until a new "GR" appointment is made. Meanwhile, at WGRQ, a new appointment has been made. **Brian Krysz** is the new PD of the AOR outlet, coming from the same post at Ocean City, Md.'s WWTR. He replaces

Paul Heine, who stays on as music director.

★ ★ ★

The best thing that's happened to **Hal Moore** in quite a while was the arrival of former WQUE manager **Tom Durney** as VP/GM of Metro-media's KHOW Denver. Moore, a household name in the mile-high city, joined KHOW in 1969 when it was a Doubleday property and became PD shortly thereafter, a position he held until the infamous diary scandal in 1978, in which he was later cleared. Since '77, Moore has been co-hosting the "Hal and Charlie (Martin)" morning show while the station adopted the program director du jour plan. Now that Durney's in, Moore's back as PD, as Durney credits him for much of KNOW's success in the past. Former PD **Jim Heath**, no slouch either, remains as the station's midday personality, while promotion director **Deb Dowling** retires. Ah, the good life.

Across town at KOA/KOAQ, the new GM will be **Lee Larsen**. Lee the former KOA KOAQ GSM of L.A.'s KLOS for the past eight years, joins the Denver duo once the sale from G.E. to Belo is approved.

The second Chicago GM resignation in as many weeks has occurred. First it was First Media's **Charlie Artigue** who left to return to Phoenix. Now it's WFYR's **Jim Barker** who leaves, with no announcement of future plans, after more than two decades with RKO.

(Continued on page 18)

XHIS-FM TIJUANA ENTERS MARKET

San Diego Gets Another Station

By THOMAS K. ARNOLD

SAN DIEGO—The local radio market, already saturated with more than 30 stations showing up in each quarterly Arbitron report, has just gotten another.

On Aug. 1, Spanish-language station XHIS-FM Tijuana changed its call letters to XHZ and its format to adult contemporary. It is the fourth Mexican station to compete in the San Diego market.

Z-90, as the new station will be called, will in effect be leased by Don McCann—who also owns another adult contemporary outlet, KIFM—from owner Victor Diaz. Diaz will retain ownership of the station, while a new company formed by McCann and KIFM GM Bruce Walton, San Diego Radio Inc., will act as the 100 kw station's sales agent and programming consultant.

The main reason for the move, says program director Bill Hergon-

son, is to provide a "safety valve" for KIFM, which has been battling the FCC for more than three years over various alleged license violations and is in danger of losing its license.

"This way, if they (the owners) have to transfer the license, they won't have to go out of business," says Hergonson, who had been the morning drive man at veteran local AOR leader KGB-FM until he was fired in April. "Of course, we're hoping our appeals will work and both stations will be allowed to operate. KIFM is more demographically slanted towards females, while Z-90 is aimed more at males, and what we're planning to do is sell both stations as a combo."

Normally, Hergonson adds, FCC regulations prohibit one owner from operating two FM stations in the same market. But since Z-90 is still owned by Diaz, he says, the deal is legal.

Hergonson, who had been doing weekends at KNX-FM in Los Angeles prior to his being hired by Walton, says the new station will be programmed to appeal to affluent males 25 and over. "We imagine the typical Z-90 listener drives a Porsche, plays bocce ball, and parties weekends on his boat," Hergonson says, laughing. "But we're going to make room for a very eclectic audience, in a deliberate attempt to steer them away from the more strictly formatted adult contemporary and AOR stations. We'll play anything from the Fixx to Fleetwood Mac, plus some great songs they haven't heard in a while."

The station has yet to finalize its on-air staff, Hergonson says, but several positions have been filled. Former KGB crony Bruce Tucker, himself fired last December, has been named music director and afternoon drive personality. Penny Barnes, formerly of KSDO-FM (KS-103), will handle midday chores under the pseudonym Penny Lane. And Hergonson himself will take over the morning drive slot with co-host Larry Brown, with whom he last worked 11 years ago at KGB.

Plans to revive his popular "Hergon Breakfast Club," a live Saturday morning radio show broadcast from a local nightclub, will have to wait, he says, because he's "busy beating a staff into shape in record time."

In addition to Z-90 and two other Tijuana stations, XHERS-FM and XHOS-FM, both of which will retain their Spanish-language formats, Diaz and his family control Radio Comerciales S.A., which is based in Guadalajara, and operate radio stations there and elsewhere throughout Mexico. A little more than a year ago, Diaz nearly lost control of his Tijuana stations because of conflicts with the powerful Mexican Labor Union.

more vocal-oriented presentation. "We were running as many as eight vocals an hour where the satellite service might offer four—hence the "experimental" tag," says WLAK general manager Mike Murphy.

Bonneville chairman John Patton admits that the approach "wasn't terribly successful. The vocal load inhibited people's ability to use it as a relaxing companion." But Feuer adds that neither party is to blame for the failure. "We may not have given them the support they needed," he notes. "They may not have done it the way we wanted. Either way, we agreed that it wasn't working and that we had to do something else."

LEO SACKS

VIACOM CHICAGO OUTLET

WLAK Changing—To What?

NEW YORK—WLAK Chicago is changing formats and expects to name a new program director this week. But the Viacom station is predictably mum about its new musical direction now that Bonneville's "experimental" easy listening sound there has been judged a failure.

Norm Feuer, president of Viacom's radio division, will not comment on reports that WLAK is moving in an AC direction. "I'm sitting in a competitive market and not doing terrifically well," he says. "If I were to tell you what kind of records or personnel changes I'm moving towards, I'd be tipping my hat."

The station imported Bonneville programmer Dave Verdery in March, 1982 to experiment with a

KYA Sale To Bonneville Raises Simulcast Question

SAN FRANCISCO—Is it considered simulcasting when an AM and an FM station in a given market both elect to carry the same satellite-fed service of a distant origin? That question will need to be answered before the sale of KYA here from King to Bonneville is complete.

King has had the AM facility at 1260 on the block since announcing plans to acquire Golden West's KSFO here while retaining its FM, KLHT. The station was priced to sell and Bonneville, which owns KOIT, was in the market to buy, according to KOIT president and GM Jack Adamson. "This is the fastest I've seen Bonneville move, but this market is really a combined market," Adamson says. "Most of the competition sells in combo, so when we had the opportunity to buy the facility,

we did." Takeover date should be Nov. 1.

"We felt we've been accepted darn well with the format," says Adamson, referring to Bonneville's evolution from beautiful music to easy listening. "There's no question that what we're doing now is where beautiful music programming is headed."

Adamson adds that KYA will apply for the new call letters KOIT-AM and will pick up the same satellite feed KOIT-FM currently utilizes. "It's really a different set of circumstances," he says of the simulcasting question. "The FCC has not dealt with an AM/FM combination using a satellite-music-only service, none of which originates from the local studio. So we expect that the ruling will set a precedent."

Landecker In At WLUP? Not If WLS Can Help It

CHICAGO — John Landecker wants to come home. WLUP here wants to hire him. The reason everybody isn't living happily ever after centers on the contract he signed at WLS here, which apparently contained a five-year non-compete clause.

"I've paid my dues to ABC and WLS," claims Landecker. "I've been out of the market for two and a half years. Even a criminal serving a five-year sentence would have been paroled a year ago. WLS is saying that I can't work at the Loop in Chicago or in any major city, not in radio, tv or cable. I want to determine my own destiny."

Landecker, who joined WLS in 1972, coming from Philadelphia's WIBG, and left in June, 1981 to join the staff of CFTR Toronto, says his desire to return to Chicago in no way reflects on CFTR. "The people here are supportive, helpful, good people to know even if you're not in radio," he says. "Right now CFTR sounds the best it has in years."

"If it weren't for what I consider an almost ideal personal opportunity (Landecker's children are in Chicago), I'd be content to stay here. Doing afternoons at the Loop would fulfill all my creative and broadcast needs. The Loop is changing direction. They want interesting, exciting radio, and I do too. Working there would be an opportunity to create new and exciting competition for Chicago, and that will only benefit the listener."

WLUP GM Jim deCastro concurs. "We feel it would be in the public's best interest to allow John to return to Chicago to the Loop," he says. "He would be the perfect complement to our lineup of talent, as the Loop tries to shed its hard rock and teen appeal image."

As for current afternoon personality and music director Sky Daniels, PD Greg Solk says, "Sky's known about the possibility of Landecker returning, and he's anxious to stay with us. We intend to keep him. In fact, there's no plans for anyone to leave."



INTO WHAT?—Wonder passing motorists who eye the above billboard on Chicagoland Expressway. No big changes, claims WLUP PD Greg Solk, just some fine tuning.

AIR PLAYS Research Firm Tries New Approach To Determine Records' Hit Potential

By ROMAN KOZAK

NEW YORK—How do you get people in radio to first listen to your potential hit? You could offer a Mercedes or even \$1,000 cash, but the government frowns on such things. Or you could turn the giveaway into a contest, and then nobody could object.

That, in a nutshell, is the concept behind AIR, or Active Industry Research, which in the last six months or so has been polling 192 music directors, program directors and music consultants representing contemporary stations, and asking them to evaluate the hit potential of five records per week.

According to Alan Smith, founder of AIR, they are asked simply to indicate whether they feel a song is a potential hit or not. After 40 weeks, the one who picks the most hits according to AIR's own "Airchart 80" wins a new Mercedes 380 SL. Twenty runners-up will each win \$1,000 in cash.

Smith says record companies and management companies are asked to pay \$5,000 in order to have their record evaluated. For this amount, they get a confidential breakdown, by region, as to what percentage of programmers think the record could be a hit. The advantage of that, says Smith, is that the record companies and managers get an impartial professional assessment of their product, and the records get heard.

"If you are a record company, you can use this information to gauge

how much this record will cost you when you get it out there," says Smith. "When you go out and fight the wars, the money adds up, and it can cost you \$20,000, \$50,000 or \$70,000. And you know the worse the record tests, the more it will cost you. It will tell you if it is worth investing that money into something

Study Finds News Key To Network Links

LOS ANGELES—By far the most important element in a radio station's decision to affiliate with a network is news, according to a Torbet Radio survey of 500 radio station managers. In addition to news, which made the decision for 49% of the GMs polled, 23% listed the network's compensation package as most important, followed by prestige, overall sound, news actualities and features. Only 1% listed sports coverage, but that still ranked above music specials and such support services as co-op assistance.

Despite the importance stations placed on news, the average station picks up only 54% of the available news feeds, with a third of the affiliates claiming the newscasts offered are too long. The ideal length, they say, is three and a half minutes.

STATION: WBCY Charlotte
CONTACT: Bob Kaghan PD
CONCEPT: Ticket giveaways
EXECUTION: While events may be exciting, the giving away of tickets is usually mundane. Calls, letters and random drawings are totally dependent on the appeal of the prize. In Charlotte, the World 600 Race is an appealing event, but sparking listener interest even further, the morning team came up with a unique way to award tickets. John Boy and Bill James asked the audience to mail them a potato chip. If the chip arrived intact, the sender was eligible to win a pair of tickets.

RAB To Hold Co-op Seminars

LOS ANGELES—The Radio Advertising Bureau has scheduled day-long seminars in 18 key cities across America this fall targeting retailing and co-op advertising.

"For the first time, we're bringing together all the elements that go into successful retail sales: manufacturers with a record in radio co-op, retailers using radio effectively, plus co-op and retail specialists from radio stations and executives from advertising agencies which specialize in retailing," says Joe Vincent, RAB senior VP.

A highlight of the workshops, which are designed to help radio salespeople learn techniques to crack big retail accounts, will be a manufacturers' panel of co-op executives including representatives from Kodak, John Deere, Wrangler, Lee, Sony and others, who will participate in a question-and-answer session moderated by RAB VP Joyce Reed.

that is being perceived as not being a hit.

"Also, a VP of promotion can use it to back himself up or to back up his staff. We can get records listened to. When you're at Warner or Columbia, you may have eight or nine records a week, and we can take one of them and have it listened to and evaluation made in 10 days. We have the ears. We can also test tracks from LPs—for which we have a special price—and we can tell how radio perceives an LP and which tracks are the strongest."

Smith also notes that while no commitments are sought to have a record actually played on the air, "if a programmer likes a record, it is obviously much closer to getting played."

He notes that after 23 weeks and 115 records evaluated, about 30 were picked at better than 51% hit potential, and among them Kajagoogoo's "Too Shy," Prince's "Little Red Corvette" and Naked Eyes' "Always Something There To Remind Me" were among the 16 that have since gone on to become hits. But the programmers did miss on "Sweet Dreams (Are Made Of This)" by the Eurythmics, which tested badly, says Smith.

Smith also explains that not all the records that have been tested have actually been submitted by record labels or management companies. AIR tests five records a week, he says, but if not all five spots are sold in a week, the company picks other songs to fill out the quota.

Pro-Motions

How good is the Charlotte postal service? Well, out of a thousand entries, they had no trouble awarding the allotted 50 pairs of tickets.

★ ★ ★

STATION: Opportunities for stations appealing to younger female demos

CONTACT: Marijane Levee, (213) 392-3063

CONCEPT: The search for the Freeman Girl

EXECUTION: Freeman cosmetics is currently doing this promotion at stations in four California markets: KFRC San Francisco, KKDJ Fresno, KMGG Los Angeles and KPRI San Diego. If things go well, the firm would be interested in expanding it to other states and talking to interested stations.

According to Freeman, a national cosmetics firm based in Los Angeles, "We're looking for girls who best exemplify the Freeman philosophy of natural beauty." Tying in with the stations, the company is sponsoring a five-week promotion. Entrants state why they feel they're a natural beauty, and those elected as finalists

compete in a Freeman-sponsored contest at an area shopping mall. Additionally, the company supports the promotion with spot schedules and print ads for all stations involved.

Another company you might want to check out is the Clearinghouse. It's basically a barter house, so if you need prizes, this might be an option. It's located at P.O. Box 3450 Logan, Utah 84321; (801) 752-2895.

★ ★ ★

STATION: WLQD Danville, Conn.

CONTACT: Drew Wilder, PD

CONCEPT: Small market promotion

EXECUTION: This one is definitely small market, but effective in that arena. WLAD airs the old "Town Salute," where a suburban town is featured on the station. Local news and topics of local interest are featured and showcased. The real benefit is bottom line, though, because directly after the event, the sales team is sent to the neighboring community and more often than not brings in new business.

ROLLYE BORNSTEIN

Most Added Records

The week's five most added singles at Billboard's reporting stations in each of four formats.

Title, Artist, Label	# of Billboard's stations adding record this week	# of Billboard's stations now reporting record
HOT 100 (153 Stations)		
1 "Kiss The Bride," Elton John, Geffen	46	76
2 "Tell Her No," Juice Newton, Capitol	36	36
3 "(She's) Sexy & 17," Stray Cats, EMI America	27	89
4 "Far From Over," Frank Stallone, RSO	24	111
5 "True," Spandau Ballet, Chrysalis	24	54
BLACK (80 Stations)		
1 "Party Train," Gap Band, Total Experience	29	45
2 "Stop Doggin' Me Around," Klique, MCA	23	26
3 "Ain't Nobody," Rufus featuring Chaka Khan, Warner Bros.	21	52
4 "I'm So Proud," Deniece Williams, Columbia	19	32
5 "I.O.U.," Freeze, Streetwise	18	48
COUNTRY (124 Stations)		
1 "You Got A Lover," Ricky Skaggs, Epic	57	57
2 "Midnight Fire," Steve Wariner, RCA	49	52
3 "If It Was Easy," Ed Bruce, MCA	39	66
4 "The Wind Beneath My Wings," Gary Morris, Warner Bros.	38	58
5 "Scarlet Fever," Kenny Rogers, Liberty	37	113
ADULT CONTEMPORARY (84 Stations)		
1 "Tell Her About It," Billy Joel, Columbia	20	59
2 "Rainbow's End," Sergio Mendes, A&M	16	34
3 "Don't You Know How Much I Love You," Ronnie Milsap, RCA	14	28
4 "Don't Forget To Dance," Kinks, Arista	14	14
5 "Lady Love Me," George Benson, Warner Bros.	13	27

AUGUST 13, 1983 BILLBOARD

DIR
PRESENTS

Live and In Motion
Billy Squier

ON ABC's SUPERGROUPS

August 13

Billy Squier—The Superstar of the Eighties who has sold over 6,000,000 albums and performed world wide before millions of enthusiastic fans.

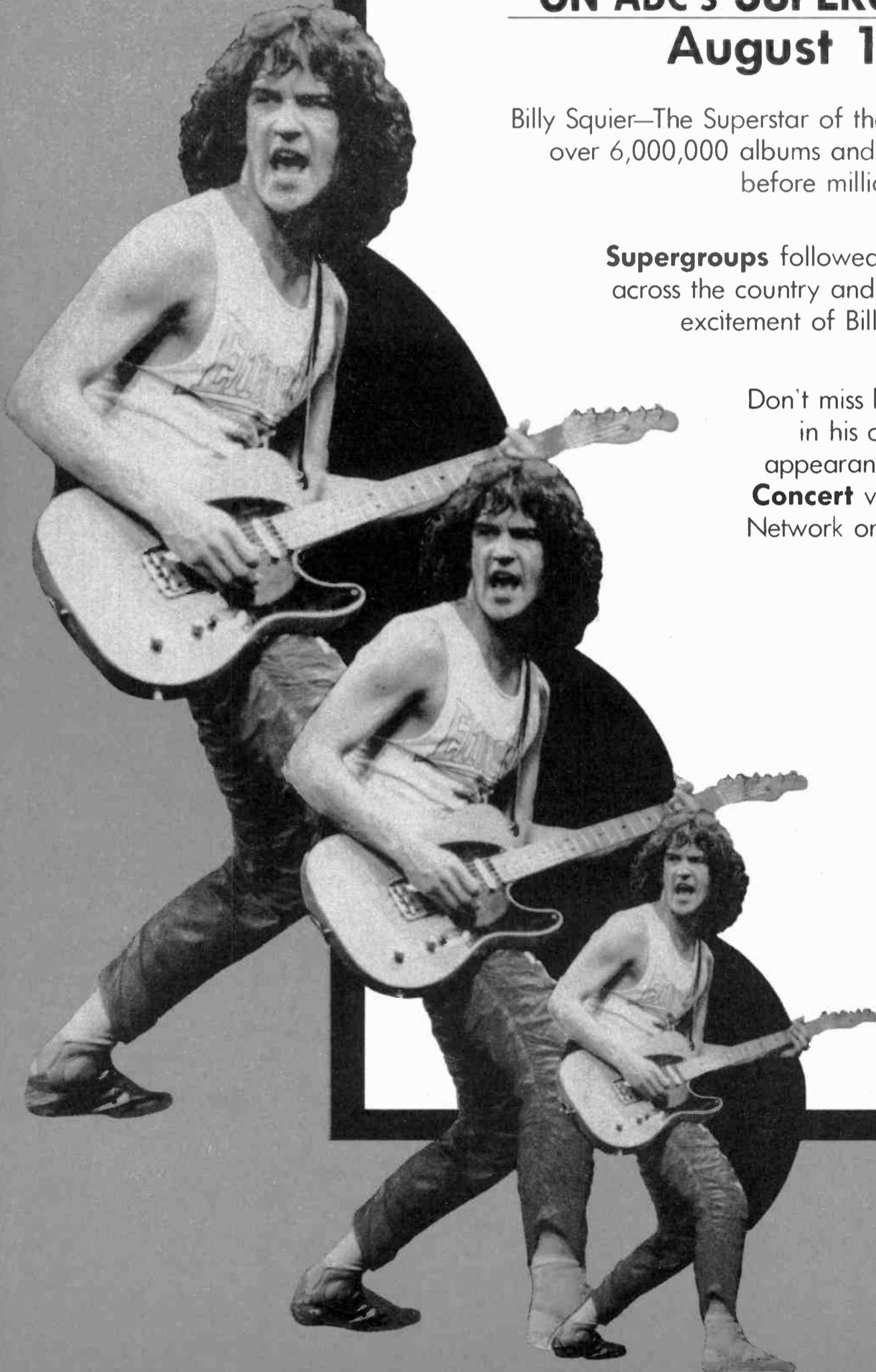
Supergroups followed Squier on his '83 tour across the country and to Japan to record the excitement of Billy Squier's sold-out gigs.

Don't miss **Billy Squier** August 13 in his *only* 1983 radio concert appearance on **Supergroups in Concert** via the ABC Rock Radio Network on 300 of America's best rock stations.



Produced by
DIR Broadcasting

DIR



Billboard Singles Radio Action

Playlist Prime Movers ★ Playlist Top Add Ons • Breakouts

Based on station playlists through Tuesday (8/2/83)

PRIME MOVERS-NATIONAL

- THE POLICE-Every Breath You Take (A&M)
- EURYTHMICS-Sweet Dreams (RCA)
- MICHAEL JACKSON-Human Nature (Epic)

TOP ADD ONS -NATIONAL

- FRANK STALLONE-Far From Over (RSO)
- ELTON JOHN-Kiss The Bride (Geffen)
- STRAY CATS-(She's) Sexy + 17 (EMI-America)

BREAKOUTS-NATIONAL

- JUICE NEWTON-Tell Her No (Capitol)
- HEART-How Can I Refuse (Epic)
- JEFFREY OSBORNE-Don't You Get So Mad (A&M)

★KEY PRIME MOVERS—the two records registering the greatest proportionate upward movement on the station's playlist as determined by station personnel.
 ★PRIME MOVERS—those records registering good upward movement on the station's playlist as determined by station personnel.
 ●KEY ADD ONS—the two key records added at the stations listed as determined by station personnel.
 ●ADD ONS—All records added at the stations listed as determined by station personnel.
 BREAKOUTS—Billboard Chart Department summary of Add On and Prime Mover information to reflect greatest record activity at regional and national levels.

Pacific Southwest Region

★ PRIME MOVERS

- THE POLICE-Every Breath You Take (A&M)
- CULTURE CLUB-'I'll Tumble 4 Ya (Virgin/Epic)
- DONNA SUMMER-She Works Hard For The Money (Mercury)

● TOP ADD ONS

- STRAY CATS-(She's) Sexy + 17 (EMI-America)
- MEN WITHOUT HATS-The Safety Dance (Backstreet/MCA)
- ELTON JOHN-Kiss The Bride (Geffen)

● BREAKOUTS

- SPANDAU BALLET-True (Chrysalis (CBS))

KDZA-FM-Pueblo

- (Rip Avila-M.D.)
- ★ STEVIE NICKS-Stand Back 6-2
- ★ EURYTHMICS-Sweet Dreams 7-3
- ★ MICHAEL SEMBELLO-Maniac 8-4
- ★ DONNA SUMMER-She Works Hard For The Money 9-6
- ★ MEN AT WORK-It's A Mistake 10-8
- ★ ELTON JOHN-Kiss The Bride
- SPANDAU BALLET-True
- MEN WITHOUT HATS-The Safety Dance
- F R DAVID-Words
- PAUL ANKA-Hold Me 'Til The Mornin' Comes
- ROBERT PLANT-Big Log

KFMB-FM (B100)-San Diego

- (Glenn McCartney-M.D.)
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- DIANA ROSS-Pieces Of Ice
- GEORGE BENSON-Lady Love Me

KIIS-FM-Los Angeles

- (Michael Schaefer-M.D.)
- TACO-Puttin' On The Ritz
- MEN WITHOUT HATS-The Safety Dance
- ARETHA FRANKLIN-Get It Right
- BILLY JOEL-Tell Her About It
- FRANK STALLONE-Far From Over
- PEABO BRYSON/ROBERTA FLACK-Tonight I Celebrate My Love

KIMN-FM-Denver

- (Gloria Avila-Perez-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ EURYTHMICS-Sweet Dreams 3-2
- ★ MICHAEL SEMBELLO-Maniac 4-4
- ★ JAMES INGRAM WITH PATTI AUSTIN-How Do You Keep The Music Playing 5-5
- ★ MEN AT WORK-It's A Mistake 8-6
- ELTON JOHN-Kiss The Bride
- BONNIE TYLER-Total Eclipse Of The Heart
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- FRANK STALLONE-Far From Over
- RITA COOLIDGE-All Time High
- PAUL ANKA-Hold Me 'Til The Mornin' Comes
- SHALAMAR-Dead Giveaway
- THE TALKING HEADS-Burning Down The House

KIQQ-FM-Los Angeles

- (Robert Moorhead-M.D.)
- NINA-99 Balloons
- WHAM-Club Tropicana
- JACKSON BROWNE-Lawyers In Love
- STRAY CATS-(She's) Sexy + 17
- BANANARAMA-Cruel Summer
- BILLY JOEL-Tell Her About It
- CHARLIE-It's Inevitable
- THE ANIMALS-The Night
- STYX-High Time
- JUICE NEWTON-Tell Her No
- ARETHA FRANKLIN-Get It Right
- PAUL YOUNG-Where Ever I Lay My Hat

KKXX-FM-Bakersfield

- (Dave Kamper-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ DONNA SUMMER-She Works Hard For The Money 10-5
- ★ MEN AT WORK-It's A Mistake 13-7
- ★ DAVID BOWIE-China Girl 20-11
- ★ NAKED EYES-Promises Promises 31-25
- ELTON JOHN-Kiss The Bride
- STYX-High Time
- STRAY CATS-(She's) Sexy + 17

KLUC-FM-Las Vegas

- (Randy Lundquist-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ LOVERBOY-Hot Girls In Love 4-2
- ★ CULTURE CLUB-'I'll Tumble 4 Ya 13-8
- ★ DAVID BOWIE-China Girl 12-9
- ★ JOURNEY-After The Fall 21-16
- FRANK STALLONE-Far From Over
- STRAY CATS-(She's) Sexy + 17
- MICHAEL JACKSON-Human Nature
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind

● SHALAMAR-Dead Giveaway

KOAO-FM-Denver

- (Allan Sledge-M.D.)
- ★ QUARTERFLASH-Take Me To Heart 5-4
- ★ THE HUMAN LEAGUE-(Keep Feeling) Fascination 11-9
- ★ CULTURE CLUB-'I'll Tumble 4 Ya 23-13
- ★ NAKED EYES-Promises Promises 25-14
- ★ MICHAEL JACKSON-Human Nature 29-17
- ASIA-Don't Cry
- ELTON JOHN-Kiss The Bride
- STRAY CATS-(She's) Sexy + 17
- MEN WITHOUT HATS-The Safety Dance
- JUICE NEWTON-Tell Her No
- SPANDAU BALLET-True
- FRANK STALLONE-Far From Over

KRQQ-FM-Tucson

- (Zapollan/Norris-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ MEN AT WORK-It's A Mistake 13-5
- ★ DONNA SUMMER-She Works Hard For The Money 12-9
- ★ BONNIE TYLER-Total Eclipse Of The Heart 21-15
- ★ MICHAEL JACKSON-Human Nature 28-20
- GEORGE BENSON-Lady Love Me
- THE ANIMALS-The Night
- JOURNEY-After The Fall
- MEN WITHOUT HATS-The Safety Dance
- PEABO BRYSON/ROBERTA FLACK-Tonight I Celebrate My Love
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- ELTON JOHN-Kiss The Bride

KRSP-FM-Salt Lake City

- (Barry Wolf-M.D.)
- ★ EURYTHMICS-Sweet Dreams 13-7
- ★ STEVIE NICKS-Stand Back 11-8
- ★ DONNA SUMMER-She Works Hard For The Money 12-9
- ★ MEN AT WORK-It's A Mistake 18-12
- ★ CULTURE CLUB-'I'll Tumble 4 Ya 23-20
- STRAY CATS-(She's) Sexy + 17
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- BILLY JOEL-Tell Her About It
- AIR SUPPLY-Making Love Out Of Nothing At All

KRTH-FM-Los Angeles

- (David Grossman-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ EURYTHMICS-Sweet Dreams 2-2
- ★ MICHAEL SEMBELLO-Maniac 4-4
- ★ CULTURE CLUB-'I'll Tumble 4 Ya 7-6
- ★ TACO-Puttin' On The Ritz 10-7
- WHAM-Bad Boys
- JOURNEY-After The Fall
- RICK JAMES-Cold Blooded
- JEFFREY OSBORNE-Don't You Get So Mad
- ASIA-Don't Cry
- SPANDAU BALLET-True
- STRAY CATS-(She's) Sexy + 17
- GEORGE BENSON-Lady Love Me

KZZP-FM-Phoenix

- (Randy Stewart-P.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ STEVIE NICKS-Stand Back 2-2
- ★ DONNA SUMMER-She Works Hard For The Money 11-7
- ★ THE HUMAN LEAGUE-(Keep Feeling) Fascination 16-10
- ★ ELO-Rock 'N' Roll Is King 19-14
- MEN WITHOUT HATS-The Safety Dance
- STRAY CATS-(She's) Sexy + 17
- BILLY JOEL-Tell Her About It

XTRA-FM-San Diego

- (Jim Richards-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ MICHAEL SEMBELLO-Maniac 3-3
- ★ EURYTHMICS-Sweet Dreams 4-4
- ★ STEVIE NICKS-Stand Back 6-6
- ★ DAVID BOWIE-China Girl 14-9
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- WHAM-Bad Boys
- TACO-Puttin' On The Ritz
- ASIA-Don't Cry
- JEFFREY OSBORNE-Don't You Get So Mad
- PEABO BRYSON/ROBERTA FLACK-Tonight I Celebrate My Love
- RICK JAMES-Cold Blooded

Pacific Northwest Region

★ PRIME MOVERS

- THE POLICE-Every Breath You Take (A&M)
- MICHAEL JACKSON-Human Nature (Epic)
- MEN AT WORK-It's A Mistake (Columbia)

● TOP ADD ONS

- FRANK STALLONE-Far From Over (RSO)
- STRAY CATS-(She's) Sexy + 17 (EMI-America)
- NAKED EYES-Promises Promises (EMI-America)

● BREAKOUTS

- JUICE NEWTON-Tell Her No (Capitol)

KBBK-FM-Boise

- (Tom Evans-M.D.)
- ★ MEN AT WORK-It's A Mistake 18-12
- ★ JOAN JETT AND THE BLACKHEARTS-Fake Friends 22-16
- ★ RICK SPRINGFIELD-Human Touch 23-17
- ★ JOURNEY-After The Fall 25-21
- ★ ROMAN HOLLIDAY-Stand By 28-24
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- SPANDAU BALLET-True
- ASIA-Don't Cry
- BONNIE TYLER-Total Eclipse Of The Heart
- JACKSON BROWNE-Lawyers In Love
- TONY CAREY-West Coast Summer Nights
- STRAY CATS-(She's) Sexy + 17
- GEORGE BENSON-Lady Love Me
- THE TALKING HEADS-Burning Down The House

KCBN-FM-Reno

- (Jim O'Neill-M.D.)
- ★ JACKSON BROWNE-Lawyers In Love 21-14
- ★ BONNIE TYLER-Total Eclipse Of The Heart 22-15
- ★ MEN WITHOUT HATS-The Safety Dance 3-1
- ★ TACO-Puttin' On The Ritz 4-2
- ★ F R DAVID-Words 27-20
- THE ANIMALS-The Night
- JUICE NEWTON-Tell Her No
- STRAY CATS-(She's) Sexy + 17
- SPANDAU BALLET-True
- ROBERT PLANT-Big Log
- THE KINKS-Don't Forget To Dance

KCNR-FM-Portland

- (Richard Harker-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ EURYTHMICS-Sweet Dreams 2-2
- ★ STEVIE NICKS-Stand Back 8-3
- ★ QUARTERFLASH-Take Me To Heart 7-4
- ★ MEN AT WORK-It's A Mistake 16-11
- BILLY JOEL-Tell Her About It
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- ASIA-Don't Cry
- NAKED EYES-Promises Promises

KFRC-FM-San Francisco

- (Kate Ingram-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ MICHAEL JACKSON-Human Nature 8-3
- ★ MTUNE-Juicy Fruit 20-4
- ★ THE FIXX-Saved By Zero 9-6
- ★ SHALAMAR-Dead Giveaway 12-7
- ★ MIDNIGHT STAR-Freak-A-Zoid
- ★ THE S.O.S. BAND-Just Be Good To Me
- ★ ARETHA FRANKLIN-Get It Right
- ★ THE TUBES-Tip Of My Tongue
- ★ STACY LATTISAW-Miracles
- PEABO BRYSON/ROBERTA FLACK-Tonight I Celebrate My Love
- SPANDAU BALLET-True
- ELTON JOHN-Kiss The Bride
- GAP BAND-Party Train

KJRB-FM-Spokane

- (Brian Gregory-M.D.)
- ★ THE HOLLIES-Stop In The Name Of Love 5-3
- ★ MEN AT WORK-It's A Mistake 8-5
- ★ PAUL ANKA-Hold Me 'Til The Mornin' Comes 14-8
- ★ MICHAEL JACKSON-Human Nature 15-9
- ★ AIR SUPPLY-Making Love Out Of Nothing At All 24-20
- BILLY JOEL-Tell Her About It
- F R DAVID-Words
- BONNIE TYLER-Total Eclipse Of The Heart
- RONNIE MILSAP-Don't You Know How Much I Love You
- JUICE NEWTON-Tell Her No

KNBQ-FM-Tacoma

- (Sean Lynch-M.D.)
- ★ QUARTERFLASH-Take Me To Heart 11-8
- ★ LOVERBOY-Hot Girls In Love 16-11
- ★ LINDSEY BUCKINGHAM-Holiday Road 20-15
- ★ MICHAEL JACKSON-Human Nature 24-19
- ★ SPANDAU BALLET-True 30-25
- HEART-How Can I Refuse
- MEN WITHOUT HATS-The Safety Dance
- F R DAVID-Words
- FRANK STALLONE-Far From Over
- RITA COOLIDGE-All Time High
- BONNIE TYLER-Total Eclipse Of The Heart
- STRAY CATS-(She's) Sexy + 17
- JUICE NEWTON-Tell Her No

KRLC-FM-Lewiston

- (Steve Tracy-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ PAUL ANKA-Hold Me 'Til The Mornin' Comes 2-2
- ★ THE HOLLIES-Stop In The Name Of Love 5-3
- ★ RITA COOLIDGE-All Time High 6-4
- ★ LOUISE TUCKER-Midnight Blue 10-7
- RANDY VANWARMER-Gonna Build Me A Rocket
- SERGIO MENDES-Rainbow's End
- LANE BRODY-Over You
- AIR SUPPLY-Making Love Out Of Nothing At All
- GEORGE FISCHOFF-Summer Love
- BILLY JOEL-Tell Her About It
- JACKSON BROWNE-Lawyers In Love
- CRYSTAL GAYLE-Baby, What About You

KSFM-FM-Sacramento

- (Mark Preston-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ MICHAEL SEMBELLO-Maniac 6-2
- ★ MTUNE-Juicy Fruit 8-3
- ★ MICHAEL JACKSON-Wanna Be Startin' Somethin' 7-5
- ★ NEW EDITION-Candy Girl 9-6
- JEFFREY OSBORNE-Don't You Get So Mad
- STRAY CATS-(She's) Sexy + 17
- FRANK STALLONE-Far From Over
- THE HUMAN LEAGUE-(Keep Feeling) Fascination
- RICK JAMES-Cold Blooded

KTAC-FM-Tacoma

- (Rob Sherwood-M.D.)
- ★ PAUL ANKA-Hold Me 'Til The Mornin' Comes 3-2
- ★ CHAMPAIGN-Try Again 4-3
- ★ RITA COOLIDGE-All Time High 11-5
- ★ AMERICA-The Border 12-7
- ★ MEN AT WORK-It's A Mistake 18-13
- BILLY JOEL-Tell Her About It
- AIR SUPPLY-Making Love Out Of Nothing At All

KUBE-FM-Seattle

- (Tom Hutyler-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ TACO-Puttin' On The Ritz 2-2
- ★ THE KINKS-Come Dancing 3-3
- ★ PRINCE-1999 4-4
- ★ DONNA SUMMER-She Works Hard For The Money 9-5
- FRANK STALLONE-Far From Over
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- AIR SUPPLY-Making Love Out Of Nothing At All
- JOURNEY-After The Fall
- NAKED EYES-Promises Promises

KYYA-FM-Billings

- (Charlie Fox-M.D.)
- ★ MICHAEL SEMBELLO-Maniac 8-3
- ★ ELO-Rock 'N' Roll Is King 14-11
- ★ THE HUMAN LEAGUE-(Keep Feeling) Fascination 18-13
- ★ BRYAN ADAMS-Cuts Like A Knife 19-14
- ★ CULTURE CLUB-'I'll Tumble 4 Ya 21-15
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- RICK SPRINGFIELD-Human Touch
- BILLY JOEL-Tell Her About It
- ASIA-Don't Cry
- NAKED EYES-Promises Promises
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- RITA COOLIDGE-All Time High
- MEN WITHOUT HATS-The Safety Dance
- FRANK STALLONE-Far From Over
- AIR SUPPLY-Making Love Out Of Nothing At All
- BONNIE TYLER-Total Eclipse Of The Heart

KYYX-FM-Seattle

- (Elvin Ichiyama-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ DAVID BOWIE-China Girl 5-2
- ★ THE FIXX-Saved By Zero 3-3
- ★ R.E.M.-Radio Free Europe 4-4
- ★ MEN WITHOUT HATS-The Safety Dance 7-5
- THE MINISTRY-I Want To Tell Her
- PETER SCHILLING-Major Tom
- STRAY CATS-(She's) Sexy + 17
- JULUKA-Scatterings Of Africa
- THE ANIMALS-The Night
- JOBOXERS-Just Got Lucky
- OINGO BOINGO-Nothing Bad Ever Happens
- GRAHAM PARKER-Just Like A Man
- PETER GABRIEL-Salisbury Hill

North Central Region

★ PRIME MOVERS

- EURYTHMICS-Sweet Dreams (RCA)
- THE POLICE-Every Breath You Take (A&M)
- MICHAEL JACKSON-Human Nature (Epic)

● TOP ADD ONS

- THE STRAY CATS-(She's) Sexy + 17 (EMI-America)
- TACO-Puttin' On The Ritz (RCA)
- MEN WITHOUT HATS-The Safety Dance (Backstreet)

● BREAKOUTS

- SPANDAU BALLET-True (Chrysalis CBS)

WBZZ-FM-Pittsburgh

- (Chuck Tyler-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ EURYTHMICS-Sweet Dreams 9-5
- ★ MTUNE-Juicy Fruit 10-7
- ★ MICHAEL JACKSON-Human Nature 19-12
- DEF LEPPARD-Rock Of Ages 24-17
- JOAN JETT AND THE BLACKHEARTS-Fake Friends
- NAKED EYES-Promises Promises
- ASIA-Don't Cry
- FRANK STALLONE-Far From Over
- LAURA BRANIGAN-How Am I Supposed To Live Without You

WCCK-FM-Erie

- (J.J. Sanford-M.D.)
- ★ BONNIE TYLER-Total Eclipse Of The Heart 6-4
- ★ ROD STEWART-Baby Jane 8-5
- ★ ELO-Rock 'N' Roll Is King 14-10
- ★ RICK SPRINGFIELD-Human Touch 17-12
- ★ MICHAEL JACKSON-Human Nature 31-20
- CULTURE CLUB-'I'll Tumble 4 Ya
- THREE DOG NIGHT-It's A Jungle Out There
- HAYS FANTAZEE-Shiny Shiny
- BILLY JOEL-Tell Her About It
- TOTO-Waiting For Your Love
- FRANK STALLONE-Far From Over
- ASIA-Don't Cry
- THE ANIMALS-The Night
- SPANDAU BALLET-True
- STYX-High Time
- JOE ESPOSITO-Lady,Lady,Lady

WGCL-FM-Cleveland

- (Tom Jefferies-M.D.)
- ★ EURYTHMICS-Sweet Dreams 6-2
- ★ DONNA SUMMER-She Works Hard For The Money 13-4
- ★ BRYAN ADAMS-Cuts Like A Knife 10-6
- ★ LOVERBOY-Hot Girls In Love 12-7
- ★ THE HUMAN LEAGUE-(Keep Feeling) Fascination 24-9
- STRAY CATS-(She's) Sexy + 17
- TACO-Puttin' On The Ritz
- MICHAEL JACKSON-Human Nature
- SHALAMAR-Dead Giveaway
- NAKED EYES-Promises Promises
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- MEN WITHOUT HATS-The Safety Dance
- ELTON JOHN-Kiss The Bride
- JEFFREY OSBORNE-Don't You Get So Mad
- BONNIE TYLER-Total Eclipse Of The Heart
- THE TALKING HEADS-Burning Down The House

● GEORGE BENSON-Lady Love Me

● PAUL ANKA-Hold Me 'Til The Mornin' Comes

WHTX-FM-Pittsburgh

- (Keith Abrams-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ MICHAEL SEMBELLO-Maniac 5-2
- ★ EURYTHMICS-Sweet Dreams 7-3
- ★ MICHAEL JACKSON-Human Nature 29-13
- ★ BRYAN ADAMS-Cuts Like A Knife 25-18
- MEN WITHOUT HATS-The Safety Dance
- TACO-Puttin' On The Ritz
- ASIA-Don't Cry
- BILLY JOEL-Tell Her About It
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- NAKED EYES-Promises Promises
- EDDY GRANT-I Don't Wanna Dance

WHYT-FM-Detroit

- (Lee Malcolm-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ DONNA SUMMER-She Works Hard For The Money 5-2
- ★ MEN WITHOUT HATS-The Safety Dance 14-9
- ★ DAVID BOWIE-China Girl 18-13
- ★ ELO-Rock 'N' Roll Is King 25-20
- AIR SUPPLY-Making Love Out Of Nothing At All
- STRAY CATS-(She's) Sexy + 17
- ASIA-Don't Cry
- MICHAEL JACKSON-Human Nature
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- BILLY JOEL-Tell Her About It
- FRANK STALLONE-Far From Over
- ELTON JOHN-Kiss The Bride
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind

WHYW-FM-Pittsburgh

- (Jay Cresswell-M.D.)
- ★ RITA COOLIDGE-All Time High 6-3
- ★ TACO-Puttin' On The Ritz 7-4
- ★ LAURA BRANIGAN-How Am I Supposed To Live Without You 14-8
- ★ LEE GREENWOOD-I.O.U. 19-10
- ★ SMOKEY ROBINSON AND BARBARA MITCHELL-Blame It On Love 24-17
- KENNY ROGERS-Scarlet Fever
- LOUISE TUCKER-Midnight Blue
- AIR SUPPLY-Making Love Out Of Nothing At All

WKDD-FM-Akron

- (Matt Patrick-M.D.)
- ★ CULTURE CLUB-'I'll Tumble 4 Ya 13-7
- ★ EURYTHMICS-Sweet Dreams 15-10
- ★ TOTO-Waiting For Your Love 17-13
- ★ RICK SPRINGFIELD-Human Touch 22-14
- ★ MICHAEL JACKSON-Human Nature 27-21
- SPANDAU BALLET-True
- JUICE NEWTON-Tell Her No
- NAKED EYES-Promises Promises
- BONNIE TYLER-Total Eclipse Of The Heart
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- MEN WITHOUT HATS-The Safety Dance
- STRAY CATS-(She's) Sexy + 17
- SERGIO MENDES-Rainbow's End
- THE TALKING HEADS-Burning Down The House
- ELTON JOHN-Kiss The Bride
- IAN HUNTER-All The Good Ones Are Taken

WKRQ-FM-Cincinnati

- (Tony Galluzzo-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ EURYTHMICS-Sweet Dreams 7-2
- ★ MICHAEL SEMBELLO-Maniac 9-3
- ★ STEVIE NICKS-Stand Back 11-6
- ★ BONNIE TYLER-Total Eclipse Of The Heart 15-10
- THE HUMAN LEAGUE-(Keep Feeling) Fascination
- JACKSON BROWNE-Lawyers In Love
- TACO-Puttin' On The Ritz
- MEN WITHOUT HATS-The Safety Dance

WOMP-FM-Bellaire

- (Dwayne Bonds-P.D.)
- ★ TACO-Puttin' On The Ritz 6-2
- ★ MICHAEL SEMBELLO-Maniac 11-5
- ★ DAVID BOWIE-China Girl 18-9
- ★ JACKSON BROWNE-Lawyers In Love 17-13

Billboard Singles Radio Action

Playlist Prime Movers ★
Playlist Top Add Ons ●

Based on station playlists through Tuesday (8/2/83)

Continued from page 15

KROK-FM-Shreveport

- (Peter Stewart-M.D.)
- ★ DIANA ROSS-Pieces Of Ice 31-20
- ★ BILLY JOEL-Tell Her About It 39-23
- ★ TACO-Puttin' On The Ritz 11-6
- ★ AMERICA-The Border 26-15
- ★ CHARLIE-It's Inevitable 28-17
- ★ PAUL ANKA-Hold Me 'Til The Mornin' Comes
- ★ ELO-Rock 'N' Roll Is King
- ★ MICHAEL JACKSON-Human Nature
- ★ AIR SUPPLY-Making Love Out Of Nothing At All
- ★ ASIA-Don't Cry
- ★ ANY TROUBLE-Touch And Go
- ★ JUICE NEWTON-Tell Her No
- ★ HEART-How Can I Refuse

KVOL-AM-Lafayette

- (Phil Runkle-M.D.)
- ★ DONNA SUMMER-She Works Hard For The Money 3-1
- ★ MICHAEL SEMBELLO-Maniac 7-2
- ★ ELO-Rock 'N' Roll Is King 10-7
- ★ THE FIXX-Saved By Zero 14-11
- ★ RICK SPRINGFIELD-Human Touch 21-18
- ★ RITA COOLIDGE-All Time High
- ★ STRAY CATS-(She's) Sexy + 17
- ★ ELTON JOHN-Kiss The Bride
- ★ ELO-Rock 'N' Roll Is King
- ★ THE TALKING HEADS-Burning Down The House
- ★ SMOKEY ROBINSON AND BARBARA MITCHELL-Blame It On Love
- ★ THE TUBES-Tip Of My Tongue
- ★ STACY LATTISAW-Miracles
- ★ ROBERT PLANT-Big Log
- ★ SNUFF-Bad, Bad Billy
- ★ LINDSEY BUCKINGHAM-Holiday Road
- ★ BETTE MIDLER-All I Need To Know
- ★ JUICE NEWTON-Tell Her No
- ★ HERB ALPERT-Love Me The Way I Am

KZFM-FM-Corpus Christi

- (John Steele-M.D.)
- ★ EURYTHMICS-Sweet Dreams 16-11
- ★ ASIA-Don't Cry 25-20
- ★ MEN WITHOUT HATS-The Safety Dance
- ★ THE ANIMALS-The Night
- ★ BONNIE TYLER-Total Eclipse Of The Heart
- ★ THE TALKING HEADS-Burning Down The House
- ★ LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- ★ SHALAMAR-Dead Giveaway

WEZB-FM-New Orleans

- (Nick Dazzo-M.D.)
- ★ MEGO-Ewok Celebration 4-1
- ★ TACO-Puttin' On The Ritz 7-2
- ★ EURYTHMICS-Sweet Dreams 5-4
- ★ THE HUMAN LEAGUE-(Keep Feeling) Fascination 6-5
- ★ CULTURE CLUB-It's Tumble 4 Ya 12-7
- ★ MEN WITHOUT HATS-The Safety Dance
- ★ NAKED EYES-Promises Promises
- ★ ASIA-Don't Cry
- ★ STRAY CATS-(She's) Sexy + 17
- ★ LOVERBOY-Hot Girls In Love
- ★ FRANK STALLONE-Far From Over
- ★ JEFFREY OSBORNE-Don't You Get So Mad

WFME-FM-Baton Rouge

- (Johnny "A"-M.D.)
- ★ STEVIE NICKS-Stand Back 3-1
- ★ THE POLICE-Every Breath You Take 2-2
- ★ MICHAEL SEMBELLO-Maniac 6-4
- ★ MEN AT WORK-It's A Mistake 10-6
- ★ EURYTHMICS-Sweet Dreams 19-12
- ★ MICHAEL JACKSON-Human Nature
- ★ LAURA BRANIGAN-How Am I Supposed To Live Without You
- ★ ASIA-Don't Cry
- ★ FRANK STALLONE-Far From Over

WQUE-FM-New Orleans

- (Chris Bryan-M.D.)
- ★ JACKSON BROWNE-Lawyers In Love 15-10
- ★ EURYTHMICS-Sweet Dreams 18-11
- ★ RITA COOLIDGE-All Time High 22-17
- ★ AIR SUPPLY-Making Love Out Of Nothing At All 27-19
- ★ BILLY JOEL-Tell Her About It 20-20
- ★ MICHAEL JACKSON-Human Nature
- ★ LOUISE TUCKER-Rainbow's End
- ★ ROBERT PLANT-Big Log
- ★ FRANK STALLONE-Far From Over

WTIX-AM-New Orleans

- (Barney Kilpatrick M.D.)
- ★ EURYTHMICS-Sweet Dreams 2-2
- ★ BRYAN ADAMS-Cuts Like A Knife 14-9
- ★ TACO-Puttin' On The Ritz 17-11
- ★ DONNA SUMMER-She Works Hard For The Money 19-12
- ★ JOURNEY-After The Fall 22-14
- ★ PEARO BRYSON/ROBERTA FLACK-Tonight I Celebrate My Love
- ★ PETER GABRIEL-Salisbury Hill
- ★ GEORGE BENSON-Lady Love Me
- ★ FRANK STALLONE-Far From Over
- ★ AIR SUPPLY-Making Love Out Of Nothing At All
- ★ NAKED EYES-Promises Promises
- ★ ELTON JOHN-Kiss The Bride
- ★ STACY LATTISAW-Miracles
- ★ RONNIE MILSAP-Don't You Know How Much I Love You
- ★ SERGIO MENDES-Rainbow's End

Midwest Region

★ PRIME MOVERS

- EURYTHMICS-Sweet Dreams (RCA)
- QUARTERFLASH-Take Me To Heart (Geffen)
- MICHAEL SEMBELLO-Maniac (Casablanca)

● TOP ADD ONS

- TACO-Puttin' On The Ritz (RCA)
- ELTON JOHN-Kiss The Bride (Geffen)
- AIR SUPPLY-Making Love Out Of Nothing At All (Arista)

BREAKOUTS

- JUICE NEWTON-Tell Her No (Capitol)

KBEQ-FM-Kansas City

- (Todd Chase-M.D.)
- ★ SERGIO MENDES-Never Gonna Let You Go 2-1
- ★ MICHAEL SEMBELLO-Maniac 10-5
- ★ EURYTHMICS-Sweet Dreams 13-6
- ★ MARTIN BRILEY-The Salt In My Tears 19-16
- ★ DAVID BOWIE-China Girl 35-29
- ★ LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- ★ BONNIE TYLER-Total Eclipse Of The Heart

KDWW-FM-Topeka

- (Tony Stewart-P.D.)
- ★ MICHAEL SEMBELLO-Maniac 17-11
- ★ DAVID BOWIE-China Girl 18-14
- ★ JOURNEY-After The Fall 21-16
- ★ LAURA BRANIGAN-How Am I Supposed To Live Without You 23-18
- ★ MICHAEL JACKSON-Human Nature 24-19
- ★ MEN WITHOUT HATS-The Safety Dance
- ★ GEORGE BENSON-Lady Love Me
- ★ DONNA SUMMER-She Works Hard For The Money
- ★ SERGIO MENDES-Rainbow's End
- ★ STRAY CATS-(She's) Sexy + 17
- ★ STRAY CATS-(She's) Sexy + 17
- ★ ELTON JOHN-Kiss The Bride

KDWB-AM-Minneapolis

- (Lorrie Palagi-P.D.)
- ★ ELO-Rock 'N' Roll Is King 8-3
- ★ ROMAN HOLLIDAY-Stand By 10-5
- ★ THE HUMAN LEAGUE-(Keep Feeling) Fascination 13-6
- ★ EURYTHMICS-Sweet Dreams 15-9
- ★ RITA COOLIDGE-All Time High 23-17
- ★ AIR SUPPLY-Making Love Out Of Nothing At All
- ★ LOVERBOY-Hot Girls In Love
- ★ LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- ★ TACO-Puttin' On The Ritz
- ★ SHALAMAR-Dead Giveaway
- ★ LOUISE TUCKER-Midnight Blue
- ★ MEN WITHOUT HATS-The Safety Dance

KEYN-FM-Wichita

- (Don Pearson-M.D.)
- ★ EURYTHMICS-Sweet Dreams 9-3
- ★ MEN AT WORK-It's A Mistake 13-9
- ★ QUARTERFLASH-Take Me To Heart 15-10
- ★ DONNA SUMMER-She Works Hard For The Money 16-11
- ★ THE HUMAN LEAGUE-(Keep Feeling) Fascination 23-17
- ★ STRAY CATS-(She's) Sexy + 17
- ★ ELTON JOHN-Kiss The Bride
- ★ MICHAEL JACKSON-Human Nature
- ★ NAKED EYES-Promises Promises
- ★ FRANK STALLONE-Far From Over
- ★ LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- ★ BONNIE TYLER-Total Eclipse Of The Heart
- ★ GEORGE BENSON-Lady Love Me
- ★ RITA COOLIDGE-All Time High

KFYR-AM-Bismarck

- (Dan Brannan-M.D.)
- ★ MEN AT WORK-It's A Mistake 15-6
- ★ JOAN JETT AND THE BLACKHEARTS-Fake Friends 10-7
- ★ DAVID BOWIE-China Girl 12-9
- ★ ELO-Rock 'N' Roll Is King 17-10
- ★ BRYAN ADAMS-Cuts Like A Knife 16-11
- ★ RICK SPRINGFIELD-Human Touch
- ★ BONNIE TYLER-Total Eclipse Of The Heart
- ★ FRANK STALLONE-Far From Over
- ★ MEN WITHOUT HATS-The Safety Dance
- ★ ELTON JOHN-Kiss The Bride
- ★ LOVERBOY-Hot Girls In Love
- ★ FRANK STALLONE-Far From Over
- ★ JEFFREY OSBORNE-Don't You Get So Mad

KHTR-FM-St. Louis

- (Ed Scarborough-P.D.)
- ★ ELO-Rock 'N' Roll Is King 11-8
- ★ MEN WITHOUT HATS-The Safety Dance 19-13
- ★ MEN AT WORK-It's A Mistake 20-16
- ★ DAVID BOWIE-China Girl 24-19
- ★ SHALAMAR-Dead Giveaway 28-20
- ★ AMERICA-The Border
- ★ CHARLIE-It's Inevitable
- ★ BILLY JOEL-Tell Her About It
- ★ MICHAEL JACKSON-Human Nature
- ★ JOAN JETT AND THE BLACKHEARTS-Fake Friends
- ★ STRAY CATS-(She's) Sexy + 17

KIOA-AM-Des Moines

- (Mike Judge-M.D.)
- ★ THE POLICE-Every Breath You Take 3-1
- ★ RITA COOLIDGE-All Time High 10-3
- ★ LOUISE TUCKER-Midnight Blue 12-6
- ★ AMERICA-The Border 14-7
- ★ SMOKEY ROBINSON AND BARBARA MITCHELL-Blame It On Love 17-9
- ★ SERGIO MENDES-Rainbow's End
- ★ AIR SUPPLY-Making Love Out Of Nothing At All
- ★ BILLY JOEL-Tell Her About It
- ★ CRYSTAL GAYLE-Baby, What About You
- ★ CULTURE CLUB-It's Tumble 4 Ya
- ★ JACKSON BROWNE-Lawyers In Love
- ★ RONNIE MILSAP-Don't You Know How Much I Love You
- ★ GEORGE BENSON-Lady Love Me

KKLS-AM-Rapid City

- (Randy Sherwyn-P.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ STEVIE NICKS-Stand Back 2-2
- ★ LOVERBOY-Hot Girls In Love 11-5
- ★ MEN AT WORK-It's A Mistake 12-6
- ★ THE HUMAN LEAGUE-(Keep Feeling) Fascination 16-11
- ★ HEART-How Can I Refuse
- ★ ELTON JOHN-Kiss The Bride
- ★ NAKED EYES-Promises Promises
- ★ BILLY JOEL-Tell Her About It
- ★ JUICE NEWTON-Tell Her No

KMGK-FM-Des Moines

- (Michael Stone-M.D.)
- ★ DONNA SUMMER-She Works Hard For The Money 8-1
- ★ QUARTERFLASH-Take Me To Heart 14-13
- ★ DAVID BOWIE-China Girl 19-16
- ★ CULTURE CLUB-It's Tumble 4 Ya 20-17
- ★ JACKSON BROWNE-Lawyers In Love 23-18
- ★ ELTON JOHN-Kiss The Bride
- ★ ROBERT PLANT-Big Log
- ★ JEFFREY OSBORNE-Don't You Get So Mad
- ★ GEORGE BENSON-Lady Love Me
- ★ STRAY CATS-(She's) Sexy + 17

KQKQ-FM-Omaha

- (Jay Taylor-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ MICHAEL SEMBELLO-Maniac 3-2
- ★ EURYTHMICS-Sweet Dreams 5-4
- ★ LOVERBOY-Hot Girls In Love 7-5
- ★ DONNA SUMMER-She Works Hard For The Money 10-7
- ★ LAURA BRANIGAN-How Am I Supposed To Live Without You
- ★ MEN WITHOUT HATS-The Safety Dance
- ★ FRANK STALLONE-Far From Over
- ★ ELTON JOHN-Kiss The Bride
- ★ STYX-High Time
- ★ LITTLE RIVER BAND-You're Driving Me Out Of My Mind

KRNA-FM-Iowa City

- (Barl Goyshner-P.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ EURYTHMICS-Sweet Dreams 2-2
- ★ STEVIE NICKS-Stand Back 8-3
- ★ DURAN DURAN-Is There Something I Should Know 5-4

- ★ MEN AT WORK-It's A Mistake 12-6
- ★ EDDY GRANT-I Don't Wanna Dance
- ★ THE ANIMALS-The Night
- ★ ASIA-Don't Cry
- ★ DAVID BOWIE-China Girl
- ★ NAKED EYES-Promises Promises
- ★ ELTON JOHN-Kiss The Bride
- ★ JEFFREY OSBORNE-Don't You Get So Mad
- ★ THE TALKING HEADS-Burning Down The House

WSPT-FM-Stevens Point

- (Dianne Tracy-M.D.)
- ★ SERGIO MENDES-Never Gonna Let You Go 10-3
- ★ EURYTHMICS-Sweet Dreams 14-6
- ★ DEF LEPPARD-Rock Of Ages 15-9
- ★ MICHAEL SEMBELLO-Maniac 16-9
- ★ THE FIXX-Saved By Zero 19-12
- ★ LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- ★ SPANDAU BALLET-True
- ★ BONNIE TYLER-Total Eclipse Of The Heart
- ★ MICHAEL JACKSON-Human Nature
- ★ SHALAMAR-Dead Giveaway
- ★ BILLY JOEL-Tell Her About It
- ★ LAURA BRANIGAN-How Am I Supposed To Live Without You
- ★ THE TUBES-Tip Of My Tongue

KSTP-FM (KS-95)-St. Paul

- (Check Napp-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ LAURA BRANIGAN-How Am I Supposed To Live Without You 9-5
- ★ THE HOLLIES-Stop In The Name Of Love 10-7
- ★ MEN AT WORK-It's A Mistake 15-9
- ★ AMERICA-The Border 16-10
- ★ TACO-Puttin' On The Ritz
- ★ KENNY ROGERS-Scarlet Fever
- ★ MICHAEL JACKSON-Human Nature
- ★ BILLY JOEL-Tell Her About It
- ★ AIR SUPPLY-Making Love Out Of Nothing At All

WCIL-FM-Carbondale

- (Tony Waitkus-P.D.)
- ★ MEGO-Ewok Celebration 4-1
- ★ MARTIN BRILEY-The Salt In My Tears 12-9
- ★ THE HUMAN LEAGUE-(Keep Feeling) Fascination 15-10
- ★ CULTURE CLUB-It's Tumble 4 Ya 23-12
- ★ TACO-Puttin' On The Ritz 25-21
- ★ STYX-High Time
- ★ CHARLIE-It's Inevitable
- ★ ASIA-Don't Cry
- ★ GEORGE BENSON-Lady Love Me
- ★ BILLY JOEL-Tell Her About It
- ★ THE KINKS-Don't Forget To Dance

WKAU-AM-FM-Appleton

- (Rich Allen-M.D.)
- ★ THE HUMAN LEAGUE-(Keep Feeling) Fascination 10-6
- ★ DEF LEPPARD-Rock Of Ages 13-9
- ★ TACO-Puttin' On The Ritz 17-14
- ★ RICK SPRINGFIELD-Human Touch 21-17
- ★ JOURNEY-After The Fall 26-18
- ★ ELTON JOHN-Kiss The Bride
- ★ FRANK STALLONE-Far From Over
- ★ MEN WITHOUT HATS-The Safety Dance
- ★ BONNIE TYLER-Total Eclipse Of The Heart
- ★ SHALAMAR-Dead Giveaway
- ★ AIR SUPPLY-Making Love Out Of Nothing At All
- ★ MICHAEL JACKSON-Human Nature
- ★ STRAY CATS-(She's) Sexy + 17

WKTI-FM-Milwaukee

- (John Grant-M.D.)
- ★ NAKED EYES-Promises Promises 19-11
- ★ DEF LEPPARD-Rock Of Ages 20-14
- ★ DONNA SUMMER-She Works Hard For The Money 25-17
- ★ RICK SPRINGFIELD-Human Touch 24-20
- ★ EURYTHMICS-Sweet Dreams 27-23
- ★ JOURNEY-After The Fall
- ★ ASIA-Don't Cry
- ★ THE FIXX-Saved By Zero
- ★ MICHAEL JACKSON-Human Nature
- ★ MEN WITHOUT HATS-The Safety Dance
- ★ AIR SUPPLY-Making Love Out Of Nothing At All

WKZW-FM-Peoria

- (Mark Maloney-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ DONNA SUMMER-She Works Hard For The Money 6-3
- ★ QUARTERFLASH-Take Me To Heart 7-5
- ★ MICHAEL SEMBELLO-Maniac 12-9
- ★ EURYTHMICS-Sweet Dreams 22-14
- ★ RITA COOLIDGE-All Time High
- ★ DAVID BOWIE-China Girl
- ★ BILLY JOEL-Tell Her About It
- ★ FRANK STALLONE-Far From Over
- ★ ASIA-Don't Cry

WLOL-FM-Minneapolis

- (Gregg Swedberg-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ EURYTHMICS-Sweet Dreams 3-2
- ★ MICHAEL SEMBELLO-Maniac 6-3
- ★ QUARTERFLASH-Take Me To Heart 8-5
- ★ MEN WITHOUT HATS-The Safety Dance 21-17
- ★ ELVIS COSTELLO AND THE ATTRactions-Everyday I Write The Book
- ★ CHRIS DE BURGH-Ship To Shore
- ★ FRANK STALLONE-Far From Over
- ★ TACO-Puttin' On The Ritz
- ★ BONNIE TYLER-Total Eclipse Of The Heart
- ★ R.E.M.-Radio Free Europe
- ★ F R DAVID-Words
- ★ JUICE NEWTON-Tell Her No
- ★ EDDY GRANT-I Don't Wanna Dance

WLS-AM-Chicago

- (Dave Denver-M.D.)
- ★ EURYTHMICS-Sweet Dreams 11-7
- ★ MICHAEL SEMBELLO-Maniac 13-9
- ★ MEGO-Ewok Celebration 9-6
- ★ DURAN DURAN-Is There Something I Should Know 24-19
- ★ QUARTERFLASH-Take Me To Heart 29-26
- ★ LOVERBOY-Hot Girls In Love
- ★ ASIA-Don't Cry
- ★ TACO-Puttin' On The Ritz
- ★ EURYTHMICS-Sweet Dreams 10-4
- ★ DONNA SUMMER-She Works Hard For The Money 11-6
- ★ MICHAEL SEMBELLO-Maniac 13-8
- ★ NAKED EYES-Promises Promises
- ★ LAURA BRANIGAN-How Am I Supposed To Live Without You
- ★ CULTURE CLUB-It's Tumble 4 Ya
- ★ TACO-Puttin' On The Ritz
- ★ FRANK STALLONE-Far From Over

WCAU-FM-Philadelphia

- (Glen Katina-M.D.)
- ★ MEN WITHOUT HATS-The Safety Dance 10-5
- ★ BILLY JOEL-Tell Her About It 39-16
- ★ TACO-Puttin' On The Ritz 21-10
- ★ MICHAEL JACKSON-Human Nature 30-19
- ★ NAKED EYES-Promises Promises 38-30
- ★ JUICE NEWTON-Tell Her No
- ★ TONY CAREY-West Coast Summer Nights
- ★ SPANDAU BALLET-True
- ★ LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- ★ JEFFREY OSBORNE-Don't You Get So Mad
- ★ LINDSEY BUCKINGHAM-Holiday Road
- ★ RICK JAMES-Cold Blooded
- ★ MIDNIGHT STAR-Freak-A-Zoid
- ★ THE COCONUTS-If I Only Had A Brain
- ★ EDDY GRANT-I Don't Wanna Dance
- ★ ROBERT PLANT-Big Log

WNAP-FM-Indianapolis

- (Larry Mago-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ QUARTERFLASH-Take Me To Heart 3-2
- ★ MEN AT WORK-It's A Mistake 5-3
- ★ EURYTHMICS-Sweet Dreams 9-5
- ★ MICHAEL JACKSON-Human Nature 16-9
- ★ BILLY JOEL-Tell Her About It
- ★ AIR SUPPLY-Making Love Out Of Nothing At All
- ★ LAURA BRANIGAN-How Am I Supposed To Live Without You
- ★ TACO-Puttin' On The Ritz
- ★ HIGH ENERGY-Back In My Arms
- ★ LINDSEY BUCKINGHAM-Holiday Road
- ★ MICHAEL JACKSON-Human Nature
- ★ LAURA BRANIGAN-How Am I Supposed To Live Without You

WFLY-FM-Albany

- (Jack Lawrence-M.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ MICHAEL SEMBELLO-Maniac 10-4
- ★ EURYTHMICS-Sweet Dreams 13-9
- ★ MEN WITHOUT HATS-The Safety Dance 20-16
- ★ ELTON JOHN-Kiss The Bride
- ★ LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- ★ BONNIE TYLER-Total Eclipse Of The Heart
- ★ BILLY JOEL-Tell Her About It
- ★ FRANK STALLONE-Far From Over
- ★ STRAY CATS-(She's) Sexy + 17
- ★ JEFFREY OSBORNE-Don't You Get So Mad
- ★ NAKED EYES-Promises Promises
- ★ THE MANHATTANS-Crazy
- ★ HEART-How Can I Refuse

WHFM-FM-Rochester

- (Marc Crown-M.D.)
- ★ DONNA SUMMER-She Works Hard For The Money 10-5
- ★ DAVID BOWIE-China Girl 13-10
- ★ LOUISE TUCKER-Midnight Blue 17-11
- ★ STEVIE NICKS-Stand Back 5-3
- ★ EURYTHMICS-Sweet Dreams 8-7
- ★ QUARTERFLASH-Take Me To Heart 12-10
- ★ BONNIE TYLER-Total Eclipse Of The Heart 20-15
- ★ THE ANIMALS-The Night
- ★ NAKED EYES-Promises Promises
- ★ STRAY CATS-(She's) Sexy + 17
- ★ FRANK STALLONE-Far From Over
- ★ RICK SPRINGFIELD-Human Touch
- ★ TACO-Puttin' On The Ritz
- ★ SPANDAU BALLET-True
- ★ THE TALKING HEADS-Burning Down The House

WZEE-FM-Madison

- (Matt Hudson-M.D.)
- ★ DEF LEPPARD-Rock Of Ages 2-1
- ★ STEVIE NICKS-Stand Back 5-3
- ★ EURYTHMICS-Sweet Dreams 8-7
- ★ QUARTERFLASH-Take Me To Heart 12-10
- ★ BONNIE TYLER-Total Eclipse Of The Heart 20-15
- ★ THE ANIMALS-The Night
- ★ NAKED EYES-Promises Promises
- ★ STRAY CATS-(She's) Sexy + 17
- ★ FRANK STALLONE-Far From Over
- ★ RICK SPRINGFIELD-Human Touch
- ★ TACO-Puttin' On The Ritz
- ★ SPANDAU BALLET-True
- ★ THE TALKING HEADS-Burning Down The House

WZOK-FM-Rockford

- (Tim Fox-M.D.)
- ★ LOVERBOY-Hot Girls In Love 4-3
- ★ DURAN DURAN-Is There Something I Should Know 8-9
- ★ MEN AT WORK-It's A Mistake 9-7
- ★ BRYAN ADAMS-Cuts Like A Knife 10-8
- ★ PRINCE-1999 11-10
- ★ DAVID BOWIE-China Girl
- ★ DONNA SUMMER-She Works Hard For The Money
- ★ THE HUMAN LEAGUE-(Keep Feeling) Fascination
- ★ AMERICA-The Border

Northeast Region

★ PRIME MOVERS

- THE POLICE-Every Breath You Take (A&M)
- MICHAEL SEMBELLO-Maniac (Casablanca)
- BILLY JOEL-Tell Her About It (Columbia)

● TOP ADD ONS

- FRANK STALLONE-Far From Over (RSO)
- ELTON JOHN-Kiss The Bride (Geffen)
- JEFFREY OSBORNE-Don't You Get So Mad (A&M)

BREAKOUTS

- JUICE NEWTON-Tell Her No (Capitol)
- HEART-How Can I Refuse (Epic)
- STYX-High Time (A&M)

WACZ-AM-Bangor

- (Sergio Meneses-M.D.)
- ★ SERGIO MENDES-Never Gonna Let You Go 3-2
- ★ LOVERBOY-Hot Girls In Love 4-3
- ★ BRYAN ADAMS-Cuts Like A Knife 6-4
- ★ STEVIE NICKS-Stand Back 8-7
- ★ THE KINKS-Come Dancing 10-9
- ★ BONNIE TYLER-Total Eclipse Of The Heart
- ★ AIR SUPPLY-Making Love Out Of Nothing At All
- ★ LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- ★ MEN WITHOUT HATS-The Safety Dance
- ★ STRAY CATS-(She's) Sexy + 17
- ★ TACO-Puttin' On The Ritz
- ★ PRINCE-1999
- ★ FRANK STALLONE-Far From Over
- ★ ELTON JOHN-Kiss The Bride
- ★ JEFFREY OSBORNE-Don't You Get So Mad
- ★ TEARS FOR FEARS-Change
- ★ JUICE NEWTON-Tell Her No
- ★ STYX-High Time
- ★ HEART-How Can I Refuse

WBLI-FM-Long Island

- (Bibi Terry-P.D.)
- ★ THE POLICE-Every Breath You Take 1-1
- ★ DURAN DURAN-Is There Something I Should Know 6-3
- ★ EURYTHMICS-Sweet Dreams 10-4
- ★ DONNA SUMMER-She Works Hard For The Money 11-6
- ★ MICHAEL SEMBELLO-Maniac 13-8
- ★ NAKED EYES-Promises Promises
- ★ LAURA BRANIGAN-How Am I Supposed To Live Without You
- ★ CULTURE CLUB-It's Tumble 4 Ya
- ★ TACO-Puttin' On The Ritz
- ★ FRANK STALLONE-Far From Over

WCAU-FM-Philadelphia

- (Glen Katina-M.D.)
- ★ MEN WITHOUT HATS-The Safety Dance 10-5
- ★ BILLY JOEL-Tell Her About It 39-16
- ★ TACO-Puttin' On The Ritz 21-10
- ★ MICHAEL JACKSON-Human Nature 30-19
- ★ NAKED EYES-Promises Promises 38-30
- ★ JUICE NEWTON-Tell Her No
- ★ TONY CAREY-West Coast Summer Nights
- ★ SPANDAU BALLET-True
- ★ LITTLE RIVER BAND-You're Driving Me Out

Continued from page 16

- THE MINISTRY-I Want To Tell Her
- ELTON JOHN-Kiss The Bride
- WHAM-Bad Boys
- STACY LATTISAW-Miracles

Mid-Atlantic Region

★ PRIME MOVERS

- EURHYTHMICS-Sweet Dreams (RCA)
- MICHAEL SEMBELLO-Maniac (Casablanca)
- RICK SPRINGFIELD-Human Touch (RCA)

● TOP ADD ONS

- ELTON JOHN-Kiss The Bride (Geffen)
- FRANK STALLONE-Far From Over (RSO)
- JEFFREY OSBOURNE-Don't You Get So Mad (A&M)

BREAKOUTS

- STYX-High Time (A&M)
- JUICE NEWTON-Tell Her No (Capitol)

WABE-AM-Allentown

- AMERICA-The Border 6-3
- LOUISE TUCKER-Midnight Blue 13-6
- MICHAEL JACKSON-Human Nature 17-9
- LAURA BRANIGAN-How Am I Supposed To Live Without You 18-14
- BILLY JOEL-Tell Her About It 20-15
- GEORGE BENSON-Lady Love Me
- JENNIFER WARNE-Nights Are For Forever
- TAGO-Puttin' On The Ritz
- AIR SUPPLY-Making Love Out Of Nothing At All
- F R DAVID-Words
- HERB ALPERT-Garden Party
- JUICE NEWTON-Tell Her No

WBSB-FM-Baltimore

- THE POLICE-Every Breath You Take 1-1
- MICHAEL SEMBELLO-Maniac 3-2
- DONNA SUMMER-She Works Hard For The Money 5-4
- EURHYTHMICS-Sweet Dreams 12-6
- RICK SPRINGFIELD-Human Touch 18-12
- STRAY CATS-(She's) Sexy + 17
- ELTON JOHN-Kiss The Bride
- BILLY JOEL-Tell Her About It
- MEN WITHOUT HATS-The Safety Dance
- FRANK STALLONE-Far From Over
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- NAKED EYES-Promises Promises

WFBG-AM-Altoona

- JACKSON BROWNE-Lawyers In Love 19-13
- DAVID BOWIE-China Girl 21-16
- ASIA-Don't Cry 28-20
- JOAN JETT AND THE BLACKHEARTS-Fake Friends 31-25
- MEN WITHOUT HATS-The Safety Dance 40-30
- STYX-High Time
- LINDSEY BUCKINGHAM-Holiday Road
- STRAY CATS-(She's) Sexy + 17
- ELTON JOHN-Kiss The Bride
- AIR SUPPLY-Making Love Out Of Nothing At All
- BONNIE TYLER-Total Eclipse Of The Heart
- EDDY GRANT-I Don't Wanna Dance
- STACY LATTISAW-Miracles
- THE KINKS-Don't Forget To Dance
- THE MINISTRY-I Want To Tell Her
- BETTE MIDLER-All I Need To Know
- JUICE NEWTON-Tell Her No

WKRZ-FM-Wilkes-Barre

- EURHYTHMICS-Sweet Dreams 5-2
- MICHAEL SEMBELLO-Maniac 6-3
- DAVID BOWIE-China Girl 17-12
- JACKSON BROWNE-Lawyers In Love 18-13
- RICK SPRINGFIELD-Human Touch 22-16
- SPANDAU BALLET-True
- BONNIE TYLER-Total Eclipse Of The Heart
- THE TALKING HEADS-Burning Down The House
- RONNIE MILSAP-Don't You Know How Much I Love You
- CHRIS DE BURGH-Ship To Shore
- JEFFREY OSBORNE-Don't You Get So Mad
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- GARY MYRICK-Messages Is You

WNVZ-FM-Norfolk

- CULTURE CLUB-I'm Tumble 4 Ya 17-7
- EL-ROCK 'N' Roll Is King 19-9
- MEN WITHOUT HATS-The Safety Dance 23-17
- TAGO-Puttin' On The Ritz 27-19
- RICK SPRINGFIELD-Human Touch 26-20
- FRANK STALLONE-Far From Over
- STRAY CATS-(She's) Sexy + 17
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- GEORGE BENSON-Lady Love Me
- JEFFREY OSBORNE-Don't You Get So Mad
- BONNIE TYLER-Total Eclipse Of The Heart
- RONNIE MILSAP-Don't You Know How Much I Love You

WQXA-FM-York

- DONNA SUMMER-She Works Hard For The Money 9-5
- MEN AT WORK-It's A Mistake 10-7
- DIANA ROSS-Pieces Of Ice 12-9
- QUARTERFLASH-Take Me To Heart 14-11
- MEN WITHOUT HATS-The Safety Dance 20-14
- BONNIE TYLER-Total Eclipse Of The Heart
- ELTON JOHN-Kiss The Bride
- NAKED EYES-Promises Promises
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- BILLY JOEL-Tell Her About It
- GEORGE BENSON-Lady Love Me

WROX-FM-Washington

- EURHYTHMICS-Sweet Dreams 19-15
- NAKED EYES-Promises Promises 25-18
- MICHAEL JACKSON-Human Nature 16-11
- JOURNEY-After The Fall 17-13
- CULTURE CLUB-I'm Tumble 4 Ya 24-19
- JEFFREY OSBORNE-Don't You Get So Mad
- DAVID BOWIE-China Girl
- ASIA-Don't Cry
- FRANK STALLONE-Far From Over

WRVQ-FM-Richmond

- MICHAEL SEMBELLO-Maniac 6-1
- DEF LEPPARD-Rock Of Ages 9-3
- DONNA SUMMER-She Works Hard For The Money 10-4
- RICK SPRINGFIELD-Human Touch 31-12
- MEN WITHOUT HATS-The Safety Dance 20-13

WXIL-FM-Parkersburg

- MICHAEL JACKSON-Wanna Be Startin' Somethin' 5-1
- BONNIE TYLER-Total Eclipse Of The Heart 12-4
- MICHAEL SEMBELLO-Maniac 18-8
- RED ROCKERS-China 19-9
- LAURA BRANIGAN-How Am I Supposed To Live Without You 27-14
- CULTURE CLUB-I'm Tumble 4 Ya
- JOE ESPOSITO-Lady Lady, Lady
- FRANK STALLONE-Far From Over
- TAGO-Puttin' On The Ritz
- SHOR PATROL-Loverboy
- BILLY JOEL-Tell Her About It
- STRAY CATS-(She's) Sexy + 17
- STYX-High Time

WXLK-FM-Roanoke

- MEN AT WORK-It's A Mistake 12-6
- RITA COOLIDGE-All Time High 16-7
- BILLY IDOL-White Wedding 15-9
- THE HUMAN LEAGUE-(Keep Feeling) Fascination 21-13
- BILLY JOEL-Tell Her About It 27-19
- MEN WITHOUT HATS-The Safety Dance
- ELTON JOHN-Kiss The Bride
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- THE CHARLIE DANIELS BAND-Straker's Theme
- THE COCONUTS-If I Only Had A Brain
- JEFFREY OSBORNE-Don't You Get So Mad
- PEAPO BRYSON/ROBERTA FLACK-Tonight I Celebrate My Love
- SPANDAU BALLET-True
- FRANK STALLONE-Far From Over
- STARBUCK-The Full Cleveland
- STRAY CATS-(She's) Sexy + 17

WZYQ-FM-Frederick

- DEF LEPPARD-Rock Of Ages 6-1
- THE HUMAN LEAGUE-(Keep Feeling) Fascination 7-3
- EL-ROCK 'N' Roll Is King 8-5
- TAGO-Puttin' On The Ritz 13-9
- EURHYTHMICS-Sweet Dreams 15-11
- THE KINKS-Don't Forget To Dance
- ELTON JOHN-Kiss The Bride
- FRANK STALLONE-Far From Over
- BILLY JOEL-Tell Her About It
- ROBERT PLANT-Big Log
- NAKED EYES-Promises Promises
- JUICE NEWTON-Tell Her No
- STYX-High Time

Southeast Region

★ PRIME MOVERS

- BONNIE TYLER-Total Eclipse Of The Heart (Columbia)
- MICHAEL JACKSON-Human Nature (Epic)
- THE POLICE-Every Breath You Take (A&M)

● TOP ADD ONS

- ELTON JOHN-Kiss The Bride (Geffen)
- FRANK STALLONE-Far From Over (RSO)
- STRAY CATS-(She's) Sexy + 17 (EMI-America)

BREAKOUTS

- JUICE NEWTON-Tell Her No (Capitol)
- ROBERT PLANT-Big Log (Swan Song)
- HEART-How Can I Refuse (Epic)

WAEV-FM-Savannah

- THE POLICE-Every Breath You Take 1-1
- MICHAEL SEMBELLO-Maniac 4-2
- EURHYTHMICS-Sweet Dreams 7-3
- TAGO-Puttin' On The Ritz 12-8
- ELTON JOHN-Kiss The Bride
- JOURNEY-After The Fall
- AIR SUPPLY-Making Love Out Of Nothing At All
- ASIA-Don't Cry
- BONNIE TYLER-Total Eclipse Of The Heart
- F R DAVID-Words
- JUICE NEWTON-Tell Her No

WANS-FM-Anderson/Greenville

- EURHYTHMICS-Sweet Dreams 7-2
- DONNA SUMMER-She Works Hard For The Money 8-4
- MICHAEL SEMBELLO-Maniac 10-6
- QUARTERFLASH-Take Me To Heart 11-7
- MEN AT WORK-It's A Mistake 14-9
- STRAY CATS-(She's) Sexy + 17
- ELTON JOHN-Kiss The Bride
- MICHAEL JACKSON-Human Nature
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- MEN WITHOUT HATS-The Safety Dance
- FRANK STALLONE-Far From Over
- HEART-How Can I Refuse
- THE TALKING HEADS-Burning Down The House
- LINDSEY BUCKINGHAM-Holiday Road

WAXY-FM-Ft. Lauderdale

- THE POLICE-Every Breath You Take 1-1
- MICHAEL JACKSON-Human Nature 2-2
- DONNA SUMMER-She Works Hard For The Money 4-4
- MICHAEL SEMBELLO-Maniac 7-6
- RITA COOLIDGE-All Time High 9-7
- QUARTERFLASH-Take Me To Heart
- PAUL ANKA-Hold Me 'Til The Mornin' Comes
- AMERICA-The Border
- LOUISE TUCKER-Midnight Blue

WBBQ-FM-Augusta

- DEF LEPPARD-Rock Of Ages 4-1
- THE HUMAN LEAGUE-(Keep Feeling) Fascination 10-6
- MEOO-Evok Celebration 24-7
- MICHAEL JACKSON-Human Nature 34-24

- BONNIE TYLER-Total Eclipse Of The Heart 37-27
- ELTON JOHN-Kiss The Bride
- JUICE NEWTON-Tell Her No
- FRANK STALLONE-Far From Over
- JEFFREY OSBORNE-Don't You Get So Mad
- AIR SUPPLY-Making Love Out Of Nothing At All
- ARETHA FRANKLIN-Get It Right
- THE ANIMALS-The Night
- THE CURVES-Friday Always On My Mind

WBCY-FM-Charlotte

- EURHYTHMICS-Sweet Dreams 10-5
- DAVID BOWIE-China Girl 18-12
- LOVERBOY-Hot Girls In Love 22-19
- MICHAEL JACKSON-Human Nature 26-22
- RICK SPRINGFIELD-Human Touch 29-24
- ELTON JOHN-Kiss The Bride
- JUICE NEWTON-Tell Her No
- BONNIE TYLER-Total Eclipse Of The Heart
- FRANK STALLONE-Far From Over
- NAKED EYES-Promises Promises
- MEN WITHOUT HATS-The Safety Dance
- RITA COOLIDGE-All Time High
- STRAY CATS-(She's) Sexy + 17

WBGW-FM-Tallahassee

- MICHAEL SEMBELLO-Maniac 20-13
- MICHAEL JACKSON-Human Nature 26-20
- BILLY JOEL-Tell Her About It 37-27
- AIR SUPPLY-Making Love Out Of Nothing At All 39-32
- JEFFREY OSBORNE-Don't You Get So Mad 40-35
- JUICE NEWTON-Tell Her No
- THE TALKING HEADS-Burning Down The House
- STRAY CATS-(She's) Sexy + 17
- ELTON JOHN-Kiss The Bride
- FRANK STALLONE-Far From Over
- GEORGE BENSON-Lady Love Me
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- LINDSEY BUCKINGHAM-Holiday Road
- STYX-High Time
- EDDY GRANT-I Don't Wanna Dance

WCGQ-FM-Columbus

- THE POLICE-Every Breath You Take 1-1
- STEVIE NICKS-Stand Back
- EURHYTHMICS-Sweet Dreams 5-3
- DONNA SUMMER-She Works Hard For The Money 9-5
- MICHAEL JACKSON-Wanna Be Startin' Somethin' 11-6
- THE TALKING HEADS-Burning Down The House
- STRAY CATS-(She's) Sexy + 17

WDCG-FM-Durham

- CHAMPAIGN-Try Again 2-1
- THE HUMAN LEAGUE-(Keep Feeling) Fascination 7-3
- ROD STEWART-Baby Jane 11-9
- MICHAEL SEMBELLO-Maniac 13-10
- JAMES INGRAM WITH PATTY AUSTIN-How Do You Keep The Music Playing 29-15
- EL-ROCK 'N' Roll Is King
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- TAGO-Puttin' On The Ritz
- BONNIE TYLER-Total Eclipse Of The Heart
- ELTON JOHN-Kiss The Bride

WFLB-AM-Fayetteville

- TAGO-Puttin' On The Ritz 8-4
- MEN AT WORK-It's A Mistake 15-7
- RITA COOLIDGE-All Time High 23-16
- LAURA BRANIGAN-How Am I Supposed To Live Without You 24-17
- BILLY JOEL-Tell Her About It 35-28
- RONNIE MILSAP-Don't You Know How Much I Love You
- JUICE NEWTON-Tell Her No
- SERGIO MENDES-Rainbow's End
- F R DAVID-Words
- SPANDAU BALLET-True
- THE MANHATTANS-Crazy
- PEAPO BRYSON/ROBERTA FLACK-Tonight I Celebrate My Love
- THE COCONUTS-If I Only Had A Brain
- STACY LATTISAW-Miracles
- HERB ALPERT-Garden Party
- ARETHA FRANKLIN-Get It Right

WHYY-FM-Montgomery

- RITA COOLIDGE-All Time High 21-16
- ASIA-Don't Cry 27-18
- MEN AT WORK-It's A Mistake 12-5
- LOUISE TUCKER-Midnight Blue 16-12
- MICHAEL JACKSON-Human Nature 31-27
- JUICE NEWTON-Tell Her No
- JEFFREY OSBORNE-Don't You Get So Mad
- BONNIE TYLER-Total Eclipse Of The Heart
- AIR SUPPLY-Making Love Out Of Nothing At All
- ROBERT PLANT-Big Log
- SPANDAU BALLET-True

WHYI-FM-Miami

- CULTURE CLUB-I'm Tumble 4 Ya 10-7
- MIDNIGHT STAR-Freak-A-Zoid 13-9
- NEW EDITION-Is This The End 15-11
- MIGUEL BROWN-So Many Men, So Little Time 17-13
- STACY LATTISAW-Miracles 27-23
- JONZUN CREW-We Are The Jonzun Crew
- CHAMPAIGN-Let Your Body Rock
- TAGO-Puttin' On The Ritz
- CLUB HOUSE-Do It Again/Billie Jean Medley
- MICHAEL JACKSON-P.Y.T. (Pretty Young Thing)

WINZ-FM-Miami

- THE POLICE-Every Breath You Take 1-1
- NEW EDITION-Is This The End 2-2
- MEN WITHOUT HATS-The Safety Dance 3-3
- MIGUEL BROWN-So Many Men, So Little Time 6-6
- MIDNIGHT STAR-Freak-A-Zoid 10-7
- BILLY JOEL-Tell Her About It
- PLANET PATROL-Cheap Thrills
- LOVERBOY-Hot Girls In Love
- ASIA-Don't Cry
- SLINGSHOT-Do It Again Medley With Billie Jean
- STACY LATTISAW-Miracles
- K.G. AND THE SUNSHINE BAND-Give It Up

WISE-AM-Asheville

- EURHYTHMICS-Sweet Dreams 2-1
- LOVERBOY-Hot Girls In Love 12-7
- BONNIE TYLER-Total Eclipse Of The Heart 22-8
- RICK SPRINGFIELD-Human Touch 21-17
- RITA COOLIDGE-All Time High 25-19
- ROBERT PLANT-Big Log
- THE COCONUTS-If I Only Had A Brain
- LINDSEY BUCKINGHAM-Holiday Road
- MEN WITHOUT HATS-The Safety Dance
- THE TUBES-Tip Of My Tongue
- FRANK STALLONE-Far From Over
- STRAY CATS-(She's) Sexy + 17

- SPANDAU BALLET-True
- MICHAEL JACKSON-Human Nature
- SERGIO MENDES-Rainbow's End
- RONNIE MILSAP-Don't You Know How Much I Love You
- TEARS FOR FEARS-Change
- SNUFF-Bad, Bad Billy
- THE KINKS-Don't Forget To Dance
- JUICE NEWTON-Tell Her No
- HEART-How Can I Refuse

WIVY-FM-Jacksonville

- TAGO-Puttin' On The Ritz 1-1
- MICHAEL JACKSON-Human Nature 6-4
- LAURA BRANIGAN-How Am I Supposed To Live Without You 9-6
- F R DAVID-Words 15-10
- AIR SUPPLY-Making Love Out Of Nothing At All 22-17
- SPANDAU BALLET-True
- CRYSTAL GAYLE-Baby, What About You

WIXV-FM-Savannah

- BONNIE TYLER-Total Eclipse Of The Heart 28-21
- MICHAEL JACKSON-Human Nature 32-13
- AMERICA-The Border 30-24
- FRANK STALLONE-Far From Over 38-27
- AIR SUPPLY-Making Love Out Of Nothing At All 39-31
- THE ANIMALS-The Night
- SPANDAU BALLET-True
- HAYSI FANTAZEE-Shiny Shiny
- BILLY JOEL-Tell Her About It
- MICHAEL JACKSON-Lawyers In Love
- RITA COOLIDGE-All Time High
- ASIA-Don't Cry
- STYX-High Time
- THREE DOG NIGHT-It's A Jungle Out There
- RICK JAMES-Cold Blooded

WJDQ-FM-Meridian

- MICHAEL JACKSON-Human Nature 33-15
- BILLY JOEL-Tell Her About It 39-28
- LAURA BRANIGAN-How Am I Supposed To Live Without You 27-17
- LOUISE TUCKER-Midnight Blue 31-26
- NAKED EYES-Promises Promises 37-30
- JOURNEY-After The Fall
- BONNIE TYLER-Total Eclipse Of The Heart
- MEN WITHOUT HATS-The Safety Dance
- FRANK STALLONE-Far From Over
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- F R DAVID-Words
- JUICE NEWTON-Tell Her No
- THE KINKS-Don't Forget To Dance

WJDX-AM-Jackson

- EL-ROCK 'N' Roll Is King 6-3
- MEN AT WORK-It's A Mistake 10-6
- RITA COOLIDGE-All Time High 12-7
- THE HUMAN LEAGUE-(Keep Feeling) Fascination 19-13
- MEN WITHOUT HATS-The Safety Dance 28-20
- BONNIE TYLER-Total Eclipse Of The Heart
- ELTON JOHN-Kiss The Bride
- HERB ALPERT-Garden Party
- FRANK STALLONE-Far From Over
- SHALAMAR-Dead Giveaway

WKRK-FM-Mobile

- DIANA ROSS-Pieces Of Ice 14-10
- BRYAN ADAMS-Cuts Like A Knife 17-12
- DAVID BOWIE-China Girl 19-13
- MICHAEL JACKSON-Human Nature 24-20
- RICK SPRINGFIELD-Human Touch 28-22
- SPANDAU BALLET-True
- GEORGE BENSON-Lady Love Me
- BONNIE TYLER-Total Eclipse Of The Heart
- FRANK STALLONE-Far From Over
- ASIA-Don't Cry
- CULTURE CLUB-I'm Tumble 4 Ya
- SHALAMAR-Dead Giveaway
- JUICE NEWTON-Tell Her No

WKXX-FM-Birmingham

- QUARTERFLASH-Take Me To Heart 3-2
- MEN AT WORK-It's A Mistake 8-5
- JACKSON BROWNE-Lawyers In Love 18-13
- PEAPO BRYSON/ROBERTA FLACK-Tonight I Celebrate My Love 25-20
- SERGIO MENDES-Rainbow's End
- STRAY CATS-(She's) Sexy + 17
- BONNIE TYLER-Total Eclipse Of The Heart
- RONNIE MILSAP-Don't You Know How Much I Love You

WMC-FM (FM-100)-Memphis

- THE POLICE-Every Breath You Take 1-1
- QUARTERFLASH-Take Me To Heart 3-2
- MEN AT WORK-It's A Mistake 8-5
- JACKSON BROWNE-Lawyers In Love 18-13
- PEAPO BRYSON/ROBERTA FLACK-Tonight I Celebrate My Love 25-20
- SERGIO MENDES-Rainbow's End
- STRAY CATS-(She's) Sexy + 17
- BONNIE TYLER-Total Eclipse Of The Heart
- RONNIE MILSAP-Don't You Know How Much I Love You

WOKI-FM-Knoxville

- THE POLICE-Every Breath You Take 1-1
- DEF LEPPARD-Rock Of Ages 8-2
- DONNA SUMMER-She Works Hard For The Money 11-6
- MICHAEL SEMBELLO-Maniac 14-7
- DAVID BOWIE-China Girl 22-10
- ELTON JOHN-Kiss The Bride
- STRAY CATS-(She's) Sexy + 17
- BONNIE TYLER-Total Eclipse Of The Heart
- MICHAEL JACKSON-Human Nature
- ASIA-Don't Cry
- RICK SPRINGFIELD-Human Touch
- BILLY JOEL-Tell Her About It
- AIR SUPPLY-Making Love Out Of Nothing At All
- SPANDAU BALLET-True
- FRANK STALLONE-Far From Over
- RICK JAMES-Cold Blooded
- ENGELBERT HUMPERDINCK-Ti You And Your Love Are Lovin' Again
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- GEORGE BENSON-Lady Love Me
- Z. Z. Top-Sharp Dressed Man
- TEARS FOR FEARS-Change
- THREE DOG NIGHT-It's A Jungle Out There
- ROBERT PLANT-Big Log
- ARETHA FRANKLIN-Get It Right
- JUICE NEWTON-Tell Her No
- THE KINKS-Don't Forget To Dance

WQEN-FM-Gadsden

- BONNIE TYLER-Total Eclipse Of The Heart 5-3
- RICK SPRINGFIELD-Human Touch 13-9
- JEFFREY OSBORNE-Don't You Get So Mad 15-12
- MICHAEL JACKSON-Human Nature 25-20
- PAUL ANKA-Hold Me 'Til The Mornin' Comes 28-21
- MEN WITHOUT HATS-The Safety Dance
- ELTON JOHN-Kiss The Bride
- THE TUBES-Tip Of My Tongue
- LITTLE RIVER BAND-You're Driving Me Out Of My Mind
- GEORGE BENSON-Lady Love Me
- STRAY CATS-(She's) Sexy + 17
- SPANDAU BALLET-True
- ROBERT PLANT-Big Log
- SERGIO MENDES-Rainbow's End

WQUT-FM-Johnson City

- THE POLICE-Every Breath You Take 7-1
- BRYAN ADAMS-Cuts Like A Knife 11-5
- PRINCE-1999 14-8
- EL-ROCK 'N' Roll Is King 21-15
- MEN AT WORK-It's A Mistake 27-21
- NAKED EYES-Promises Promises
- JACKSON BROWNE-Lawyers In Love
- JOURNEY-After The Fall
- JOAN JETT AND THE BLACKHEARTS-Fake Friends
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- FRANK STALLONE-Far From Over
- AIR SUPPLY-Making Love Out Of Nothing At All
- STYX-High Time

WQXI-FM-Atlanta

- THE HUMAN LEAGUE-(Keep Feeling) Fascination 20-8
- BONNIE TYLER-Total Eclipse Of The Heart 21-11
- FRANK STALLONE-Far From Over 25-18
- NAKED EYES-Promises Promises 27-20
- MEN WITHOUT HATS-The Safety Dance
- AIR SUPPLY-Making Love Out Of Nothing At All
- LAURA BRANIGAN-How Am I Supposed To Live Without You
- JEFFREY OSBORNE-Don't You Get So Mad
- ROBERT PLANT-Big Log
- ELTON JOHN-Kiss The Bride
- JUICE NEWTON-Tell Her No

WRBQ-FM-Tampa

- THE POLICE-Every Breath You Take 1-1
- CULTURE CLUB-I'm Tumble 4 Ya 18-6
- BONNIE TYLER-Total Eclipse Of The Heart 17-7
- EURHYTHMICS-Sweet Dreams 16-8
- AIR SUPPLY-Making Love Out Of Nothing At All 27-18
- MEN WITHOUT HATS-The Safety Dance
- SHALAMAR-Dead Giveaway

WSEZ-FM-Winston-Salem

- MICHAEL SEMBELLO-Maniac 2-1
- DONNA SUMMER-She Works Hard For The Money 9-6

- JACKSON BROWNE-Lawyers In Love 24-14
- BONNIE TYLER-Total Eclipse Of The Heart 32-24
- SERGIO MENDES-Rainbow's End
- JUICE NEWTON-Tell Her No
- FRANK STALLONE-Far From Over
- EL-ROCK 'N' Roll Is King
- MICHAEL JACKSON-Human Nature
- HIGH INERBY-Back In My Arms
- STRAY CATS-(She's) Sexy + 17
- AIR SUPPLY-Making Love Out Of Nothing At All
- F R DAVID-Words
- SPANDAU BALLET-True
- ROBERT PLANT-Big Log

WSKZ-FM-Chattanooga

- THE HUMAN LEAGUE-(Keep Feeling) Fascination 14-10
- DAVID BOWIE-China Girl 15-12
- LOVERBOY-Hot Girls In Love 8-4
- STEVIE NICKS-Stand Back 11-6
- MEN AT WORK-It's A Mistake 13-9
- LITTLE RIVER BAND-You

Vox Jox

• Continued from page 12

"Since WDLW was mentioned in your story (regarding WBOS' switch to country), why not WCAV-FM?" asks **Bill Hess**, PD of that station. Why not, indeed? The 3kw facility, located between Boston and Providence, does indeed cover a portion of the Boston metro and did in fact go country last July.

Celebrating its first anniversary, the station co-sponsored a Johnny Cash concert. In addition to Hess, who does afternoons, WCAV features **Tim Cox** mornings, **Linda Hixon** middays, **Tony Jordan** nights, the Music Country Network overnights and **Marc Rocco**, **Sonny May** and **Diane** weekends.

★ ★ ★

The continuing update on the Pittsburgh radio soap opera has **O'Brien & Garry** definitely staying with Hearst and moving to the FM side after a judge has ruled against B-94's request that they be granted an injunction forbidding the morning duo to work on WHTX. According to **Ted Atkins**, the duo are happy and have agreed to a contract through July '86. **Jack Bogut** (who started all this in the first place) is, for the second year in a row, both the best and worst local radio personality, according to the readers of Pittsburgh magazine. Runners-up for the best were **O'Brien & Garry**, and taking second place in the "radio personality who should have his plug pulled" category were **KDKA's Roy Fox** and **John Cigna**. By the

way, **Cigna**, who is now doing mornings, gave away five grand in \$5 increments to listeners waiting outside the studio last week.

★ ★ ★

Jack Edwards goes from part-time at 92 Star, United Broadcastings' WYST-FM Baltimore, to full-time, doing 6 a.m., to noon, on WYST-AM, a nostalgia-formatted daytime programmed by **Cindy Walk**.

Across the street at WMAR-FM, it's goodbye to relaxing music and hello "Hot Hits." **Mike Joseph's** sound hit the air last Thursday. **Gary Franklin** wound up as morning man and PD, followed by **Chris Stevens** middays, **Mike Frazer** afternoons, **Pete Michaels** evenings, **Jim Payne** nights, **Larry Dalton** overnights and **Davy Crockett** swing.

While we're talking about lineups, 13 KHYT in Tucson has a new one again, as morning man **Beau Reyes** played a limited engagement, leaving after mere weeks to return to Bakersfield for one of those "unsurpassable opportunities." PD **Sherman Cohen** is probably someone to know if you're starting out in the biz, as he's not afraid of talent with no track record. In fact, once again he's picked up a couple of jocks from the Orange County Broadcast Workshop. **Rita Davis** makes her on-air debut doing evenings. She replaces **Jim Daniels**, who joins the Lotus station in Las Vegas doing overnights. And **Connie Breeze** enters the scene doing middays in place of **Andy Ste-**

vens, who segues into mornings.

Across town at **Guy Zapoleon's** KRG (which had its best book yet this spring), they've made a few changes: **Terry Daniels** exits the morning show and is replaced by afternoon jock **Mike Elliott**, who joins newswoman **Roberta Gayle** for the new morning team of "Mike & Bert." Meanwhile, midday jock **Jim Bednerick** moves to afternoons, and production director **Jim Gillie** takes the midday slot.

★ ★ ★

KIAK Fairbanks (the automated country station that was almost hijacked last month) now has an FM counterpart: owner **Bob Bingham** (who also owns **KYAK/KGOT** Anchorage) has just signed on **KQRZ-FM** at 102.5, featuring a "more music" top 40 approach.

Ed Shane, PD of **KTRH** Houston and head of **Shane Media Service**, has signed another client. He'll provide programming, music and management guidance for **KRIO**, the Tipple Communications contemporary outlet in **McAllen, Tex.**

In addition to his consultancy, **Jim Cameron** has agreed to serve as East Coast editor of **Earshot**, the national bi-weekly radio journalism trade published in **San Francisco** by **Joe Belden**.

If you're wondering about the state of American music, you might have to travel to London to get the details. That's where consultant **Lee Abrams** is holding a seminar on the subject Sept. 23.

Ken Webb's spending more time at work. The **WRKS** New York morning man now does five-count 'em, five-hours on the **RKO** urban FM. You can hear him from 5 a.m. to 10 a.m. weekday mornings on **KISS 98.7 FM**.

★ ★ ★

We told you a few weeks ago that **Vince Cremora** resigned his post at **WICC** Bridgeport, Conn. to pursue other broadcast interests. As for those interests, he's joining the 108 **Radio Co.**, which is acquiring **WDJF**, a class B FM in Westport. Once the sale goes through, he'll be a principal and VP/GM. His radio credits include stints as GM at **WPIX** and **GSM** at **WNBC**, both in **New York**.

Stan Mak, GM of **Portland's** **KINK**, has been upped to vice president and general manager of the **King Broadcasting** facility. . . . Ten-year **Chicago** radio vet **Rick Patton** joins **WAIT**, "Chicago's great hits station," as midday host. . . . A change in the lineup at **Seattle's** **KPLZ** has 7 to midnight personality **Bill Maier** moving to middays and weekend **Peter McLaine** doing nights.

Mike Caviness leaves his post as afternoon drive personality and chief engineer at top 40 **KAMQ**, a class IV AM in **Carlsbad, N.M.**, to join **KYKS**, a class C FM in **Lufkin, Tex.**, as chief. The station, according to Caviness is a cross between top 40, AC and modern country.

Lee Conner has been upped from announcer and public service director to operations manager at **WSTV/WRKY** **Steubenville, Ohio**. . . . **Statesville/Charlotte's** **WLWU** has a new midday personality. She's **Madeline Kelly**, who has been doing evenings on **Atlanta's** **WLTA**. . . . **Donna M. Allen** joins **Worcester's** **WNEB** as promotions coordinator. . . . **Pamela Rodi**, formerly manager of creative services for **PolyGram**, joins **Group W's** **KYW** as promotion manager. (Continued on page 54)

YesterHits

HITS FROM BILLBOARD 10 AND 20 YEARS AGO THIS WEEK.

POP SINGLES—10 Years Ago

1. The Morning After, Maureen McGovern, 20th Century
2. Live And Let Die, Wings, Apple
3. Brother Louie, Stories, Kama Sutra
4. Touch Me In The Morning, Diana Ross, Motown
5. Bad, Bad Leroy Brown, Jim Croce, ABC
6. Smoke On The Water, Deep Purple, Warner Bros.
7. Let's Get It On, Marvin Gaye, Tamla
8. Yesterday Once More, Carpenters, A&M
9. Uneasy Rider, Charlie Daniels, Kama Sutra
10. Monster Mash, Bobby (Boris) Pickett & the Crypt Kickers, Parrot

POP SINGLES—20 Years Ago

1. Fingertips, Little Stevie Wonder, Tamla
2. Wipeout, Surfariis, Dot
3. (You're The) Devil In Disguise, Elvis Presley, RCA
4. Blowin' In The Wind, Peter, Paul & Mary, Warner Bros.
5. So Much In Love, Tymes, Parkway
6. Judy's Turn To Cry, Lesley Gore, Mercury
7. Surf City, Jan & Dean, Liberty
8. Candy Girl, Four Seasons, VeeJay
9. Easier Said Than Done, Essex, Roulette
10. More, Kai Winding, Verve

TOP LPs—10 Years Ago

1. VI, Chicago, Columbia
2. The Dark Side Of The Moon, Pink Floyd, Harvest
3. Now & Then, Carpenters, A&M
4. A Passion Play, Jethro Tull, Chrysalis
5. Diamond Girl, Seals & Crofts, Warner Bros.
6. Made In Japan, Deep Purple, Warner Bros.
7. Machine Head, Deep Purple, Warner Bros.
8. Fresh, Sly & the Family Stone, Epic
9. Leon Live, Leon Russell, Shelter
10. Foreigner, Cat Stevens, A&M

TOP LPs—20 Years Ago

1. Days Of Wine And Roses, Andy Williams, Columbia
2. The James Brown Show, King
3. Moving, Peter, Paul & Mary, Warner Bros.
4. West Side Story, Soundtrack, Columbia
5. Little Stevie Wonder The 12 Year Old Genius, Tamla
6. Peter, Paul & Mary, Warner Bros.
7. I Love You Because, Al Martino, Capitol
8. Cleopatra, Soundtrack, 20th Century-Fox
9. Bye, Bye Birdie, Soundtrack, RCA Victor
10. Surfin' U.S.A., Beach Boys, Capitol

COUNTRY SINGLES—10 Years Ago

1. Trip To Heaven, Freddy Hart, Capitol
2. Mr. Lovemaker, Johnny Paycheck, Epic
3. She's All Woman, David Houston, Epic
4. Louisiana Woman, Mississippi Man, Loretta Lynn & Conway Twitty, MCA
5. Everybody's Had The Blues, Merle Haggard, Capitol
6. Top Of The World, Lynn Anderson, Columbia
7. Lord, Mr. Ford, Jerry Reed, RCA
8. The Corner Of My Life, Bill Anderson, MCA
9. Nothing Ever Hurt Me, George Jones, Epic
10. Slippin' Away, Jean Shepard, United Artists

SOUL SINGLES—10 Years Ago

1. Angel, Aretha Franklin, Atlantic
2. Nobody Wants You When You're Down And Out, Bobby Womack, United Artists
3. Here I Am, Al Green, Hi
4. Are You Man Enough, Four Tops, Dunhill
5. Touch Me In The Morning, Diana Ross, Motown
6. Where Peaceful Waters Flow, Gladys Knight & the Pips, Buddah
7. If You Want Me To Stay, Sly & the Family Stone, Epic
8. Let's Get It On, Marvin Gaye, Tamla
9. I Believe In You, Johnnie Taylor, Stax
10. I Was Checkin' Out, She Was Checkin' In, Don Covay, Mercury

AUGUST 13, 1983, BILLBOARD



THEIR FAVORITE WASTE OF TIME—Marshall Crenshaw, left, riding high with his new Warner Bros. LP, "Field Day," and represented on the label's "Killer B's" compilation with "You're My Favorite Waste Of Time," clowns backstage at Convention Hall in Asbury Park, N.J., with his manager, Richard Sarbin; Leo Sacks of Billboard; and Tony Pigg of WPLJ New York, who hosted the show.

Study: News Worth Listening For

LOS ANGELES—While more than half of all Americans claim that their main source of news comes from their television set, radio outranks tv for late-breaking stories, according to a radio news study conducted for NBC by Statistical Research Inc. The study found that 43% of the general public cited radio as its first (earliest) source of news, compared with 38% for television and 16% for newspapers.

Additionally, news ranked second only to music as the most frequently mentioned reason for radio selection, with 51% of the listeners to both AM and FM switching to the AM band for news. As for the perception of network news, over 75% of those surveyed believe the networks provide faster, more accurate and more complete coverage than locally generated newscasts.

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Featured Programming

Blair Radio will make a new package of 60 campaigns called "Sales, Events & Promotions" available to its stations soon under the terms of an agreement with Yancey Marketing Corp. of Indianapolis. Richard Yancey, who developed such memorable sales tools for Fairbanks Broadcasting as "Chuck's Wedding" (contest winners were flown to London for the marriage of Prince Charles), "Fantasy Friday" (lunch in Hollywood with Ricardo Montalban on the set of "Fantasy Island"), and "Great South Fork Land Grab" (a Texas-style party on the estate where "Dallas" is filmed), says that one of his "Calendar" promotions for Labor Day is a "Baby Face" back-to-school campaign. Stations solicit baby photos, print the pictures in a full-page newspaper advertisement, invite listeners to select the five most photogenic tots, and send the winner to a state college with a four-year scholarship. Yancey will make his pitch to the ABC radio brass this week.

WPLJ New York air personality Jimmy Fink will produce and fellow WPLJ jock Tony Pigg will host **Rolling Stone's Continuous History of Rock & Roll**, effective Oct. 3. The show, which airs on the ABC Rock Radio Network for 60 seconds each weekday and for 60 minutes every weekend, will be produced for Fink's new firm, **Rock On Air Inc.**

Charles Michelson Inc. in Los Angeles is the new national distributor for "Pappy Cheshire's Ranch Round-Up," the 30-minute country and western series. "Crimebusters," the crime prevention series narrated by Telly Savalas, will air on 210 stations when the two-and-a-half-minute dramatizations, produced by the Atlanta-based Amtel company, bow next month. "Theatre Of The Airwaves" is the brainchild of John Moretti, whose **Roaring Cricket Productions** in Lubbock, Tex. is syndi-

cating a 60-minute "new music" showcase that he nurtured "to maturity" at KTXT, the Texas Tech station. He may be fledgling, but he's determined; contact him at (806) 747-6970.

CBS Radio has named David Knorr director of audio systems engineering and Seth Elliott director of radio frequency systems engineering. . . . **KGRV Winston, Ore., KXRB/KIOV Sioux Falls, S.D., and WMOU/WXLQ Berlin, N.H.** are the NBC Radio Networks' newest affiliates. . . . **WPFR Terre Haute, Ind. and WCAM Columbia, S.C.** have joined **Mutual Broadcasting**. . . . **Caballero Spanish Media** is now repping **KZZI Salt Lake City, Utah.**

"NewsSource" is just that. The syndicator, based in Portland, Ore., is offering short features for radio stations in the northwestern states. Segments include "On Film," a self-help "Sound Advice," and a consumer-oriented "For Your Information," with "Rock And Country Music Reviews," "Fish And Game Reports" and "Hi-Tech-Computer News" spots still to come. Call Allen Bussell at (503) 235-2024.

LEO SACKS

Study: More Women In The Newsrooms

LOS ANGELES—Women comprised 31% of all U.S. broadcast news personnel in 1982, according to an RTNDA survey. The study shows that radio newsrooms with women in them more than doubled from 1972 to 1977, jumping from 20% to 50%. That figure currently stands at 59%.

Ten years ago, 4% of all radio news directors were female. Today 18%, or roughly 900 women, hold that title.

Below is a weekly calendar of upcoming network and syndicated music specials. Shows with multiple dates indicate local stations have option of broadcast time and dates.

Aug. 8, **Journey**, Rockline, Global Satellite Network, 90 minutes.

Aug. 8-14, **Sammy Kaye**, Music Makers, Narwood Productions, one hour.

Aug. 8-14, **Crystal Gayle**, Country Closeup, Narwood Productions, one hour.

Aug. 12-14, **Stray Cats**, Hot Summer Rock, United Stations, one hour.

Aug. 12-14, **Fleetwood Mac**, Off The Record Special, Westwood One, two hours.

Aug. 12-14, **Solar Records Special**, part one, Special Edition, Westwood One, one hour.

Aug. 12-14, **What's In A Name**, Rock Chronicles, Westwood One, one hour.

Aug. 12-14, **Birds**, Dr. Demento, Westwood One, two hours.

Aug. 12-14, **Stevie Nicks**, Fixx, Rock Album Countdown, Westwood One, one hour.

Aug. 12-14, **Tammy Wynette**, Weekly Country Music Countdown, United Stations, three hours.

Aug. 12-14, **Helen Forrest**, Great Sounds, United Stations, four hours.

Aug. 12-14, **Dave and Sugar**, Live From Gileys, Westwood One, one hour.

Aug. 12-14, **Stray Cats**, Superstar Concerts, Westwood One, one hour.

Aug. 12-14, **A Flock Of Seagulls**, Hot Summer Rock, United Stations, one hour.

Aug. 12-14, **Memory Makers**, RadioRadio, CBS, three hours.

Aug. 12-14, **Roxy Music**, The Source, NBC, 90 minutes.

Aug. 12-15, **Firesign Theatre**, Don & Deanna On Bleeker Street, Continuum Network, one hour.

Aug. 13, **Memory Makers**, the past 15 years, RadioRadio, The Creative Factor, three hours.

Aug. 13, **Billy Squier**, Supergroups In Concert, ABC Rock Radio Network, two hours.

Aug. 13, **Jan & Dean**, Solid Gold Saturday Night, RKO Radioshows, five hours.

Aug. 13, **Three Dog Night**, Dick Clark's Rock Roll And Remember, United Stations, four hours.

Aug. 13, **Billy Squier**, Supergroups, ABC, two hours.

Aug. 13, **Lacy J. Dalton**, Silver Eagle, ABC, 90 minutes.

Aug. 13, **Ringo's Yellow Submarine**, ABC, one hour.

Aug. 13, **Jan & Dean**, Solid Gold Saturday Night, five hours.

Aug. 13-14, **Air Supply**, Hot Ones, RKO Radioshows, one hour.

Aug. 13-14, **Air Supply**, The Hot One's, one hour.

Aug. 14, **The New Americans**, Rolling Stone's Continuous History of Rock & Roll, ABC, one hour.

Aug. 14, **Roxy Music**, The King Biscuit Flower Hour, ABC, one hour.

Aug. 14-16, **Dr. Hook**, Rockweek, Continuum Radio Network, one hour.

Aug. 15, **Bryan Adams**, Rockline, Global Satellite Network, 90 minutes.

Aug. 15, **Donnie Iris**, Guest D.J., Rolling Stone Productions, one hour.

Aug. 15-21, **Johnny Mathis**, Music Makers, Narwood Productions, one hour.

Aug. 15-21, **Don Williams**, Country Closeup, Narwood Productions, one hour.

Aug. 19-21, **The Cars' Ric Ocasek**, Greg Hawkes, The Source, NBC, two hours.

Aug. 19-21, **Solar Records Special**, part two, Special Edition, Westwood One, one hour.

Aug. 19-21, **The Session Players**, Rock Chronicles, Westwood One, one hour.

Aug. 19-21, **Dance Craze Songs**, Dr. Demento, Westwood One, two hours.

Aug. 19-21, **Jerry Reed**, Weekly Country Music Countdown, United Stations, three hours.

Aug. 19-21, **Les Baxter**, Great Sounds, United Stations, four hours.

Aug. 19-21, **Loverboy**, Zebra, Rock Album Countdown, Westwood One, one hour.

Aug. 19-22, **Wilson Pickett**, Ben E. King, Don & Deanna On Bleeker Street, Continuum Network, one hour.

Aug. 20, **Ray Stevens**, Dick Clark's Rock Roll And Remember, United Stations, four hours.

Aug. 20, **Marvin Gaye**, Solid Gold Saturday Night, RKO Radioshows, five hours live.

Aug. 20-21, **Countdown Summertime**, RKO Radioshows, six hours.

Aug. 20-21, **Jethro Tull**, Captured Live, RKO Radioshows, 90 minutes.

Billboard®

TOP 50 Adult Contemporary

Survey For Week Ending 8/13/83

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These are best selling middle-of-the-road singles compiled from radio station air play listed in rank order.

This Week	Last Week	Weeks on Chart	TITLE, Artist, Label & Number (Dist. Label) (Publisher, Licensee)	WEEKS AT #1
1	1	8	ALL TIME HIGH Rita Coolidge, A&M 2551 (Blackwood, BMI)	2
2	2	12	HOLD ME 'TIL THE MORNIN' COMES Paul Anka, Columbia 38-03897 (Squawako/Foster Frees, BMI)	
3	3	13	ALL THIS LOVE Debarge, Gordy 1660 (Motown) (Jobete, ASCAP)	
4	5	8	THE BORDER America, Capitol 5236 (April/Russell Ballard/Poison Oak, ASCAP)	
5	10	5	HOW AM I SUPPOSED TO LIVE WITHOUT YOU Laura Branigan, Atlantic 7-89805 (April/Is Hot, ASCAP/Blackwood, BMI)	
6	6	9	EVERY BREATH YOU TAKE The Police, A&M 2542 (Magnetic/Reggatta/Illegal, BMI)	
7	13	4	HUMAN NATURE Michael Jackson, Epic 34-04026 (Porcara/John Bettis/WB, ASCAP)	
8	11	7	BLAME IT ON LOVE Smokey Robinson With Barbara Mitchell, Tama 1684 (Motown) (Chardax, BMI)	
9	4	18	NEVER GONNA LET YOU GO Sergio Mendes, A&M 2540 (ATV/Mann & Weil, BMI)	
10	12	11	MIDNIGHT BLUE Louise Tucker, Arista 1-9022 (Chartel, Arista, BMI)	
11	7	11	TRY AGAIN Champaign, Columbia 38-03563 (Walkin, BMI)	
12	9	15	I.O.U. Lee Greenwood, MCA 52199 (Vogue/Welk/Chriswald/Hopi/MCA, BMI/ASCAP)	
13	15	7	PUTTIN' ON THE RITZ Taco, RCA 13574 (UFA)	
14	18	6	IT'S A MISTAKE Men At Work, Columbia 38-03959 (April, ASCAP)	
15	24	3	TELL HER ABOUT IT Billy Joel, Columbia 38-04012 (Joel Songs, BMI)	
16	8	10	STOP IN THE NAME OF LOVE The Hollies, Atlantic 7-89819 (Stone Agate, BMI)	
17	19	7	WORDS F.R. David, Carrere 101 (PolyGram) (ASCAP)	
18	17	16	FLASHDANCE . . . WHAT A FEELING Irene Cara, Casablanca 811440-7 (Polygram) (Chappell/Famous/GMPC/Alcor, ASCAP)	
19	25	3	MAKING LOVE OUT OF NOTHING AT ALL Air Supply, Arista 1-9056 (Lost Boys, BMI)	
20	23	4	GARDEN PARTY Herb Alpert, A&M 2562 (Carbert, BMI)	
21	26	3	BABY, WHAT ABOUT YOU Crystal Gayle, Warner Bros. 7-29582 (Elektra/Asylum/Mopage/Cotillion/Moon & Stars, BMI)	
22	14	14	HOW DO YOU KEEP THE MUSIC PLAYING James Ingram With Patti Austin, Qwest 7-29618 (Warner Bros.) (WB, ASCAP)	
23	27	4	NIGHTS ARE FOREVER Jennifer Warnes, Warner Bros. 7-29593 (Warner-Tamerlane, BMI/John Bettis, ASCAP)	
24	16	11	COME DANCING The Kinks, Arista 1054 (Davray, PRS)	
25	37	2	RAINBOW'S END Sergio Mendes, A&M 2563 (Warner-Tamerlane/Haymaker, ASCAP/David Batteau, BMI)	
26	29	4	WILD MONTANA SKIES John Denver & Emmylou Harris, RCA 13562 (Cherry Mountain, ASCAP)	
27	32	4	WAITING FOR YOUR LOVE Toto, Columbia 38-03981 (E. Balastin/Hudmar, ASCAP)	
28	31	5	TONIGHT I CELEBRATE MY LOVE Peabo Bryson/Roberta Flack, Capitol 5242 (Almo/Prince Street/Screen Gems-EMI, ASCAP/BMI)	
29	30	4	ONE HEART, TWO MINDS Deran Craig, Curb 4-03982 (Not Listed)	
30	NEW ENTRY		LADY LOVE ME George Benson, Warner Bros. 7-29533 (Hudmar, ASCAP/Newton House, BMI)	
31	NEW ENTRY		DON'T YOU KNOW HOW MUCH I LOVE YOU Ronnie Milsap, RCA 13564 (Kelso Herston, BMI)	
32	21	10	ALL THE LOVE IN THE WORLD Dionne Warwick, Arista 1-9032 (Gibb Brothers, BMI, admin. Unichappell, BMI)	
33	22	14	THE CLOSER YOU GET Alabama, RCA 13524 (Irving/Dawn 'N' Dixie/Chinnichap, Careers, BMI)	
34	20	16	THAT'S LOVE Jim Capaldi, Atlantic 7-89849 (Warner Bros., ASCAP)	
35	39	2	LAWYERS IN LOVE Jackson Browne, Asylum 7-69826 (Elektra) (Night Kitchen, ASCAP)	
36	28	7	TAKE ME TO HEART Quarterflash, Geffen 7-29603 (Warner Bros.) (Narrow Dude/Bonnie Bee/Good/WB, ASCAP)	
37	40	2	I'LL TUMBLE 4 YA Culture Club, Virgin/Epic 34-03912 (Virgin/Chappell, ASCAP)	
38	41	9	SUMMER LOVE/PIANO POWER George Fishoff, MMG 9 (George Fishoff/White Forest, ASCAP)	
39	NEW ENTRY		SWEET DREAMS Eurythmics, RCA 13533 (Sunbury)	
40	NEW ENTRY		PROMISES, PROMISES Naked Eyes, EMI-American 8170 (Rondor/Almo, ASCAP)	
41	34	12	WE TWO Little River Band, Capitol 5231 (Screen Gems-EMI, BMI)	
42	33	13	TIL YOU AND YOUR LOVER ARE LOVERS AGAIN Engelbert Humperdinck, Epic 34-03817 (Warner House Of Music/Pullman/Warner-Tamerlane/Daticabo, BMI)	
43	35	16	ALL MY LIFE Kenny Rogers, Liberty 1495 (Warner House Of Music, BMI/WB Gold, ASCAP)	
44	38	18	TIME Culture Club, Virgin/Epic 34-03796 (Virgin/Chappell, ASCAP)	
45	36	4	ROCK 'N' ROLL IS KING ELO, Jet 4-03964 (Epic) (April, ASCAP)	
46	42	14	DON'T LET IT END Styx, A&M 2543 (Stygian Songs, ASCAP)	
47	45	11	I'M STILL STANDING Elton John, Geffen 7-29639 (Intersong, ASCAP)	
48	43	18	MY LOVE Lionel Richie, Motown 1677 (Brockman, ASCAP)	
49	44	14	NO TIME FOR TALK Christopher Cross, Warner Bros. 7-29662 (Pop 'N' Roll, ASCAP)	
50	47	12	OUR LOVE IS ON THE FAULTLINE Crystal Gayle, Warner Bros. 7-29710 (Rondor PTY LTD/Irving, BMI)	

★ Bullets are awarded to those products demonstrating the greatest airplay gains this week (Prime Movers). ● Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 2,000,000 units (seal indicated by triangle).

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Billboard Rock Albums & Top Tracks

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Rock Albums

Top Tracks

Week	Last Week	Weeks On Chart	ARTIST—Title, Label	This Week	Last Week	Weeks On Chart	ARTIST—Title, Label
1	1	8	THE POLICE—Synchronicity, A&M	1	7	4	ROBERT PLANT—Other Arms, Atlantic
2	2	13	THE FIXX—Reach The Beach, MCA	2	4	10	LOVERBOY—Hot Girls In Love, Columbia
3	3	8	LOVERBOY—Keep It Up, Columbia	3	2	2	ASIA—Don't Cry, Geffen
4	5	4	ROBERT PLANT—The Principle Of Moments, Atlantic	4	1	11	THE POLICE—Every Breath You Take, A&M
5	4	8	STEVIE NICKS—The Wild Heart, Modern	5	3	11	THE FIXX—One Thing Leads To Another, MCA
6	NEW ENTRY		ASIA—Alpha, Geffen	6	8	6	THE POLICE—King Of Pain, A&M
7	6	21	DAVID BOWIE—Let's Dance, EMI/America	7	10	6	JACKSON BROWNE—Lawyers In Love, Asylum
8	8	5	JACKSON BROWNE—Lawyers In Love, Asylum	8	13	4	TALKING HEADS—Burning Down The House, Sire
9	9	29	DEF LEPPARD—Pyromania, Mercury	9	5	12	DAVID BOWIE—China Girl, EMI/America
10	15	6	CHARLIE—Charlie, Mirage	10	6	11	STEVIE NICKS—Stand Back, Modern
11	10	16	ZEBRA—Zebra, Atlantic	11	9	6	DEF LEPPARD—Foolin, Mercury
12	11	6	QUARTERFLASH—Take Another Picture, Geffen	12	20	3	TRIUMPH—All The Way, RCA
13	13	8	TALKING HEADS—Speaking In Tongues, Sire	13	NEW ENTRY		THE STRAY CATS—(She's) Sexy + 17, EMI-America
14	12	19	Z.Z. TOP—Eliminator, Warner Bros.	14	15	12	THE FIXX—Saved By Zero, MCA
15	29	2	STRAY CATS—Rant N' Rave With The Stray Cats, EMI-America	15	12	12	ZEBRA—Who's Behind The Door, Atlantic
16	23	2	KANSAS—Drastic Measures, CBS Associated	16	11	6	QUARTERFLASH—Take Me To Heart, Geffen
17	14	6	JOE WALSH—You Bought It—You Name It, Full Moon/Warner Bros.	17	14	4	JOE WALSH—I Can Play That Rock 'N' Roll, Full Moon/Warner Bros.
18	22	5	ELO—Secret Messages, Jet	18	27	3	LOVERBOY—Queen Of The Broken Hearts, Columbia
19	16	6	JOAN JETT AND THE BLACKHEARTS—Album, Blackheart/MCA	19	40	6	ELO—Rock 'N' Roll Is King, Jet
20	17	8	DONNIE IRIS—Fortune 410, MCA	20	35	5	THE POLICE—Synchronicity II, A&M
21	21	10	THE EURYTHMICS—Sweet Dreams (Are Made Of This), RCA	21	16	10	THE EURYTHMICS—Sweet Dreams (Are Made Of This), RCA
22	19	28	BRYAN ADAMS—Cuts Like A Knife, A&M	22	17	9	IRON MAIDEN—The Flight Of Icarus, Capitol
23	25	4	STEVIE RAY VAUGHAN—Texas Flood, Epic	23	21	6	Z.Z. TOP—Sharp Dressed Man, Warner Bros.
24	20	11	IRON MAIDEN—Piece Of Mind, Capitol	24	26	6	THE POLICE—Wrapped Around Your Finger, A&M
25	18	11	THE KINKS—State Of Confusion, Arista	25	19	5	STEVIE NICKS—Enchanted, Modern
26	27	16	MEN AT WORK—Cargo, Columbia	26	31	15	DAVID BOWIE—Modern Love, EMI-America
27	26	15	QUIET RIOT—Metal Health, Pasha	27	22	4	ROBERT PLANT—Big Log, Atlantic
28	28	3	DFX2—Emotion, MCA	28	37	3	IRON MAIDEN—The Trouper, Capitol
29	33	6	SHOOTING STAR—Burning, Virgin/Epic	29	NEW ENTRY		DFX 2—Emotion, MCA
30	24	14	FASTWAY—Fastway, Columbia	30	NEW ENTRY		KANSAS—Fight Fire With Fire, Epic
31	39	4	PRISM—Beat Street, Capitol	31	NEW ENTRY		HEART—How Can I Refuse, Epic
32	40	2	DURAN DURAN—Duran Duran, Capitol	32	25	17	DEF LEPPARD—Rock Of Ages, Mercury
33	NEW ENTRY		BILLY JOEL—An Innocent Man, Columbia	33	48	13	DEF LEPPARD—Too Late For Love, Mercury
34	NEW ENTRY		HEART—Passionworks, Epic	34	33	6	DONNIE IRIS—Do You Compute, MCA
35	37	4	DIO—Holy Diver, Warner Bros.	35	50	5	LOVERBOY—Strike Zone, Columbia
36	34	4	IAN HUNTER—All The Good Ones Are Taken, Columbia	36	NEW ENTRY		STEVIE RAY VAUGHAN—Pride And Joy, Portrait/Epic
37	31	13	R.E.M.—Murmur, I.R.S.	37	NEW ENTRY		BRYAN ADAMS—This Time, A&M
38	NEW ENTRY		TRIUMPH—Never Surrender, RCA	38	32	14	DURAN DURAN—Is There Something I Should Know?, Capitol
39	30	6	GARY MYRICK—Language, Epic	39	43	14	MADNESS—Our House, Geffen
40	NEW ENTRY		ELVIS COSTELLO—Punch The Clock, Columbia	40	41	10	INXS—Don't Change, Atco
41	35	15	DAVE EDMUNDS—Ir-formation, Columbia	41	39	6	THE KINKS—State Of Confusion, Arista
42	36	11	ELTON JOHN—Too Low For Zero, Geffen	42	34	5	IAN HUNTER—All The Good Ones Are Taken, Columbia
43	NEW ENTRY		MEN WITHOUT HATS—Rhythm Of Youth, Backstreet	43	28	3	ROBERT PLANT—In The Mood, Atlantic
44	41	18	KROKUS—Headhunter, Arista	44	38	2	PETER GABRIEL—I Go Swimming, Geffen
45	45	17	RICK SPRINGFIELD—Living In Oz, RCA	45	18	6	JOAN JETT AND THE BLACKHEARTS—Fake Friends, Blackheart/MCA
46	38	24	INXS—Shabooh, ShooBah, Atco	46	36	3	MICHAEL SEMBELLO—Maniac, Casablanca
47	42	5	MITCH RYDER—Never Kick A Sleeping Dog, Riva/Mercury	47	29	2	BILLY JOEL—Tell Her About It, Columbia
48	44	13	MARTIN BRILEY—One Night With A Stranger, Mercury	48	30	2	JOAN JETT—The French Song, MCA
49	32	10	CROSBY, STILLS & NASH—Allies, Atlantic	49	42	15	TEARS FOR FEARS—Change, Mercury
50	48	15	A FLOCK OF SEAGULLS—Listen, Jive/Arista	50	46	14	A FLOCK OF SEAGULLS—Wishing, Jive/Arista

Top Adds

1	JACKSON BROWNE—Lawyers In Love, Asylum
2	HEART—How Can I Refuse, Epic (45)
3	BILLY JOEL—An Innocent Man, Columbia
4	GRAHAM PARKER—The Real Macaw, Arista
5	THE ANIMALS—The Night, I.R.S. (45)
6	ERIC MARTIN BAND—Sucker For A Pretty Face, Elektra
7	ELVIS COSTELLO—Punch The Clock, Columbia
8	THE BREAKS—She Wants You, RCA (12 Inch)
9	DANNY SPANOS—Passion In The Dark, Pasha
10	PETER SCHILLING—Major Tom, Elektra (12 Inch)

A compilation of Rock Radio Airplay as indicated by the nations leading Album oriented and Top Track stations.

Radio

New On The Charts

This weekly feature is designed to spotlight new artists on Billboard's pop, country and black music charts.



BURNING SENSATIONS

Tim McGovern has emerged from tumultuous times with the Pop and the Motels as leader of his yearling band Burning Sensations, whose self-titled Capitol EP is kindling at 179 on the Top LPs & Tape chart. "What I'm doing now is something I've tried to do in every band I've ever been in," says McGovern. "It always got me kicked out sooner or later, so I figured I had to be the boss."

The disk combines a lot of diverse talent with the right amount of silliness to create what McGovern terms an "Afro-billy" sound. Representative of the group's unique style is percussionist Michael Temple's conch shell intro to the potential single "Belly Of The Whale," which McGovern wrote before his Motels days.

The rest of the six-member ensemble is comprised of bassist Rob Hasick, drummer Barry Wisdom, keyboardist Morley Bartnof and saxophonist Jeff Hollie, all formerly known as Andy & the Rattlesnakes. Produced by McGovern and David Jerden, the EP is refreshingly devoid of the high-tech sound, working from a strong creative base and the group's somewhat tribal instincts.

For more information, contact Arthur Spivak, Management Three, 9744 Wilshire Blvd., Beverly Hills, Calif. 90212; (213) 550-7100.



HAYSI FANTAYZEE

With a sound as frivolous as their name, Haysi Fantayzee move to 74 on the Hot 100 chart with their RCA release "Shiny Shiny." According to British members Kate Garner, Jeremiah Healy and Paul Caplin, the tune is intended to be a "party song about dressing up after the bomb has dropped." Whether that's a valid cause for celebration is questionable, but the music is definitely party substance. Supported by a bouncy, energetic beat, Garner and Healy whine their way through this simple but fun tune.

After dabbling in other fields (Garner in modeling, Healy in radio), the duo recruited writer, producer and manager Paul Caplin. As the group's sole instrumentalist, he played keyboards and Linn drums on the single, which was produced by Clive Langer and Alan Winstanley.

"Shiny Shiny" is taken from the group's RCA debut LP "Battle Hymns For Children Singing," which ships later this month.

For more information, contact Champion Entertainment, 130 West 57th St., Suite 11D, New York, N.Y. 10019; (212) 765-8553.



PHILIP BAILEY

Earth, Wind & Fire fans, don't panic. Philip Bailey's solo project "I Know," 57 on the current Black Singles chart, does not mean that he has left the group. Having worked with Earth, Wind & Fire leader Maurice White since 1970, Bailey says, "We've built something special, and I have no intentions of walking away from that."

The 45's uncluttered arrangement showcases Bailey's ability to stretch his distinctive falsetto voice in a new setting. He sought a producer who "wouldn't just give me some finished tracks and ask me to sing," and found George Duke. The two collaborated on Bailey's Columbia LP "Continuation," from which the single is taken.

Bailey, who lives in Los Angeles with his wife and four children, leads a gospel group called the Living Epistles, and devotes most of his spare time to Christian activities. "There was a lot of music brewing inside me that I wanted to share on record," he says. "Now, I've done it."

For more information, contact Jamie Shoop at Cavallo, Ruffalo & Fagnoli Management, (213) 473-1564.

Camelot Meet Hears Of Changes

New Lines, Procedures, Management Structure

By EDWARD MORRIS

SALT FORK STATE PARK, Ohio—New product lines, new store procedures and new levels of management were the chief topics during the final days of Camelot Enterprises' annual convention here, July 22-26.

In his speech to his top executives and store managers, Camelot president Paul David reaffirmed his company's basic commitment to selling music, but also underlined the importance of home computers as part of the new product mix. And he added, "With the deregulation of the phone companies and the emergence of convenient, inexpensive telephone units, it's not entirely out of the realm of possibility that phones will also become a part of our marketing picture."

Pledging his company's support for the Compact Disc, David noted that Camelot was also witnessing a rise in the proportion of cassette to album sales. "This month, for the first time in our company's history," he noted, "it appears that cassettes will outsell albums over a month-long span."

David also had words of praise for MTV's aid in introducing and selling records, noting that Camelot has been advertising on the cable music channel since the fourth quarter of last year.

Representatives of Coleco Industries briefed the store managers on the new video games and home computers that Camelot has agreed to

carry, including the Gemini game system and the Adam computer. The Gemini will be shipped with "Mousetrap" and "Donkey Kong" cartridges and with \$25 worth of consumer coupons.

The 80k Adam home computer system, set for an October store debut, will have a retail price of \$649. It has a full keyboard, a letter-quality printer and provisions for an expandable memory. The Adam will be available both as a self-contained unit and as a module for the Colecovision video game system. Coleco, which will double its advertising budget this year, will also offer a series of "arcade quality" sports-oriented game cartridges later this month.

Daniel Shu, Camelot's director of human resources, introduced a new set of employee handbooks for managers and store personnel to provide hiring, administering and firing guidelines. He also reported that time clocks will be installed in all the stores by about Sept. 1.

Jim Sage, director of data processing, explained revised ordering procedures and demonstrated a new bar-code scanning system which is now in its first testing stage but which is expected to be in all the stores by the first quarter of 1984.

Camelot will initially attach its own bar code stickers to all albums and cassettes, Sage said. The codes will be the same as those printed on by the manufacturers, he explains, but are being added by Camelot in this first stage of conversion to elec-

tronic scanning to enhance the "read rate." Sage said the relatively low-cost Telxon scanners Camelot will be testing for the next three years can read through shrink wrap, but not at as reliable a rate as the company wants.

Capable of storing 512,000 characters of information, the hand-held scanners will be connected by phone lines at the end of each business day to the mainframe computer at the chain's North Canton, Ohio home office. The main computer will automatically dial each store and unload the day's accumulated sales data. A similar scanning system is already being used by the Musicland chain, according to Sage.

In a management reorganization move, Larry Mundorf, Camelot's vice president of retail operation, announced that the company's 146 Camelot Music and Grapevine stores will be separated into Northern and Southern divisions. Larry Hodgson, formerly Northeast regional director, was promoted to North divisional manager, and Vern Benke, formerly the Southern regional director, was promoted to South divisional manager. Hodgson will be headquartered at the home office, while Benke will continue to work out of Nashville. Dan Denino, who was the Midwest regional director, was named to the new post of director of retail operations at the home office.

Other promotions announced included the moving of district super-

(Continued on page 24)

New Products



Lebo has introduced Silde 'N' Lock, a cassette storage system based on interlocking nine-slot units, which come in various colors and can be stacked in creative configurations.



Kenwood of Carson, Calif. adds three new lightweight stereo headphones and a pair of ultra-light micro-headphones to its line of audio headgear products. Ranging in suggested retail price from \$20 to \$75, the four models each include an extra pair of ear pads and a one-quarter-inch earplug.

TAPE, VIDEO, COMPUTER, CUTOUT OUTLETS

Specialized Stores On The Rise

By EARL PAIGE

LOS ANGELES—As record/tape dealers continue to diversify their product mix, a growing number of chains are spinning off specialized retail stores to deal exclusively in newer product categories. To early retail breakouts experimenting with separate prerecorded tape outlets have been added video, cutout and budget recordings, and now computer software and games.

Among the more dramatic recent moves are Tower Records' unveiling of three stand-alone video outlets and the Albany-based Record Town's addition of two more tape outlets, bringing its total of such stores to five, all in mall locations.

Representatives of both San Francisco's Record Factory and the Lanham, Md.-based Harmony Hut chain cite prerecorded tape as the earliest focus for specialized store spinoffs. More recently, separate classical record/tape units, such as those operated by Chicago's Big Daddy chain and Tower here, have been in vogue. Now video is emerging as a growth area in specialty expansion, as witnessed by Tower's outlets and Music Plus, whose year-old experimental Videon store in Studio City, Calif. is prompting plans for additional video-only outlets, according to co-founder Lou Fogelman.

Regardless of product category, chain executives prove reluctant in many cases to divulge their strategy, citing both the experimental nature of these ventures and their need to sustain a competitive edge. Thus, while computer software, games and digital Compact Discs are mentioned as promising new product

sectors, no dealer polled in this survey would readily confirm existing store plans.

Similarly, Tower division manager Stan Goman won't identify the site for the chain's next video store, although he reports seven existing record/tape stores will also be adding video departments soon. Tower's two existing video shops were recently opened near its established record/tape outlets in Van Nuys and

on the Sunset Strip, while the Tower classical annex on the Strip is also being expanded.

Another motive cited for separate stores is to create a separate pricing and merchandising environment for budget, cutout and used merchandise. Ira Heilicher points out that his Great American Wax Museum in Minneapolis is "a 15-unit chain in 14 locations," alluding to the Downstairs Discounted Discs shop, which occupies its own floor at an existing Great American site.

At Milwaukee's nine-unit Mainstream Records, Carl Faby says lower overhead is a prime reason he opened a cutout and budget goods shop two years ago in the lake area, and followed with a black music unit in North Milwaukee last year. Both are small, using between 500 and 1,000 square feet. "The lower the overhead, the less I have to charge," explains Faby. "These two stores feature the lowest prices in the market."

Everyday bin price on full-list titles runs at \$7.69, while manager specials, selected new releases and top 10 albums fetch between \$5.98 and \$6.98. As for cutout goods, Faby reports the older budget unit does about 60% of its volume in that category. "Cutouts are fine, they give you a pricing edge, but my main focus has to be on new releases and catalog," he adds.

Specialized stores in malls are rarer, due to more stringent demands for standardization and higher real estate costs. But surprises do occur. Camelot Enterprises, for example, is opening an average of two video units each month, build-

(Continued on page 24)

Tower Veteran Now In Omaha

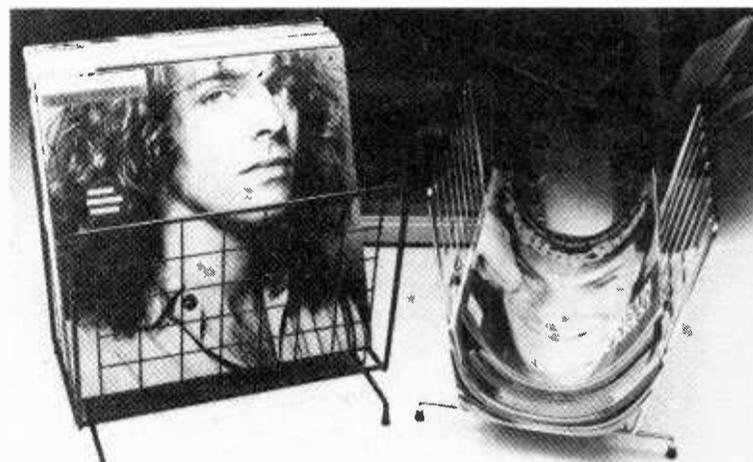
LOS ANGELES—Russ Solomon's right-hand man for 21 years, John Schairer, is back in retail, having opened Great Plains Records & Tapes in Omaha earlier this month.

Schairer says he investigated the potential of a number of areas in the U.S. before opening in the Nebraska metropolis. He has leased a 5,000 square foot location in a strip center there.

Great Plains carries a full line inventory. Schairer says he is "especially pleased" with the way in which his classical inventory has been turning.

Schairer, former senior vice president and general manager of the record division of Tower Records, is co-managing and buying with former Tower store manager Mike Lowther. Great Plains is buying its merchandise direct.

Schairer says he feels the area has potential enough for him to think in terms of multiple stores in the future.



Sound Accessories Corp. in North Hollywood, Calif. adds the Wire For Sound storage rack to its product line. The rack retails for \$9.95, holds 40 LPs and comes in four colors. The company also offers smaller, stackable units that hold 50 singles.

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Now Playing

New Study Looks At Teledistribution

By FAYE ZUCKERMAN

The bad news: Downloading of software, or "teledistribution," will likely end up replacing software retail outlets. The good news: In teledistribution's youth, retailers will benefit from the new technology, as it will relieve them of having to do inventorying. All this is according to a 217-page study by International Resource Development Inc., based in Norwalk, Conn.

Furthermore, software makers and suppliers will begin to deliver orders directly to retailers via telemarketing systems. As this technology advances, high-speed data transmission will be direct to the consumer. The report projects that this may all happen in the 1990s.

Such teledelivery will not only include computer software and video

games, but, the study finds, music and video programming as well. Music videos are likely to become popularly transmitted, while audio downloading will not, according to the study.

The study concludes: "Indeed, the millions of micro(computer) owners who visit software stores and download programs over the retailers' dedicated terminals will have learned how to download and, more importantly, will have become aware of this type of service."

Counters Bill Bowman, chairman of educational software company Spinnaker, Cambridge, Mass.: "The technology to do teledelivery has been around for 20 years now; it has yet to become popular. Whenever telephones get involved in a new technology, it causes a host of hassles. The technology will get de-

feated by the phone lines and people's quickness to give up. If this new technology can get over the 'human factors' hurdle, its possible such delivery would work." But that technology, he concludes, is about 20 years away. (Continued on page 24)

RECORD FACTORY EXPERIMENT

Two-Tiered Coupon Offer Tested

LOS ANGELES—Prompted by advertising research findings, Record Factory's Bob Tolifson is testing a two-tiered sale pricing strategy built around a coupon offer in print ads.

Tolifson traces the ploy—which offers "\$8.98 goods at a giveaway \$5.97" only to customers bringing the ad to the store—to statistics on penetration for record/tape print. "It's been proven six out of 10 customers walking into the store during a newspaper ad sale haven't seen the ad," says Tolifson. "You're giving away a dollar of profit you didn't have to, while these people who've not seen the ad are riding free on your profit margins."

Thus, regular browsers unaware of the 30-unit chain's campaign would pay the regular sale price of one dollar off the shelf price. Those who've seen the four-column, 18-inch print layouts reap the full discount.

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MAXELL SC 345 STATIC ELIMINATOR \$14.99
WATTS STYLUS CLEANER \$1.99
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Survey For Week Ending 8/13/83

Midline LPs

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THIS WEEK	LAST REPORT	WEEKS ON CHART	TITLE Artist Label, No. (Dist. Label)	Dist. Co.	Suggested List Prices LP, Cassettes, 8-Track	THIS WEEK	LAST REPORT	WEEKS ON CHART	TITLE Artist Label, No. (Dist. Label)	Dist. Co.	Suggested List Prices LP, Cassettes, 8-Track
1	1	55	DAVID BOWIE The Rise And Fall Of Ziggy Stardust RCA AYL1 3843	RCA	5.98	26	25	51	TOM PETTY & THE HEARTBREAKERS Tom Petty & The Heartbreakers MCA 37143	MCA	5.98
2	3	7	STEELY DAN Aja MCA 37214	MCA	5.98	27	35	45	STEELY DAN Katy Lied MCA 37043	MCA	5.98
3	5	59	CAROLE KING Tapestry Epic PE 34946	CBS		28	41	23	PSYCHEDELIC FURS Talk Talk Talk Columbia PC-37339	COL	
4	2	59	BILLY JOEL Piano Man Columbia PE 32544	CBS		29	45	51	STEELY DAN Can't Buy A Thrill MCA 37040	MCA	5.98
5	12	43	JOE JACKSON Look Sharp! A&M 3187	RCA	5.98	30	NEW ENTRY		ELTON JOHN Elton John's Greatest Hits MCA 37215	MCA	5.98
6	7	51	THE WHO Who Are You MCA MCA-37003	MCA	5.98	31	46	39	STEELY DAN Countdown To Ecstasy MCA 37041	MCA	5.98
7	6	23	BOZ SCAGGS Hits Columbia PC-36841	COL		32	17	25	LOGGINS AND MESSINA "Best Of Friends" Columbia PC-34338	COL	
8	11	55	DAN FOGELBERG Netherlands Epic PE 34185	CBS		33	39	7	JEFF BECK Blow By Blow Epic PE 33409	COL	
9	24	53	THE MONKEES The Monkees' Greatest Hits Arista ABM 8061	RCA	5.98	34	36	27	JANIS JOPLIN Pearl Columbia PC 30322	COL	
10	9	55	DAN FOGELBERG Souvenirs Epic PE 33137	CBS		35	NEW ENTRY		VARIOUS ARTISTS 25 #1 Hits From 25 Years Motown M5-308 ML2	MCA	9.98
11	10	27	SPYRO GYRA Morning Dance Infinity 37148	MCA	5.98	36	NEW ENTRY		STEELY DAN Gaucho MCA 37220	MCA	5.98
12	13	41	DON McLEAN American Pie United Artists LN 10037	CAP	5.98	37	28	47	ALAN PARSONS PROJECT Eve Arista ABM 8062	RCA	5.98
13	15	41	THE PRETENDERS Extended Play Sire SIR 3563	WEA	5.98	38	48	3	JUDAS PRIEST Sin After Sin Columbia PC-34787	COL	
14	4	49	THE WHO Meaty, Beaty, Big And Bouncy MCA 37001	MCA	5.98	39	29	11	JIMMY BUFFETT Livin' & Dying In 3/4 Time MCA 37025	MCA	5.98
15	14	49	THE WHO Live At Leeds MCA 37000	MCA	5.98	40	37	41	STEELY DAN The Royal Scam MCA 37044	MCA	5.98
16	22	5	NEIL DIAMOND CLASSICS The Early Years Columbia PC-38792	COL		41	47	9	DAVID ALLEN COE Greatest Hits Columbia PC-35627	COL	
17	16	27	DAVID BOWIE Diamond Dogs RCA AYL1-3889	RCA	5.98	42	44	11	JACKSON 5 Greatest Hits Motown M5-201	MCA	5.98
18	23	21	THIS YEAR'S MODEL Elvis Costello Columbia PC 35331	COL		43	18	45	RUSH Fly By Night Mercury SRM1-1023	POL	5.98
19	26	27	JIMMY BUFFETT Changes In Latitudes, Changes In Attitudes MCA 37150	MCA	5.98	44	19	15	DAVID BOWIE Heroes RCA AYL1-3857	RCA	5.98
20	NEW ENTRY		THE WHO Who's Next MCA 37211	MCA	5.98	45	34	25	AL GREEN Greatest Hits Vol. 1 Motown 5283	MCA	5.98
21	8	49	JANIS JOPLIN Greatest Hits Columbia PC-32168	CBS		46	21	39	RUSH Caress of Steel Mercury SRM1-1046	POL	5.98
22	27	23	KENNY LOGGINS Celebrate Me Home Columbia PC-34655	COL		47	42	37	TOM PETTY & THE HEARTBREAKERS You're Gonna Get It! MCA 37116	MCA	5.98
23	31	57	DAN FOGELBERG Captured Angel Epic PE 33499	CBS		48	33	31	THE WHO Odds and Sods MCA 37169	MCA	5.98
24	20	45	RUSH Rush Mercury SRM1-1011	POL	5.98	49	32	27	TOTO Toto Columbia PC-35317	COL	
25	30	57	DAN FOGELBERG Home Free Epic Stock PC 31751	CBS		50	50	3	WEATHER REPORT Heavy Weather Columbia PC-34418	COL	

AUGUST 13, 1983, BILLBOARD

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New LP/Tape Releases

This listing of new LP/Tape releases is designed to enable retailers and radio programmers to be up-to-the minute on available new product. The following configuration abbreviations are used: LP—album; EP—extended play; CA—cassette; 8T—8-track cartridge. Multiple records and/or tapes in a set appear within parentheses following the manufacturer number.

Rock Of The Ages
LP Myrrh MSB6754
The Very Best
LP Word WSB8909

CLASSICAL

THEATRE / FILMS / TV

LA CAGE AUX FOLLES
Broadway Original Cast
LP RCA Red Seal HBC1-4824 \$9.98
CA HBE1-4824 \$9.98

GOODBYE DEAR, I'LL BE BACK IN A YEAR
Original Cast
LP Glendale GLS6026

JAWS 3-D
Soundtrack
LP MCA MCA-6124 \$9.98
CA MCAC-6124 \$9.98

BEETHOVEN, LUDWIG VAN
Complete Quartets
Talich Quartet
LP Calliope CAL 1631 / 40 (10)
(Qualiton) \$109.80
CA CAL 4631 / 40 (10) \$109.80
The Middle Quartets, Op. 59
Talich Quartet
LP Calliope CAL 1634 / 36 (Qualiton) \$10.98
Six String Quartets, Op. 18
Talich Quartet
LP Calliope CAL 1631 / 33 (Qualiton) \$10.98
Sonata For Violin & Piano Op., 24 & Op. 30, No. 2
Holmes, Burnett
LP Amon-RA SAR-9 (Qualiton) \$12.98
Sonatas No. 12, Op. 26; No. 13, Op. 27, No. 1
LP CBS Masterworks M 37831 No List
CA MT 37831 No List

Symphony No. 9 In D Minor, Op. 125 (Choral)
Price, Horne, Vickers, Salminen, Ax, New York Philh., Mehta
LP RCA Red Seal digital ARC2-4734 (2) \$25.98
CA ARE2-4734 \$25.98

BERG, ALBAN
Lulu Suite; Lyric Suite
Battlè, Cincinnati Symph. Orch., Gielen
LP Vox Cum Laude digital
D-VCL 9042 (MMG) \$10.98
CA D-VCS 9042 \$10.98

BORODIN, ALEXANDER
Nocturne For String Orch.; Vaughan Williams: Fantasia On "Greensleeves"
Tchaikovsky: Serenade In C For Strings
LP Telarc digital DG-10080 \$17.95

BOULEZ, PIERRE
Rituel; Eclats-Multiples
BBC Symph. Orch., Ensemble
InterContemporain, Boulez
LP CBS Masterworks M 37850 No List
CA MT 37850 No List

CAGE, JOHN

Sonatas & Interludes
Freymy
LP Etcetera ETC 2001 (2) (Qualiton) \$21.96
CA XTC 2001 \$21.96

CHAUSSON, ERNEST
Concert For Violin, Piano & String Quartet, Op. 21
Perlman, Bolet, Juilliard String Quartet
LP CBS Masterworks digital IM 37814 No List
CA chromium dioxide IMT 37814 No List

CHAVEZ, CARLOS
The Six Symphonies
London Symph. Orch., Mata
LP Vox Cum Laude digital
3D-VCL 9032 (3) (MMG) \$32.98
CA 2D-VCS 9032 (2) \$32.98

CHAYNES, CHARLES
Four Poems For Soprano & Orch.
Eda-Pierre
LP Calliope CAL 1857 (Qualiton) \$10.98

(Continued on page 46)

POPULAR ARTISTS

BLACK & WHITE
Black & White
EP Warner Bros. WBS 12340 \$5.98

FORREST, HELEN
Now & Forever
LP Stash ST225

GAILMOR, JON
Dirt!
LP Philo PH 1092 \$8.98

GAME THEORY
Pointed Accounts Of People You Know
EP Rational ONA-004

GRAHAM, LARRY
Victory
LP Warner Bros. 23873

LAMBERT, JERRY
How's Your Memories (Treating You)
LP Lamon LR-10068

LANE, CRISTY
Footprints In The Sand
LP Liberty LT-51148

LAWS, RONNIE
Mr. Nice Guy
LP Capitol ST-12261

PHIL 'N' THE BLANKS
Head Screwed On
LP Pink PRL-8-57 \$5.98

PRETTY POISON
Laced
EP Svengali SRPP-1

PYRAMIDS
Penetration
LP West W12-2404

SHALAMAR
The Look
LP Solar 9-60239 (Elektra / Asylum)

SPYS
Behind Enemy Lines
LP EMI ST-17098

VARIOUS ARTISTS
The Radio Tokyo Tapes
LP Ear Movie C0027
What Surf
LP What W12-2406

VIRGIN STEELE
Virgin Steele II, Guardians Of The Flame
LP Mongol Horde HORDE 1

YAZ
You & Me Both
LP Sire 9-23903-1 (Warner Bros.)

JAZZ

ANCIENT FUTURE
Natural Rhythms
LP Philo PH 9006 \$8.98

ANGER, DAROL, & MIKE MARSHALL
The Duo
LP Rounder 0168

BARENBERG, RUSS
Behind The Melodies
LP Rounder 0176

FELDMAN, VICTOR
Secret Of The Andes
LP Palo Alto PA8053N

FERGUSON, MAYNARD
Storm
LP Palo Alto 8052N

HUBBARD, FREDDIE
A Little Night Music
LP Fantasy F9626

LEVIEV, MILCHO
The Music Of Irving Berlin
LP Discovery DS876

MARSHALL, MIKE, see Darol Anger

MACKAY, DAVE, TRIO
Love Will Win
LP Discovery DS883

OWEN, SANDY
Soliloquy
LP Ivory IR 9182

SELF, JIM, QUINTET
Children At Play
LP Discovery DS886

ZEPHYR
Zephyr
LP Concord Jazz CJ218

GOSPEL

DINO
Chariots Of Fire
LP Light LS5819

ROBERTS, PATTI
Winter To Spring
LP Word WSB8893

SPIRITED
Spirited
LP Heritage Sound Rec'g Dists.
HSRD SM-102-112

STATON, CANDI
Make Me An Instrument
LP Beracah BRI-1001 (PTL Ents.) \$8.98
CA BRI-1001 \$8.98

VARIOUS ARTISTS
Down Home Praise
LP Maranatha! Music MM104A

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Tough to outsmart. No security system totally eliminates shrinkage. But 3M has spent 15 years perfecting what is perhaps the most effective, hassle-free system for retail merchandising. It's not easily fooled. And it greatly reduces the possibility of a false alarm. When you see the 3M system, you'll be glad you waited.

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desensitizing unit, you don't have to waste time removing the strips. To add to the effectiveness of the 3M system, we'll work closely with you and your employees to make sure the system operates efficiently within your business.

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you've come to expect from 3M products.

Gets you started for free. If you aren't doing everything possible to prevent damaging losses, 3M would like to get you started by offering to conduct a free Loss Prevention Audit of your business. Interested? For more information, call 1-800-328-7098 (in Minnesota, 1-612-733-8385). Or write to Safety and Security Systems Division/3M, Dept. LP-5, Bldg. 223-3N-01, 3M Center, St. Paul, MN 55144. Find out how to cover your store with the 3M security blanket.

3M hears you...

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Specialized Stores On The Rise

• Continued from page 21

ing within its existing mall stores.

At Harmony Hut, however, retail chief Clyde McElvane says that the video rental ploy that's working for Camelot has proven a problem in malls, so his chain has abandoned that thrust. Instead, its futuristic Tomorrow outlet in a Columbia, Md. mall came about because of an unusual real estate opportunity. When mall landlords opened more space, management spawned the Tomorrow store concept rather than permit a competitive record/tape outlet to move in.

Since its opening in September, 1981, the Tomorrow site has provided the chain with an ongoing barometer for new products, especially video games and home computers. Now, however, Tomorrow is phasing out game and computer hardware to concentrate on software instead, driven by price instability for players and computers. McElvane says Tomorrow's next area for expansion is Compact Discs.

Another mall advocate is Record Town, which is slating its tape-only outlets for these sites. The first opened in Monroeville, Pa., a second has been launched in the Albany Colony Court mall, and a third is located at Woodbridge Center in New Jersey. June saw the opening of a tape outlet at Market Place Mall in Rochester, while this month the fifth unit will open at a Portland, Me. mall.

Even chains that haven't made such spinoffs a marketing priority have been drawn into specialty operations, as is the case for San Francisco's 30-unit Record Factory. Marketing vice president Bob Tolifson says a tape-only outlet came about after one of the chain's strip stores required more space and strip management found a separate store site five doors away. That 2,500 square foot unit, in Fremont, Calif., opened in 1977 and remains the chain's only Tape Factory operation to date.

Tolifson doesn't close the door on additional specialty stores, however,

saying market opportunities may dictate such departures. "Take a market where Tower owns the street, so to speak," he offers. "Why not go in there with a tape-only store and try to get at least that part of their business away from them?" Record Factory recently opened its first video store inside its 6,000 square foot Colma Street strip center location.

Camelot Meet Held In Ohio

• Continued from page 21

visor Jack Miller to the post of regional director. He will stay in Chicago. And Mike Terlecky, also a district supervisor, becomes a regional director at North Canton.

In the South, the Atlanta regional office will be headed by new regional director Terry Caruthers, and the Dallas regional headquarters will be helmed by David Sayre. As a result of this reorganization, Munderford said, three veteran Camelot managers have been promoted to district supervisor level. Tim Walters will be based in Chicago, Dennis Newland in Michigan and Keith Hollifield in Austin. All the changes become effective Sept. 1.

Now Playing

• Continued from page 21

On the educational frontier: Spinnaker will soon be making a series of learning and educational software for adults and teenagers. And the software will not be in the form of courseware—"Fun With Physics" kinds of titles—but will entail a much less overt theme. The firm says the titles will be thought-provoking, high-level, adventure-simulation games which require using cognitive skills to play.

Adult educational software is to include a series of nutrition diet titles and personal financial software. Spinnaker's first adult title is an aerobics program that allows users to create an exercise schedule that they can perform along with the computer. Included are graphics and sound for users to follow.

Claims Bowman, "We will have really good software when memory is free, and for \$199 one gets a million bytes of memory. Then expert systems will exist where laserdisk, tv and other systems are all connected to a computer."

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Video Music Programming

As of 8/3/83

MTV Adds & Rotation

This report does not include those videos in recurrent or oldie rotations. For further information, contact Buzz Brindle, director of music/programming. MTV (212) 944-5399.

NEW VIDEOS ADDED:

Bouncing Balls, "American Anthem," Tender
Martin Briley, "Put Your Hands On The Screen," Mercury
Jackson Browne, "Lawyers In Love," Elektra
Ronnie Dio, "Rainbow In The Dark," Warner Bros.
Joan Jett, "French Song," MCA
JoBoxers, "Just Got Lucky," RCA
Eddie Jobson, "Turn It Over," Capitol
Kansas, "Fight Fire With Fire," Kirshner
Loverboy, "Queen Of The Broken Hearts," Columbia
Malcolm McLaren, "Double Dutch," Island
Quiet Riot, "Cum Feel The Noise," Pasha/CBS
Twisted Sister, "You Can't Stop Rock & Roll," Atlantic
Neil Young, "Wondering," Geffen

HEAVY ROTATION (3-4 plays a day):

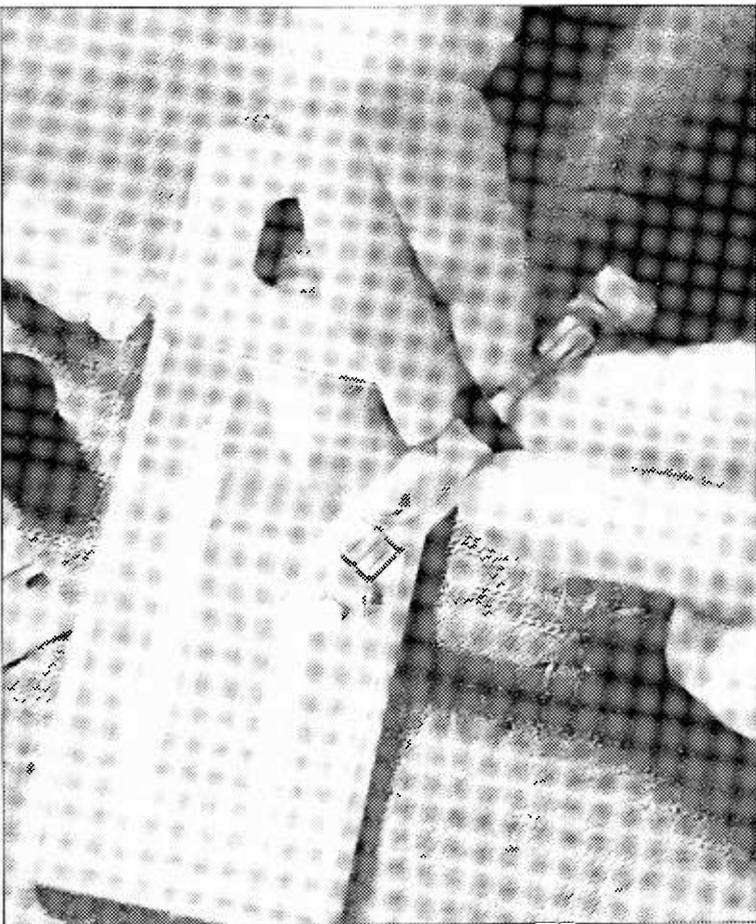
Asia, "Don't Cry," Geffen
David Bowie, "China Girl," EMI America
Dave Edmunds, "Slipping Away," Columbia
Eurythmics, "Sweet Dreams," RCA
Fixx, "One Thing Leads To Another," MCA
Fixx, "Saved By Zero," MCA
Elton John, "I'm Still Standing," Geffen
Stevie Nicks, "Stand Back," Modern
Robert Plant, "Big Log," Atlantic
Police, "Every Breath You Take," A&M
Michael Sembello, "Maniac," Casablanca
Rod Stewart, "Baby Jane," Warner Bros.
Stray Cats, "Sexy + 17," EMI America
Zebra, "Who's Behind The Door," Atlantic
ZZ Top, "Gimme All Your Lovin'," Warner Bros.
ZZ Top, "Sharp Dressed Man," Warner Bros.

MEDIUM ROTATION (2-3 plays a day):

Bryan Adams, "This Time," A&M
Charlie, "It's Inevitable," Mirage
Marshall Crenshaw, "Whenever You're On My Mind," Warner Bros.
EBN/OZN, "AEIOU," Elektra
A Flock Of Seagulls, "Nightmares," Jive/Arista
Fun Boy Three, "Our Lips Are Sealed," Chrysalis
Ian Hunter, "All The Good Ones," Columbia
Donnie Iris, "Do You Compute," MCA
Joan Jett, "Fake Friends," MCA
Billy Joel, "Tell Her About It," Columbia
Kinks, "State Of Confusion," Arista
Krokus, "Eat The Rich," Arista
Men Without Hats, "Safety Dance," Backstreet
Quarterflash, "Take Me To Heart," Geffen
Roman Holliday, "Stand By," Jive/Arista
Mitch Ryder, "When You Were Mine," Riva
Shalamar, "Dead Giveaway," Solar
Donna Summer, "She Works Hard For The Money," Mercury
Talking Heads, "Burning Down The House," Sire
Tears For Fears, "Change," Mercury
Bonnie Tyler, "Total Eclipse Of The Heart," Columbia
Joe Walsh, "I Can Play That Rock And Roll," Warner Bros.

LIGHT ROTATION (1-2 plays a day):

Any Trouble, "Touch And Go," EMI America
B-52's, "Legal Tender," Warner Bros.
Backseat Sally, "Prove It," Atlantic
Lindsey Buckingham, "Holiday Road," Warner Bros.
Tony Carey, "West Coast Summer Nights," Rocshire
Carlene Carter, "Meant It For A Minute," Epic
Culture Club, "I'll Tumble 4 Ya," Epic
Curves, "Friday On My Mind," Allegiance
DFX 2, "Emotion," MCA
Divinyls, "Only Lonely," Chrysalis
Dave Edmunds, "Information," Columbia
ELO, "Rock'n'Roll Is King," Jet
Espionage, "Sounds Of Breaking Hearts," A&M
Lita Ford, "Out For Blood," Mercury
Peter Gabriel, "I Don't Remember," Geffen
Eddy Grant, "I Don't Wanna Dance," Portrait
I-Ten, "Taking A Cold Look," Epic
Iron Maiden, "Trooper," Capitol
Kissing The Pink, "Maybe This Day," Atlantic
Kix, "Cool Kids," Atlantic
Lapti-Nek, "Jabba Place Band," PolyGram
Little Girls, "How To Pick Up Girls," PVC/Jem
Madness, "It Must Be Love," Geffen
Ministry, "Revenge," Arista
Naked Eyes, "Promises, Promises," EMI America
Plimsouls, "A Million Miles Away," Geffen
Polecats, "Make A Circuit With Me," Mercury
Red Rockers, "Good As Gold," Columbia
Rubber Rodeo, "How The West Was Won," Eat
Peter Schilling, "Major Tom," Elektra
Shooting Star, "Straight Ahead," Virgin
Rick Springfield, "Human Touch," RCA
Frank Stallone, "Far From Over," RSO
Total Coelo, "Milk From Coconuts," Chrysalis
UB 40, "I've Got Mine," A&M
Waitresses, "Go Make The Weather," Polydor
"Weird Al" Yankovic, "I Love Rocky Road," Scotti Bros./CBS
Wham, "Bad Boys," Columbia



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Rock'n'Rolling

Ian Hunter Tells How He Writes 'Good Ones'

By ROMAN KOZAK

Ian Hunter is back on Columbia Records with a new LP, "All The Good Ones Are Taken," and a single and video of the same name.

He is currently looking at what the offers are in terms of going out on tour, and in the meantime he's doing promotion for his new product. When he's not working in the rock'n'roll business, he raises dogs.

And he writes poetry; a book of his was published in Britain a few years back. The poetry he writes alone. His songs, he says, he prefers to do with a band, especially the faster numbers. "Sometimes somebody makes a mistake and that turns out to be a quirk you can use," he says. "In 'Speechless,' the rehearsal was over and I was real mad, so I started wanging two chords, loud and real annoyed, and 'Speechless' came out of that. Otherwise it wouldn't have been that loud or that nasty, and it would have been a different kind of song."

Since Hunter also writes all the lyrics to his songs, we ask him what the difference is for him between writing lyrics and writing poetry. "You have limitations with lyrics to songs because obviously you have to match the song to the lyric," he says. "We had that problem with 'Noises' on 'Short Back And Sides' because it was a poem, and once you got into it you could do it, but the first lines were all irregular. And you couldn't put a regular beat behind it. That's why it's all real weird on the front end. You couldn't do it any other way."

"That happens a lot with my poetry. You just can't fit it into the format of a song," he continues. "Therefore I don't think my lyrics are as good as my poetry, because my poetry is totally unrestricted, but my lyrics are restricted."

"The best possible way to write is when the lyrics and music come at once. Any writer will tell you that. I never really wrote the lyrics to 'All The Good Ones Are Taken.' The lyrics were just vivid in my mind."

"I don't really tape much, either. If I remember it, then it's good enough to remember. Most of the stuff I forget, and I figure if it's forgettable, it's not good enough to remember anyway."

"But the best thing is to have it all together. The second best thing is having a hook, a phrase or saying that you work with. But I see a lot of titles by other writers that I've had for a long time. 'Eye Of The Tiger,' for instance, is a phrase I had written down, but there was nothing I could do with it."

"The worst thing is when you have something on tape, it's a week until the end of the album, and you don't have a clue as to what to put in there. 'All The Way From Memphis' was like that. I used to work at night, and I would go to sleep with the tape going, but I could not get a lyric for it. And the album was nearly finished."

"But you keep going and keep going, so what I did was, I took the cassette and sang absolute garbage to it, and kept on playing it back until some of the garbage began to make sense, and a few lines from that de-

veloped into 'All The Way From Memphis.'

"But for me, the best songs were always the ones where the words and music came together easily. Because if they come together easily, then they are easy to listen to. It's natural. I'm almost like a transmitter. I don't work for a living, so it's a precarious kind of thing."

"There's no real college I can go to. It comes out of the air. And it's like my brain is the transmitter. Half of the time it's the art of keeping the conscious mind shut down so that the subconscious can come straight out. Because the subconscious has a hell of a lot more shit in there than the conscious. There is some real neat stuff in there. The only question is getting it through the front half, which pays the rent and reads Billboard and all that stuff," he says.

★ ★ ★

After more than 10 years together, the Tubes finally had a hit single with their recent "She's A Beauty." It was a hit, say Tubes Fee Waybill and Michael Cotten, because radio has changed, and the Tubes have also changed.

"I think that radio has gone as far in our direction as we have gone in theirs," says Waybill. "They have really opened up their playlists, and while they still play a restricted number of songs, the type of material they play is a lot stranger than ever before. They are playing a lot more r&b material, and weird English invasion synthesizer material. So it has opened up, and it is moving our way as we have changed, too."

"White Punks On Dope" was the Tubes 10 years ago, but it's not still the Tubes. No one noticed it, but we've changed since 'White Punks,' he continues, adding that since "She's A Beauty" there is also a whole new audience coming out to see the Tubes, who have heard the hit, but who have no idea of the band's long history.

"We used to think it was a disaster when the kids wouldn't respond and sing along with 'White Punks On Dope,'" says Cotten. "Because that's all we had going for us for many years in terms of recognition. Now they respond less than ever to that chant, because it's new to them, but now it doesn't matter because there is more to come, which they are familiar with."

Waybill says it's also very "gratifying" after all those years as a cult band to get a measure of commercial recognition. The two say that for a long time before "She's A Beauty" they were discouraged by the Tubes' lack of U.S. success, and it was only by touring Europe that they were able to make enough money to keep their elaborate stage presentation intact.

"Europe supported our American tours for a few years," says Waybill, "but now it's kind of flip-flopping, and America is becoming a lot bigger for us, and we are spending much more time here. It used to be that we would spend three months in Europe and two months in the U.S., but now we go to Europe for six weeks, and spend five or six months in the U.S."

The current U.S. tour began in April and will run into the fall, with

(Continued on page 26)



Photo by Chuck Pulin

CROSS CHRISTINE — Christine Amphlett of the Divynals looks angry with her audience during the group's appearance at Pier 84 in New York, opening for the Ramones.

Class Project Grows Into A New Rock Publication

By ETHLIE ANN VARE

LOS ANGELES—What started a year ago as a class project at the Univ. of Southern California school of journalism is now a full-color glossy magazine with a circulation of 160,000.

Rock magazine is a bi-monthly publication that targets college-age readers. It mainly features rock music articles, but also touches on subjects as diverse as fashion, terrorism on campus and teen suicide.

"Rolling Stone grew up," says advertising director Tom Wright, "and left a tremendous void between themselves and, say, Cream. What we've done is slotted right in between."

Rock gets to many of its readers through the "Greek" system. Along with its newsstand distribution through Select and its subscriptions, Rock drops off one issue at each of the 5,000 fraternity and sorority houses nationwide.

The magazine plans to go monthly by 1985 and is shooting for

a 40% ad content. But it is also looking to tie in with the music marketing and promotion arms of corporate sponsors.

"The companies which advertise with us are also doing promotions aimed at the elusive college market. There are many things our readers can participate in," says Wright.

Rock has so far done a promotional campaign with Embassy Films, giving away posters of the Rolling Stones' "Let's Spend The Night Together," and plans a similar strategy with "Eddie And The Cruisers" and "Streets Of Fire." They are also negotiating with Miller Beer to be part of Miller's Rock Network.

Rock draws upon the talents of college journalism students around the country as writers, and uses interns from USC and UCLA in its art department. This, claims Wright, not only keeps down overhead but also keeps Rock's finger on the pulse of the 18- to 24-year-old audience.

"Our ad rates are about \$1,800 for a full-color back page," says Wright. "That's nothing for the demographics we're offering. Get us while we're still young, dumb, and don't know any better."

Rock sells for \$1.95 at the stands, and a one-year subscription goes for \$9. Distribution in Great Britain and Japan is planned.

Promoters Plan B'way Showcase For Int'l Artists

NEW YORK—Some of the world's top singers and performers, who are relatively unknown in the U.S., will showcase their talents on Broadway when the International Music Hall series opens next February.

Presented by Barbara Schwei and James Nederlander, the series will run through May at one of the eight Nederlander theatres on Broadway, says Schwei. Artists already committed to appear during the first season include Adamo, Gilbert Beaud, Julien Clerc, Dalida, Enrico Macias, Domenico Modugno, Nana Mouskouri, Georges Moustaki and George Zamfir.

"These are top international stars, but in the U.S. there is no place for them to go. They don't get exposed here," says Schwei. "But we want to give them something more."

Schwei says that it's expected that each of the performers will play about a week in a 1,200-capacity Broadway theatre, with tickets topping at about \$30. The performances will be videotaped either for use in the performers' home countries or for syndication in the U.S.

Coors Gets Heavily Into Concert, Club Support

By JOHN SIPPEL

LOS ANGELES—Coors has committed itself to two six-figure venue promotional deals as well as a more modest link to a three-club Bay Area chain, and will soon announce the first of a number of local and original rock group sponsorships.

The Colorado-based national brewer's interest in rock'n'roll stems from a study made by Norm Dominguez, manager of young adult marketing, a relatively new segment of Coors' linkage with the 18-to-24 demographic. Correlated loosely with Dominguez's wing are separate marketing sectors studying both military personnel and students within that same age frame.

Dominguez, who polled his more than 60 area sales managers across the U.S. as a primary base for research, found this age group rated outdoor recreational activities and rock'n'roll as their first and second most significant interests. More incisive research showed this age group migrating from small towns to metropolitan areas.

"We feel that Southern California is kind of a model for their lifestyle, so we have negotiated sponsorship agreements with the Irvine Meadows Amphitheatre and the Pacific Amphitheatre, both in Orange County," Dominguez says. As an example of the continuing marketing cooperation involved, he says that Coors' deal with Tom Miserendino of Irvine Meadows calls for the brewery's participation in more than 100 large ads in major publications in Southern California, plus an average of more than 60 radio spots weekly through the series of more than 40 concerts there. Coors is linked with the Pacific Amphitheatre in 30 concerts. Dominguez says that Hal Kolker of Spectator Management in San Diego was instrumental in matching Coors with the two venues.

As far as sponsoring acts, Coors has already taken fliers with the Hispanic groups Tierra and Mazz, but Dominguez expects to have a much broader plan in place in about 60 days. He notes that he has canvassed his regional sales managers, who so far have come up with several recommendations of rock acts the brewery might subsidize.

In a separate deal which represents Coors' first linkage with rock music, the firm has backed advertising and promotion for the Keystone Club chain's discount cards. Three Bay Area nightclubs—the Stone in San Francisco, the Keystone in Palo Alto and the Keystone in Berkeley—sell annual discount cards for \$25 which offer members a knockoff on more than 900 dates a year at the venues, mostly featuring local and regional acts.

The Coors name is prominently displayed in ads along with the names of the venues or shown on the Keystone Club cards, but signage inside and outside the venues themselves is kept at a minimum, Dominguez says.

More Than Folk Music At New York Folk Fest

NEW YORK—About 50,000 fans are expected at the free events and another 10,000 at the pay concerts at the third annual New York Folk Festival, which began Friday (5) and is scheduled to run until this Saturday (13).

The festival is put together by Folkways, a public interest production company, with any profits earmarked for the Impact On Hunger Program, says Ted Geier, one of the four producers of the event. In addition to folk acts, the festival also features rock, country, jazz, black and Latin artists.

"Basically, we are breaking the definitions. Not counting things that are coming out of the studios and costing a million dollars, we are having anything that can be played by anybody," says Geier.

Among the highlights of the festival will be a "sing for your supper" performance by top New York street

performers in front of Nathan's in Times Square; a doo wop show and two performances by Levon Helm and Rick Danko at the Lone Star; and a concert by John Sebastian and NRBQ at Town Hall. Other performers scheduled to appear at the festival include Tracy Nelson, John Hammond, Paula Lockhart, the Whites, New Grass Revival, David Amram, Dave Van Ronk, and Ray Barretto, who will give a free concert at Coney Island.

In addition to Town Hall and the Lone Star, other venues that are taking part in the festival are Folk City, the Village Gate and the Top Of The Gate, the Trans Lux Theatre, O'Lunney's and the Speakeasy. Tickets range up to \$10, but there are also discount tickets for the club and jazz shows. Because the festival is a benefit, Geier says, the performers are playing for less than they usually get.

Survey For Week Ending 8/13/83

Boxscore

The following are among the top concert grosses nationwide reported through the survey week. Included are act(s), gross, attendance, capacity of facility, ticket prices, promoter, facility, city, number of shows, number of sellouts and dates(s).

- **JOURNEY, TRIUMPH, EDDIE MONEY, BRYAN ADAMS, NIGHT RANGER**—\$915,047, 51,983 (60,000), \$20 & \$17.50, Bill Graham Presents, Oakland (Calif.) Stadium, July 30.
- **SIMON & GARFUNKEL**—\$738,128, 49,283 (60,000), \$17.50 & \$16, Monarch Ent. Bureau, Giants Stadium, E. Rutherford, N.J., July 31.
- **POLICE, JOAN JETT & THE BLACKHEARTS, A FLOCK OF SEAGULLS, THE FIXX, MINISTRY**—\$651,243, 44,622 (50,000), \$20, \$17.50, \$15 & \$10.50, Jam Productions, Comiskey Park, Chicago, July 23.
- **POLICE, JOAN JETT & THE BLACKHEARTS**—\$445,226, 36,345, \$12.50 & \$11.50, Brass Ring Prods., Joe Louis Arena, Detroit, two sellouts, July 28-29.
- **SIMON & GARFUNKEL**—\$420,675, 25,000, \$20 & \$17.50, Schon Prods., Parade Stadium, Minneapolis, sellout, July 28.
- **JOURNEY, EDDIE MONEY, BRYAN ADAMS**—\$387,500, 25,000, \$17.50 & \$15.50, Bill Graham Presents, Avalon Attractions, Ratcliffe Stadium, Fresno, Calif., sellout, July 31.
- **LONZO & OSCAR, WHISKEY JACK**—\$360,000, 30,000, Lewis Kaselitz, Manitoba, Canada, three sellouts, July 22-24.
- **BARRY MANILOW**—\$320,279, 21,762 (24,000), \$19.50 & \$11.50, in-house, Concord (Calif.) Pavilion, three shows, one sellout, two box office gross records, July 25-27.
- **NEIL YOUNG**—\$289,558, 24,140, \$16 & \$11, Avalon Attractions, Irvine Meadows, Laguna Hills, Calif., two sellouts, July 23-24.
- **GRATEFUL DEAD**—\$275,000, 22,000, \$14 & \$12.50, Bill Graham Presents/Avalon Attractions, Ventura County (Calif.) Fairgrounds, two sellouts, July 30-31.
- **LOVERBOY, JOAN JETT & THE BLACKHEARTS, GREG KIHN BAND**—\$245,032, 17,000, \$17.50 & \$15, Schon Prods., Parade Stadium, Minneapolis, sellout, July 30.
- **RICHARD PRYOR**—\$239,675, 12,957, \$20 & \$15, Jam Prods./Dick Griffey, Arie Crown Theater, Chicago, three sellouts, July 27-29.
- **POLICE, JOAN JETT & THE BLACKHEARTS**—\$227,902, 20,095, \$12.50 & \$10, Jam Prods., Checkerdome, St. Louis, sellout, July 24.
- **ANN-MARGRET**—\$216,467, 11,629 (15,928), \$20, \$18, \$12.50 & \$10, Roger Smith/Jam Prods., Auditorium Theater, Chicago, four shows, July 21-24.
- **OSMOND BROTHERS, BOB MacDONALD, NEW TESTAMENT**—\$211,152, 11,646 (12,957), \$19.50 & \$17.50, Matt Levy Chicago Centre/Chicago Centre Stage Prods., Arie Brown Theater, Chicago, two sellouts, three shows, July 23-24.
- **OAK RIDGE BOYS**—\$209,537, 20,962 (21,300), in-house, Cheyenne (Wyo.) Frontier Days, July 23-24.
- **MAZE WITH FRANKE BEVERLY, DENIECE WILLIAMS**—\$143,917, 9,949 (12,332), \$15 & \$12.50, in-house, Greek Theater, Los Angeles, two shows, July 16-17.
- **ZZ TOP, SAMMY HAGAR**—\$135,669, 12,239 (13,349), \$11.50 & \$10.50, Frank J. Russo, Providence (R.I.) Civic Center, July 29.
- **LUTHER VANDROSS, CHERYL LYNN**—\$134,222, 9,878, \$14, in-house, Holiday Star, Merrillville, Ind., three sellouts, July 30-31.
- **BEACH BOYS, AMERICA**—\$128,400, 10,700, \$12, American Dream Presents, Chico State Univ. Stadium, Calif., sellout, July 17.
- **NEIL YOUNG**—\$125,000, 10,000, \$14 & \$12.50, Bill Graham Presents, Cal Expo Amphitheater, Sacramento, Calif., sellout, July 26.
- **JIMMY BUFFETT**—\$124,107, 8,838 (9,000), \$14.85 & \$13.75, Feyline Presents, Red Rocks, Denver, July 25.
- **MEN AT WORK**—\$110,457, 9,010, \$12.50 & \$10.50, Cross Country Concerts, New Haven (Conn.) Coliseum, sellout, July 30.
- **ANIMALS, JOHN KAY & STEPPENWOLF**—\$110,435, 11,402, \$10 & \$8.50, Electric Factory Concerts, Spectrum Theater, Philadelphia, sellout, July 28.
- **RICKY SKAGGS**—\$109,680, 21,856, \$5, John Turner, ExpoLand, Fishersville, Va., sellout, July 29.
- **ZZ TOP, SAMMY HAGAR**—\$107,000, 10,200, \$10.50, John Scher Presents (Monarch), Rochester (N.Y.) War Memorial, sellout, July 30.
- **MAZE WITH FRANKIE BEVERLY, RENE ANGELA**—\$105,294, 6,702 (8,500), \$18, \$16.50 & \$15, Al Hamon Prod., Berkeley (Calif.) Greek Theater, July 30.
- **ZZ TOP, SAMMY HAGAR**—\$105,995, 9,217, \$11.50, Frank J. Russo, Cumberland County Civic Center, Portland, Maine, sellout, July 27.
- **JACKSON BROWNE**—\$99,085, 8,147 (11,700), \$12.50 & \$10.50, Cross Country Concerts, Hartford (Conn.) Civic Center, July 29.
- **A FLOCK OF SEAGULLS, THE FIXX**—\$87,241, 5,882, \$15.50 & \$12.50, in-house, Radio City Music Hall, New York, sellout, July 28.
- **PAT METHENY**—\$85,457, 7,237 (8,500), \$13 & \$11.50, Bill Graham Presents, Greek Theater, Berkeley, Calif., July 23.
- **AEROSMITH, DIO**—\$84,928, 7,832 (16,000), \$11.50 & \$10.50, Feyline Presents, Compton Terrace, Tempe, Ariz., July 30.
- **LOVERBOY, QUIET RIOT**—\$81,948, 6,915 (8,000), \$12, Contemporary Concerts, Duluth (Minn.) Arena, July 27.
- **LOVERBOY, QUIET RIOT**—\$74,820, 6,396 (7,000), \$12, Contemporary Concerts, LaCross (Wis.) Center, July 26.
- **NEW YORK PHILHARMONIC WITH ZUBIN MEHTA**—\$71,553, 5,642 (7,000), \$15.50, \$10.50 & \$9.50, in-house, Concord (Calif.) Pavilion, July 29.
- **TEMPTATIONS, FOUR TOPS**—\$70,883, 4,136 (5,996), \$17.50 & \$14.50, Bill Graham Presents, Oakland (Calif.) Paramount Theater, two shows, July 23.
- **LOVERBOY, QUIET RIOT**—\$65,928, 5,494 (6,000), \$12, Contemporary Concerts, Brown County Arena, Green Bay, Wis., July 25.
- **JONI MITCHELL**—\$65,603, 6,848 (8,000), \$12.50 & \$8, John Scher/Rochester Philharmonic, Finger Lakes Performing Arts Center, Canandaigua, N.Y., July 18.
- **JIMMY STURR BAND**—\$66,384, 22,128, \$3, Tucker Enterprises, Botanical Gardens, Queens, N.Y., three sellouts, July 8-10.
- **JIMMY STURR BAND**—\$63,165, 21,055, \$3, in-house, Bavarian Festival, Barnesville, Pa., three sellouts, July 2-4.

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Talent & Venues

Talent In Action

SIMON & GARFUNKEL

Giants Stadium, Meadowlands, N.J.
Tickets: \$17.50

After all the years fans waited for this reunion, it seemed the show's hour delay might have been pushing fate. But not so. Simon & Garfunkel returned home to a patient and playful near-capacity crowd that assembled hours before the casual duo ambled on stage with "Cecilia."

The 26-song set, including four new tunes, featured the fluid harmonies and lyrical integrity the two are remembered for. While they easily recaptured their original sound, their harmonic variations and some altered lyrics, especially in "The Boxer," represented the individual progress attained during their solo years.

The crowd stood through most of the two-hour show, swaying to Garfunkel's cover of the Flamingos favorite, "I Only Have Eyes For You," bopping to Simon's "50 Ways To Leave Your Lover," and bunny hopping up the stadium stairs to "Kodachrome." The performance was projected on a huge screen that captured both the artists' expressions, as well as the solos supplied by a strong horn section and Richard Tee's frequently rollicking keyboards.

The new material, which fit into the set well, included "Allergies," "Think Too Much" and Simon's "Song About The Moon," in which he divulged his songwriting secret: "If you want to write a song, then do it." The emotional high-point of the show came during the six-song encore. As the two sang a convincing rendition of "Old Friends," the screen flashed clips of the group through the years moving from their crew-cut and skinny tie days to their present laid-back image. As a final encore, "Sounds Of Silence" inspired nothing of the sort from the crowd. **KIM FREEMAN**

KING SUNNY ADE

The Ritz, New York
Admission: \$15, \$13.50

King Sunny Ade & His African Beats have been pop stars in their native Nigeria for the past decade, during which time the singer-songwriter has issued over 40 LPs. Their triumphant stateside tour last winter in support of their first American album, "Juju Music," taken from the name of their jaunty, guitar-oriented African dance sound, packed houses and won incredible critical notices. Now Ade and his 20-member troupe are back with a new Mango record, "Synchro System," and judging by the response to their dazzling two-hour show at the Ritz Aug. 1, the African pop music invasion has arrived.

The P-Funk aggregation gave us the phrase "one nation under a groove," but it takes the

African Beats to fully demonstrate its meaning. Strutting across the crowded stage, Ade played the role of the pioneer as both a musical and cultural ambassador. Unlike the pretensions of the Talking Heads and numerous other bands that have incorporated African rhythms into their music, the troupe's blend of traditional Yoruba choral singing and drumming, coupled with contemporary rock sounds from a battery of guitarists and a propulsive rhythm section, was a taste of real African pop.

The ensemble sound was utterly transfixing, with its hard-driving beat and hypnotic cross-rhythms, broken by stinging electric and pedal steel guitar solos and the Yoruba talking drum. One could hear the roots of rock at almost every turn. While Ade shouted out sentences in sing-song fashion, the African Beats answered with lightning response. That the chants were mostly in Yoruba hardly seemed to matter. This was party music, intensely life-affirming, an awe-inspiring pop experience.

Ade is scheduled to perform in the U.S. through September as both a headliner and support act for Carlos Santana in Philadelphia and (tentatively) Stevie Wonder in Portland. American (read: white) audiences are certainly ready for something different; there's no reason juju shouldn't triumph in the black community as well. **LEO SACKS**

A TRIBUTE TO EDDIE MARTIN

Crazy Horse, New Rochelle, N.Y.
Admission: Donation

Eddie Martin was a local bass player who died July 9 at the age of 25 during a performance in Asbury Park, N.J. The shock and sense of loss felt by his friends and peers was still strong the night of July 16, as more than 200 of them gathered at a club where Martin had played for many years.

The event was organized as a jam session of sorts, with more than 50 musicians signing up to play during the evening. It was also a benefit, to raise money to cover hospital and funeral ex-

penses, and in that sense was a success, with the goal of \$1,600 exceeded by more than \$100. Beyond just raising money, though, it served as a fitting farewell for the musician.

The evening began with slides of Martin playing being shown on a screen over the stage, while a moment of silence was observed. There were speeches, remembrances and, most of all, good music, jazz, rock and blues, played by artists who had worked with Martin in the past.

Opening was a set by eight musicians, featuring Lee Williams on vocals, while the next four groups were bands Martin had been a part of. The Bangs, of which he was a member when he died, appeared first, to perform "Shotgun," "Stand By Me" and "Jailhouse Rock." Next came Bubblicious, the Hip Pocket Band and Synergy, all now disbanded and some containing a crossover of members. All played tight sets, but Synergy was a particular standout. Saxophonist/vocalist Fred Wilson shone here, as did guitarist Abdul Wali, on "Mr. Magic" and "What You Wouldn't Do For Love."

From then on, the evening consisted of groups of six to 10 musicians playing together, some not associated with any particular group. That considered, most sets were outstanding, although there were a couple of clinkers. All in all, it was an emotional evening, painful yet fulfilling for many. **LAURA FOTI**

SAMMY HAGAR ZZ TOP

Nassau Coliseum, Long Island
Tickets: \$12.50

Suffering from an admitted bout with laryngitis, Sammy Hagar opened for ZZ Top here, but could do no better than lace his set with a string of obscenities vile enough to make the crassest sailor blush with shame. Hagar, who describes himself as the "Red Rocker," plays straightforward enough music, even for those not particularly fond of heavy metal. His undoing was clearly his non-stop "rap" from the stage.

Before performing "I've Done Everything For" (Continued on page 27)

Rock'n' Rolling

• Continued from page 25

both indoor and outdoor shows. There are seven men in the Tubes as well as three female singers, and though the singers have changed, the seven core members are the same as the ones who were there when the Tubes began in 1972 in San Francisco at the tail end of the hippie era.

"We didn't come to San Francisco for the hippie thing, which was blatantly stupid, so when we got out there we immediately went into the other direction, into the glamor and glitz," says Cotten, who recently was a member of the artists' panel at the New Music Seminar—proof positive of the ability of the Tubes to transcend musical pigeonholes.

"Even though I was clearly not in the league of the people I was with, I was honored to be at that panel," says Cotten. "There was nobody really there who could find a reason to say the Tubes were not new music, though we've been around 10 years longer than the other people in that panel. I was waiting for someone to say 'What is someone from a generation older than Heaven 17 doing here?' But nobody said a word."

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Talent & Venues

Talent In Action

Continued from page 26

You," a song he composed which was subsequently covered by Rick Springfield, Hagar made a particularly boorish comment. "Here's a

song I wrote, but some soap box hero got the hit," Hagar hollered. "But we're gonna do it right for you."

To his credit, Hagar does render a "hot" per-

formance—if jumping off 10-foot speaker columns and acting like a maniac on the loose from the local asylum is your idea of "hot." The singer/songwriter can perform when he wants to, as evidenced by his emotional version of "Remember The Heroes," perhaps the highlight of his set.

ZZ Top contrasted sharply with Sammy. Long billed as "that little old band from Texas," the

trio took a laid-back approach on stage and definitely permitted the music to do the talking. Consisting of Billy Gibbons on guitar, Dusty Hill on bass and Frank Beard on drums, ZZ Top kept it simple, yet elegantly so.

Rather than force their music down the audience's throat, ZZ Top performed their mixture of Tex/Mex rock laced with a pinch of heavy metal in a cheerful, saucy and powerfully direct way. Once guitarist Gibbons found his groove on "Gimme All Your Lovin'," the band was off and running at full speed and never looked back once.

For a trio, ZZ Top achieves an enormously

"big" sound that filled the Coliseum from front to rear. Highlights of the group's performance included "Ten Foot Pole," "Manic Mechanic," "A Fool For Your Stockings" and a spirited version of "Cheap Sunglasses," one of the group's most popular songs.

The lighting and staging for ZZ Top was spectacular and included a laser light exhibition which alone was worth the price of admission. Messrs. Gibbons and Hill both sport long beards and clearly enjoy being the center of attention. When they had something to say, they said it, but it meant something. So did their concert.

LOU O'NEILL JR.

Dance Trax

By BRIAN CHIN

"Close To The Bone," the second album by Tom Tom Club (Sire), is the record to listen to during the weekends when you're stuck in the city and want to pretend you're in the Bahamas. Like "Genius Of Love," from the 1981 milestone debut which proved for once and for all the viability of its own fusion, there's beat and whimsy here for days. Obvious picks: the upcoming 12-inch, "The Man With The Four-Way Hips," which shows just how essentially pop dance music really is; also, the deadpan "Pleasure Of Love," which could easily be the next "bonus beats" scratch hit with the right remixing. Less obvious picks: "Atsabaya! (Life Is Great)," which will certainly work the fans of "Once In A Lifetime," and the serene "Measure Up."

Other new and recent albums: "I-Level" (Epic/Virgin) is decidedly unflashy, to the point that only their two hit singles are of club length here. However, "Stone Love" sticks out as a possible club cut, and three absorbing ballads—"Heart Aglow," "Woman" and "Face Again"—come as pleasant surprises.

Shalamar's "The Look" (Solar) is both diverse and a significant textural departure from anything in their past: the pop-rock hit "Dead Giveaway" is surprisingly representative of their new direction. "No Limits" and "Disappearing Act" are both bouncy and uptempo, in the same vein, while the more Solar-style "Closer" has a metallic synthesizer gleam.

Junior's "Inside Looking Out" (Mercury) slides from urban to tropical, with some really interesting arrangements ("You're The One," "Sayin' Something") that tickle the ear. Also: "Tell Me," the obvious "Mama Used to Say" followup, scheduled for remix, and an ace ballad, "Baby I Want You Back."

Singles: Ronnie Dyson's "All Over Your Face" (Cotillion 12-inch) sports a dry drum machine beat and street mix by Morales and Munzibai, but is at heart an r&b song with a message right out of Johnnie Taylor's slipping-around oldies. A winner... Wham's "Bad Boys" (Columbia 12-inch) is just right for the MTV white-soul market, highly commercial... Gap Band's "Party Train" (Total Experience 12-inch) is good, workmanlike funk which precedes what will probably be riskier, wilder album material (cf. "You Dropped A Bomb" and "Outstanding," which followed "Early In The Morning").... the Weather Girls' "I'm Gonna Wash That Man Right Outa My Hair" (Columbia 12-inch) is right at a pop, rock and disco intersection that defies categorization, except for its sense of humor.

★ ★ ★

Remixes: New Order's "Confusion" (Streetwise), leaked to DJs at the New Music Seminar in rough mix form (and charted already as such by many), will be joined by three other mixes in its commercial mix... the Comateens' "Get Off My Case" (Mercury 12-inch) is a new record entirely in the Duke Bootee double-dub mixes released in advance of the album, which strip away the James Brown in the song and pump up the drum computer... the Units' "A Girl Like You" (Epic) is another song transformed in the dub, by Ivan Ivan and Mark Fotiadis, becoming a true street record... New Edition's "Popcorn Love," remixed for clubs, will be the new single off the Streetwise album.

Upcoming RCA product, this week and next: the Jones Girls' "Right On Target"; Skyy's "Show Me The Way"; Rick Springfield's "The Human Touch"; Bow Wow Wow's "Love, Peace And Harmony"; Tavares' "Deeper In Love"; Blue Zoo's "Cry Boy Cry"; and "Strangers," by Leroy Burgess, the New York session singer and composer of the immortal "Weekend."

AUGUST 13, 1983, BILLBOARD

Billboard[®] Survey For Week Ending 8/13/83
Dance/Disco Top 80[™]
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This Week	Last Week	Weeks on Chart	TITLE(S), Artist, Label	This Week	Last Week	Weeks on Chart	TITLE(S), Artist, Label
1	1	9	STATE FARM/NOBODY'S DIARY—Yaz—Sire/Warner (12 Inch) 20121	41	26	6	EVERY BREATH YOU TAKE—The Police—A&M (7 Inch) 2542 (12 Inch*)
2	5	4	DO IT AGAIN BILLIE JEAN MEDLEY—Slingshot—Quality (12 Inch) QUS 044	42	60	2	LOVE THIS WAY—Lee Prentiss—MSB (12 Inch) MSB 12-182
3	3	8	SHE WORKS HARD FOR THE MONEY—Donna Summer—Mercury (7 inch) 8123707 (12 inch*)	43	65	2	COLD BLOODED—Rick James—Gordy (12 Inch) 4511 MG
4	2	10	SO MANY MEN, SO LITTLE TIME—Miguel Brown—TSR (12 inch) TSR 828	44	44	4	PICK ME UP (CAN WE GO)—Electric Mind—Emergency (12 Inch) EMDS 6537
5	7	5	ROCKIT—Herbie Hancock—Columbia (12 Inch)	45	46	3	VIDEO BURNOUT—Little Toni Marsh—Prism (12 Inch) PDS 465
6	4	9	I.O.U.—Freeez—Streetwise (12 Inch) SWR2210	46	48	5	BACKSTREET ROMANCE—Loverde—Moby Dick (12 Inch)
7	8	8	SWEET DREAMS—Eurythmics—RCA (12 inch) PD 13502	47	64	2	SEARCHIN' (I'VE GOTTA FIND A MAN)—Hazel Dean—TSR (12 Inch)
8	6	8	MANIAC—Michael Sembello—Casablanca (7 inch) 8125167 (12 inch*)-Remix	48	52	3	PARTY TIME—Kurtis Blow—Mercury (12 Inch)
9	11	7	SPEAKING IN TONGUES—Talking Heads—Sire (LP—all cuts) SR1-23883	49	36	10	THE HAUNTED HOUSE OF ROCK—Whodini—Jive/Arista (12 inch) JD 19026
10	12	5	OUT IN THE NIGHT—Serge Ponsar—Warner Bros. (12 Inch) WBO-20124	50	NEW ENTRY		BUILD ME A BRIDGE—Adele Bertel—Geffen (12 Inch) 0-20128
11	13	5	GET IT RIGHT—Aretha Franklin—Arista (12 Inch) AD 19043	51	NEW ENTRY		AIN'T NOBODY—Rufus featuring Chaka Khan—Warner Bros. (7 Inch) 7-29555 (12 Inch*)
12	10	13	(KEEP FEELING) FASCINATION—The Human League—A&M (7 Inch) A&M 2547	52	31	12	LET NO MAN PUT ASUNDER—First Choice—Salsoul (12 Inch)
13	9	9	MASCHINE BRENNTE/ON THE RUN (Auf Der Flucht)—Falco—A&M (12 Inch) 12603	53	24	6	KEEP GIVING ME LOVE—D Train—Prelude (12 Inch) PRLD 660
14	18	6	I'LL TUMBLE 4 YA—Culture Club—Epic (12 Inch) 49-03913	54	33	10	HEOBAH—Fonda Raye—Posse (12 inch) POS 1207
15	19	5	I DON'T WANT TO TALK ABOUT IT—Pamela Stanley—Komander (12 Inch)	55	29	11	YOU ARE IN MY SYSTEM—Robert Palmer—Island (LP Cut) 90065-1 (12 Inch*)
16	16	7	I LOVE YOU—Yello—Elektra (12 Inch) 0-67917	56	32	12	THESE MEMORIES—O Romeo—Bob Cat (12 Inch) BOB 26
17	23	5	STAND BACK—Stevie Nicks—Modern (7 Inch) 7-99863 (12 Inch*)	57	58	6	INFATUATION—Upfront—Silver Cloud (12 Inch)
18	28	4	DEAD GIVEAWAY—Shalamar—Solar (12 Inch) 0-66999	58	66	2	GO DEH YAKA (GO TO THE TOP)—Monyaka—Easy Street (12 Inch)
19	25	4	JUST BE GOOD TO ME—The S.O.S. Band—Tabu (12 Inch) 429-03956	59	47	7	FREAK-A-ZOID—Midnight Star—Solar (12 Inch) 9-67919
20	14	13	WHAMMY/LEGAL TENDER/SONGS FOR THE FUTURE GENERATION—The B52's—Warner Bros. (LP CUTS) 23819	60	NEW ENTRY		HIGH NOON—Two Sisters—Sugarscoop (12 Inch) SS 424
21	30	3	PIECES OF ICE—Diana Ross—RCA (12 Inch) PD 13568	61	NEW ENTRY		HIGHRISE—Ashford and Simpson—Capitol (12 Inch)
22	41	3	GUILTY—Lime—Prismi (12 Inch) PDS 470	62	49	15	FLASHDANCE... WHAT A FEELING—Irene Cara—Casablanca (LP cut) 8114921 (12 inch*)-remix
23	27	5	WHAT'S SHE GOT—Liquid Gold—Critique (12 Inch) CR1 1001	63	63	34	THRILLER—Michael Jackson—Epic (LP-all cuts) QE38112
24	15	18	SAFETY DANCE—Men Without Hats—Backstreet (12 inch)	64	55	9	TEMPTATION/WE LIVE SO FAST—Heaven 17—Arista (12 Inch) AD 19030
25	20	8	POTENTIAL NEW BOYFRIEND—Dolly Parton—RCA (12 inch) PW 13545	65	NEW ENTRY		STOP AND GO—David Grant—Chrysalis (12 Inch)
26	17	7	FACE TO FACE, HEART TO HEART—The Twins—Quality (12 Inch) QUS 041	66	NEW ENTRY		DOUBLE DUTCH—Malcolm McClaren—Island (12 Inch) 96999
27	43	3	BAND OF GOLD—Sylvester—Megatone (12 Inch) MT 114	67	NEW ENTRY		BAD BOYS—Wham—Columbia (12 Inch) 44-03933
28	53	2	EVERY BREATH YOU TAKE—Otis Liggett—Emergency (12 Inch) EMDS 6538	68	62	12	INSIDE LOVE (SO PERSONAL)—George Benson—Warner Bros. (7 Inch) 7-29649 (12 Inch*)
29	38	3	YOU BROUGHT THE SUNSHINE—Clark Sisters—Elektra (12 Inch) 67993	69	57	10	CAVERN—Liquid Liquid—99 records (12 inch & LP) 99-11EP
30	21	12	BLIND VISION—Blancmange—Island (12 Inch) 0-99886	70	50	13	MEMORY—Menage—Profile (12 Inch) PRO-7022
31	54	2	DANCE TO THE MUSIC—Junior Byron—Vanguard (12 Inch) SPV 65	71	56	8	ADVENTURES IN SUCCESS—Will Powers—Island (12 inch) 0-99687
32	22	7	LOVE SO DEEP—Toney Lee—Radar (12 Inch) RDR 12004	72	61	7	BABY JANE—Rod Stewart—Warner Bros. (7 Inch) WB7-29608 (12 Inch*)
33	51	3	I WANTED TO TELL HER—Ministry—Arista (LP Cut) AL 68016 (12 Inch*)	73	59	7	LOW DOWN DIRTY RHYTHM—Sarah Dash—Megatone (12 Inch)
34	34	7	IS THERE SOMETHING I SHOULD KNOW (MONSTER MIX)—Duran Duran—Capitol (12 Inch) 8551	74	67	7	DON'T BE SO SERIOUS—Starpoint—Boardwalk (LP CUT) NB33266-1 (12 Inch*)
35	35	11	MY SPINE IS THE BASELINE/ACCRETIONS/ALL LINED UP—Shriekback—Warner Bros. (LP CUTS) WB1-23874	75	71	10	STAY WITH ME—India—West End (12 inch) 221512
36	39	3	A.E.I.O.U. (Sometimes Y)—EBN/OZN—Elektra (12 Inch) 67915	76	72	11	RIDING THE TIGER—Phyllis Hyman—Arista (12 Inch) AD 19041
37	37	7	LOVE ME TONIGHT—Attitude—RFC/Atlantic (12 Inch) 0-86998	77	74	20	LET'S DANCE—David Bowie—EMI/America (12 inch) 7805
38	40	3	MY TURN TO LOVE YOU—Lenny White—Elektra (7 Inch) 69813 (12 Inch*)-Re-Mix	78	75	16	SAVE THE OVERTIME FOR ME—Gladys Knight And The Pips—Columbia (7 inch) 38-3761 (12 inch*)
39	42	4	PUTTIN' ON THE RITZ—Taco—RCA (12 Inch) KD 1001	79	73	6	JIMMY JIMMY (Re-Mix)—Ric Ocasek—Geffen (7 Inch) 0-20114 (12 Inch*)
40	45	3	TO SIR WITH LOVE—Vicki Sue Robinson—Profile (12 Inch) PRO-7025	80	69	6	LET'S LIVE IT UP—David Joseph—Mango (12 Inch) NLPS 7806

Compiled by the Music Popularity Chart Dept. of Billboard from a nationwide club survey of the most requested dance songs. *non-commercial 12-inch

★ Bullets are awarded to those products demonstrating the greatest gains in audience response this week.

DISCO/DANCE 12" — U.S. & Imports
 (WHOLESALE FOR STORES)
 USA • Canada • England • Germany
 Italy • France • Holland

Some of our brand new releases are:
U.S. & Canadian 12"
 It's A Jungle Out There—The Bone Symphony
 Search and Destroy—Arkade Funk
 Wildstyle—Time Zone
 A Girl Like You—Units
 Jingo—Candido (remix)
 69 Cancer Sign—Verycheri
 Body Work—Hot Streak
 Cheap Thrills—Planet Patrol
 What I Got Is What You Need—Unique
 Cloud Nine—Play By Numbers
 Clear—Cybotron
 Get Wet—C Bank
 Party Train—Gap Band
 Hot Summer Nights—The Love Club
 Cold Blooded—Rick James
 Girls Night Out—Ladies Choice
 I'm Alive—American Fade (U.S. remix)
 Men Hungry—Maxine Dee (U.S. remix)
 Build Me A Bridge—Adele Bertel (prod. by T. Dolby)

European 12"
 Got To Get To You—Charade
 London Bridge—Newtrant
 Love Tempo—Quango Quango
 Surprise, Surprise—Central Line
 Foreign Land—The Techno's
 You're The One—Katie Kissoon
 Maybe This Time—Norma Lewis (new remix)
 What Do We Do—Atmostear
 Anybody See My Trial—Beggars & Co.
 Trandance—Night Moves (N.Y. remix)

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Love Line—Shawne Jackson (comp. by Kashif)
 Heartache—Paul Haig
 I Wanted To Tell Her—Ministry (remix)
 Problems D'Amour—Alexander Robotnick
 From Here To Eternity—Hanas
 Cruel Summer—Banarama
 You Know I Like It—Nick Straker
 Searchin' (10 minute megamix)—Hazel Dean
 Born To Be Alive—Disco Connection
 Turn It Up—Canule
 La Vie En Rose—Martinique
 Love Dance—Vision
 No Tengo Tiempo—Azuly Negro
 B. Project—Plink Project
 Something Special—Steve Harvey
 Boogie Nights—La Fleur

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Video

Pricing Breaks Play Key Role In Manufacturers' Fall Promotions

By LAURA FOTI

NEW YORK—This autumn, manufacturers are "falling" all over themselves to bring new customers into video stores and increase sales to current customers. Not surprisingly, special pricing plays a part in the plans of several companies, all of whom are seeking to expand their shelf space in an increasingly competitive market.

Paramount Home Video will take advantage of a new Richard Gere movie to tie in a special promotion on four titles featuring the star. Warner Home Video plans a horror promotion related to old titles and new. For Embassy Home Entertainment, children's programming receives the biggest push, while Thorn EMI is stressing music titles. RCA/Columbia Pictures Home Video is

aggressively pursuing both the children's market and music video fans, while Walt Disney Home Video plans a Halloween poster giveaway tied in to "The Legend Of Sleepy Hollow."

Paramount will make available a Richard Gere poster to dovetail with the release of the movie "The Honorary Consul" and to re-promote Paramount's four Gere titles: "An Officer And A Gentleman," "Days Of Heaven," "Looking For Mr. Goodbar" and "American Gigolo."

New horror titles to be released by Warner Home Video in September will serve as a springboard for a price promotion involving older horror titles in the company's catalog, including "The Shining" and "The Exorcist." It's likely there will also be several individual promotions tied to new releases.

Embassy is acquiring a new line of half-hour children's programs, to be released on videocassette at \$24.95. A special package of those titles and other new children's titles from the company is being planned, with its own brochure. Titles include "The Raccoons And The Lost Star," "The Little Brown Burro" and "The Further Misadventures Of Ichabod Crane." Several Christmas titles will also be packaged together for a promotion. A Spanish-language documentary on the Puerto Rican rock group Menudo is planned for mid-September release, and will also be strongly supported.

Thorn EMI rolled out its fall music video line before a capacity audience last week at Santa Monica's 321 Club, in a co-promotion with local retailer Video Dept. The titles, which include programs by Duran Duran, the Go-Go's and Soft Cell, may receive special price promotions this fall: \$29.95. "Music is an important part of our catalog," says Thorn president Nick Santrizos. New music releases are also planned.

The fall will also see the continuation of a program begun by Thorn EMI last week: monthly screenings of new movies for dealers around the country, through their distributors. "Our goal is to help our distributors and their dealers turn inventory," says Jeff Fink, Western regional sales manager for the company. "With the shrinking shelf space and many new products coming out, it is important that we get visibility."

Robert Blattner, president of RCA/Columbia Pictures, reports that the firm has started aggressively marketing its children's line with catalogs and point-of-purchase displays. Music will also play a major role this fall, with the release of at least eight new programs by Christmas.

"Today the field has become
(Continued on opposite page)



ONE OF FOUR—Island Records has released four promotional videos from Malcolm McLaren's "Duck Rock" album. The video to "Double Dutch," the current single, features the American Double Dutch League (above) jumping rope. The song is now the official theme of the league. The other videos, "So-weto," "Punk It Up" and "Zulus On A Time Bomb," were shot in Africa.

Chicago Musical Troupe Aims To 'Bop' Onto Cable

By MOIRA McCORMICK

CHICAGO—A local video/musical troupe here will be airing a 30-minute pilot for a proposed variety television program over the Satellite Program Network (SPN), a Tulsa-based cable channel with some seven million subscribers. Shooting is scheduled to begin Aug. 12, with the show tentatively set to be aired the third week of September.

"Bop Theater" is the name given to the proposed 13-week series by Chicago's 20-member Funkavision troupe. The format is to feature music, video, comedy, dance and animation in a "conceptual setting." "It'll be very much like 'The Muppet Show' except that we're live performers," explains Funkavision producer/writer Joe Orlandino.

The five-year-old troupe's video performances are described by Orlandino as "beat-oriented," with emphasis on urban contemporary music. The videos themselves are produced in real time with live

sound, the same technique applied in Funkavision's video music project "Video Child," which captured honors at the 1981 Chicago International Film Festival and the 1982 Athens International Film Festival.

"Bop Theater" is to be co-hosted by Bob Wall and Ed Curran, morning drive personalities at urban-formatted WGCI-FM. The pilot's guest star slot is to be filled by Finis Henderson, whose "Skip To My Lou" is number 53 on Billboard's Black Singles chart this week.

Orlandino says the program has been financed through sponsors independent of the Satellite Program Network, which he describes as "a 24-hour variety channel similar to the USA Network." The "Bop Theater" pilot is set to be shot at Chicago's CinemaVideo Center, with a production team consisting of Orlandino, choreographer/dancer Chickie Farella, director Tony Aguilera and writer/publicist Jack Hafferkamp.

NICKELODEON PROMOTION

Simmons Gets 'Em Moving

LOS ANGELES—Richard Simmons' July 30 visit to the Nickelodeon record/tape/video store here brought an onslaught of fans and observers, as well as skyrocketing sales, according to Chaz Austin, the store's video merchandising manager. The crowd, estimated at 500, rang up more than \$1,500 worth of sales on Simmons' Karl Video cassette and Elektra album.

The promotion began at 11 a.m., when a number of Simmons' students started exercising and dancing outside the store. By the time Simmons showed up, a healthy crowd of about 200 had encircled the dancers. He left at 3 p.m.

Representatives of Karl Video are working with Nickelodeon's sales force to get a feel for the retail portion of the video business. Austin says, "This is the first time a studio has attempted to learn the daily dealings of a retailer. I think it is critical for the majors to have an idea of what goes on here."

Coming next to Nickelodeon's front window is a Pioneer videodisk display, with some 500 specially painted disks hanging in the window and the store. Behind the disks, with give off a rainbow-like glow, will be jackets of all the company's titles.

FAYE ZUCKERMAN

Cassettes Seized In Raid On Dutch Production Firm

AMSTERDAM—Pirated video-cassettes of the movie "Flashdance," plus one of "Return Of The Jedi," which is not scheduled to open here until mid-October, were confiscated following the first raid on a video production company here by a squad from Video Security, the Dutch national antipiracy unit.

The team, aided by local police, raided Lightline Video in downtown Utrecht. The company managing di-

rector and his assistant were arrested, following the seizure of around 60 copies of "Flashdance."

Video Security had previously moved in only on video stores where allegedly illicit videocassettes were rented and sold. Those raids have so far resulted in confiscation of some 70,000 tapes (Billboard, July 23).

But this time the unit followed up reports that Lightline Video, which is believed to have contacts with pirates here and abroad, was handling illegal software. It's alleged here that the company created links with projectionists in movie theatres, handing over cash inducements for the "loan" of major movies overnight. It's claimed that much of the copying was done in Britain and flown back within 24 hours.

Says a Video Security spokesman: "This really is a Mafia-like business. We have to wipe out the pirate trade fast or the video industry will never get its fair rewards. As it is, our estimate is that 60%-70% of the business is in the hands of the pirates."

Video Security is the creation of five Dutch organizations: NVPI (the Dutch branch of IFPI); NVVD (the Dutch association of video distributors); BUMA/STEMRA (the national authors' and copyright organization); NBB (the Dutch cinematographic organization); and the national branch of the Motion Picture Export Assn. of America (MPEAA).



FALLING ASLEEP ON THE JOB—The Bellamy Brothers lay back during the shooting of their new video, "I Love Her Mind," taken from their Warner Bros. LP "Strong Weakness." Pictured from left are producer Howard Kamper, director John Krohne, Howard Bellamy, actress Karen Bee and David Bellamy.

Fast Forward

RCA On Random Access Bandwagon

By KEN WINSLOW

In anticipation of RCA's fall introduction of the model VJT400 random access (RA) CED videodisk player, the company's Indianapolis disk manufacturing plant has been pressing certain music titles and other new releases since June with band stops which premark the start of each selection or segment.

With this seemingly innocuous step, RCA at long last starts to climb aboard the interactive bandwagon to challenge this heretofore exclusive preserve of the LV laser optical videodisk format.

Banded CED releases will be fully compatible with all past makes and models of CED players. However, consumers using RCA's new machine and other random access CED players to come will have the extra advantage of being able to program the player's built-in microprocessor to read and respond in various ways to the special encoding placed by RCA at the beginning of each banded segment.

In the case of the banded segments for, say, a "Diana Ross In Concert" disk, on current, non-RA players the disk plays a side from start to finish or from any manually selected point on that side. There is

no banding between songs. To repeat any selection on a non-RA player, one has to recue manually—and haphazardly.

Put the Ross disk on an RA CED player and ask it to find the start of any banded segment, and it will do so automatically. But this is only the beginning. Once a release carries band-encoded information, a whole new world of possibilities opens up.

In the case of RCA's VJT400, the viewer will be able not only to repeat any banded selection but to rearrange the playback sequence of banded selections in any order. A viewer can even pick the starting points of his or her own favorite segment—completely apart from the premarked banded segments and view this sequence automatically over and over until stopped.

While banding is a new operational feature this year for RCA's CED videodisk system, it's old hat as far as the competing LV system goes. MCA, Pioneer and other labels have been releasing chapter-encoded music and other titles for several years.

It's ironic that MCA, developer of the LV videodisk system, has retreated to a software position and is now custom-labeling its own CED releases. And MCA has become

among the first to promote its own hand-encoded CED title: Crosby, Stills & Nash's "Daylight Again."

Even though LV music and other program releases have long carried chapter encoding, manufacturers of LV players were slow to capitalize on this feature by providing wireless remote controls and programmable playback capabilities in consumer players. It was a merchandising feature that largely went begging. Even today it remains difficult to find out which LV releases offer chapter encoding, short of a detailed reading of each liner.

RCA so far seems to be coordinating its banded programming and RA player entry. But it remains to be seen just how far the company will go in merchandising this feature.

The basic working principles of players in both the CED and LV systems involve the "counting" of disk revolutions to insure proper operation. Band/chapter encoding in effect means a command to stop disk rotation and either blank or freeze the picture for display. RA videodisk can select and display individual frames from literally any portion of the playback side.

RCA says that when the 400
(Continued on page 33)

New Video Releases

This listing of video releases is designed to enable wholesalers and retailers to be up-to-date on available new product. Formats included are Beta, VHS (Video Home System), CED (Capacitance Electronic Disk), and LV (LaserVision). Where applicable, the suggested list price of each title is given; otherwise, "No List" or "Rental" is indicated. All information has been supplied by the manufacturers or distributors of the product.

MAUSOLEUM	
Marjoe Gortner, Bobbie Breese	
CED Embassy Home Entertainment	\$29.95
MR. MAGOO CARTOONS	
CED RCA VideoDiscs 03039	\$19.98
MY TUTOR	
Caren Kaye, Matt Lattanzi, Kevin McCarthy, Irene Golonka	
Beta & VHS MCA Home Video	\$69.95
NFL FILMS	
Hog Day Afternoon (Highlights Of Super Bowl XVII)	
Beta & VHS NFL Films Video	\$39.95
NATIONAL LAMPOON'S CLASS REUNION	
LV Vestron Video	No List
NIGHT GAMES	
Cindy Pickett	
CED Embassy Home Entertainment	\$29.95
NIGHT WARNING	
Beta & VHS Thorn EMI Home Video	\$59.95
NOTHING PERSONAL	
Donald Sutherland, Suzanne Somers	
Beta & VHS Vestron Video	No List
OLIVIA IN CONCERT	
CED MCA Home Video	\$24.98
OUTLAND	
Sean Connery	
CED RCA VideoDiscs stereo 13146	\$29.98
PILLOW TALK	
Rock Hudson, Doris Day, Tony Randall, Thelma Ritter	
Beta & VHS MCA Home Video	\$59.95
PLAYBOY VIDEO, VOL. 3	
Marianne Gravatte, Cheech & Chong, Charlotte Kemp, Carol Doda	
Beta & VHS CBS/Fox Video	\$59.98
CED	\$29.98
THE PRISONER OF ZENDA	
Peter Sellers, Lynne Frederick, Lionel	

Manufacturers' Fall Promotions

Continued from opposite page much more competitive, and good retailer relations are very important. We have to maximize our products on their shelves," Blattner says.

When Disney releases "The Legend Of Sleepy Hollow" at \$29.95 this fall, it will be the beginning of a promotion: three million coloring posters will be distributed for Halloween. The back of the poster lists safety tips for trick or treating. Says Richard Fried, marketing manager, "We've always been doing promotions with retailers, but now we're going after them more aggressively. We feel we have an obligation to help push product through retailers' stores. Shelf space is shrinking, and we want to make sure our products get attention."

Assistance in preparing this story provided by Faye Zuckerman in Los Angeles.

For MCA Home Video, fall promotions will center on three themes. There's a John Wayne festival, modeled on recent promotions for Paul Newman and Alfred Hitchcock titles, with three titles offered at \$39.95. In addition, "Dr. Detroit" will receive a special push, as will "My Tutor." More music promotions are also planned.

At MGM/UA Home Video, the big news is a 16-page insert to appear in major newspapers around the country this October. The brochures will also be available to video dealers for them to give to their customers. "It's instructive, a selling device," says the firm's Bill Gallagher. "It explains the benefits of video, the fact that now you don't have to be at the mercy of the television listings, and divides programming into categories such as comedy and classical movies."

Gallagher adds: "We're not playing with price—it would be premature with the market still so small. Instead, we're playing with programming." The company's upcoming "Girl Groups" will be heavily promoted this fall.

Jeffries, Elke Sommer, Jeremy Kemp	
Beta & VHS MCA Home Video	\$39.95
QUICK DOG TRAINING	
Barbara Woodhouse	
CED Embassy Home Entertainment	\$29.95
THE QUIET MAN	
John Wayne, Maureen O'Hara	
CED RCA VideoDiscs 00304 (2)	\$34.98
ROLLING THUNDER	
William DeVane	
CED Vestron Video	No List

SAVANNAH SMILES	
Bridgette Anderson, Mark Miller, Donovan Scott, Peter Graves	
CED Embassy Home Entertainment	\$29.95
LV	\$34.95
SLAVE OF THE CANNIBAL GODS	
Ursula Andress, Stacey Keach	
CED Vestron Video	No List
SOPHIE'S CHOICE	
Meryl Streep	
William DeVane	
CED RCA VideoDiscs 00530 (2)	\$39.98

STING II	
CED MCA Home Video	\$29.98
STUNTS	
Beta & VHS Thorn EMI Home Video	\$69.95
SURVIVAL RUN	
Peter Graves, Ray Milland, Vincent Van Patten	
Beta & VHS Media Home Entertainment M246	\$54.95
SWAMP THING	

Adrienne Barbeau, Louis Jourdan	
LV Embassy Home Entertainment	\$34.95

To get your company's new video releases listed, send the following information—Title, Performers, Distributor/Manufacturer, Format(s), Catalog Number(s) for each format, and the Suggested List Price (if none, indicate "No List" or "Rental")—to Bob Hudoba, Billboard, 2160 Patterson St., Cincinnati, Ohio 45214.

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22-23 CLARKSTON, MI - Pine Knob
25-26 COLUMBIA, MD - Merriweather Post
27 WORCESTER, MA - Centrum
29 HARTFORD, CT - Civic Center
30 SARATOGA SPRINGS, NY - Performing Arts Center
31 PROVIDENCE, RI - Civic Center
AUG. 2 NEW YORK, NY - Madison Square Gardens
3 PHILADELPHIA, PA - Spectrum
4 PORTLAND, ME - Cumberland
6 GREENSBORO, NC - Coliseum
7 CHARLOTTE, NC - Coliseum
9 ORLANDO, FL - Orange County Civic
10 TAMPA, FL - Sun Dome
12 ATLANTA, GA - Omni
13 CHATANOOGA, TN - UTC Center
16 NASHVILLE, TN - Municipal Auditorium
17 MEMPHIS, TN - Mid-South Coliseum
19 BATON ROUGE, LA - LSU Assembly Center
20 HOUSTON, TX - Summitt
21 DALLAS, TX - Reunion
23 OKLAHOMA CITY, OK - Myriad
24 KANSAS CITY, MO - Kemper Arena
26 E. TROY, MI - Alpine Valley
27 ST. PAUL, MN - Civic
28 HOFFMAN ESTATES, IL - Poplar Creek

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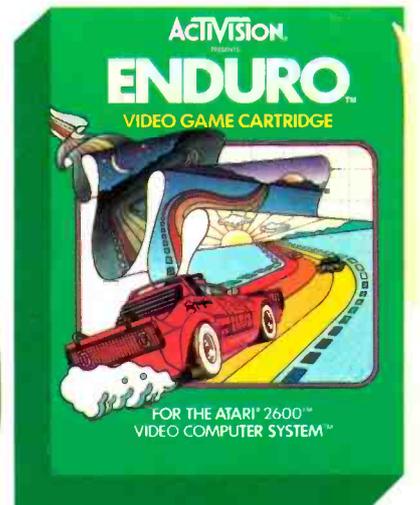
Billboard® Survey For Week Ending 7/23/83

Top 25 Video Games™

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This Week	Last Position	Weeks on Chart	TITLE Copyright Owner/Manufacturer, Catalog Number	Atari 2600	Atari 5200	Coleco Vision	Intellivision	Odyssey
★ 1	2	6	ENDURO—Activision AX-026	•				

These are the best selling home video games compiled from retail outlets by the Billboard research department.



Designed by Larry Miller for use with the Atari® 2600™ Video Computer System™

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Videocassette Top 40

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SALES

RENTAL

SALES			RENTAL		
This Week	Last Position	Weeks on Chart	This Week	Last Position	Weeks on Chart
1	1	8	1	1	7
48 HOURS Paramount Pictures, Paramount Home Video 1139 WEEKS AT #1: 5			48 HOURS Paramount Pictures, Paramount Home Video 1139 WEEKS AT #1: 5		
2	2	66	2	2	5
JANE FONDA'S WORKOUT ▲ (ITA) KVC-RCA, Karl Video Corporation 042			THE VERDICT CBS-Fox Video 1188		
3	4	5	3	3	14
THE VERDICT CBS-Fox Video 1188			FIRST BLOOD (ITA) Thorn/EMI 1573		
4	3	8	4	6	4
HIGH ROAD TO CHINA Warner Brothers Pictures, Warner Home Video 11309			MAD MAX Vestron V-4030		
5	5	26	5	4	7
AN OFFICER AND A GENTLEMAN ▲ (ITA) Paramount Pictures, Paramount Home Video 1467			HIGH ROAD TO CHINA Warner Brothers Pictures, Warner Home Video 11309		
6	6	6	6	5	9
MAD MAX Vestron V-4030			SOPHIE'S CHOICE (ITA) CBS-Fox Video 9076		
7	8	9	7	7	10
ALICE IN WONDERLAND (ITA) Walt Disney Home Video 36			THE TOY (ITA) RCA/Columbia Pictures, Home Video 10538		
8	12	15	8	8	9
FIRST BLOOD ● (ITA) Thorn/EMI 1573			FRANCES Thorn/EMI 1621		
9	20	5	9	11	25
WINNIE THE POOH (ITA) Walt Disney Home Video 025			AN OFFICER AND A GENTLEMAN (ITA) Paramount Pictures, Paramount Home Video 1467		
10	18	15	10	12	11
GREASE ● (ITA) Paramount Pictures, Paramount Home Video 1108			LORDS OF DISCIPLINE Paramount Pictures, Paramount Home Video 1433		
11	13	5	11	13	25
DURAN DURAN Thorn/EMI TVD 1646			ROAD WARRIOR ● Warner Brothers Pictures, Warner Home Video 11181		
12	NEW ENTRY		12	10	11
PORKY'S CBS-Fox Video 1149			MY FAVORITE YEAR MGM/UA Home Video 800188		
13	7	16	13	9	12
AIRPLANE II: THE SEQUEL ● Paramount Pictures, Paramount Home Video 1489			BEST FRIENDS Warner Brothers Pictures, Warner Home Video 11265		
14	9	39	14	14	13
STAR TREK II-THE WRATH OF KHAN (ITA) ▲ Paramount Pictures, Paramount Home Video 1180			AIRPLANE II-THE SEQUEL Paramount Pictures, Paramount Home Video 1489		
15	14	24	15	15	7
BLADE RUNNER ▲ (ITA) Embassy Home Entertainment 1380			THE STING II Universal City Studios Inc., MCA Distributing Corp. 71015		
16	30	4	16	23	8
THIS IS ELVIS Warner Brothers Pictures, Warner Home Video 11173			I, THE JURY CBS-Fox Video 1186		
17	15	10	17	16	12
SOPHIE'S CHOICE ● (ITA) CBS-Fox Video 9076			TIMERIDER Pacific Arts, Video Records, MCA Distributing Corp. 528		
18	10	5	18	17	8
PLAYBOY'S PLAYMATE REVIEW CBS-Fox Video 6255			KISS ME GOODBYE CBS-Fox Video 1217		
19	16	11	19	20	12
THE TOY (ITA) RCA/Columbia Pictures, Home Video 10538			LOVESICK Warner Brothers Pictures, Warner Home Video 20011		
20	11	12	20	19	15
AIRPLANE! ▲ (ITA) Paramount Pictures, Paramount Home Video 1305			JANE FONDA'S WORKOUT (ITA) Karl Video Corporation 042		
21	24	9	21	29	20
FRANCES Thorn/EMI 1621			CREEPSHOW Laurel Show Inc./Warner Brothers Pictures, Warner Home Video 11306		
22	NEW ENTRY		22	NEW ENTRY	
PLAYBOY VIDEO VOLUME 3 CBS-Fox Video 6203			PORKY'S CBS-Fox Video 1149		
23	25	12	23	24	5
MY FAVORITE YEAR MGM/UA Home Video 800188			SAVANNAH SMILES Embassy Home Entertainment 2058		
24	22	12	24	32	28
LORDS OF DISCIPLINE Paramount Pictures, Paramount Home Video 1433			NIGHT SHIFT The Ladd Co., Warner Home Video 20006		
25	27	5	25	25	34
SAVANNAH SMILES Embassy Home Entertainment 2058			ROCKY III ● (ITA) CBS-Fox Video 4708		
26	NEW ENTRY		26	22	10
DISNEY'S STORYBOOK CLASSICS Walt Disney Home Video 121			CLASS OF '84 Vestron V-5022		
27	23	42	27	18	11
THE COMPLETE BEATLES ● MGM/UA Home Video 700155			STILL OF THE NIGHT CBS-Fox Video 4711		
28	21	26	28	27	4
ROAD WARRIOR ● Warner Brothers Pictures, Warner Home Video 11181			THAT CHAMPIONSHIP SEASON Cannon Films, Inc., MGM/UA Home Video 800221		
29	29	13	29	39	5
LOVESICK ● Warner Brothers Pictures, Warner Home Video 20011			NATIONAL LAMPOON'S CLASS REUNION Vestron V-5021		
30	28	2	30	21	23
STING II Universal City Studios, Inc. MCA Distributing Corp. 71015			BLADE RUNNER ▲ (ITA) Embassy Home Entertainment 1380		
31	26	2	31	30	29
PSYCHO Universal City Studios, Inc. MCA Distributing Corp. 55001			THE BOAT (DAS BOOT) RCA/Columbia Pictures Home Video 10149		
32	31	7	32	26	5
THIS ISLAND EARTH Universal City Studios, Inc. MCA Distributing Corp. 55076			PSYCHO Universal City Studios Inc., MCA Distributing Corp. 55001		
33	32	14	33	38	18
STAR TREK: THE MOTION PICTURE ▲ (ITA) Paramount Pictures, Paramount Home Video 8858			THE SECRET OF NIMH MGM/UA Home Video 800211		
34	33	7	34	35	29
JASON AND THE ARGONAUTS RCA/Columbia Pictures Home Video 10346			FAST TIMES AT RIDGEMONT HIGH (ITA) Universal City Studios Inc., MCA Dist. Corp. 77015		
35	34	10	35	37	32
STAR WARS (ITA) CBS-Fox Video 1130			POLTERGEIST ▲ (ITA) MGM/UA Home Video 800165		
36	17	27	36	31	12
STRAWBERRY SHORTCAKE IN BIG APPLE CITY (ITA) Family Home Entertainment, MGM/UA Home Video 338			VIDEODROME Universal City Studios Inc., MCA Distributing Corp. 71013		
37	19	13	37	36	7
BEST FRIENDS ● Warner Brothers Pictures, Warner Home Video 11265			STAR WARS (ITA) CBS-Fox Video 1130		
38	35	18	38	34	2
PLAYBOY VIDEO VOLUME 2 ● CBS-Fox Video 6202			THIS IS ELVIS Warner Brothers Pictures, Warner Home Video 11173		
39	36	35	39	35	16
ROCKY III (ITA) CBS-Fox Video 4708			PLAYBOY VIDEO VOLUME 2 CBS-Fox Video 6202		
40	38	5	40	28	4
SATURDAY NIGHT FEVER ● (ITA) Paramount Pictures, Paramount Home Video. 1307 A, 1113A			PLAYBOY'S PLAYMATE REVIEW CBS-Fox Video 6355		

● Recording Industry Of America seal for sales of 25,000 units plus (\$1,000,000 after returns) (Seal indicated by dot). ▲ Recording Industry Of America seal for sales of 50,000 units plus (\$2,000,000 after returns) (Seal indicated by triangle). (ITA) International Tape/Disc Assn. seal for net sales and/or rentals of at least \$1,000,000 at wholesale. (Seal indicated by ITA seal).

Video

JAPAN'S SIX-MONTH FIGURES VCR Exports Up 34.9%

TOKYO—Japanese exports of VCRs in the first six months of the year totalled 6.18 million units, up 34.9% from the same period in 1982, according to statistics from the Electronics Industries Assn. of Japan (EIAJ). Exports increased 20.9% in the first quarter and 29% in the April-June period.

The upturn is largely due to the exporting of a record 1.25 million units in June, some 70.2% above June of last year. The previous monthly record was 1.20 million units, set in September, 1982.

The trade group says VCR production in June reached a record 1.53 million units, up 45.9% from last year. The first-half tally was 7.66 million units, up 28.6%.

It is now clear, says EIAJ, that this year's VCR production will top the 13.13 million units of 1982 by a "wide margin" and may even reach 17 million units.

Japanese VCR exports to the U.S. in the first six months of this year jumped 82.6%, to 2.06 million units, while exports to the European Economic Community dipped 9.3%, to 1.96 million. Exports to other areas rose 67.6%, to 2.15 million. Japanese production of color television sets in the first half of 1983 was up 11.6% from the same period last year, to 5.84 million units.

Fast Forward

• Continued from page 28

player hits retail, it will also offer a beginning group of specially mastered CED releases. Those portions of the picture display expected to be still-framed by the viewer will be repeated four times during each 360-degree rotation of the disk. Only in this manner will RCA be able to offer true stop action of the kind long associated with CAV-mastered disks in the LV format. Consumers purchasing the 400 and other RA CED players will have either flutter-frame or freeze-frame access to every portion of every CED disk that has been issued to date. This opportunity for frame access to the entire CED catalog can be a powerful sales pitch. It will be interesting to see if and how RCA takes advantage of this.

As a sidebar, the current excitement over the release of Key International's "Insatiable" and other planned adult titles in LV disk amounts to nothing more than a big zip since, apparently to save money, the firm has chosen frame-impossible CLV instead of frame-access-

sible CAV for release, making it totally impossible to play back the adult programming in ways owners of LV disk players have long waited for.

As pointed out by one incensed purchaser of an LV-CLV copy of "Insatiable" (for \$50), "I would have been better off staying with a Beta/VHS tape copy which can freeze-as well as step-frame forward and backward, with very good results, on almost all of today's current crop of VCRs."

When all is said and done, RCA's already issued X-rated "Last Tango In Paris" on CED of \$39.98 for the two-disk album, when played back on the RA VJT400, will be the best adult videodisk going—flutter-frames and all—until somebody at Key International or some other adult label planning LV release gets the message.

Ken Winslow is publisher of the Videoplay Report, a Washington-based newsletter analyzing developments in video hardware and software.

New On The Charts



"PORKY'S"
CBS/Fox Video-12

Set in South Florida in the 1950s, "Porky's" follows the misadventures of six youths at Ange' Beach High School. The boys are bound together by basketball, a wild interest in girls and a propensity for pranks and put-ons. In an effort to buy sexual experience, the kids head for the local strip joint, run by an aptly named redneck, Porky. The ensuing craziness is the main subject of this irreverent but enjoyable comedy.

This feature is designed to spotlight titles making their debut on Billboard's Videocassette Top 40.

Billboard® Black LPs

Survey For Week Ending 8/13/83

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AUGUST 13, 1983, BILLBOARD

This Week	Last Week	Weeks on Chart	ARTIST Title, Label & Number (Dist. Label)	This Week	Last Week	Weeks on Chart	ARTIST Title, Label & Number (Dist. Label)
1	1	34	MICHAEL JACKSON ▲ CBS Thriller, Epic QE 38112	38	34	9	DAVID BOWIE Let's Dance, EMI America SQ-17093 CAP
2	2	11	THE ISLEY BROTHERS ● Between The Sheets, T-Neck FZ 38674 (Epic) CBS	39	38	24	STEVE ARRINGTON'S HALL OF FAME Steve Arrington's Hall Of Fame: 1, Atlantic 80049 WEA
3	3	13	GLADYS KNIGHT & THE PIPS Visions, Columbia FC 38205 CBS	40	59	2	STACY LATTISAW Sixteen, Cotillion 90106 (Atco) WEA
4	4	13	MTUME Juicy Fruit, Epic FE 38588 CBS	41	31	9	BOB MARLEY & THE WALLERS Confrontation, Island 90085-1 (Atco) WEA
5	5	12	MAZE We Are One, Capitol ST-12262 CAP	42	45	6	FINIS HENDERSON Finis, Motown 6036ML MCA
6	6	8	GEORGE BENSON In Your Eyes, Warner Bros. 1-23744 WEA	43	43	7	INDEEP Last Night A D.J. Saved My Life, S.O.N.Y. 1201 (Becket) IND
7	40	2	ARETHA FRANKLIN Get It Right, Arista AL-8019 RCA	44	NEW ENTRY		NEW EDITION Candy Girl, Streetwise SWRL 3301 IND
8	11	5	DONNA SUMMER She Works Hard For The Money, Mercury 812265-1 (PolyGram) POL	45	51	2	SKYY Skylight, Salsoul SA 8562 (RCA) RCA
9	9	14	MARY JANE GIRLS Mary Jane Girls, Gordy 6040GL (Motown) MCA	46	58	2	RONNIE LAWS Mr. Nice Guy, Capitol ST-12261 CAP
10	7	20	WHISPERS Love For Love, Solar 60216 (Elektra) WEA	47	35	16	DENISE LASALLE A Lady In The Street, Malaco 7412 IND
11	8	15	SOUNDTRACK Flashdance, Casablanca 811492-1 M-1 (Polygram) POL	48	48	6	ANITA BAKER The Songstress, Beverly Glen BG 10002 IND
12	15	6	MIDNIGHT STAR No Parking On The Dance Floor, Solar 60241-1 (Elektra) WEA	49	37	35	GEORGE CLINTON Computer Games, Capitol ST-12241 CAP
13	13	18	EDDY GRANT Killer On The Rampage, Portrait/Ice B6R 38554 (Epic) CBS	50	47	7	STARPOINT It's So Delicious, Boardwalk NB 33266-1 IND
14	10	19	KASHIF Kashif, Arista AL 9620 RCA	51	50	13	SISTER SLEDGE Bet Cha Say That To All The Girls, Cotillion 90069-1 (Atco) WEA
15	12	11	DENIECE WILLIAMS I'm So Proud, Columbia FC 38622 CBS	52	60	2	LARRY GRAHAM Victory, Warner Bros. 1-23878 WEA
16	16	18	JARREAU ● Jarreau, Warner Bros. 23801-1 WEA	53	55	3	NEW HORIZONS Something New, Columbia FC 38709 CBS
17	14	39	PRINCE ▲ 1999, Warner Bros. 23/20-1 WEA	54	54	3	JUNIOR Inside Lookin' Out, Mercury 812325-1M-1 (PolyGram) POL
18	24	3	DIANA ROSS Ross, RCA AFL1-4577 RCA	55	41	7	B.B. KING Blues 'N Jazz, MCA 5413 MCA
19	19	7	THE O'JAYS When Will I See You Again, P.I.R. FZ 38518 (Epic) CBS	56	56	4	BOBBY BLAND Tell Mr. Bland, MCA 5425 MCA
20	NEW ENTRY		JEFFREY OSBORNE Stay With Me Tonight, A&M SP-4940 RCA	57	42	41	JANET JACKSON Janet Jackson, A&M SP-4907 RCA
21	36	2	THE S.O.S. BAND On The Rise, Tabu FZ 38627 (Epic) CBS	58	61	25	DARYL HALL & JOHN OATES ▲ H2O, RCA AFL1-4412 RCA
22	20	44	DE BARGE ● All This Love, Gordy 6012GL (Motown) MCA	59	49	15	CAMEO Style, Atlanta Artists 811072-1 M-1 (Polygram) POL
23	18	14	LAKESIDE Untouchables, Solar 60204-1 (Elektra) WEA	60	52	11	D TRAIN Music, Prelude PRL 14109 IND
24	32	2	THE MANHATTANS Forever By Your Side, Columbia FC 38600 CBS	61	46	19	NONA HENDRYX Nona, RCA AFL1-4565 RCA
25	26	23	O'BRYAN You And I, Capitol ST-12256 CAP	62	62	39	CON FUNK SHUN To The Max, Mercury SRM-1-4067 (Polygram) POL
26	17	28	ANGELA BOFILL Too Tough, Arista AL 9616 RCA	63	63	14	EARL KLUGH Low Ride, Capitol ST-12253 CAP
27	21	14	JONZUN CREW Lost In Space, Tommy Boy TBLP 1001 IND	64	69	10	VARIOUS ARTISTS 25 #1 Hits From 25 Years, Motown 5308ML2 MCA
28	NEW ENTRY		SHALAMAR The Look, Solar 60239 (Elektra) WEA	65	NEW ENTRY		RENE & ANGELA Rise, Capitol ST-12267 CAP
29	33	3	ONE WAY Shine On, MCA 5428 MCA	66	66	3	LTD For You, Montage MA 105 IND
30	30	23	CULTURE CLUB Kissing To Be Clever, Virgin/Epic ARE 38398 CBS	67	53	12	BRASS CONSTRUCTION Conversations, Capitol ST-12268 CAP
31	23	42	LIONEL RICHIE ▲ Lionel Richie, Motown 6007ML MCA	68	57	79	Z.Z. HILL Down Home, Malaco MAL 7406 IND
32	22	13	SERGIO MENDES Sergio Mendes, A&M SP-4937 RCA	69	44	18	FATBACK Is This The Future?, Spring SP-1-6738 (Polygram) POL
33	25	8	PHYLLIS HYMAN Goddess Of Love, Arista AL-8021 RCA	70	64	3	JOHNNY GILL Johnny Gill, Cotillion 90013-1 (Atco) WEA
34	29	20	CHAMPAIGN Modern Heart, Columbia FC 38284 CBS	71	73	10	DIANA ROSS Anthology, Motown 6046 ML2 MCA
35	28	35	Z.Z. HILL The Rhythm & The Blues, Malaco 7411 IND	72	71	25	THE SYSTEM Sweat, Mirage 90062-1 (Atlantic) WEA
36	39	4	WAR Life Is So Strange, RCA AFL1-4598 RCA	73	72	23	EARTH, WIND & FIRE ● Powerlight, Columbia TC 38367 CBS
37	27	14	CHI-LITES Bottoms Up, Larc LR-8103 (MCA) MCA	74	74	6	OLIVER CHEATHAM Saturday Night, MCA 5410 MCA
				75	75	8	PETER TOSH Mama Africa, EMI America SQ-17095 CAP

★ Bullets are awarded to those products demonstrating the greatest sales gains this week (Prime Movers). ● Recording Industry Assn. of America seal for sales to 500,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by triangle).

Black

GREATS TO BE REMEMBERED

Delta Blues Festival Set For September

NEW YORK—Blues enthusiasts from around the world are expected in Mississippi Sept. 17 for the sixth edition of the Mississippi Delta Blues Festival. John Lee Hooker and James "Son" Thomas will headline the day-long affair at Freedom Village, near Greenville, Miss.

The event, sponsored by Mississippi Action for Community Education (MACE), a non-profit organization based in Greenville, drew over 30,000 fans last year, according to producer Malcolm Walls of MACE, who characterizes the festival as the largest blues-oriented gathering of its kind.

The festival will commemorate the recent passing of such blues greats as Muddy Waters, Lightning Hopkins, Big Joe Williams, Sam Chatmon, Furry Lewis and Houston Stackhouse. "They're some of the best musicians who ever lived, which should make it the best blues festival ever," says Walls. "The creators of Delta blues have passed, and folks tend to think of it as a dying art form. But the music and their legacy are still very much alive."

Bobby Rush, Lefty Dizz, Sylvia Embry, Larry Davis, Sam Myers, Lonnie Pitchford, Boyd Rivers, the Sam Brothers Five, the Mississippi

Fife & Drum Band and the Night-hawks are scheduled to perform at the fair, which will be videotaped for a documentary and recorded live for an album Walls hopes to release on MACE's Delta Blues label.

Like the annual New Orleans Jazz & Heritage Festival, the Mississippi affair will feature food and crafts representative of the region. "It's a very emotional situation," says Robert Rosenthal, who's handling its national promotion for his Mid South talent and management company in Jackson, Miss. "There's a real sense of music from the cotton fields, right out of slave country. And it's super-integrated, which doesn't happen too often around here."

Walls is working with a \$20,000 talent budget, taken from sponsors Miller Brewing, the Ford Foundation, the Winthrop Rockefeller Foundation, the Mississippi Arts Commission, the Mississippi Division of Tourism and Peavey Electronics of Meridian, Miss, which is supplying the sound. He says that discussions are under way with Bruce Iglauer of Alligator Records and Joe Robinson Sr. of Sugarhill Records for the licensing of various tracks from their catalogs for the mail order marketing of a blues anthology. **LEO SACKS**

The Rhythm & The Blues Newcomers Make Their Mark

By NELSON GEORGE

As usual, a look at the charts provides a fascinating insight into the ups and downs of the record business. New names and faces appear that'll be household names, perhaps, by the end of the year.

Midnight Starr definitely fits the mold of youngbloods making good. Their previous Solar releases had been good, but not original or special enough to separate them from black music's other self-contained bands, including Solar's other Midwestern band, Lakeside. "Freak-A-Zoid" has finally busted them out, and if they can sustain their success, they give Dick Griffey a fourth strong act to join Solar's consistent selling trio of Shalamar, the Whispers and Lake-

side. (Of course, it should be noted that Lakeside's "Untouchables" isn't causing the same excitement as the group's last two albums, the excellent "Fantastic Voyage" and "Your Wish Is My Command.")

The Manhattans' "Crazy" has been mistaken by listeners for the Whispers, George Benson or even Kashif because it is such a radical departure from the ballad and downtempo work the group is known for. Executive producer Morrie Brown, under whose Mighty M production banner both Kashif and Paul Lawrence Jones received their first exposure, gave ex-Twennynine members Skip Anderson and John Anderson a chance to produce, and they responded with one of this summer's most pleasant surprises.

There have been rumors floating around that many members of the



TAKING A SHINE—Members of MCA's One Way sign copies of the single "Shine On" at the Los Angeles club Speakeasy following a concert appearance in the city.

SERGE!
PONSAR

THE BREAKING SINGLE

"Out In The Night"

7"—7-29580
12"—0-20124



Back To The Light

1/4-23914

Produced by
Thirteen Stars Music, Inc.
Executive Producer:
Ruby Merjan
Mixed and Edited by
John Luongo

SERGE!
PONSAR



On Warner Bros. Records and Cassettes
© 1983 WEA International Inc.

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

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

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

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

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

AMPEX

Ampex Corporation • One of The Signal Companies



HALL & OATES
CONTRIBUTE TO A
MOVING EXPERIENCE.

Gene Watson

with The Farewell Party Band

Here's your chance to get lucky!!

**GENE WATSON'S
HOT NEW ALBUM MEANS
EXTRA SALES!!**

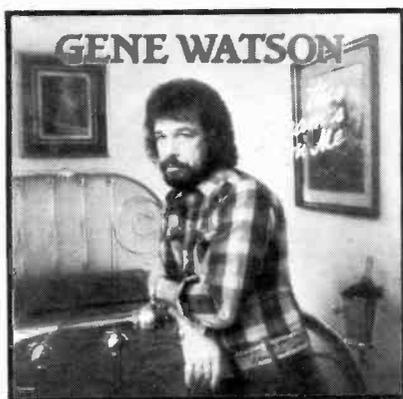


MCA-5384

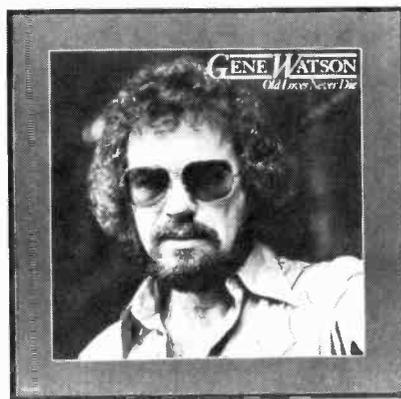
Featuring the #1 hit, "You're Out Doing What I'm Here Doing Without" ^(MCA-52191) and Gene's latest smash, "Sometimes I Get Lucky And Forget." ^(MCA-52243)

BB **★ 43** CB **36** R&R **43**

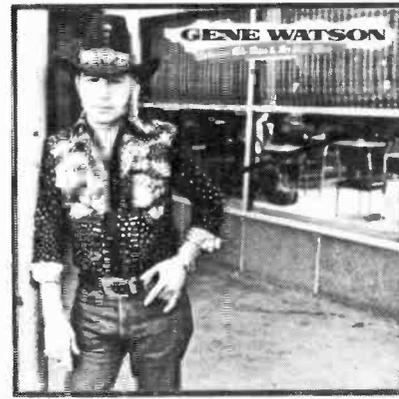
And don't forget the Gene Watson catalog of hits:



MCA-5302



MCA-27066



MCA-27061

MCA RECORDS

Billboard® Hot Country Singles

Survey For Week Ending 8/13/83

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THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE—Artist (Producer) Writer: Publisher, Licensee, Label & Number (Dist. Label)	THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE—Artist (Producer) Writer: Publisher, Licensee, Label & Number (Dist. Label)	THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE—Artist (Producer) Writer: Publisher, Licensee, Label & Number (Dist. Label)
1	2	13	HE'S A HEARTACHE (LOOKING FOR A PLACE TO HAPPEN) —Janie Fricke (B. Montgomery, J. Silbar, L. Henley; Bobby Goldsboro, ASCAP/House Of Gold, BMI; Columbia 38-03899) WEEKS AT #1	35	21	16	PANCHO & LEFTY —Willie Nelson & Merle Haggard (C. Moman, W. Nelson, M. Haggard) T. Van Zandt; United Artist/Columbine, ASCAP; Epic 34-03842	69	57	17	IN TIMES LIKE THESE —Barbara Mandrell (T. Collins) R. Fleming, D. Morgan; T. Collins, BMI; MCA 52206
2	3	12	LOST IN THE FEELING —Conway Twitty (C. Twitty, J. Bowen) L. Anderson; Old Friends, BMI; Warner Bros. 7-29636	37	30	9	WALK ON —Karen Brooks (B. Ahern) K. Brooks; Warner-Tamerlane/Babbling Brooks, BMI; Warner Bros. 7-29644	70	83	2	A COWBOY'S DREAM —Mel Tillis (H. Shedd) C. Miller, J. Bowman; Sawgrass, BMI; MCA 52247
3	5	11	LOVE SONG —The Oak Ridge Boys (R. Chancey) S. Runkle; Younggun, BMI; MCA 52224	43	6	6	WILD MONTANA SKIES—John Denver & Emmylou Harris (J. Denver, B. Wyckoff) J. Denver; Cherry Mountain, ASCAP; RCA 13562	71	75	2	I SPENT THE NIGHT IN THE HEART OF TEXAS —Marlow Tackett (H. Shedd) B. Mevis, D. Willis, D. Pfirmer; Jack & Bill, ASCAP; RCA 13579
4	7	10	YOU'RE GONNA RUIN MY BAD REPUTATION —Ronnie McDowell (B. Killen) J. Crossan; Tree, BMI; Epic 34-03946	38	26	12	IF I DIDN'T LOVE YOU —Gus Hardin (R. Hall) R. Van Hoy, D. Allen; Unikappell/Van Hoy, D. Allen; Unikappell/Van Hoy/Posey, BMI; RCA 13552	72	80	2	SAY YOU'LL STAY —Wayne Massey (J. Dowell, M. Daniel) K. Blazy, J. Dowell, T. Dubois; WB Gold, Hoosier, New Albany, ASCAP/BMI; MCA 52246
5	8	10	A FIRE I CAN'T PUT OUT —George Strait (B. Mevis) D. Staedtler; Music City, ASCAP; MCA 52225	39	47	5	TOO HOT TO SLEEP —Lousie Mandrell (E. Kilroy) R.C. Bannon, J. Bettis; Warner-Tamerlane/Three Ships/John Bettis, ASCAP; RCA 13567	72	72	4	JUST GIVE ME ONE MORE NIGHT —Cole Young (J. Morris, F. Green) D. Goodman, C. Young, F. Green; Johnny Morris/Guyasuta-Ensign, BMI/Tinker-Toil, ASCAP; Evergreen EV 1008
6	1	14	YOUR LOVE'S ON THE LINE —Earl Thomas Conley (M. Larkin) E.T. Conley, R. Scruggs; Blue Moon/April, ASCAP/Full Arrow, BMI; RCA 13525	40	52	3	NOBODY BUT YOU —Don Williams (J. Jarrard, J.D. Martin) D. Williams, G. Fundis; Alabama Band/Music Corp. of America (MCA), ASCAP, BMI; MCA 52245	73	NEW ENTRY		AFTER YOU —Dan Seals (K. Lehning) P.R. Battle, B. Jones, C. Waters; Tree/Cross Keys (Tree Group), BMI/ASCAP; Liberty 1504
7	11	10	HEY BARTENDER —Johnny Lee (J. Bowen) F. Dixon; El Camino, BMI; Full Moon 7-29605 (WEA)	41	46	7	IT'LL BE ME —Tom Jones (G. Mills, S. Popovich) J. Clement; Knox, BMI; Mercury 812-631-7	74	79	3	DREAM MAKER —Tommy Overstreet (B. Hill, J.R. Wilde) B. Fisher; Wetbelk, ASCAP; AMI 1314AA
8	12	11	WAY DOWN DEEP —Vern Gosdin (B. Mevis) M.D. Barnes, M.T. Barnes; ATV/Hookit, BMI; Compleat-108 (Polygram)	42	45	7	HOMEGROWN TOMATOES —Guy Clark (R. Crowell) G. Clark; GSC/April, ASCAP; Warner Bros. 7-29595	75	NEW ENTRY		STROKER'S THEME —The Charlie Daniels Band (J. Boylin) C. Daniels; Music Corp. of America, BMI; Epic 34-03918
9	6	11	LEAVE THEM BOYS ALONE —Hank Williams Jr. (J. Bowen, H. Williams Jr.) D. Dillon, H. Williams Jr., G. Stewart; Tree/Forest Hills/Tanea Tucker, BMI; Warner/Curb 7-29633	43	48	6	MY FIRST COUNTRY SONG —Dean Martin (J. Bowen) C. Twitty, Twitty Bird, BMI; Warner Bros. 7-29584	76	NEW ENTRY		GUILTY —The Statler Brothers (J. Kennedy) H. Reid, D. Reid; American Cowboy, BMI; Mercury 812-988-7
10	13	10	DREAM BABY (HOW LONG MUST I DREAM) —Lacy J. Dalton (B. Sherrill) C. Walker; Combine, BMI; Columbia 38-03926	44	50	4	SOMETIMES I GET LUCKY AND FORGET —Gene Watson (R. Reeder, G. Watson) E. Rowell, B. House; Blue Creek/Booth & Watson/On the House, BMI; MCA 52243	77	51	16	HIGHWAY 40 BLUES —Ricky Skaggs (R. Skaggs) L. Cordie; Amanda-Lin, ASCAP, Jack & Bill, ASCAP (c/o Welk GP); Epic 34-03812
11	15	8	I'M ONLY IN IT FOR THE LOVE —John Conlee (B. Logan) D. Allen, K. Brooks, R. Van Hoy; Posey/Golden Bridge/Unikappell/Van Hoy, BMI/ASCAP; MCA 52231	45	53	3	SCARLETT FEVER —Kenny Rogers (M. Dekle) K. Rogers; Wetbelk, ASCAP; Liberty 1503	78	56	9	TULSA BALLROOM —Dottie West (S. Garrett, S. Dorff) D. Blackwell, J. Durrill; Peso/Wallet, BMI; Liberty 1500
12	19	8	NIGHT GAMES —Charley Pride (N. Wilson) N. Wilson, B. Mevis; Royalhaven, BMI/G.I.D., ASCAP; RCA 13542	46	25	14	THE CLOSER YOU GET —Alabama (H. Shedd, Alabama) J.P. Pennington, M. Gray; Irving/Down 'N' Dixie/Chinnichap/Careers, BMI; RCA 13524	79	49	9	NO FAIR FALLIN' IN LOVE —Jan Gray (R. Childs) J.S. Sherrill; Sweet Baby, BMI; Jamex 45-010
13	18	8	GOIN' DOWN HILL —John Anderson (F. Jones, J. Anderson) J.D. Anderson, X. Lincoln; John Anderson, BMI; Warner Bros. 7-29585	47	41	12	THE JOGGER —Jobby Bare (B. Bare) S. Silverstein; Evil Eye, BMI; Columbia 38-03809	80	60	18	OH BABY MINE (I GET SO LONELY) —Statler Brothers (J. Kennedy) P. Ballard; Edwin H. Morris, ASCAP; Mercury 811-488-7 (PolyGram)
14	20	9	WHY DO I HAVE TO CHOOSE —Willie Nelson (C. Moman) W. Nelson; Willie Nelson, BMI; Columbia 38-03965	48	55	4	BABY I'M YOURS —Tanya Tucker (D. Malloy) V.A. McCoy; Blackwood, BMI; Arista AS1-9046-SB	81	84	2	LONELY HEART —Cedar Creek (A. DeMartino) P. Overstreet; Silverline, BMI; Moonshine 3013
15	17	13	OVER YOU —Lane Brody (T. Bresh, L. Brody) A. Roberts, B. Hart, Colgems-EMI/Fathers, ASCAP/BMI; Liberty 1498	49	54	5	WHAT I LEARNED FROM LOVING YOU —Lynn Anderson (M. Clark) R. Smith, J. Hooker; WB/Russell Smith, ASCAP; Permian 82001	82	NEW ENTRY		THE LADY, SHE'S RIGHT —Leon Everette (R. Dean, L. Everette) C. Ryder, V. Hayward; Window, BMI; RCA 13584
16	4	13	I LOVE HER MIND —The Bellamy Brothers (D.&H. Bellamy) D. Bellamy; Bellamy Brothers/Famous, ASCAP; Warner/Curb 7-29645	50	29	12	PRECIOUS LOVE —The Kendalls (B. Ahern) B. Walls, Visa, ASCAP; Mercury 812-3007 (Polygram)	83	63	19	I.O.U. —Lee Greenwood (J. Crutchfield) K. Chater, A. Roberts; Vogue (Welk Music Group)/Chriswald/Hopi Sound/MCA/BMI/ASCAP; MCA 52199
17	22	7	FLIGHT 309 TO TENNESSEE —Shelly West (S. Garrett, S. Dorff) R. Scott; Peso/Mighty, BMI; Viva 7-29597	51	59	3	WHY DO WE WANT WHAT WE KNOW WE CAN'T HAVE —Reba McEntire (D. King, D. Woodward) J. Kennedy; Kings X/R, McEntire, ASCAP; Mercury 812632-7	84	NEW ENTRY		A FREE ROAMIN' MIND —Sonny James (H. James) C. Smith, S. James; Marson, BMI; Dimension 1045
18	9	13	ATLANTA BURNED AGAIN LAST NIGHT —Atlanta (A.M. Bogdan, L. McBride) J. Stevens, J. Dotson, D. Rowe; Chardax, BMI; MDJ 4831	52	34	15	SNAPSHOT —Sylvia (T. Collins) R. Fleming, D.W. Morgan; Tom Collins, BMI; RCA 13501	85	NEW ENTRY		COYOTE SONG —Delia Bell (E. Harris) R. Park; Visa, ASCAP; Warner Bros. 7-29550
19	24	9	POOR SIDE OF TOWN —Joe Stampley (R. Baker) J. Rivers, L. Adler; EMP, BMI; Epic 34-03966	53	58	4	CHEAP THRILLS —David Allan Coe (B. Sherrill) B. McDill; Hall-Clement/Welk, BMI; Columbia 38-03997	86	NEW ENTRY		AIN'T GONNA WORRY MY MIND —Richard Leigh (C. Hardy) R. Leigh; April/Lion-Hearted, ASCAP; Capitol 5247
20	23	10	SHOT FULL OF LOVE —Nitty Gritty Dirt Band (R. Landis) B. McDill; Hall-Clement, Welk Music Group, BMI; Liberty 1499	54	38	16	I WONDER WHO'S HOLDING MY BABY TONIGHT —The Whites (R. Skaggs) D. Clark, V. Clark, J. Halterman; Laurel Mountain, BMI, Hall-Clement, BMI (c/o Welk Music GP), Ricky Skaggs, BMI; Warner/Curb 7-29659	87	65	14	YOU'RE NOT LEAVIN' HERE TONIGHT —Ed Bruce (I. West) K. Chater, T. Rocco, C. Black; Bibb, ASCAP/Vogue (Welk Music Group), BMI/Chappell, ASCAP; MCA 52210
21	27	7	BREAKIN' DOWN —Waylon Jennings (W. Jennings) J. Rainey; Glentan, BMI; RCA 13543	55	44	18	THE LOVE SHE FOUND IN ME—Gary Morris (B. Montgomery, M. Morgan, P. Worley) D. Linde, B. Morrison; Southern Nights, ASCAP; Warner Bros. 7-29683	88	NEW ENTRY		ANYBODY ELSE'S HEART BUT MINE —Terri Gibbs (R. Hall) W. Aldridge; Rick Hall, ASCAP; MCA 52252
22	10	12	WHERE ARE YOU SPENDING YOUR NIGHTS THESE DAYS —David Frizzell (S. Garrett, S. Dorff) M. Brown, S. Dorff, D. Thorn, S. Garrett; Peso/Wallet, BM; Viva 7-29617	56	62	5	A LITTLE AT A TIME —Thom Schuyler (D. Malloy) T. Schuyler, L. Byron; Debdave/Briarpatch, BMI; Capitol 5239	89	81	18	LOVE IS ON A ROLL —Don Williams (D. Williams, G. Fundis) R. Cook, J. Prine; Roger Cook, BMI/Big Ears/Bruised Oranges, ASCAP; MCA 52205
23	32	5	BABY WHAT ABOUT YOU —Crystal Gayle (J. Bowen) J. Leo, W. Waldman; Elektra/Asylum/Mopage Cotillon/Moen & Stars, BMI; Warner Bros. 7-29582	57	74	2	HOLL ON, I'M COMIN' —Waylon Jennings & Jerry Reed (R. Hall, C. Moman) I. Hayes, D. Porter; Irving/Cotillon, BMI; RCA 13580	90	89	12	WE'RE STRANGERS AGAIN—Merle Haggard & Leona Williams (M. Haggard & L. Williams) L. Williams, M. Haggard; Shade Tree, BMI; Mercury 812-2147 (Polygram)
24	33	6	NEW LOOKS FROM AN OLD LOVER —B.J. Thomas (P. Drake) G. Thomas, Lathan, R. Lane; Money Man/Tree, BMI/Petwood, ASCAP; Cleveland International 38-03985 (CBS)	58	59	61	LOVE DON'T KNOW A LADY (FROM A HONKY TONK GIRL) —Billy Parker & Friends (J. Gibson) M. Lane; Hitkit/Merlane, BMI; Soundwaves 4708 (NSD)	91	82	4	ONCE IN A BLUE MOON —Hank Thompson (J. Barnhill) M. Rossi; Songmaker, ASCAP; Churchhill CR 9-4026
25	28	12	IT AIN'T REAL (IF IT AIN'T YOU) —Mark Gray (B. Montgomery, S. Buckingham) M. Gray F. Setser; Irving/Down 'N' Dixie/Face The Music/Warner-Tamerlane, BMI; Columbia 38-03893	59	64	5	DON'T SEND ME NO ANGELS —Wayne Kemp (D. Walls, W. Kemp) W. Kemp; Tree, BMI; Door Knob 83-200	92	76	4	FROZE IN HER LINE OF FIRE —Peter Isaacson (S. Tutt) K. Delaney, E. Butler, T. Lindsay; Scott Tutt, BMI/Mother Tongue, ASCAP; Union Station ST 1002A
26	31	8	LET'S GET OVER THEM TOGETHER —Moe Bandy (Featuring Becky Hobbs) (R. Baker) C. Craig, K. Stegall; Screen Gems-EMI/Blackwood, BMI; Columbia 38-03970	60	66	3	HOT TIME IN OLD TOWN TONIGHT —Mel McDaniel (L. Rogers) H. McCullough; Bibb/Partnership/Welk, ASCAP; Capitol P.B.5259	93	90	15	ALL MY LIFE —Kenny Rogers (D. Foster, K. Rogers) V. Stephenson, D. Robbins, J. Silbar; Warner House of Music/WB Gold, BMI/ASCAP; Liberty 1495
27	14	15	I ALWAYS GET LUCKY WITH YOU —George Jones (B. Sherrill) T. Whitson, F. Powers, G. Church, M. Haggard; Shade Tree, BMI; Epic 34-03883	61	66	3	YOU GOT A LOVER —Ricky Skaggs (R. Skaggs) S. Russell; Shake Russell/Bug, BMI; Epic 34-04044	94	70	6	UNWED FATHERS —Tammy Wynette (G. Ritchey) B. Braddock, J. Prine; Tree, BMI/Bruised Orange/Big Ears, ASCAP; Epic 34-03971
28	37	4	DON'T YOU KNOW HOW MUCH I LOVE YOU —Ronnie Milsap (R. Milsap, T. Collins) D.E. Williams, M. Stewart; Kelso Herston, R. Milsap, T. Collins, BMI; RCA PB-13564	62	66	3	EVERYTHING FROM JESUS TO JACK DANIELS —Tom T. Hall (T.T. Hall) C. Atkins C.G.P.; Hallnote, BMI; Mercury 812835-7	95	85	6	SON OF THE SOUTH/20TH CENTURY FOX —Bill Anderson (B. Anderson, M. Johnson) B. Anderson/B. Anderson, J. Abbott; Stallion/Lowery, BMI; Southern Tracks 1021
29	35	9	EYES OF A STRANGER —David Willis (B. Mevis) S. Davis; Dick James, BMI; RCA 13541	63	69	3	POOR GIRL —Rick and Janis Carnes (J. Carnes, R. Carnes, C. Hardy) C. Hardy; Elektra/Asylum, BMI/Refuge, ASCAP; Warner Brothers 7-29656	96	94	16	POTENTIAL NEW BOYFRIEND —Dolly Parton (G. Perry) S. Kipner, J.L. Parker; April/Stephen A. Kipner, ASCAP/ATV, BMI; RCA 13514
30	39	5	PARADISE TONIGHT —Charly McClain & Mickey Gilley (Chucko Productions) M. Wright, B. Kenner; Unart/Land of Music/Blue Texas, BMI; Epic 34-04007	64	71	4	I'VE COME BACK (TO SAY I LOVE YOU ONE MORE TIME) —Cristy Lane (J. Stroud) C. Howard; Jeffrey's Rainbow, BMI; Liberty P.B.1501	97	91	14	TILL YOU AND YOUR LOVER ARE LOVERS AGAIN —Engelbert Humperdinck (E. Stevens) J. Buckingham, M. Gray; Warner House/Pullman/Warner-Tamerlane/Daticabo, BMI; Epic 34-03817
31	36	7	SO SAD (TO WATCH GOOD LOVE GO BAD) —Emmylou Harris (B. Ahern) D. Everly; Acuff-Rose, BMI; Warner Bros. 7-29583	65	NEW ENTRY		MIDNIGHT FIRE —Steve Warner (N. Wilson, T. Brown) L. Anderson, D. Gibson; Old Friends/Silverline, BMI; RCA 13588	98	78	4	EASE THE FEVER —Carrie Siye (A. Gunniff) B. Morrison, B. Zerface, J. Zerface; Southern Nights, ASCAP/Combine, BMI; Friday FR-042683-A
32	16	13	GOOD OLE BOYS/SHE'S READY FOR SOMEONE TO LOVE HER —Jerry Reed (R. Hall) J.L. Wallace, T. Skinner, K. Bell/T. Rocco, J. Gillespie, C. Black; Hall-Clement, BMI/Bibo/Chappell, ASCAP/Somebody's (Welk Music Group), SESAC; RCA 13527	66	87	2	THE WIND BENEATH MY WINGS —Gary Morris (J. Bowen) L. Henley, J. Silbar; Warner House of Music, BMI/WB Gold, ASCAP; Warner Bros. 7-29532	99	98	6	KISS ME JUST ONE MORE TIME —Floyd Brown (E. Foster) F. Brown; Drew Mark/Concluded, BMI; Magnum 1002
33	4	6	HOW COULD I LOVE HER SO MUCH —Johnny Rodriguez (R. Albright) H. Moffatt; Boquillas Canyon/Atlantic, BMI; Epic 34-03972	67				100	67	16	EVERYBODY'S DREAM GIRL —Dan Seals (K. Lehning) D. Robbins, V. Stephenson, D. Seals; Warner House of Music/WB Gold/Pink Pig, ASCAP/BMI; Liberty 1496
34	42	5	WHAT AM I GONNA DO —Merle Haggard (R. Baker, M. Haggard) M. Haggard; Shade Tree, BMI; Epic 34-04006								

★ Bullets are awarded to those products demonstrating the greatest airplay and sales gains this week (Prime Movers). ● Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 2,000,000 units (seal indicated by triangle).

AUGUST 13, 1983, BILLBOARD

"BIG CITY TURN ME LOOSE"

By JOY FORD

#197

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Larry McBride Moves To Atlanta

MDJ Records Chief Has High Hopes For New Group

By EDWARD MORRIS

NASHVILLE — It was Larry McBride's MDJ Records that launched the group Alabama into national prominence in 1979. Now McBride is attempting to reprise this triumph by assembling, recording and managing another self-contained vocal and instrumental act, Atlanta. He says he has spent nearly a million dollars in support of his newest effort, and he has some successes to show for it.

Last week, Atlanta's first single, "Atlanta Burned Again Last Night," peaked at number 9 on the Billboard Country Singles chart. Alabama's first MDJ offering, "I Want To Come Over," topped out at 33. The new nine-man group has just been signed to an exclusive booking agreement with Chardon, a move that helped net it the opening slot for Kenny Rogers at his Wisconsin State Fair appearance Sunday (7).

McBride credits his extensive use

of video with hastening Atlanta's career rise. "The video was the best move we made, outside of assimilating the talent," McBride asserts. "It's been the most successful business card I've ever had."

The video, which combines concert and concept footage, was sent to every reporting radio station a week before the actual release of the single. Copies were also sent to the media, concert promoters and music video broadcasters. Part of the group's appeal, McBride contends, is its costuming and stage presence.

Alluding to the makeup of Alabama, McBride says he sought a different kind of configuration in Atlanta because "I knew I couldn't follow suit with another act that had three cousins out front and a drummer." He says that he wanted a group that would have "heavy harmonies" and which would not rely on studio musicians. He adds that he believes the breakup of the Eagles left a void for such a group.

To form the nucleus of his new act, McBride used four people from a Nashville-based ensemble, the Vogues. He subsequently added five other singer/players to reach a combination of two drummers, two percussionists and five front men who could play a variety of instruments. All the members, McBride says, are capable of singing lead.

Currently, according to McBride, Atlanta commands about \$5,000 a performance. "We're close to having a million dollars worth of bookings already scheduled," he claims, "just on the strength of the first single." Costs for keeping the act on the road will level off to around \$75,000 a month, McBride predicts, "when we get organized."

So far, "Atlanta Burned Again

(Continued on page 42)



BIG EVENT—Barbara Mandrell makes her point following a press conference at BMI announcing her upcoming HBO special to be taped at the Tenn. Performing Arts Center as a benefit for the Nashville Songwriters Assn. International. Sharing in the fun are, from left, Tom Collins, Mandrell's producer; Maggie Cavender, executive director, NSAI; Frances Preston, vice president, BMI; Jim Fogelsong, president, MCA Records Nashville; and Tree International executive Tom Long, president of the NSAI.

Nashville Writers Putting More 'Pop' Into Demos

By ROSE CLAYTON

NASHVILLE—If publishers and songwriters here want their songs cut by pop acts, they're going to have to place more emphasis on updating the sound of their demos. That's the consensus of opinion expressed by music publishers and writers in Los Angeles and Nashville.

The synthesizer techno-pop explosion now dominating record production and radio airwaves is making it tougher for basic piano/guitar demos to compete. Nashville writers with pop intentions are being urged more frequently to gear their demos toward a contemporary pop/rock sound rather than assuming "the producer will hear it."

"People in Nashville tend to think 'pop' is merely 'crossover,'" observes Mason Cooper of DebDave Music. To counteract this, DebDave (like other local publishers) uses musicians such as David Hungate, formerly of Toto, and Larry Byron of Steppenwolf to give their demos a "hotter" sound.

"I notice a lot more pop writers and musicians are coming to town working with our people," says Pat Higdon, director of creative services at MCA Music in Nashville. "The songs are the same; the singers are the same. But the musicians and production are improving."

Michael Clark, co-writer of "Slow Hand" for the Pointer Sisters, notes that some Nashville demo tapes tend to sound as if the producers had simply added some hot guitar licks to make them seem like rock. And, he

adds, the reverse is also true: some songs pitched in Nashville from Los Angeles appear to have been spruced up with a "compulsory" banjo lick or steel guitar to make them seem country.

Clark is typical of an increasing number of pop-intentioned Nash-

(Continued on page 43)

NARM, CMA Join In Push

NASHVILLE—The National Assn. of Recording Merchandisers and the Country Music Assn. are sponsoring a promotional campaign called "Discover Country Music" to run from mid-September through October, in conjunction with the annual CMA Awards Show.

Included in this promotion will be color posters of the top CMA awards nominees and consumer bag stuffers with a ballot facsimile to allow viewers at home a chance to vote during the live CBS telecast Oct. 10. Stores will receive colorful bin toppers for two- and four-bin displays highlighting various CMA nominees.

"Discover Country Music" will utilize more than 20,000 posters, horizontal banners, 80,000 dividers and one million individual consumer handouts.

Nashville Scene

A Killer Of A Movie Role Is Cast

By KIP KIRBY

You're a Hollywood film producer. You've been given the task of finding an actor to play Jerry Lee Lewis in a movie based on his life. Great balls of fire, who gets the part? There's Bobby De Niro, a great actor who could probably metamorphose into the character; but he's so well known. Martin Sheen? Maybe, but he is already tied up with his Kennedy movie. Gary Sandy of "WKRP In Cincinnati"? Possibly—he's got the physical resemblance. Mickey Gilley? He's got the piano licks but no family resemblance.

This was the dilemma facing producer Pierre Cossette and ABC Motion Pictures when they decided to undertake a film based on The Killer's life. Vocal abilities weren't a consideration, since the music will be lip-synched to Jerry Lee's own tracks. But capturing the antic essence of Lewis was a priority.

So who finally got tapped by the producers for the plum role? Actor Mickey Rourke, who played Boogie in the critically-acclaimed sleeper film, "Diner." Rourke originally expressed reservations about taking on the part; but after visiting at length with Jerry Lee in Gatlinburg, Tenn., he changed his mind.

According to Phillip Browning of Pierre Cossette Productions in Hollywood, "Mickey just fell in love with Jerry Lee. Before the meeting, he wasn't sure if he could do justice to the part. Now those doubts have been erased. He looks amazingly like a young Jerry Lee Lewis. He wants to do the film. . . . And he's become as excited about the project as the rest of us."

Lewis is cooperating fully on the script for the movie, to be titled "Great Balls Of Fire." Writer and director will be Barry Levinson, who worked with Rourke in the same capacities on "Diner." Rourke plans to spend two months with the singer to prepare for his exhaustive screen role. The film should begin shooting next April, and it is tentatively scheduled for release by 20th Century-Fox late next year.

★ ★ ★

George Strait has ridden a lot of

things in his time: steers, broncs, touring buses, airplanes. But he had never ridden a subway until a recent trip to Manhattan. George had been at United Stations being interviewed for a segment of "The Weekly Country Music Countdown," and found himself with half an hour to spare before his next appointment.

After much coaxing and prod-

ding, Strait agreed to try his hand at strap-hanging (known to millions of Big Apple commuters as a permanent pastime), and took a round trip journey from Times Square to Grand Central Station. After the experience, Strait walked out of the subway and across the sidewalk to his waiting limousine. So much for strap-hanging amidst the denizens.

The Nashville Network reports that after little more than four months on the air, the cable channel has received more than 4,500 unsolicited pieces of fan mail from viewers. This averages out to over 1,000 letters monthly, a figure that's on the rise, according to TNN spokespeople, who add that each letter receives a personal response in return.

Ralph Emery's live 90-minute "Nashville Now" program receives the most amount of fan mail, tallying 540 letters in its first 10 weeks. Mail has arrived from all 50 states, as well as Guam and Puerto Rico. In the month of June, TNN received 608 inquiries from viewers wanting to appear as contestants on network shows. Its newest show, "You Can Be A Star," has topped the list with 439 letters, even though it doesn't debut until September.

And of the more than 4,500 letters received thus far, only 59 have been critical, according to The Nashville Network. The most frequent complaint? Viewers' inability to get through the often-jammed 800 toll-free number used on "Nashville Now."

(Continued on page 46)

Chicken Pickin' Top Songs In Annual Contest

NASHVILLE—The seventh annual Kentucky Fried Chicken National Country Music Songwriting Contest is underway. It runs through the end of August.

To enter, songwriters should submit one original country song no more than three and a half minutes long on a cassette, along with a lyric sheet and certification of originality, to: Kentucky Fried Chicken National Country Music Songwriting Contest, P.O. Box 1014, Tinley Park, Ill. 60477. Entries must be post-marked by Sept. 2. Tapes will not be returned.

Entries will be judged on music, lyrics, composition quality and uniqueness of expression. The top 10 winners will be notified by Oct. 31. Grand prize is a recording of the top selected song by Johnny Lee for radio; other prizes include tape and stereo equipment and albums.

Wrangler Showdown Begins

NASHVILLE—Wrangler Jeans and Dodge Trucks are once again co-sponsoring a nationwide talent search entitled "Dodge Trucks Present The Wrangler Country Showdown." A total of 51 separate finals competitions are under way this summer and fall in conjunction with various state fairs and exhibitions, including a two-day playoff for Texas competitors at Billy Bob's in Fort Worth.

More than 350 country radio stations are participating in the contest, which will draw an estimated 250,000 contestants, according to PS Productions Inc., based in Troy, Mich., which is producing the event.

Local winners will compete for their state title, \$1,000 in cash from Wrangler Jeans, the free use of a Dodge Ram Van for a year, and an expense-paid trip to Nashville to compete for the national title at the Grand Ole Opry, Nov. 14-17. The grand prize will be \$50,000 in cash from Wrangler, a Dodge Ram Van, a booking contract with the William Morris Agency, Gibson guitars and a Kimball grand piano, as well as a recording contract with Compleat Records, distributed by PolyGram. First and second runners-up will receive \$15,000 and \$10,000, respectively.

"ONE MORE REPOSSESSION"

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(Lonely Whistle Blows)

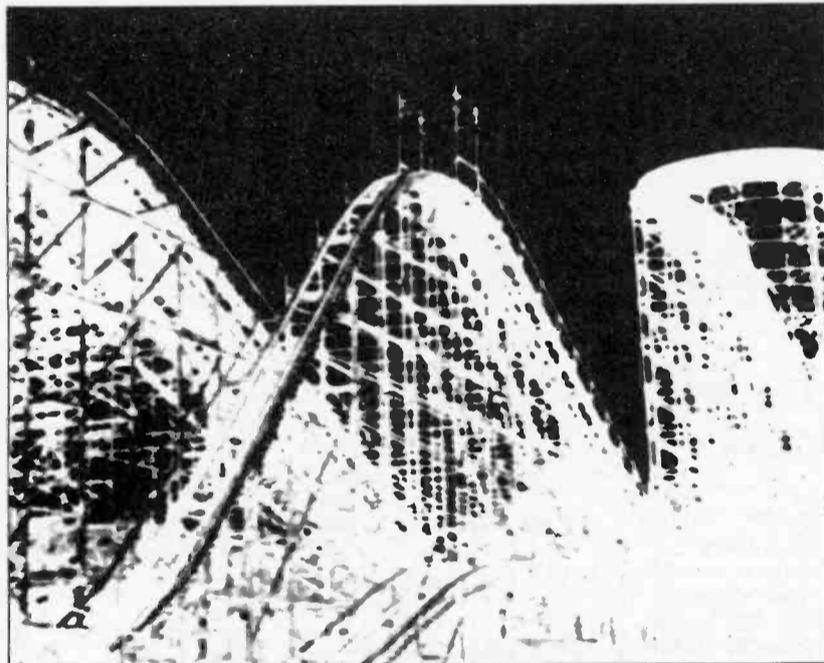
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LEON PAYNE

COE-OPERATIVE

D.A.C. LOOKING FOR CHEAP THRILLS OVER THE SUMMER.

38-03997



AFTER TAKING "THE RIDE" TO THE TOP OF THE CHARTS, COLUMBIA RECORDS AND DAVID ALLAN COE ARE LOOKING FORWARD TO HAVING SOME "CHEAP THRILLS" OVER THE SUMMER.

Coe's haunting story of a hitchhiker's ghostly encounter with the legendary Hank Williams recently spirited the nation's airwaves into delivering Coe not only the biggest single of his career, but his highest charted album ranking with his latest Columbia Records album, *CASTLES IN THE SAND*, produced by Billy Sherrill.

As a follow up to this preview single's success, Columbia Records has appropriately chosen "Cheap Thrills" as *CASTLES IN THE SAND*'S second single release.

Of the thrills David Allan Coe has experienced over the years, he says, "One of the greatest for me has been diving into the crystal clear waters near Key West, with just a mask, snorkel, and fins...what a feeling; it's about the only way I can truly relax. And anytime I've had occasion to be near a carnival or fair,

I've made a point to ride the roller coaster, the bigger the better!"

The timing of this new release is perfect as it ties in with the summer season's thrills of sky-diving, roller coaster riding, skin diving, auto racing, white-water rafting, hang gliding, and a variety of other chilling outdoor activities happening across the country. And Columbia will be taking advantage of promotional "Thrills" opportunities in creating the greatest "Thrills" campaign during the life of the single.

In addition, Columbia will be offering "Two Hits For The Price Of One" to retail and jukebox operators, where "The Ride" proved to be a big success.

"Cheap Thrills" will be backed with Coe's former Top 10 hit, "You Never Even Called Me By My Name." This particular title continues to be programmed as an "oldie" at radio, and is still a favorite on many jukeboxes around the nation.

CB47★ BB53★ R&R NEW AND ACTIVE

"ONE OF THE GREATEST FOR ME HAS BEEN DIVING INTO THE CRYSTAL CLEAR WATERS NEAR KEY WEST, ..."



"CHEAP THRILLS" FOR DAVID ALLAN COE, THE FUN IS JUST BEGINNING.

From the album:
Castles In The Sand.
Produced by Billy Sherrill

ON COLUMBIA RECORDS AND CASSETTES

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FC 38535

Country

Chart Fax

A Heartening Triumph For Fricke

By EDWARD MORRIS

"He's A Heartache (Looking For A Place To Happen)" happily happens to go No. 1 for Janie Fricke this week, reminding us that there are enough heartaches in country music to give you a headache. We'll wend our way back to the subject of cardiac catastrophes a few paragraphs hence.

Elsewhere on the charts, Ricky Skaggs has the highest entry this week, as his "You Got A Lover" bows at 62. Bluegrass music again rears its lovely head in the form of Delia Bell's "Coyote Song," debuting at 85. The Charlie Daniels Band brings aboard "Stroker's Theme" at 75, from the soundtrack of the new Burt Reynolds movie, "Stroker Ace."

There have also been some rather sprightly jumps on this week's sin-

gles listing, among them Gary Morris' "The Wind Beneath My Wings," which soars from 87 to 67; Ed Bruce's "If It Was Easy," from 73 to 58; Waylon Jennings & Jerry Reed's "Hold On, I'm Comin'," from 74 to 57; and Don Williams' "Nobody But You," from 52 to 40.

On the LP side, Alabama's "The Closer You Get" hangs in at No. 1; Chet Atkins makes his first album showing as a CBS artist with "Work It Out With Chet Atkins" at 64; Boxcar Willie continues to confound those who worship airplay, as his radio-free album, "Best Of Boxcar Volume I," celebrates its 34th week on the hit list; and Willie Nelson's "Stardust" luxuriates in its tenure of 275 weeks. That's nearly five and a half years in the stratosphere.

Concerning Fricke's current first-place, Chart Fax reader Harry Young tells us that "He's A Heart-

ache" is the fourth Larry Henley composition to chart during 1982-83, the others being "Honky Tonk Heaven," by Orion; "Tenderness Place," by Karen Taylor-Good; and "The Wind Beneath My Wings," by Lou Rawls. (The last named song is now enjoying a country flight, as noted above.)

Now, back to the heart—that lover's metronome the imminent breaking of which Fricke warns about. There are more broken hearts in country music than there are abused livers, all the drinking songs notwithstanding. They break faster than they can be monitored, and they ache without surcease. But they do more than break. Eddie Rabbitt sings of "Hearts On Fire," Kenny Dale once boasted of having the "Bluest Heartache Of The Year," and a hapless Mary K. Miller confessed to one and all that she was "Handcuffed To A Heartache." Kitty Wells reported that she had a "Heartache For A Keepsake," Ray Price had "Heartaches By The Number," and a tormented Leona Williams announced "I'm Gonna Hang Up This Heartache."

Heart victims are not without their success stories, however. Sylvia revealed that she had a "Heart On The Mend" and Mel Tillis confided that he had found a "Heart Healer."

Escaping the heavy heart hasn't been easy, though, what with the country landscape being dotted with "Heartbreak Hotel" (Presley, et al.) on "Heartbreak Avenue" (Carl Smith) in "Heartbreak, Tennessee" (Johnny Paycheck) in "Heartbreak, U.S.A., (the dolorous Kitty Wells). We haven't the heart to go on.

Larry McBride Boosts Atlanta

• Continued from page 40

Last Night" has sold about 60,000 copies, according to record promoter Bob Ham. The single sold best in the Dallas, Pittsburgh and Minnesota areas, Ham says, and did "fairly well" in Atlanta. To work the debut effort, MDJ Records used four national and two regional record promoters and "10 to 11" independent distributors.

"Dixie Dreamin'," Atlanta's second single, is due to be shipped this month, and McBride says the group has already recorded enough material for an album and two 30-minute video presentations.



FIRST TIME—Gus Hardin makes her first appearance on "Solid Gold" singing her single, "Loving You Hurts."

Billboard® Hot Country LPs™

Survey For Week Ending 8/13/83

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This Week	Last Week	Weeks on Chart	ARTIST Title, Label & Number (Dist. Label)	WEEKS AT #1	This Week	Last Week	Weeks on Chart	ARTIST Title, Label & Number (Dist. Label)
1	1	21	ALABAMA The Closer You Get, RCA AHL-1-4663	15	38	31	126	ALABAMA Feels So Right, RCA AHL-1-3930
2	2	28	MERLE HAGGARD AND WILLIE NELSON Poncho And Lefty, Epic FE 37958		39	35	11	ED BRUCE You're Not Leaving Here Tonight, MCA 5416
3	4	13	WILLIE NELSON WITH WAYLON JENNINGS Take It To The Limit, Columbia FC-38562		40	45	4	NITTY GRITTY DIRT BAND Let's Go, Liberty 51146
4	3	16	RONNIE MILSAP Keyed Up, RCA AHL-1-4670		41	32	15	MICKEY GILLEY Fool For Your Love, Epic FE 38583
5	5	23	THE OAK RIDGE BOYS American Made, MCA 5390		42	43	4	CHARLIE DANIELS A Decade Of Hits, Epic FE 38795
6	6	20	LEE GREENWOOD Somebody's Gonna Love You, MCA 5403		43	46	99	WILLIE NELSON Greatest Hits, Columbia KC 237542
7	8	9	DOLLY PARTON Burlap & Satin, RCA AHL-1-4691		44	44	5	MERLE HAGGARD & LEONA WILLIAMS Hmart To Heart, Mercury 812-183-1
8	7	15	GEORGE JONES Shine On, Epic FE 38406		45	49	37	CRYSTAL GAYLE True Love, Elektra 60200
9	9	8	SYLVIA Snapshot, RCA AHL-1-4672		46	39	73	WILLIE NELSON Always On My Mind, Columbia FC 37951
10	11	13	DAVID ALLAN COE Castles In The Sand, Columbia FC-38535		47	47	15	JOHN CONLEE John Conlee's Greatest Hits, MCA 5406
11	10	21	WILLIE NELSON Tougher Than Leather, Columbia QC-38248		48	50	13	MARTY ROBBINS Some Memories Just Won't Die, Columbia FC-38603
12	14	11	T.G. SHEPPARD T.G. Sheppard's Greatest Hits, Warner/Curb 23841		49	42	166	ALABAMA My Home's In Alabama, RCA AHL-1-3644
13	12	20	SHELLY WEST West By West, Warner/Viva 23775		50	52	4	DEAN MARTIN The Nashville Sessions, Warner Bros. 23870
14	15	10	THE STATLER BROTHERS Today, Mercury 812-184-1		51	53	147	KENNY ROGERS Greatest Hits, Liberty L00 1072
15	13	16	WAYLON JENNINGS It's Only Rock & Roll, RCA AHL 4673		52	55	38	MERLE HAGGARD Going Where The Lonely Go, Epic FE 38092
16	16	43	HANK WILLIAMS JR. Hank Williams Jr.'s Greatest Hits, Elektra/Curb 60193		53	48	34	BOXCAR WILLIE Best Of Boxcar Volume I, Main Street ST 73002 (Capitol)
17	24	4	EARL THOMAS CONLEY Don't Make It Easy For Me, RCA AHL 1-4713		54	61	17	GENE WATSON & THE FAREWELL PARTY BAND Sometimes I Get Lucky, MCA-5384
18	17	74	ALABAMA Mountain Music, RCA AHL 1-4229		55	51	93	RICKY SKAGGS Waitin' For The Sun To Shine, Epic FE 37193
19	20	14	VERN GOSDIN If You're Gonna Do Me Wrong (Do It Right), Compleat CPL-1-1004		56	64	67	LEE GREENWOOD Inside Out, MCA 5304
20	18	15	DON WILLIAMS Yellow Moon, MCA 5407		57	54	47	EARL THOMAS CONLEY Somewhere Between Right And Wrong, RCA AHL-1-4348
21	25	7	LACY J. DALTON Dream Baby, Columbia FC 38604		58	62	61	SYLVIA Just Sylvia, RCA AHL-1-4263
22	21	34	THE BELLAMY BROTHERS Strong Weakness, Elektra/Curb 60210		59	59	145	THE OAK RIDGE BOYS Greatest Hits, MCA 5150
23	19	24	HANK WILLIAMS, JR. Strong Stuff, Elektra/Curb 60223		60	63	2	RAY PRICE Master Of The Art, Viva 23782
24	29	42	JOHN ANDERSON Wild And Blue, Warner Brothers 23721		61	56	12	DELIA BELL Delia Bell, Warner Bros.—23838
25	26	43	JANIE FRICKE It Ain't Easy, Columbia FC 38214		62	69	49	GEORGE JONES Anniversary, Ten Years Of Hits, Epic KE 38323
26	22	7	THE WHITES Old Familiar Feeling, Warner/Curb 23872		63	60	45	TOM JONES Tom Jones Country, Mercury SRM-1-4062
27	23	45	RICKY SKAGGS Highways And Heartaches, Epic FE 37996		64	NEW ENTRY		CHET ATKINS Work It Out With Chet Atkins, C.G.P. Columbia FC-38536
28	33	5	JOHNNY LEE Hey Bartender, Full Moon/Warner Bros. 23889		65	65	2	DOTTIE WEST New Horizons, Liberty LT-51145
29	28	7	CONWAY TWITTY Lost In The Feeling, Warner Bros. 23869		66	58	42	EDDIE RABBITT Radio Romance, Elektra 60160
30	30	50	THE BELLAMY BROTHERS Greatest Hits, Warner/Curb 26397-1		67	68	6	CONWAY TWITTY Classic Conway, MCA 5424
31	27	23	KENNY ROGERS We've Got Tonight, Liberty L0 51143		68	57	44	DOLLY PARTON Greatest Hits, RCA AHL-1-4422
32	36	5	DAVID FRIZZELL On My Own Again, Viva 23868		69	72	27	MERLE HAGGARD Merle Haggard's Greatest Hits, MCA 5386
33	38	18	B.J. THOMAS New Looks, Cleveland International-FC-38561		70	73	275	WILLIE NELSON Stardust, Columbia JC 35305
34	34	9	GUS HARDIN Gus Hardin, RCA MHL-8603		71	71	47	MERLE HAGGARD/GEORGE JONES A Taste Of Yesterday's Wine, Epic FE-38203
35	40	19	RONNIE McDOWELL Personally, Epic FE-38514		72	66	3	TAMMY WYNETTE Even The Strong Get Lonely, Epic FE-38744
36	37	14	CHARLY McCLAIN Paradise, Epic FE-38584		73	75	25	LOUISE MANDRELL Close-Up, RCA MHL-1-8601
37	41	4	JERRY REED Ready, RCA AHL 1-4692		74	67	3	RAY STEVENS Greatest Hits, RCA-AHL-1-4727
					75	70	3	ALBERT COLEMAN'S ATLANTA POPS Classic Country, Epic FE-38630

★ Bullets are awarded to those products demonstrating the greatest sales gains this week (Prime Movers).
● Recording Industry Assn. of America seal for sales of 500,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by triangle).

AUGUST 13, 1983, BILLBOARD

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WRITERS UPDATING THEIR SOUND

More 'Pop' In Country Demos

• Continued from page 40

village writers who are relying on synthesizers and drum machines for their demos. He says it's not uncommon for outside producers to call him and ask how he obtained certain effects. The demo of his Donna Summer cut, "The Woman In Me," Clark comments, was very much in line with the final version of the record produced by Quincy Jones.

Tom Collins Music, which houses Rhonda Kye Fleming and Dennis Morgan, BMI's top songwriters of 1981 and 1982, doesn't re-demo the duo's songs before sending them to Los Angeles. Fleming and Morgan's success on the pop charts, however, has been primarily based on activity generated by such crossover acts as Ronnie Milsap, Barbara Mandrell and Sylvia (all of whom are also produced by Tom Collins).

While Nashville songwriters garnered more than 50% of the awards for BMI's most performed songs of 1982, an analysis of the results reveals that fewer than 5% were actually recorded by pop acts, fewer than 10% were pop hits covered by

country acts, a little more than 10% were penned by the same songwriting team, and close to 20% were produced by the same three producers.

"We're dealing with a difference now in focus, a difference in musical production," observes Rob Metheny of the Welk Music Group in Los Angeles. "Everybody's looking for a newer sound." Metheny suggests that targeting a demo toward the sound of the act being pitched greatly improves its chances of getting cut.

"Los Angeles is a record town," Metheny comments, "whereas Nashville is a song town. When we pitch a song in L.A., we try to come up with a low-priced record that producers can duplicate." Metheny adds that while he believes Nashville demos are becoming more creative, what's considered "pop" among country writers and publishers is often what was current five years ago in Los Angeles.

Tree International has hired Jim O'Laughlin to represent the Tree catalog exclusively in Los Angeles

while maintaining his own O'Lyric Music. Tree vice president Donna Hilley says that the decision has been two years in the making: "We just felt that in order to get more songs cut on the West Coast, we'd need someone there who thinks in terms of pop."

John Braheny, co-director of the Los Angeles Songwriters Showcase (which is sponsored by BMI), keeps an informal survey of chart activity. Says Braheny, "Currently, 75% of the country charts contain tunes not written by the act itself, compared with only 25% of the pop and r&b charts. Rock music is still pretty much self-contained. However, we talk every day to people who are looking for material to cut."



WORTH A MILLION—While attending the recent Willie Nelson Picnic in New Jersey's Giants Stadium, Dicky Betts of Betts, Hall, Leavell & Trucks finally received his million-performance plaque from BMI for his composition, "Ramblin' Man," the Allman Brothers classic. Shown with Betts, center, are Bobby Weinstein, BMI's director of writer relations, and Betts' wife, Paulette. Betts received both the writer and publisher plaques, since the song is published through his own firm, Forest Richard Betts Music.

Veteran Broadway Lyricist Howard Dietz Dies At 86

NEW YORK—Lyricist Howard Dietz, who died on July 30 at 86, was one of the musical theatre's major songwriters. He achieved his greatest successes while also serving as publicity chief for MGM Pictures from 1924 to 1957.

Dietz, credited with creating the Leo The Lion logo for MGM, ranked with the best of his contemporaries in witty rhyme schemes and grand romantic themes.

While his collaborators included Jerome Kern, George Gershwin, Jimmy McHugh and Ralph Rainger, his long-standing association with composer Arthur Schwartz produced his most enduring work.

With Schwartz, Dietz specialized in the revue form in the '30s, most prominently the Fred & Adele Astaire vehicle "The Bandwagon" (1931). Its score included "Dancing In The Dark," "I Love Louisa" and "New Sun In The Sky." In later years, the team penned such other standards as "Louisiana Hayride," "I See Your Face Before Me,"

"Alone Together," "If There Is Someone Lovelier Than You," "By Myself," "Haunted Heart," "A Shine On Your Shoes" and "Something To Remember You By."

In the 1953 MGM movie version of "The Bandwagon"—also starring Fred Astaire—Schwartz & Dietz wrote a new song, "That's Entertainment," which rivals Irving Berlin's "There's No Business Like Show Business" as a show business anthem.

Although two Schwartz & Dietz shows in the '60s, "The Gay Life" (1961) and "Jennie" (1963), were not successful, both scores—recorded by Capitol and RCA, respectively—abounded with the team's sure-handed songwriting touch.

Interestingly, the first Schwartz & Dietz success, "I Guess I'll Have To Change My Plans" from the 1929 revue "The Little Show," was melodically lifted from a song Schwartz wrote earlier with Lorenz Hart for a summer-camp show. The original

(Continued on page 46)

10 ALBUMS, SIX SINGLES

Zomba Hot On U.S. Charts

NEW YORK—Armed with 1,000 copyrights, many by leading contemporary British artists and groups, the four-year-old U.S. publishing wing of U.K.'s six-year-old Zomba Enterprises is a surging chart factor.

Three acts, in fact, have double album entries—Def Leppard, Iron Maiden and Thomas Dolby. Another four—A Flock Of Seagulls, the Thompson Twins, Stray Cats and the English Beat—enjoy one title each on the listings. In addition, there are five chart singles, two by Dolby and one each by Def Leppard, A Flock Of Seagulls and Roman Holliday.

And, notes Rochelle Greenblatt, director of publishing in the U.S., the writing output is seeing a number of cuts of Zomba material cut by others, in addition to synch rights for copyrights by Stray Cats and writer Simon May. Greenblatt predicts similar chart activity by a newer act,

Q-Feel, the debut EP by Roman Holliday and upcoming albums by Stray Cats, Graham Parker (published by Zomba affiliate Participation Music), Whodini and JoBoxers.

The U.S. was recently visited by U.K. general director Steve Howard, who attended the recent New Music Seminar here.

Zomba switched to ASCAP affiliation in May, but has set up a BMI-cleared firm, Willesden Music, a name taken from Willesden High Road in London, the location of Zomba's headquarters, headed by Clive Calder.

As for music print, the firm prefers separate deals, which have been made with Hal Leonard, Columbia Pictures Publications and Cherry Lane. "We've been offered, of course, exclusive deals, but non-exclusive arrangements are more beneficial to us at this time," Greenblatt says. **IRV LICHTMAN**

WITH SONGS ON COUNTRY CHARTS

E/A Getting Noticed In Nashville

By KIP KIRBY

NASHVILLE—After three years of being "the new kid on the block" here, Elektra/Asylum Music is beginning to make its way onto the country charts. Songs like "Can't Even Get The Blues," Reba McEntire's first No. 1 single, along with Crystal Gayle's current "Baby What About You" and the Whites' "Hangin' Around" and "You Put The Blue In Me" have helped E/A Music strengthen its name.

One of its earliest successes came in 1981 when Johnny Lee cut "Prisoner Of Love" and took it to number three on the Hot Country Singles, earning a BMI award for more than 300,000 broadcast performances. But moving quickly hasn't been a priority for the company, according

to its president, Dixie Gamble-Bowen. Instead, she says, her goal has been finding promising young writers with pop capabilities and giving them a framework within which to develop. As a result, the majority of writers housed under the Elektra/Asylum-Refuge Music umbrella aren't yet well-known names.

"When we thought about forming this company, we thought, 'Hey, wouldn't it be great if we could sign some talented kids without a lot of experience and teach them the industry from the ground floor up, how to write creatively and commercially and eventually become artists themselves?'" she says.

Gamble-Bowen, who is married to Jimmy Bowen, senior vice president of Warner Bros. Records in Nashville, says although the pub-

lishing company shares office space with the label, their operation remains basically separate. E/A Music occupies an entire floor of Warner Bros. Records' remodeled new Music Row Building (formerly a Florence Crittendon home some years ago). E/A Music has its own in-house 16-track recording studio and writers' rooms.

Gamble-Bowen insists that signing with E/A Music doesn't guarantee prospective singer/songwriters a built-in recording deal with Warners. However, several members of her stable have already been inked by the label, including Pam Tillis, Bill Lamb, Josh Leo, Rick & Janis Carnes, and Val & Bertie. (Of these, only Rick & Janis Carnes are country; the rest are rock'n'roll signings.) Gamble-Bowen co-produced both Pam Tillis' debut LP, "Above And Beyond The Doll Of Cutie," and Bill Lamb's "Riff Rockin'."

At the time Elektra/Asylum Music was formed, it was affiliated with Elektra Records in Nashville, serving as the label's publishing wing. When E/A merged with Warner Bros. Records locally under the Warner Bros. name, E/A Music found itself side by side with Warner Bros. Records.

"All of a sudden, here was Warner Bros. Records with an in-house publishing company named Elektra/

(Continued on page 46)

Print On Print

Columbia Pictures Publications calls it a "Santa-sational" discount: 50% off on 65 current Christmas books, including piano solos, piano/vocals, Easy, Big Note, intermediate and advanced piano, organ and guitar books. That's over \$400 worth for \$200. Newcomers from the firm include two personality folios, "The Barbara Mandrell Songbook" (\$9.95) and Waylon Jennings' "It's Only Rock & Roll" (\$9.95).

Warner Bros. Publications has marketed vocal selections from the hit Broadway musical "My One And Only" (\$9.95), featuring 14 Gershwin songs. Other just-released folios are: "Return Of The Jedi" (\$9.95), with the soundtrack music by John Williams, "Joni Mitchell Anthology" (\$9.95) and "The Best Of Kenny Loggins" (\$5.95).

Carl Fischer's "Trombonism" (\$8.95) by Bill Watrous & Alan Raph includes an Eva-Tone record.

New from Cherry Lane Music are "Best Of The 80's (So Far) Continues" (\$8.95) and "Ray Brown's Bass Method" (\$12.95), a 136-page method book containing nine chapters on scales, intervals, chords, rhythm patterns, blues patterns, arpeggios and solo exercises.

Chappell Music, through Hal Leonard Publishing, has released a folio of material from the hit revival of the 1936 Rodgers & Hart show "On Your Toes" (\$6.95). In addition to seven songs, the folio contains a

piano version of the ballet "Slaughter On Tenth Avenue." New piano/vocal personality folios from Hal Leonard are: "Songs From Double Fantasy/Season Of Glass," by John Lennon & Yoko Ono (\$9.95), "Little River Band—The Net" (\$7.95), "The Ricky Skaggs Songbook" (\$8.95), "Merle Haggard's Greatest Hits" (\$7.95) and "Pink Floyd—The Final Cut" (\$9.95).

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This Week	Last Report	Weeks on Chart	TITLE, Artist, Label & Number
1	3	14	CANTELOUBE: Songs of the Auvergne Te Kanawa, English Chamber Orch. (Tate), London LDR 71104
2	2	42	BACH: Goldberg Variations Glenn Gould, CBS IM 37779
3	9	18	MY LIFE FOR A SONG Domingo, CBS 37799
4	4	192	PACHELBEL: Canon Paillard Chamber Orchestra, RCA FRL 1-5468
5	NEW ENTRY		VERDI: La Traviata (Soundtrack) Domingo, Stratas (Levine), Elektra 60267
6	10	10	VERDI & PUCCINI: Arias Te Kanawa, London Philharmonic (Pritchard) CBS Masterworks IM 37298
7	6	14	GLADRAGS LaBecque Sisters, Angel DS 37980
8	15	22	IN CONCERT AT THE MET Price, Horne (Levine), RCA CRC 2-4069
9	NEW ENTRY		HAYDN/HUMMEL/L. MOZART: Trumpet Concertos Marsalis, National Philharmonic Orch. (Leppard), CBS Masterworks IM 37846
10	13	18	HIGH, BRIGHT, LIGHT & CLEAR Canadian Brass, RCA ARC1-4574
11	5	18	MOZART ARIAS Te Kanawa (Davis), Philips 6514 319
12	NEW ENTRY		WAGNER: Orchestral Highlights From The Ring Vienna Philharmonic (Solti), London LDR 71112
13	1	10	MOZART: Symphonies, Vol. 6 Academy of Ancient Music (Hogwood) L'Oiseau Lyre D 172 D4
14	16	38	VIVALDI: The Four Seasons (Pinnock), DG 2534 003
15	8	10	THE ROMANCE OF THE PAN FLUTE Zamfir, Philips 6313 435
16	7	18	GALA CONCERT AT THE ROYAL ALBERT HALL Pavarotti, London LDR 71082
17	11	10	THE BEST OF PLACIDO DOMINGO Domingo, DG 2721 262
18	24	22	BEETHOVEN: Symphonies #'s 5 & 6 Philharmonia Orch. (Ashkenazy) London LDR 72015
19	21	5	STRAUSS: Four Last Songs Popp, London Philharmonic (Tennstedt), Angel DS 37887
20	27	14	MAHLER: 9th Symphony Chicago Symphony Orch. (Solti), London LDR 72012
21	17	78	PACHELBEL: Canon Academy Of Ancient Music (Hogwood), L'Oiseau Lyre DLSLO 594
22	12	29	PERHAPS LOVE Placido Domingo, CBS FM 37243
23	18	22	BOLLING: Suite for Chamber Orchestra and Jazz Piano Trio English Chamber Orch., Bolling (Rampal), CBS FM 37798
24	40	392	JEAN-PIERRE RAMPAL & CLAUDE BOLLING: Suite for Flute & Jazz Piano CBS Masterworks M 33233
25	36	5	GRIEG: Peer Gynt Suite (Marriner), Angel DS 37968
26	20	5	GERSHWIN: Porgy And Bess Houston Grand Opera, RCA ARC 3-2409
27	NEW ENTRY		ANNIE'S SONG James Galway, RCA ARL1-3061
28	22	10	MUSIC OF THE GRAND SALON/CLASSIC CAFEHAUS MUSIC The Salon Orch. Of Koln, Pro Arte PAD 135/136
29	19	14	STRAUSS: Four Last Songs Te Kanawa, CBS M 35140
30	NEW ENTRY		THE GREAT VOICE OF LEONTYNE PRICE Leontyne Price, London Jubilee JL 41057
31	NEW ENTRY		CHAMPIONS Canadian Brass, CBS FM 37797
32	14	14	FAURE: Songs Von Stade, Angel DS 37893
33	25	10	PAVARTI'S GREATEST HITS Pavarotti, London 2003
34	26	18	GLASS: The Photographer Glass, CBS FM 37849
35	28	10	GRIEG: Peer Gynt Suite Berlin Philharmonic (Karajan) DG 2532 068
36	23	14	MAHLER: 4th Symphony Popp, London Philharmonic (Tennstedt), Angel DS 37954
37	NEW ENTRY		GLASSWORKS Philip Glass, CBS FM 37265
38	NEW ENTRY		SALZEDO: Harp Music Heidi Lehwalder, Nonesuch 79049
39	30	10	PACHELBEL: Canon in D/VIVALDI/The Four Seasons (Munchinger) London Jubilee JL 41007
40	31	18	MAHLER: 7th Symphony Chicago Symphony Orch. (Levine), RCA ATC2-4245

AUGUST 13, 1983, BILLBOARD

Classical

Bookstore Tape Test Stepped Up

Sine Qua Non Cassettes In 100 Waldenbooks Outlets

By IS HOROWITZ

NEW YORK—Sine Qua Non is placing cassette racks in 80 Waldenbooks retail stores on the East Coast in phase two of a marketing test that will see the label's classical tapes sold in 100 of the chain's stores.

Sine Qua Non chief Sam Attenberg, continuing a long involvement in the marketing of cassette-only product in non-traditional outlets, has dubbed the initial Waldenbooks test a success. That phase of the program saw the label's cassettes offered in 20 Connecticut stores.

Of the new installations, 60 will go into Waldenbooks stores in the New York metropolitan area, and 20 in and around Boston. Positive results in this phase of the test will lead to an extension of the program into more of the web's 816 stores nationally, it's claimed.

Attenberg was the architect of a major marketing experiment developed through Nabisco several years ago to sell cassettes in convenience stores and supermarkets. The project was terminated by the conglomerate after it had been tested in a number of key markets across the country.

Display kiosks designed initially for the Nabisco program figure as the rack units being furnished cooperating Waldenbooks stores. The four-by-four-foot kiosks stand six feet, eight inches tall and stock 168 cassettes. Tapes may be handled by browsers, but are inserted in seven-by-seven-inch cardboard containers to inhibit pilferage.

Most of the cassettes displayed are in the firm's Seven Star series, an "audiophile quality" line consisting of material licensed from specialty labels as well as titles recorded by Sine Qua Non. The line, which retails at \$6.99, was introduced last January and now comprises 50 titles, with 30 new releases slated every three months, according to Larry Kraman, vice president of promotion and artist development.

Among labels which have assigned tape-only rights to Sine Qua Non for the line are Varese Sarabande, Orion, Northeastern and Crystal Clear. Artists include clarinetist Richard Stoltzman, pianist Peter Serkin, organist Anthony Newman, flutist Jean-Pierre Rampal and flamenco guitarist Carlos Montoya.

Jazz titles will be added to the line in September, says Kraman, with an initial release of 20 titles, expanded to 100 within the first year. These will list at \$7.98, he says, to accommodate, in part, payment of mechanical royalties for copyrighted music.

All Seven Star cassettes are duplicated from BASF chrome tape on to tape of similar grade at a ratio of 16 to one. Cassette blanks are imported from Switzerland.

The Waldenbooks kiosks will also carry a number of cassettes priced at \$4.99 and \$5.99. These are duplicated on BASF premium oxide tape, says Kraman.

During the test phase, all racks will be serviced by Sine Qua Non personnel. The plan calls for Waldenbooks to take over this function through its central inventory facility at a later date.

Kraman says the company is now consolidating much of its cassette

product pool into a new budget line to list at \$2.99. Dubbed Five Star, the line will bow in September with 50 titles, to be expanded to 150 within the first year. Like other Sine Qua Non low-cost tapes, these will be made available in cardboard display "dumps" holding more than 200 cassettes, with record stores serviced as well as non-traditional outlets.

Seven Star material will be featured on a weekly program starting in October over WNCN here. It will be the first radio series to be programmed entirely from cassette recordings, says Kraman.



AUDITORY ANALYSIS—Michael Glelen, conductor of the Cincinnati Symphony, checks the score during a playback of the Witold Lutoslawski Concerto for Oboe and Harp. Giving equal attention, from left, are co-producers Joanna Nickrenz and Marc Aubert, oboe soloist Heinz Holliger, Moss Music's Carol Marunas and harpist Ursula Holliger. Companion pelce on the Vox Cum Laude album will be the Strauss Oboe Concerto.

Classical Notes

Susan Koscis, press chief for CBS Masterworks, is the driving force behind a film festival to be held in New York this fall devoted to the late pianist Glenn Gould. In all, eight films and videotapes will be shown of Gould in conversation and performance, including one program presenting the "Goldberg Variations." Scene of the festival will be Manhattan's Symphony Space theater. Proceeds will go to the Glenn Gould Memorial Fund in Canada. CBS, meanwhile, is known to be readying some additional unreleased Gould material for issue on disk.

International Book & Records is importing some unusual Aksel Schjotz recordings through a recently negotiated representation deal with the Danish label Danacord. Five LPs of material performed by the legendary singer, transferred from 78 r.p.m. and dating back as far as 1929, are offered in diverse repertoire that includes Christmas carols and songs by Cole Porter, in addition to the expected Schubert lieder. The label is also the source of long out-of-print recordings of works by Nielsen.

Composers Donald Grantham and Rhian Samuel share this year's prize in the Ascap-Rudolf Nissim Composer Competition. The award provides supplementary funds for rehearsal preparation of the winning works to major symphony orchestras. The late Dr. Nissim was head of ASCAP's foreign department and left a substantial part of his estate to the ASCAP Foundation. . . . Meanwhile, the Boston section of the League of Composers has awarded prizes to Ross Bauer, Peter Child and Donald Wheelock.

Smithsonian Institution recordings will be made available to retailers for the first time under a deal with Pro Arte Records. The catalog, which includes classical and jazz titles, will be augmented in some cases by joint productions, says Don Johnson, Pro Arte president. Among the latter will be a new recording of Gottschalk pieces by Lambert Orkis. Johnson also notes new long-term recording deals with Peter Serkin, Joshua Rifkin, Paul Schoenfield and the American Boychoir. Coming from Serkin is the first in a series of Beethoven recordings on an authentic Graf piano.

Dudley Moore portrays the symphony conductor in an upcoming 20th Century-Fox film,

"Unfaithfully Yours," but the soundtrack will be conducted by St. Louis Symphony music director Leonard Slatkin, with the Los Angeles Philharmonic as the performing group. Pinchas Zukerman will be the heard but unseen soloist in the Tchaikovsky Violin Concerto, one of the works on the track. There are no immediate plans for a soundtrack album, according to Lionel Newman, 20th Century-Fox musical director.

Morton Gould has been commissioned to write a concerto for Donald Peck, principal flutist of the Chicago Symphony. . . . The Baldwin replaces the Knabe as the official piano of the metropolitan Opera come September. Forty-five pianos have been shipped to the opera company by Baldwin from its factory in Arkansas. . . . New Everest Records releases include a number of Mahler Records produced by Isabella Wallich for her Delyse label. Wyn Morris was the conductor.

More Cassettes From Vanguard

NEW YORK—Vanguard Records has begun implementing a program of cassette releases that will see most of its active catalog of some 400 classical disk titles made available on tape over the next two years.

About 20% of the label's catalog is currently offered in cassette versions, according to Vanguard president Seymour Solomon. An additional 20 titles are being added to the firm's budget Everyman's Classics series next month, along with 10 titles in the Vanguard audiophile line.

List price of the budget product is \$3.98, while the chrome audiophile tapes list at \$8.98 per cassette. Latter, along with their LP counterparts, were recently reduced in price from \$12.98. They include much material recorded originally in digital format.

Telarc CD Precedes LP

NEW YORK — Telarc's failure to come up with a satisfactory lacquer master of its new Beethoven recording on schedule has led to a new first for the label—the release of a Compact Disc in advance of its LP counterpart.

The recording is of Beethoven's Third Piano Concerto and "Choral Fantasy," both featuring pianist Rudolf Serkin and the Boston Symphony under Seiji Ozawa. CD and LP release were to be simultaneous, but side two of the latter, containing the third movement of the concerto and the entire Fantasy, runs long and ends big—a problem for analog mastering but a breeze for CD.

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Continued from page 23

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SEPT. 17th ISSUE—SEPT. 2nd
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E/A Music On Country Charts

Continued from page 43

Asylum," says Gamble-Bowen. "We've thought about changing our name, but after three years, we're beginning to establish credibility and it might be confusing."

As part of its commitment to developing writer-performers, the company offers aerobics and choreography classes twice a week at the office for the staff. And in March, when Elektra/Asylum Music presented its first writers' showcase for the industry at the now defunct Track 9 club, Gamble-Bowen arranged to have every writer's performance videotaped for professional critique.

Working closely with Gamble-Bowen at E/A Music are Randy Talmadge, director of creative services, who joined the company this spring from Jim Ed Norman's Jensing/Jensong Music; copyright administrator Martha Heywood; and Gregg Rush, who oversees tape copies and studio operation. Other writers with the firm in addition to those mentioned are Denise Draper, Jake Brooks, Chip Hardy, Margo Pendarvis and Thom Flora.

Nashville Scene

Continued from page 40

Leave it to the innovative Drake Music Group to come up with a novel way of promoting the new cut, "If It Was Easy," by Ed Bruce. Drake has shipped out little wooden cups on a stick with tiny wooden balls attached by string. The object—which isn't easy, incidentally, as this writer can testify—is to land the elusive ball in the little wooden cup. It's sort of an executive toy for Bruce fans (and a source of frustration for the uncoordinated).

Bill Monroe finished an 11-day tour of Israel and then traveled to Wisconsin for the Great Northern Bluegrass Festival on July 29. Anyone who thinks bluegrass music is a dying breed should know that this event was attended by a thoroughly respectable 46,000 fans. Monroe will also be featured on NBC's "Today Show," which filmed him at his Nashville farm Aug. 2.

A motorcycle fund-raising marathon around Fort Worth is taking its name from David Allan Coe's recent hit, "The Ride." Sponsored by the area's Muscular Dystrophy chapter, the event invites local motorcyclists to cover a distance around the 150-mile radius of Fort Worth, ending at Billy Bob's to see—David Allan Coe, of course.

Waylon Jennings' appearance on "Miller & Company," a popular interview show on WSMV-TV in Nashville, made such a stir that the station decided to rerun the program again less than a month later. Waylon's initial visit to the 30-minute

LP CBS Masterworks digital IM 37833 No List
CA chromium dioxide IMT 37833 No List

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LP RCA Gold Seal mono AGM 1-4806 \$5.98
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DOMINGO, PLACIDO
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LP RCA Gold Seal AGL1-4800 \$5.98
CA AGK1-4800 \$5.98

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show was expanded to an hour because of his candor and off-the-cuff remarks to host Dan Miller, covering such topics as bloc voting on country awards shows, organized religion, the music industry, drugs and his memories of Buddy Holly. The 60-minute special edition was rerun the last weekend in July to allow Music Row another chance to catch up on the outspoken Jennings.

Carl Perkins, himself a legend, has donated his legendary blue suede shoes to the Country Music Foundation for permanent display at the Hall Of Fame Museum, along with the stage costume Perkins wore during a 1964 European tour where he first met the Beatles.

Howard Dietz Dies At Age 86

Continued from page 43

Hart lyric was titled, "I Love To Lie Awake In Bed." "The Little Show" also contained another Dietz standard, "Moanin' Low," although the tune was penned by Ralph Rainger.

In addition to his work in the musical theatre, Dietz also wrote, for the Metropolitan Opera, new English adaptations of "La Boheme" and "Die Fledermaus." The latter, recorded by CBS, was a particularly bright and humorous effort.

Dietz served on the board of ASCAP from 1959 to 1966. He joined the performing rights society in 1929. **IRV LICHMAN**

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(Continued on page 46)

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Continued from page 23

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CA CT 4795 \$5.98

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AUG. 27th ISSUE—AUG. 15th
SEPT. 3rd ISSUE—AUG. 22nd
SEPT. 10th ISSUE—AUG. 29th
SEPT. 17th ISSUE—SEPT. 2nd
SEPT. 24th ISSUE—SEPT. 12th
OCT. 1st ISSUE—Sept. 19th

MENDELSSOHN, FELIX
Symphony No. 4 (Italian); Symphony No. 5 (Reformation)
Hungarian State Orch., Fischer
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MILHAUD, DARIUS
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Orch. Nat'l de Paris, Lombard
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MONTEVERDI, CLAUDIO
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English Baroque Soloists, Gardiner
LP Erato digital NUM-75068 (RCA) \$10.98

MOUSSORGSKY, MODEST
Pictures At An Exhibition (Piano Version)
Boukoff
CA Bourq ALT-73403 (Qualiton) \$10.98

MOZART, WOLFGANG AMADEUS
Violin Concertos Nos. 1 & 2
Zukerman, St. Paul Chamber Orch.

E/A Music On Country Charts

Continued from page 43

Asylum," says Gamble-Bowen. "We've thought about changing our name, but after three years, we're beginning to establish credibility and it might be confusing."

As part of its commitment to developing writer-performers, the company offers aerobics and choreography classes twice a week at the office for the staff. And in March, when Elektra/Asylum Music presented its first writers' showcase for the industry at the now defunct Track 9 club, Gamble-Bowen arranged to have every writer's performance videotaped for professional critique.

Working closely with Gamble-Bowen at E/A Music are Randy Talmadge, director of creative services, who joined the company this spring from Jim Ed Norman's Jensing/Jensong Music; copyright administrator Martha Heywood; and Gregg Rush, who oversees tape copies and studio operation. Other writers with the firm in addition to those mentioned are Denise Draper, Jake Brooks, Chip Hardy, Margo Pendarvis and Thom Flora.

Nashville Scene

Continued from page 40

Leave it to the innovative Drake Music Group to come up with a novel way of promoting the new cut, "If It Was Easy," by Ed Bruce. Drake has shipped out little wooden cups on a stick with tiny wooden balls attached by string. The object—which isn't easy, incidentally, as this writer can testify—is to land the elusive ball in the little wooden cup. It's sort of an executive toy for Bruce fans (and a source of frustration for the uncoordinated).

Bill Monroe finished an 11-day tour of Israel and then traveled to Wisconsin for the Great Northern Bluegrass Festival on July 29. Anyone who thinks bluegrass music is a dying breed should know that this event was attended by a thoroughly respectable 46,000 fans. Monroe will also be featured on NBC's "Today Show," which filmed him at his Nashville farm Aug. 2.

A motorcycle fund-raising marathon around Fort Worth is taking its name from David Allan Coe's recent hit, "The Ride." Sponsored by the area's Muscular Dystrophy chapter, the event invites local motorcyclists to cover a distance around the 150-mile radius of Fort Worth, ending at Billy Bob's to see—David Allan Coe, of course.

Waylon Jennings' appearance on "Miller & Company," a popular interview show on WSMV-TV in Nashville, made such a stir that the station decided to rerun the program again less than a month later. Waylon's initial visit to the 30-minute

LP CBS Masterworks digital IM 37833 No List
CA chromium dioxde IMT 37833 No List

OFFENBACH, JACQUES
Le Pont Des Soupirs (Complete Operetta)
Soloists, Chorus, Orch. French Television
LP Bourq BG 2008/9 (2) (Qualiton) \$21.96
Songs (12)
LaPlante
LP Calliope CAL 1881 (Qualiton) \$10.98

PUCCINI, GIACOMO
La Rondine
Moffo, Barioni, Sereni, Sciutti, De Palma,
RCA Italiana Opera Orch. & Chorus,
Molinari-Pradelli
LP RCA Gold Seal AGL2-4801 (2) \$11.98
CA AAG2-4801 \$11.98

PURCELL, HENRY
Hail! Bright Cecilia
Gardiner, Monteverdi Choir, English
Baroque Soloists
LP Erato digital NUM-75049 (RCA) \$10.98

RAMEAU, JEAN PHILIPPE
Dardanus—Orchestral Suite
Gardiner, English Baroque Soloists
LP Erato digital NUM-75040 (RCA) \$10.98

SAINT-SAENS, CAMILLE
Sonatas (2) For Violin & Piano
Benedetto, D'Arco
LP Calliope CAL 1817 (Qualiton) \$10.98

SCHMIDT, FLORENT
String Trio, Op. 105
Roussel Trio
LP Cybelia CY-702 (Qualiton) \$11.98

CLASSICAL COLLECTIONS

ABERG, MATS
The 1724 Organ Of Kristine Church,
Falun (Sweelinck, Bach, Pachelbel,
Buxtehude)
LP BIS digital LP-229 (Qualiton) \$12.98

AMELING, ELLY
A Bouquet Of Schubert (w/ Dalton
Baldwin)
LP Etcetera digital ETC 1009 (Qualiton) \$10.98
CA XTC 1009 \$10.98

BJOERLING, JUSSI
Boerling In Opera
LP RCA Gold Seal mono AGM1-4806 \$5.98
CA AGK1-4806 \$5.98

BURNETT, RICHARD, see Alan Hacker
DAVIES, DENNIS RUSSELL, see Charles Holland

DOMINGO, PLACIDO
Operatic Rarities
LP RCA Gold Seal AGL1-4800 \$5.98
CA AGK1-4800 \$5.98

To get your company's new album and tape releases listed, either send release sheets or else type the information in the above format on your letterhead. Send to Bob Hudoba, Billboard, 2160 Patterson St., Cincinnati, Ohio 45214.

show was expanded to an hour because of his candor and off-the-cuff remarks to host Dan Miller, covering such topics as bloc voting on country awards shows, organized religion, the music industry, drugs and his memories of Buddy Holly. The 60-minute special edition was rerun the last weekend in July to allow Music Row another chance to catch up on the outspoken Jennings.

Carl Perkins, himself a legend, has donated his legendary blue suede shoes to the Country Music Foundation for permanent display at the Hall Of Fame Museum, along with the stage costume Perkins wore during a 1964 European tour where he first met the Beatles.

Howard Dietz Dies At Age 86

Continued from page 43

Hart lyric was titled, "I Love To Lie Awake In Bed." "The Little Show" also contained another Dietz standard, "Moanin' Low," although the tune was penned by Ralph Rainger.

In addition to his work in the musical theatre, Dietz also wrote, for the Metropolitan Opera, new English adaptations of "La Boheme" and "Die Fledermaus." The latter, recorded by CBS, was a particularly bright and humorous effort.

Dietz served on the board of ASCAP from 1959 to 1966. He joined the performing rights society in 1929. **IRV LICHTMAN**

\$10M ANTITRUST ACTION

Spanish Broadcasters Group Sued

NEW YORK—Spanish International Communications Corp. and SIN National Spanish Television Network have filed a \$10 million civil antitrust suit in the U.S. District Court for the Northern District of Texas against the Spanish Radio Broadcasters of America and 28 other defendants who are either officers or members of SRBA.

The suit charges that SRBA conspired to restrain and eliminate competition in the market for Spanish-language radio and tv advertising billings in the U.S., that SRBA interfered with the business relationships of SICC and SIN, and that some of SRBA's members conspired to boycott SIN's attempt to do business as a sales representative for Spanish-language stations and establish a new radio network.

In addition, the suit charges that SRBA has attempted to eliminate SICC as a competitor by filing claims with the FCC and other federal agencies. The FCC is currently looking into claims that the relationship between SIN and SICC violates commission regulations.



ON THE STREET WHERE THEY LIVE—The husband and wife team of Gloria and Emilio, respectively the lead vocalist and leader of Miami Sound Machine, inaugurate the newly named Miami Sound Machine Blvd. in their home block.

Int'l Music Spinners Pool Posting Membership Gains

By ENRIQUE FERNANDEZ

NEW YORK—After a year and a half, International Latin Music Spinners, the only Latin record pool in the country, has doubled its membership and expanded into radio. Eddie Mercado, head of ILMS, claims that the Latin record labels are "giving me all the support I need."

The pool, which specializes in salsa and merengue, has 25 members. Its radio DJs include WEVD's Felipe Luciano, WFUV's George Quintana, WHBI's Eddie Rodriguez and Felix Leo, WKCR's Nelson Falcon, and Tomas Algarin from Atlanta's WRFG.

ILMS' sheet, Salsa Picks, is published monthly and circulates to 10,000 readers throughout the country with a list of the top 30 salsa and top 15 merengue hits. The list com-

BY POLYGRAM'S LEAR

Tough Steps Urged For Mexican Trade

MEXICO CITY—"The biggest danger for Mexico is to go down the same economic path as Argentina," says John Lear, who recently replaced Alejandro Paredi as general director of PolyGram Mexico. Lear warns that stringent steps must be taken by the Mexican record and tape industry in order to survive in the face of massive inflation.

Lear, who remains involved in a supervisory capacity for PolyGram Argentina, says pricing cannot fall behind. The industry this month hiked wholesale costs by 22½%, the third jump this year.

"With soaring increases on practically every item, we have no other

alternative but to increase," he contends. "It's like balancing ourselves on a tightrope. Profits are down, so we have to take the calculated risk in order just to walk. Of course, there are the risks of losing even more customers."

"Cut down on promotions, get the collections in on time and keep up the tougher credit policy," is Lear's view for Mexico's tough economic times. He says that there are other remedies.

Lear points out that making collections within a 30-day period and paying the suppliers on a 60-day basis "gives us a margin of balance." Mexico's high bank interest rates (up to 60% annually on the peso) serve as the hedging factor, in Lear's opinion. "The war against inflation can be won. We just have to work a little faster and keep a closer eye on the books," he says.

The longtime PolyGram executive sees Mexico as a land where "there's still a lot of talent and there's still plenty of room to create, to bolster the national catalog for the future."

"It's not going to be easy," he concludes. "We'll just have to pick our spots. We just have to look at it as surviving for the next few months, perhaps even years."

AUGUST 13, 1983, BILLBOARD

Survey For Week Ending 8/13/83

Billboard® Hot Latin LPs™

Special Survey

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NEW YORK			CALIFORNIA		
This Week	Last Report	ARTIST—Title, Label & Number (Distributing Label)	This Week	Last Report	ARTIST—Title, Label & Number (Distributing Label)
1	1	EL GRAN COMBO La universidad de la salsa, Combo 2034	1	1	LOS YONICS Con amor, Profono 3100
2	3	MENUDO De coleccion, Profono 1601	2	3	LOS HUMILDES Chulita, Profono 3110
3	—	CELIA, RAY Y ADALBERTO Tremendo trio, Fania 623	3	4	LOS CAMINANTES Supe perder, Luna 1088
4	7	JOSE LUIS RODRIGUEZ Ven, CBS 30305	4	—	VARIOS ARTISTAS 12 super grupos, Ambar 5007
5	9	LUIS MARIANO Y SU ORQUESTA La calambra, Borinquen 1453	5	5	JUAN GABRIEL Todo, Ariola, Ariola 0750
6	—	CAMILO SESTO Con ganas, Pronto 0704	6	—	JAVIER PASOS Anoche me enamore, Compaz 5020
7	8	JOHNNY VENTURA Volando, Combo 2033	7	—	LOS BARON DE APODACA A cada rato, TH 2219
8	12	AIDITA Y FELIPE Por primera vez, Global 923	8	—	LOS TELEFONISTAS Tus cartas, Ramex 132
9	10	JULIO IGLESIAS Julio, CBS 50333	9	—	JULIO IGLESIAS Momentos, CBS 50329
10	—	JULIO IGLESIAS Momentos, CBS 50329	10	—	MENUDO Una aventura llamada Menudo, Raff 9094
11	2	CAMILO SESTO 15 exitos de amor, Telediscos 1505	11	—	ROCIO DURCAL Sus 16 grandes exitos, Ariola 0751
12	—	LUIS SEGURA Pena por ti, Kubaney 21021	12	15	OSCAR D'LEON Con dulzura, TH 2241
13	14	BOBBY VALENTIN Bronco 126	13	11	LOS MUECAS Quien es ese tonto, CBS 20673
14	6	JOSE LUIS PERALES Entre el agua y el fuego, CBS 80357	14	8	JOSE LUIS RODRIGUEZ Ven, CBS 30305
15	—	AMANDA MIGUEL El sonido vol. 2, Profono 3093	15	—	LOS MEXICAN LOVERS Dos barajas, Radio Hit 7004

FLORIDA			TEXAS		
This Week	Last Report	ARTIST—Title, Label & Number (Distributing Label)	This Week	Last Report	ARTIST—Title, Label & Number (Distributing Label)
1	3	JOSE LUIS RODRIGUEZ Ven, CBS 30305	1	2	LA MAFIA Electrifying, Cara 050
2	7	PIMPINELA CBS 11317	2	11	GRUPO MAZZ The Force, Cara 051
3	4	OSCAR D'LEON TH 2241	3	—	JULIO IGLESIAS Momentos, CBS 20329
4	15	JOSE JOSE Mi vida, Pronto 0705	4	3	JUAN GABRIEL Todo, Ariola 0750
5	2	RAPHAEL Enamorado de la vida, CBS 80367	5	—	RAMON AYALA Mi golondrina, Freddie 1240
6	13	CHARANGA TIPICA TROPICAL A mi manera, Funny 532	6	1	MENUDO De coleccion, Profono 1601
7	11	JOHNNY VENTURA Volando alto, Combo 2033	7	5	MENUDO Una aventura llamada Menudo, Profono 9094
8	1	EL GRAN COMBO La universidad de la salsa, Combo 2034	8	—	LOS CAMINANTES Supe perder, Luna 1088
9	14	JULIO IGLESIAS Momentos, CBS 50329	9	—	RENACIMIENTO 74 Vas a llorar, Ramex 1079
10	—	LOS AMIGOS JAP 525	10	7	RAMON AYALA El amo de la musica nortena, Freddie 1262
11	6	DYANGO Bienvenido al club, Odeon 9000	11	—	ROCIO DURCAL Canta lo romantico de Juan Gabriel, Pronto 0703
12	9	CESAR NICOLAS/CONJUNTO CLASICO Lo mejor 810	12	10	CHELO La mortaja, Musart 1840
13	—	NAPOLEON Tiempo al tiempo, Profono 3106	13	9	LORENZO ANTONIO Como me gustas, Musart 1824
14	—	JULIO IGLESIAS Julio, CBS 50333	14	—	LITTLE JOE Roots, Freddie 1260
15	5	TOMMY OLIVENCIA TH 2222	15	15	LOS BUKIS Muv romanticos, Profono 3102

Notas

Montuno Label Struggles On

The strength of the dollar and the weakness of foreign currencies are hurting the U.S. Latin industry two ways. One is the flooding of the market by cheap imports, against which U.S. licensees of product originating abroad cannot compete. The other is the difficulty this currency disparity poses for U.S. Latin product, which has become prohibitively expensive for foreign buyers.

This is the plight of Montuno, a small New York-based, independent label specializing in tropical music whose fame has spread among aficionados of the genre throughout the world. The label has been in business intermittently since 1976, and its catalog includes only nine titles, with three more due out in about a month. Its buyers outside the U.S. are found in the Spanish- and French-speaking Caribbean and in Europe, mostly France and Holland.

"We're looking for licensees overseas," says label president and executive producer Jesse Moskowitz. In the U.S., Montuno is handled by independent distributors, though Moskowitz indicates that the label has approached Discos CBS about a distribution arrangement.

Tropical music, like salsa and me-

rengue, has its "majors," labels like Fania (Musica Latina International), TH, SAR and others. But a great many productions come from small independent labels, many in New York. "This city is the hardest place to make it, but it's also the easiest," says Moskowitz. "Everything is here: the studios, the musicians, the technical personnel, the jacket manufacturers. So if you have an idea, why not do it?"

Montuno's forthcoming releases include an LP by **Conjunto Playa Azul**, a Mexican tropical music ensemble that enjoys good sales among New York's Mexican community. "You'd be surprised how many Mexicans there are in New York," says Moskowitz.

Another new release comes from the prestigious salsa band **Conjunto Libre**, which has moved from Caytronics to Montuno. The third LP is by a *songo* group from Puerto Rico called **Zaporoko**. *Songo* is a progressive tropical rhythm that originated in Cuba and has been adopted by young, experimental musicians in neighboring Puerto Rico, to the point that it's been called "Puerto Rican new wave."

ENRIQUE FERNANDEZ

Survey For Week Ending 8/13/83

Puerto Rico Top LPs™

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This Week	Last Report	ARTIST—Title, Label & Number (Distributing Label)
1	6	EL GRAN COMBO La universidad de la salsa, Combo 2034
2	5	ROBERTO CARLOS CBS 12320
3	14	CAMILO SESTO Con ganas, Pronto 0704
4	1	JULIO IGLESIAS Momentos, CBS 50329
5	—	SILVESTRE La verdadera Eva, Artel 1983
6	—	MIAMI SOUND MACHINE Rio, CBS 10330
7	11	LISSETTE CBS 10333
8	2	RUBEN BLADES El que la hace la paga, Fania 624
9	—	RAPHAEL Los 15 eternos exitos, CBS 80345
10	—	JOSE JOSE Mi vida, Pronto 0705
11	—	MENUDO Una aventura llamada Menudo, Padosa 1018
12	—	CELIA, RAY Y ADALBERTO Tremendo trio, Fania 623
13	3	AMANDA MIGUEL El sonido vol. 2, Profono 3093
14	—	VARIOS ARTISTAS Recuerdos romanticos, ML 40
15	12	LOS CONDES Los 17 exitos, Music Stamp 0011



GOLDEN BRICK ROAD—Rick Springfield accepts a gold LP from RCA Records Canada for his LP "Living In Oz." Pictured backstage at Toronto's C.N.E. Bandshell are, from left, RCA's Ontario sales manager Tim Williams, national sales manager Mike Gaitt, vice president John Ford, Springfield, and the label's Ken Bain and Jim Campbell.

31 TITLES DUE

WEA's CD Launch Is Set For Aug. 29

By KIRK LaPOINTE

TORONTO—WEA Music of Canada will launch its Compact Disc line Aug. 29 with 31 titles at a suggested list price of \$25.98 and follow that up with about 30 more titles in September.

The firm expects to ship product to about 150 retail outlets, all of them record stores, and is strongly encouraging the stores to purchase at least one copy of each of the releases, says Elektra/Asylum/Atlantic product manager Kim Cooke. "We are trying, at least at the beginning, to get them into record outlets," he says.

The dealer price will be \$17.33, and accounts will be able to qualify for discounts according to how much record business they do with WEA.

Each CD will ship in a 6- by 12-inch package with individual graphics and a booklet containing album information. The WEA package is different from the PolyGram and CBS configurations and likely to cause a few display problems for retailers.

All but two of the initial shipment are pop titles, as recent as the latest Eric Clapton and Laura Branigan albums and dating back to "Led Zeppelin IV." The two non-pop titles are from the Nonesuch classical label. The product will be imported from West Germany.

PolyGram plans to issue about 150 CD titles shortly. CBS now has more than 30 on the market. "It

won't take us long to reach the PolyGram level," Cooke says.

Although WEA is not selling CDs in prepacks, as PolyGram is doing in Canada, it is encouraging retailers to take stock of at least one of each 31 releases. "At this point, there should be a demand for what we're putting out. There's a pretty good sampling of some of the best of our repertoire," says Cooke.

RCA is issuing 19 classical titles, while A&M has indicated it will launch its CD campaign next month with five pop titles. At this point the only two major labels here that have not announced CD campaigns are Capitol and MCA.

Billboard Bows Sales Charts

• Continued from page 3

published each week for the last six months in The Record, is similar to British listings in reflecting actual sales drops of out-of-stock releases. The Toronto, Edmonton and Montreal accounts are accorded greater weight in the chart, and Farrell says no cushioning is done to temper sharp falls or debut chart gains.

Billboard had been carrying a Canadian chart based on research by the Canadian Broadcasting Corp., but discontinued the listings earlier this year when funds for the chart were cut by the CBC.

Maple Briefs

Maple Briefs features short items on the Canadian music industry every other week. Items should be submitted to Kirk LaPointe, 107-420 Gloucester St., Ottawa, Ontario, K1R 7T7.

★ ★ ★

Pay-tv continues to shake out the stable from the not-so-stable. In June, the cultural C-Channel announced it would not stay on the air until July. First Choice has recently announced it will issue public shares to bring in new financing. TVEC has recently changed ownership to improve its position. C-Channel's facilities have been bought by Crossroads Christian Communications Inc., a religious group that wants to establish such a service as a specialty channel.

★ ★ ★

Criminal Code amendments making it illegal to tap into, alter or destroy a computer system will be introduced this fall, Justice Minister Mark MacGuigan says.

Canadian Radio-Television & Telecommunications Commission chairman John Meisel has issued as stern a denial as he ever gives through his office to a report that he has handed in his resignation, effective January. Meisel usually does not respond to such reports, but his office says he has become increasingly irked by rumors in recent months.

★ ★ ★

Two Canadians, Scott Paige and Fred Mandel, are being used by Supertramp in the group's first personal expansion on this current tour. The band, focus of a Martin Melhuish book to be issued later this fall, has now sold more than five million disks in Canada.

Doug Ackhurst is the new GM of CJCL Toronto, Telemedia Canada's flagship station. Robert Templeton replaces Ackhurst as VP and GM of Telemedia's seven other Ontario stations.

U.K., U.S. RECORDS GAIN ON CHARTS

Local Acts Slipping In Germany

By JIM SAMPSON

MUNICH—The so-called "new German wave" of rock music has virtually disappeared from the domestic sales charts, returning Anglo-American productions to market dominance. Major-record companies, noting higher profit margins on German productions, are promising strong new product and improved domestic chart shares this fall.

A comparison of the national Musikmarkt sales charts for Aug. 1 with the charts for the same period last year shows a radical drop in the domestic share of the singles chart, from 56% of the top 30 to the current 10%. During the same period, the Anglo-American slice has widened from 26% to 70%. The remainder of titles on the chart are from such countries as Austria, Holland, Italy and Australia.

On the album side, at this time last year, three domestic productions

K-tel Italy Planning Big Mail Order Push

MILAN—K-tel Italy is moving into the little-used mail order sales sector here with multimedia advertising to promote its 20-LP classical series "Incontri Musicali," which is set for September release.

Promotion includes extensive advertising on the Retequattro television network and in the mass circulation magazine Sorrisi e Canzoni. The LPs are priced at \$5.90, plus postage, and retail in stores at the same price.

B'cast Union Pushing For Single Satellite Standard

GENEVA—The European Broadcasting Union (EBU) plans to "use all the means at its disposal" to implement the adoption of a single standard, the C-MAC/packet system, for direct satellite broadcasting in Europe.

The group points out that several db satellites will be put into service in 1985 and the following years. "These are designed to give complete coverage of the countries in which the broadcasters are situated, but through recent progress in receiver technology it will also be possible to receive their transmissions well beyond the corresponding national frontiers," EBU says. "Therefore, the total number of programs available to European television viewers will increase substantially."

EBU sees this action as an ideal opportunity to eliminate the present diversity of television transmissions standards in Europe and "make a leap forward in technology."

Among the aims of single standard acceptance are improved television picture quality; better sound through introduction of digital coding techniques; and increase of number of sound signals transmitted in association with the picture, so permitting stereo, television accompanied by sound in several different languages, and high-quality radio programs completely independent of the picture.

EBU says the move will also increase capacity available for data broadcasting services and enable the satellite channel to be used flexibly, thus making possible the subsequent

were in the top 10. But on Aug. 1, there was only one German LP in the German top 10: Nena's 1982 debut album on CBS, at number 6. German albums corner only 10% of the current top 30 (compared to 23% last year), while Anglo-American musicians enjoy a 76% share (63% last August).

German authors and publishers have frequently pointed to international domination of local radio airplay as a reason behind poor sales of German-language recordings. However, analysis of major station airplay by the media-control computers in Baden-Baden shows 15 domestic productions among the 30 most played singles on German radio.

"What we're experiencing is a normalization process," says CBS label director Jochen Leuschner. "The German market usually overreacts to a trend. The 'new German wave' was built way up, and now it has come to a halt. A 10% domestic share is too little, but the 40% share of several months ago also does not reflect German tastes. One third German, one third international is about right."

At EMI's central European headquarters in Cologne, Wilfried Jung calls the current poor domestic chart showing a "temporary phenomenon," adding: "We can't profitably live with a very high Anglo-American share; it's simply too expensive. The English and Americans are developing more suitable product for Europe, and for Germany in particular. But there are strong domestic releases coming up. We expect a much stronger local share for this

fall and winter."

Friedel Schmidt, managing director of Ariola Germany, agrees that domestic productions should rebound later this year. "It will not be just rock bands, not the old Schlager sound, but young melodic pop singers like Roland Kaiser and Andy Borg. At the moment, there are few such releases on the market, and the international offering is especially strong," says Schmidt.

One thing the slipping local share does not reflect, according to all three executives, is a cutback in domestic a&r commitment. Says Leuschner: "It's true, there is less money available today. But you can't touch your a&r budget. That's the only way to assure your future in the coming months and years."

But with fewer and fewer new releases, and continuing international release commitments, domestic artists are finding it harder to win a recording contract. At CBS, Leuschner admits releasing "much less" this year. "We must concentrate our available financial resources on fewer releases, and give those releases full marketing support," he says.

Italian Label In Distrib Switch

• Continued from page 9

Under the new deal, Dischi Ricordi will use Fonit Cetra pressing facilities for an as-yet-unspecified slice of its production commitment, and Fonit Cetra will exclusively license Ricordi's classical line for export.

Fonit Cetra's decision to abandon its own distribution is seen as a rational move to cut out unprofitable areas of expense. Whereas the state had, over the years, financed public services as a priority over profit areas, the worsening economy has finally bitten into the record company division.

But the future status of Fonit Cetra has been made more controversial by the signing of a contract with the independent Baby Records, founded here and headed by Freddy Naggiar, under which Baby will exclusively represent Fonit Cetra's international pop repertoire by acquiring it through license deals and then sub-licensing it to Fonit Cetra.

U.K. Budget Video Label Offering Titles At \$15

LONDON—A new budget video label, Neon, is offering a catalog of 50 feature films at a trade price of just under \$15. Neon claims the drastic price cut is "a revolutionary move which should send shock waves through the whole U.K. video software industry."

The catalog, the specific titles of which have not yet been published, consists of family-oriented material, including Westerns, comedies and thrillers, most of which have been previously marketed at trade prices of around \$45. The titles come in VHS and Beta formats, and dealers can purchase them only in packs of 100 tapes. The \$15 offer is available to just 1,000 dealers.

Says Ron Gale, Neon managing director: "We say this is the first true budget label in video, certainly the first to get under that 10-pound trade price barrier. Most companies

have tried budget material but haven't done too well. Most offer product to the trade at 14-20 pounds (\$21-\$30) and call it budget, but that's really a midprice classification. Our pricing enables the dealer to either sell to a customer at a realistic sale price or put it onto his normal racking and recoup his investment in less than 10 rentals of each film."

Gale, who was previously with Videofarm and earlier was national sales manager for Pye Records here, says the record business has a clear dividing line between full-price, midprice and budget, and that Neon is now defining a similar structure for video. "Most efforts to establish a sale market for video software didn't work because specialized midprice product was on offer. Our launch will be a full test of whether or not there is a retail market for video films," he says.

Billboard® Hits Of The World™

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BRITAIN

(Courtesy of Music & Video Week)
As of 8/6/83
SINGLES

This Week	Last Week	Singles
1	1	WHEREVER I LAY MY HAT, Paul Young, CBS
2	2	I.O.U., Freeez, Beggars Banquet
3	4	DOUBLE DUTCH, Malcolm McLaren, Charisma
4	3	WHO'S THAT GIRL?, Eurythmics, RCA
5	19	GIVE IT UP, KC & Sunshine Band, Epic
6	6	THE CROWN, Gary Byrd & GB Experience, Motown
7	8	WRAPPED AROUND YOUR FINGER, Police, A&M
8	10	CRUEL SUMMER, Bananarama, London
9	5	COME LIVE WITH ME, Heaven 17, B.E.F.
10	27	CLUB TROPICANA, Wham!, Inner Vision
11	12	ITS LATE, Shakin' Stevens, Epic
12	7	MOONLIGHT SHADOW, Mike Oldfield, Virgin
13	11	DO IT AGAIN, Club House, Island
14	15	DONT TRY TO STOP IT, Roman Holiday, Jive
15	31	BIG LOG, Robert Plant
16	26	EVERYTHING COUNTS, Depeche Mode, Mute
17	13	FLASHDANCE ...WHAT A FEELING, Irene Cara, Casablanca
18	16	THE WALK, Cure, Fiction
19	9	BABY JANE, Rod Stewart, Warner Bros.
20	29	RIGHT NOW, Creatures, Polydor
21	14	IT'S OVER, Funk Masters, Masterfunk
22	17	NEVER STOP, Echo & Bunnymen, Korova
23	25	THE FIRST PICTURE OF YOU, Lotus Eaters, Sylvan
24	NEW	I'M STILL STANDING, Elton John, Rocket
25	NEW	ROCK IT, Herbie Hancock, CBS
26	18	WAR BABY, Tom Robinson, Panic
27	34	FREAK, Bruce Foxton, Arista
28	30	EVERY DAY I WRITE THE BOOK, Elvis Costello, F-Beat
29	28	FEEL LIKE MAKING LOVE, George Benson, Warner Bros.
30	20	FORBIDDEN COLOURS, David Sylvian & Rielchi Sakamoto, Virgin
31	21	ALL NIGHT LONG, Mary Jane Girls, Motown
32	22	TANTALISE, Jimmy The Hoover, Inner Vision
33	38	GIVE IT SOME EMOTION, Tracie, Respond
34	NEW	LOVE BLONDE, Kim Wilde, Rak
35	33	WATCHING, Thompson Twins, Arista
36	23	ROCK 'N' ROLL IS KING, Electric Light Orchestra, Jet
37	NEW	WAIT UNTIL TONIGHT, Galaxy featuring Phil Fearon, Ensign
38	NEW	THE SUN GOES DOWN, Level 42, Polydor
39	24	THE TROOPER, Iron Maiden, EMI
40	NEW	WATCHING YOU WATCHING ME, David Grant, Chrysalis

ALBUMS

This Week	Last Week	Albums
1	5	THE VERY BEST OF THE BEACH BOYS, Capitol
2	10	18 GREATEST HITS, Michael Jackson, Telstar
3	6	NO PARLEZI, Paul Young, CBS
4	NEW	THE CROSSING, Big Country, Mercury
5	1	YOU AND ME BOTH, Yazoo, Mute
6	2	THRILLER, Michael Jackson, Epic
7	4	FANTASTIC, Wham!, Inner Vision
8	3	SYNCHRONICITY, Police, A&M
9	7	THE LOOK, Shalamar, Solar
10	9	THE LUXURY GAP, Heaven 17, B.E.F.
11	13	THE PRINCIPLE OF MOMENTS, Robert Plant
12	17	HITS ON FIRE, Various, Ronco
13	8	JULIO, Julio Iglesias, CBS
14	11	CRISES, Mike Oldfield, Virgin
15	12	LET'S DANCE, David Bowie, EMI
16	15	IN YOUR EYES, George Benson, Warner Bros.
17	14	FLASHDANCE, Original Soundtrack, Casablanca
18	18	SWEET DREAMS, Eurythmics, RCA
19	16	BODY WISHES, Rod Stewart, Warner Bros.
20	21	TRUE, Spandau Ballet, Chrysalis
21	20	TOO LOW FOR ZERO, Elton John, Rocket
22	23	PIECE OF MIND, Iron Maiden, EMI
23	25	RIO, Duran Duran, EMI
24	19	BURNING FROM THE INSIDE, Bauhaus, Beggars Banquet
25	24	DUCK ROCK, Malcolm McLaren, Charisma
26	22	SECRET MESSAGES, Electric Light Orchestra, Jet
27	35	PRIVATE COLLECTION, Jon & Vangella, Polydor
28	30	THE HURTING, Tears For Fears, Mercury
29	27	WAR, U2, Island
30	31	QUICK STEP & SIDE KICK, Thompson Twins, Arista
31	26	CARGO, Men At Work, Epic
32	29	TWICE AS KOOL, Kool & Gang, De-Lite
33	28	LOVERS ONLY, Various, Ronco
34	34	SONGS, Kids From Fame, RCA
35	32	OIL ON CANVAS, Japan, Virgin
36	NEW	THE RISE AND FALL OF ZIGGY STARDUST, David Bowie, RCA International

37	NEW	WHITE FEATHERS, Kajagoogoo, EMI
38	NEW	HUNKY DORY, David Bowie, RCA International
39	38	BAT OUT OF HELL, Meat Loaf, Epic
40	33	FASTER THAN THE SPEED OF NIGHT, Bonnie Tyler, CBS

CANADA

(Courtesy of The Record)
As of 8/8/83
SINGLES

This Week	Last Week	Singles
1	2	EVERY BREATH YOU TAKE, Police, A&M
2	3	TOTAL ECLIPSE OF THE HEART, Bonnie Tyler, CBS
3	1	ELECTRIC AVENUE, Eddy Grant, CBS
4	4	FLASHDANCE ... WHAT A FEELING, Irene Cara, PolyGram
5	5	OUR HOUSE, Madness, WEA
6	6	COME DANCING, The Kinks, PolyGram
7	7	NEVER GONNA LET YOU GO, Sergio Mendez, A&M
8	8	BABY JANE, Rod Stewart, WEA
9	9	SHE WORKS HARD FOR THE MONEY, Donna Summer, PolyGram
10	10	CHINA GIRL, David Bowie, Capitol
11	11	1999, Prince, WEA
12	12	ROCK 'N' ROLL IS KING, ELO, CBS
13	19	SWEET DREAMS, Eurythmics, RCA
14	14	HOT GIRLS IN LOVE, Lover Boy, CBS
15	15	IS THERE SOMETHING I SHOULD KNOW, Duran Duran, Capitol
16	25	I'LL TUMBLE 4 YA, Culture Club, PolyGram
17	22	STAND BACK, Stevie Nicks, WEA
18	NEW	MANIAC, Michael Sembello, PolyGram
19	17	WANNA BE STARTIN' SOMETHING, Michael Jackson, CBS
20	20	CHANGE, Tears For Fears, PolyGram

ALBUMS

This Week	Last Week	Albums
1	1	SYNCHRONICITY, Police, A&M
2	2	THRILLER, Michael Jackson, CBS
3	3	LET'S DANCE, David Bowie, Capitol
4	4	FLASHDANCE, Soundtrack, PolyGram
5	5	PYROMANIA, Def Leppard, PolyGram
6	8	KEEP IT UP, Lover Boy, CBS
7	6	KILLER ON THE RAMPAGE, Eddy Grant, CBS
8	7	CARGO, Men At Work, CBS
9	10	BILLY IDOL, Billy Idol, Capitol
10	11	REACH THE BEACH, The Fix, MCA
11	9	THE WILD HEART, Stevie Nicks, WEA
12	12	BODY WISHES, Rod Stewart, WEA
13	20	FASTER THAN THE SPEED OF NIGHT, Bonnie Tyler, CBS
14	21	STAYING ALIVE, Soundtrack, PolyGram
15	14	STATE OF CONFUSION, The Kinks, PolyGram
16	15	TOW LOW FOR ZERO, Elton John, WEA
17	18	PLAYS LIVE, Peter Gabriel, WEA
18	13	AFTER EIGHT, Taco, RCA
19	19	THE PRINCIPLE OF MOMENTS, Robert Plant, WEA
20	25	THE HURTING, Tears For Fears, PolyGram

WEST GERMANY

(Courtesy Der Musikmarkt)
As of 8/8/83
SINGLES

This Week	Last Week	Singles
1	2	COCO, Doef, WEA
2	1	BABY JANE, Rod Stewart, Warner Bros., WEA
3	3	MOONLIGHT SHADOW, Mike Oldfield, Virgin/Ariola
4	4	AFRICA, Rose Laurens, WEA
5	5	JULIET, Robin Gibb, Polydor/DGG
6	9	COMMENT CA VA, Shorts, EMI
7	7	FLASHDANCE, Irene Cara, Casablanca/Phonogram
8	8	EVERY BREATH YOU TAKE, Police, A&M/CBS
9	6	BLUE MONDAY, New Order, Rough Trade
10	10	CHINA GIRL, David Bowie, EMI
11	15	LIVING ON VIDEO, Trans-X, Polydor/DGG
12	11	BESUCHEN SIE EUROPA, Gier Sturzflug, Ariola
13	12	ANOTHER LIFE, Kano, Teldec
14	13	BAD BOYS, Wham, Epic/CBS
15	14	DIE WUESTE LEBT, Peter Schilling, WEA
16	17	WANNA BE STARTIN' SOMETHING, Michael Jackson, Epic/CBS
17	19	SHE WORKS HARD FOR THE MONEY, Donna Summer, Mercury/Phonogram
18	24	NEW YORK NEW YORK, Grandmaster Flash, Sugarhill
19	NEW	IT'S A MISTAKE, Men At Work, CBS
20	NEW	LOVE TOWN, Booker Newberry III, Boardwalk
21	NEW	I.O.U., Freeez, Virgin

22	30	NEUE MAENNER BRAUCHT DAS LAND, Ina Deter, Fontana International
23	18	TRUE, Spandau Ballet, Chrysalis/Ariola
24	25	LET'S DANCE, David Bowie, EMI
25	20	BEAT IT, Michael Jackson, Epic/CBS
26	16	SWEET DREAMS ARE MADE OF THIS, Eurythmics, RCA
27	21	ROCK 'N' ROLL IS KING, ELO, Jet/CBS
28	26	NOBODY'S DIARY, Yazoo, Mute/Intercord
29	22	THE HEAT IS ON, Agnetha Faeltskog, Polydor/DGG
30	NEW	PACK JAM, Jonzum Crew, Metronome

ALBUMS

This Week	Last Week	Albums
1	1	CRISES, Mike Oldfield, Virgin/Ariola
2	2	BODY WISHES, Rod Stewart, Warner Bros./WEA
3	3	THRILLER, Michael Jackson, Epic/CBS
4	5	SYNCHRONICITY, Police, A&M/CBS
5	4	LET'S DANCE, David Bowie, EMI
6	6	NENA, CBS
7	9	FANTASTIC, Wham!, Epic/CBS
8	8	CARGO, Men At Work, CBS
9	11	HOW OLD ARE YOU?, Robin Gibb, Polydor/DGG
10	10	RING OF CHANGES, Barclay James Harvest, Polydor/DGG
11	7	SECRET MESSAGES, ELO, Jet/CBS
12	12	TRUE, Spandau Ballet, Chrysalis/Ariola
13	NEW	NEUE MAENNER BRAUCHT DAS LAND, Ina Deter Band, Fontana
14	14	SWEET DREAMS ARE MADE OF THIS, Eurythmics, RCA
15	20	HEISSE ZEITEN, Geier Sturzflug, Ariola
16	NEW	DOEF, WEA
17	NEW	SPEAKING IN TONGUES, Talking Heads, WEA
18	19	PIECE OF MIND, Iron Maiden, EMI
19	15	BUSINESS AS USUAL, Men At Work, CBS
20	18	THE LUXURY GAP, Heaven 17, Virgin/Ariola

JAPAN

(Courtesy Music Labo)
As of 8/8/83
SINGLES

This Week	Last Week	Singles
1	2	TAMEIKI ROCKABILLY, Masahiko Kondo, RVC/Johanny's
2	1	TANTEI MONOGATARI, Hiroko Yakushimaru, Toshiba-EMI/Variety
3	3	TOKIO KAKERU SHOUJO, Tomoyo Harada, Canyon/Variety
4	12	FLASHDANCE, Irene Cara, Polystar/Intersong-Nichion
5	5	HATSUKOI, Kozo Murashita, CBS-Sony/April
6	NEW	HANBUN SHOUJO, Kyoko Koizumi, Victor/Burning
7	6	KANASHII IROYANE, Masaki Ueda, CBS-Sony/Kitty
8	NEW	OMAENI PITA, Yokohama Ginbae, King/Crazy Rider-Lollipop
9	NEW	GLASS NO RINGO, Seiko Matsuda, CBS-Sony/Sun
10	4	NATSUMOYOU, Yoshie Kashiwabara, Nippon Phonogram/Dream
11	11	ESCALATION, Naoko Kawai, Nippon Columbia/Geiel
12	10	BOKU WARACCHAIMASU, Shingo Kazami, For Life/Undecided
13	8	AOI NATSUNO EPILOGUE, Chieme Horii, Canyon/Top
14	9	NAGISANO LION, You Hayami, Taurus/Sun-JCM
15	NEW	KAGEKINA SHUKUJO, YMO, Alfa/1980-Yano
16	15	NANIWA KOISHIGURE, Harumi Miyako & Chiaki Oka, Nippon Columbia/Columbia-Sun
17	7	TWILIGHT, Akina Nakamori, Warner-Pioneer/Nichion-NTV
18	NEW	OMOIDEGA IPPAI, H20, Kitty
19	NEW	SUMMER SUSPICION, Kiyotaka Sugiyama & Omega Tribe, Vap/Nichion-NTV
20	14	YAGIRINO WATASHI, Takashi Hosokawa, Nippon Columbia/Columbia-Burning

ALBUMS

This Week	Last Week	Albums
1	1	KIREI, Southern All Stars, Victor
2	4	FLASHDANCE, Soundtrack, Polystar
3	NEW	I AM A MODEL, Eikichi Yazawa, Warner-Pioneer
4	NEW	NAMINI KIETA LOVE STORY, Toshihiko Tahara, Canyon
5	9	TANTEI MONOGATARI, Soundtrack, Toshiba-EMI
6	2	MELODIES, TATSURO Yamashita, Moon
7	NEW	GOLD, Kai Band, Toshiba-EMI
8	NEW	IT'S A BEAUTIFUL DAY, Naoko Kawai, Nippon Columbia
9	NEW	SOPHIA, Kumiko Yamashita, Nippon Columbia
10	11	AFTER MIDNIGHT, Masaki Ueda, CBS-Sony
11	7	TOKIO KAKERU SHOUJO, Soundtrack, Canyon
12	8	THRILLER, Michael Jackson, Epic-Sony
13	NEW	ORDINARY, Takao Kisugi, Kitty

14	3	BREEZING, Kyoko Koizumi, Victor
15	6	UTOPIA, Seiko Matsuda, CBS-Sony
16	NEW	KOINO SMASH HIT, Junko Yagami, Discmate
17	12	WHITE FEATHERS, Kajagoogoo, Toshiba-EMI
18	5	PREMERIA NO DENSETSU, Soundtrack, CBS/Sony
19	16	SYNCHRONICITY, Police, Alfa
20	10	NATSU ZOKKON, Shibugakitai, CBS/Sony

AUSTRALIA

(Courtesy Kent Music Report)
As of 8/8/83
SINGLES

This Week	Last Week	Singles
1	1	FLASHDANCE, Irene Cara, Casablanca
2	2	EVERY BREATH YOU TAKE, Police, A&M
3	3	ELECTRIC AVENUE, Eddy Grant, Ice
4	11	AUSTRALIANA, Austen Tayshus, Regular
5	4	CHURCH OF THE POISON MIND, Culture Club, Virgin
6	7	SEND ME AN ANGEL, Real Life, Wheatley
7	6	I'M STILL STANDING, Elton John, Rocket
8	8	FRACTION TOO MUCH, Mushroom, Tim Finn
9	12	BAD BOYS, Wham!, Epic
10	5	TOTAL ECLIPSE OF THE HEART, Bonnie Tyler, CBS
11	15	(KEEP FEELING) FASCINATION, Human League, Virgin
12	14	SHINY SHINY, Hayal Fantasyze, Regard
13	16	SHE WORKS HARD FOR THE MONEY, Donna Summer, Mercury
14	9	SWEET DREAMS, Eurythmics, RCA
15	10	BABY JANE, Rod Stewart, Warner Bros.
16	13	BLUE MONDAY, New Order, Factory
17	NEW	CANDY GIRL, New Edition, London
18	19	BUFFALO SOLDIER, Bob Marley & Wailers, Island
19	NEW	ROCK 'N' ROLL IS KING, E.L.O., Jet
20	17	LITTLE RED CORVETTE, Prince, Warner Bros.

ALBUMS

This Week	Last Week	Albums
1	1	KEEP ON DANCING, Various, EMI
2	2	SYNCHRONICITY, Police, A&M
3	3	FLASHDANCE, Original Soundtrack, Casablanca
4	5	TOO LOW FOR ZERO, Elton John, Rocket
5	4	THRILLER, Michael Jackson, Epic
6	9	FANTASTIC, Wham!, Epic
7	6	SWEET DREAMS, Eurythmics, RCA
8	12	WOMEN OF ROCK, Various, K-tel
9	NEW	HEAVY, Various, K-tel
10	8	THE WILD HEART, Stevie Nicks, WEA
11	14	CONFRONTATION, Bob Marley & Wailers, Island
12	NEW	TRUE, Spandau Ballet, Chrysalis
13	10	ESCAPADE, Tim Finn, Mushroom
14	7	FASTER THAN THE SPEED OF NIGHT, Bonnie Tyler, CBS
15	13	PAN FLUTE GOLDEN HITS, Various, J&B
16	20	THE KEY, Joan Armatrading, A&M
17	16	LET'S DANCE, David Bowie, EMI
18	18	CAUGHT IN THE ACT, Redgum, Epic
19	15	GREATEST HITS OF ROCK 'N' ROLL, Various, Music World
20	11	THE NUMBER ONES, Beatles, Parlophone

ITALY

(Courtesy Germano Ruscitto)
As of 7/30/83
SINGLES

This Week	Last Week	Singles
1	4	VAMOS ALLA PLAJA, Rigelra, Int/CGD-MM
2	6	SPIAGGE, Renato Zero, RCA
3	3	I LIKE CHOPIN, Gazebo, Baby/CGD-MM
4	NEW	JULIET, Robin Gibb, PolyGram
5	12	NELL'ARIA, Marcella, CBS
6	7	AMORE DISPERATO, Nada, EMI
7	13	SUNSHINE REGGAE, Laid Back, Atlas
8	1	BILLY JEAN, Michael Jackson, CBS
9	5	DO YOU REALLY WANT..., Culture Club, Virgin
10	8	YOU DON'T HAVE TO SAY, Wall Street Crash, Panarecord
11	9	NON SIAMO SOLI, Miguel Bose, CBS
12	17	EVERY BREATH YOU TAKE, Police, A&M
13	14	LOOKING AT MIDNIGHT, Imagination, Panarecord
14	10	LET'S DANCE, David Bowie, RCA
15	NEW	CHURCH OF THE POISONED MIND, Culture Club, Virgin/Ricordi
16	19	HO TE, Rettore, CGD/MM
17	11	NELL'ARIA C'E, Umberto Tozzi, CGD-MM

18	NEW	TROPICANA, Gruppo Italiano, Ricordi
19	NEW	NOT THE LOVING KIND, Twins, Fonit Cetra
20	NEW	ROCK 'N' ROLLING, Scialpi, RCA

NETHERLANDS

(Courtesy Stichting Nederlandse Top 40)
As of 8/6/83
SINGLES

This Week	Last Week	Singles
1	1	WANNA BE STARTIN' SOMETHIN', Michael Jackson, Epic
2	9	RONDO RUSSO, Biedien Stenberg, Philips
3	3	THE MAN MOUNTAIN, Bow Wow Wow, RCA
4	4	MOONLIGHT SHADOW, Mike Oldfield, Virgin
5	2	THE STAR SISTERS, Stars On 45, CNR
6	10	I.O.U., Freeez, Virgin
7	7	THEY ALL WENT TO MEXICO, Carlos Santana, CBS
8	5	LOVE COME DOWN, Barry Biggs, Dance
9	NEW	WRAP YOUR ARMS AROUND ME, Agnetha Faeltskog, Polydor
10	NEW	ANNABEL, Hans de Boel, CNR

ALBUMS

This Week	Last Week	Albums
1	1	THRILLER, Michael Jackson, Epic
2	2	TONIGHT AT 20.00 HRS, Star Sisters, CNR
3	4	CRISES, Mike Oldfield, Virgin
4	3	LET'S D



DAVID BOWIE—Golden Years, RCA AFL11-4792. Various producers. Bowie's former label responds to his first tour in five years with an unapologetic sampler designed to cash in on the superstar's new media zenith. With numerous anthologies already in the catalogue, the tour tie-in is underlined by its own sticker, but the material—including hits like "Fashion," "Ashes To Ashes" and the title track, along with reactivated album tracks like "Scary Monsters" and "Wild Is The Wind"—is certainly worthy. Shrewdly aimed at a new generation of fans now discovering Bowie, the package should prove a natural at retail.

BETTE MIDLER—No Frills, Atlantic 80070. Produced by Chuck Plotkin. A rejuvenated Midler ends her extended hiatus from recording with the rock album fans and critics have long hoped she'd deliver. Title to the contrary, the music is anything but generic rock, although there are moments (notably "Is It Love," the opener) where she leans more toward techno-pop than may be needed. But songs by Marshall Crenshaw, Moon Martin and the Stones, whose "Beast Of Burden" as covered here has proven a Midler concert favorite, provide a solid foundation. Two softer pop contenders, "All I Need To Know" and "Heart Over Head," augur singles action as well.

THE TOM TOM CLUB—Close To The Bone, Sire 23916. Produced by Chris Frantz, Tina Weymouth, Steven Stanley. Second album from the Talking Heads splinter group tackles more of the same island rhythms while shifting to softer shades of rock. "Pleasure Of Love," "On The Line Again" and "Bamboo Town," the sleeper here, still sway to the same highly danceable, delirious beat, but the sweeter sounds of the Weymouths replace the sock—and the result will probably be solid commercial success.

NEIL YOUNG/NEIL & THE SHOCKING PINKS—Everybody's Rockin, Geffen GHS 4013 (Warner Bros.). Produced by Elliot Mazer & Neil Young. Young follows the high-tech electronics of last year's "Trans" with a valentine to '50s rock'n'roll that's musically more convincing and commercially just as astute, given rockabilly's renewed stock. The band is essentially the same he's worked with throughout the '70s, despite the wry name change, and the program is studied with spirited covers, but the standouts are new Young songs cut to classic rock lines, notably "Payola Blues" and "Cry, Cry, Cry."



JEAN-LUC PONTY—Individual Choice, Atlantic 80098. Produced by Jean-Luc Ponty. Fusion's top fiddle further broadens his use of synthesizers, tapping a possible bridge to techno-pop aficionados without diluting his existing audience. That slant is at its most striking on "Computer Incantations For World Peace" and "Eulogy To Oscar Romero," but the entire program pulses with moody electronics. Guests include George Duke and guitarist Allan Holdsworth.

HIROSHIMA—Third Generation, Epic FE 38708. Produced by Dan Kuramoto. A revitalized Hiroshima returns for its third LP two years since their last, and it was well worth the wait, as saxophonist/flautist/songwriter/producer Kuramoto stirs up a whirlwind of fiery fusion that cools and refreshes. Though primarily an instrumental ensemble, Teri Kusumoto's vocals create a necessary balance, while Peter Hata on guitars and June Kuramoto on koto drive the action on the rising black single "San Say" and "We Are." The group defies labels, playing the spectrum from rock to AC, and playing it brilliantly.



TIM FINN—Escapade, A&M SP-4972. Produced by Ricky Fataar & Mark Moffatt. This solo debut for the Split Enz co-founder and chief songwriter proves disciplined, not indulgent. Cohering around Finn's most straightforward pop songs yet, with the arrangements largely sidestepping the more colorful avant-rock flourishes of Finn's usual partners to wield a crisper, rhythmic pop style, it's an album that could easily win new soft rock and even AC fans for its author's sly but winsome songs without souring Enz fans.

WILL POWERS—Dancing For Mental Health, Island 7-90102-1 (Atco). Produced by Lynn Goldsmith. This is a thoroughly engaging album of dance pop ditties filled with constructive advice on such themes as "Kissing With Confidence" and "Adventures In Success." The songs were written by photographer-turned-producer Goldsmith in league with such names as Sting, Steve Winwood, Nile Rodgers, Todd Rundgren and Jacob Brackman, latter best known for his work with Carly Simon. Simon is one of many "Will Powers Supporters" who guest on the album, which should serve as subtle comic relief both on the dance floor and at rock radio.

BIG COUNTRY—The Crossing, Mercury MERS 27. Produced by Steve Lillywhite. Like U2, Big Country plays dense and textured rock that is somewhere between the old mainstream and the new wave. The music this four man band plays is mostly guitar oriented, though two of the band members play something called the E-Bow. And with three singers plus additional vocals by Christine Beveridge, there is lots of vocal harmonizing. The songs, meanwhile, should do well on new AOR formats.

MOVING HEARTS—Dark End Of The Street, WEA International WEA 1802 (JEM). No producer listed. This is the second WEA/JEM release of acts signed by WEA abroad which JEM will, at least initially, release here. This act is signed to WEA Records Ireland, and though the instrumentation and many of the arrangements are contemporary rock, the inspiration and the melodies definitely come from the Irish folk tradition. But whatever the source, the playing by this seven-man group is always tasty and musical.



THE CURE—The Walk, Sire Records 23928-1. Produced by Steve Nye & Chris Parry. If the cure didn't exist, college radio would have to invent it. It's the perfect band for the medium: too rough for commercial radio (but getting there), full of obscure pain and fury. And yet there is a plaintive quality about them as well, suggesting misunderstood, thoughtful young rebels, with a beat.

ORIGINAL SOUNDTRACK—Stroker Ace, MCA 360003. Various producers. This five-cut EP from the Burt Reynolds/Loni Anderson movie offers three highly-programmable cuts: "What Have We Got To Lose" by Larry Gatlin, "I Feel A Heartache Comin' On" by Terri Gibbs, and "Southern Loving" by Marshall Tucker Band. The Al Capps instrumental, "On The Road," bears a strong resemblance to Jerry Reed's "Eastbound And Down" from "Smokey and the Bandit."



pop

KILLING JOKE—Fire Dances, Editions E.G. Records EGMD 5 (JEM). Produced by Killing Joke. "Killing Joke are concerned to present a music which is void of frills and decoration, seeking a rhythmic noise that can bypass the rationality of intellect and strike a deeper nerve of primal innocence within the listener," says a press release describing this new LP. And it's pretty close to the mark. Killing Joke is primal, sometimes harsh, never very accessible, but very effective on a visceral level.

CLARENCE GATEMOUTH BROWN—One More Mile, Rounder 2034. Produced by Scott Billington, Clarence Brown, Jim Bateman. Grammy-winner Brown once more strains available pigeonholes with his own "Texas swing," an amalgam of country, blues and big band jazz allowing this veteran eclectic to flex his guitar, violin and vocals handsomely. Flashes of Cajun and bebop complete a gumbo as easy to enjoy as it is tough to categorize.

ORIGINAL 1983 BROADWAY CAST—On Your Toes—Polydor 813 667-1 Y-1. Produced by Norman Newell. The 1936 George Balanchine-choreographed Rodgers & Hart classic is a hit in revival and here are the aural reasons why: great performances—including Hans Spialek's original orchestrations—of a dandy R&H score, including "Slaughter On 10th Avenue" and, for the first time on recordings, the satirical "La Princesse Zenobia" ballet. A true they-don't-make-musicals-like-this-anymore delight.

BAD BRAINS—Rock For Light, PVC Records (JEM). 8907. Produced by Ric Ocasek. For those who are not familiar with the Bad Brains, this is a very unusual band. It's the world's first and only black hard core punk/reggae band. Which is to say this four man band plays straight-edged, hardcore punk as well as any, then turns around and plays some righteous reggae. Now if they could only figure out a way of combining the two within one song.

BOBBY FULLER—The Bobby Fuller Tapes, Vol. 1. Rhino RMLP 057. Produced by Bobby Fuller & Rick Stone. Best known as the writer of "I Fought The Law," Bobby Fuller died in 1965 under still mysterious circumstances. But about 100 hours of his tapes still exist, most never before released. Rhino has their tapes and plans to release a series of LPs from them; finally giving one of the forgotten pioneers of rock'n'roll his due.

STEVE ALLEN'S FUNNY FONE CALLS/STEVE ALLEN'S MORE FUNNY FONE CALLS—Casablanca 811 366-1 M-1 & 811 367-1 M-1. No producer listed. A re-issue (Dot was the original label) of an early '60s Steve Allen video feature that varies in humor, but is often hilarious. Format was a phone call to an unsuspecting person, with Allen and a bevy of personalities (e.g. Jerry Lewis, Mel Brooks, Jack Lemmon, Johnny Carson) taking part. Both sets, marketed individually, have a special low price.

THE THREE STOOGES—Madcap Musical Nonsense, Rhino Records RNL P 808. Produced by Bill Buchanan & Dick Cells. The Three Stooges' comedy was the antithesis of sophistication and a classic by the three veteran slapstick comics is also at the nursery rhyme, level. But this picture disk is also a bit more gentle than was usually the case. It's not until the third song that we hear the expected whack of flesh against flesh.

THE WEDGE—Surf Party '83, Rhino Records RNL P 098. Produced by Johnny Baltimore & Joe Romano. The classic sound of Southern California surf and sand music is kept alive and well by the Wedges, who take a healthy and fun attitude toward parties and good love at the beach. The band comes across a bit like a West Coast Blotto, but why not? The surf version of "Let's Get Physical" is a real gas.

DAVE DAVIES—Chosen People, Warner Bros. 9-23917-1. Produced by Dave Davies. Davies produced, wrote and arranged this album on leave from the Kinks. And several of the key cuts, including "Charity" and "Danger Zone," have the punchy Kinks pop/rock sensibility. The Arista group is coming off its all-time biggest hit in "Come Dancing."

black

THE LEGENDARY BLUES BAND—Red Hot 'n' Blue, Rounder Records 2035. Produced by Jerry Portnoy. Fans of the "blue wave" will appreciate the Chicago roots music of the Legendary Blues Band, whose contemporary brand of traditional r&b is a favorite on the club circuit travelled by the Night-hawks and Roomful of Blues. "Money" has a strong AOR sound, while fans-of-pianist Pinetop Perkins, the longtime Muddy Waters associate, will love his vocal on Tommy Tucker's "High Heel Sneakers."

J.B. HUTTO & THE NEW HAWKS—Slideslinger, Varrick Records 003 (Rounder). Produced by Disques Black And Blue SARL. George Thorogood has never made any bones about his indebtedness to such slide masters as Elmore James and the late Joseph Benjamin Hutto, whose deep soul blues singing on "Angel Face" and "Lone Wolf" here take a back seat to no one.

VARIOUS ARTISTS—Tidal Wave—Unicorn Records UNIC-9510. Produced by White Buffalo Multimedia. This battle of reggae rappers Bobby Culture, Louie Rankin, Nicodemus and Brimstone & Fire is an authentic taste of the Jamaican dance hall experience. They word-sling about love, politics and reefer with varying degrees of invention and intensity, but the bouncy rhythm tracks are sure to get one dancing. 1454 5th St., Santa Monica, Calif. 90401; (213) 458-1661.

JIMMY CASTOR—The Return Of Leroy, Dream DA-6001 (RCA). Various producers. Salsoul revives its once-pop Dream label via soulful sax man Castor, who extends his "Leroy" trademark with "The Return Of Leroy," a rhythmic, Caribbean-flavored exercise, and who offers his characteristic humor on "Tellin' On The Devil," a horn-filled novelty. This five-tracker is an addition to distributor RCA's \$5.98 line for developing acts.

ATTITUDE—Pump The Nation, RFC 80096-1 (Atlantic). Produced by David Frank, Mic Murphy. Producers Frank and Murphy extend the sound of The System (keyboard-dominated electro-funk) to this urban trio, exemplified by the chant-filled "We Got The Juice" and "Love Me Tonight." Later is Attitude's current 12-inch. Also notable: "If You Could Read My Mind," a sensitive ballad.

country

JERRY WALLACE—The Golden Hits Of Jerry Wallace, Four Star 4SSP131. Produced by Joe E. Johnson. Wallace was a popular and significant country voice in the early-to-mid '70s, and these are the songs that made him that: "If You Leave Me Tonight I'll Cry," "My Wife's House," "In The Misty Moonlight" and "To Get To You," among others.

jazz

STEPHANE GRAPPELLI—Live At Carnegie Hall, Doctor Jazz FW 38727. Produced by Bob Thiele. This is a joyous recital by the greatest living jazz violinist, with unobtrusive but effective support from the Diz Disley Trio (two acoustic guitars and acoustic bass). Recorded in 1978 but not released until now, it has numerous highlights—among them a moving "As Time Goes By," a sprightly "Chattanooga Choo Choo" and an astonishing blues.

ERIC GALE—Island Breeze, Elektra/Musician 60198. Produced by Eric Gale. Gale's sinewy guitar style, as lyrical as it is toughly rooted in the blues, is framed with astute, cross-over-ready settings in this second label outing. Spanning breezy pop jazz, soft-focus funk and ballads, it's a program offering two Bob James originals, a slinky Joe Sample piece and two vocals featuring guest Sandy Barber.

GEORGE SHEARING/NANCY WILSON—Pausa PR9021. Produced by Dave Cavanaugh and Tom Morgan. Taped back in the 1960s for Capitol, this well-remembered LP offers the pianist and singer exhibiting their talents on 12 titles. Shearing's group comprises his piano and vibes, guitar, bass and drums, a slick, polished combo which frames Wilson's attractive pipes elegantly. She's particularly effective on "All Night Long" and "Born To Be Blue."

ROB WASSERMAN—Solo, Rounder 0179. Produced by David Grisman. Wasserman, best known as the bottom line in David Grisman's quartet and quintet work, defies expectations in a

solo acoustic bass recital that's anything but dour. His penchant for short, arresting original pieces is complemented by a virtuosic command of shadings and intonations reaching well beyond the bass' usual boundaries.

LENNIE TRISTANO—New York Improvisations, Elektra/Musician 60264. Produced by Bruce Lundvall. The late pianist's vivid, bop-inflected attack is captured in an especially intimate trio vein, thanks to the informally recorded but cleanly rendered tapes made in Tristano's Manhattan studio. The program builds from both pop classics and originals, with the playing involving throughout.

FREE FLIGHT—Soaring, Palo Alto PA8050. Produced by Free Flight and Bones Howe. This L.A. foursome, with Jim Walker, Milcho Leviev, Ralph Humphrey and Jim Lacey, is about as contemporary as they come with Walker's flute of special interest. The album contains eight tracks, all unknown tunes but each with its own charm. Strong sales potential here.

BOOTS RANDOLPH & RICHIE COLE—Yakety Madness, Palo Alto PA8041. Produced by Richie Cole. Here's an incongruous collaboration. Randolph is globally known for his raucous golden bantam tenor sax. Cole is a modernist with his alto. Backed by three guitars, bass, piano and drums, they cavort through 12 cuts, including a 3:48 medley of southern songs, with good humor and abandon. One has to hear this odd recital to believe it. And it just might sell big.

LIONEL HAMPTON—Made In Japan, Glad-Hamp GHS 1023. Produced by Motohiko Takawa, Charlie Mack, Bill Titone. It's always good to have new recorded evidence of the Hampton Magic, and this particular edition of his big band, recorded in concert in Tokyo last year, is one of the better ones of recent years. Hampton's vibes dominate, of course, and he is as lively and melodic as ever. The material, including Thelonious Monk's "Evidence," is well chosen, and the playing by all hands is fine, although for some reason the best player in the band, tenor saxophonist Ricky Ford, gets only one solo.

MARVIN STAMM—Stampepe, Palo Alto PA8022. Produced by Jack Cortner. Stamm is a prominent L.A. trumpeter, but by performing only unknown melodies (by the producer and Chris Palmaro) he drastically limits the appeal of the album. Stamm has strong accompaniment in Ron Cuber, Lou Marini, Marcus Miller, Jim Pugh and others, and he shows exceptional command of his horn, but the LP might have been markedly stronger had he included a couple of standards and perhaps a pop tune or two. Notes are by Herb Wong.

DIANE SCHUUR—Pilot Of My Destiny, Music Is Medicine MIM9057. Produced by First American-M. Payne. Ten pleasantly listenable cuts are sung by this Tacoma lady, who also plays right nice piano with an eight-piece backup band. Standouts are "Life Goes On" and "In Your Own Sweet Way." The album boasts good graphics and notes by David Town.

JULIA LEE AND HER BOY FRIENDS—Pausa PR9020. Produced by Dave Dexter, Jr. For a quarter of a century, Lee ranked as the most popular female singer in the Kansas City area, and she sold a ton of records in the late 1940s. The 12 tunes she performs here are culled from her original Capitol masters with men like Benny Carter, Vic Dickenson, Baby Lovett and Red Callender providing superb accompaniment to Julia's voice and piano. Included are her old hits "King Size Papa," "Snatch & Grab It," and "You Ain't Got It No More."

gospel

DOYLE LAWSON AND QUICKSILVER—Heavenly Treasures, Sugar Hill SH3735. Produced by Doyle Lawson & Quicksilver. Here is a mixture of traditional bluegrass and traditional Southern gospel quartet singing. Both the harmonies and the instrumentation carry a pure old-time feeling about them, but the material is fresh and vivid.

SPOTLIGHT—Predicted to hit the top 10 on Billboard's Top LPs & Tape chart or to earn platinum certification. PICKS—Predicted to hit the top half of the chart in the format listed. RECOMMENDED—Predicted to hit the second half of the chart in the format listed; also, other albums of superior quality.

All albums commercially available in the U.S. are eligible for review. Reviews are coordinated by Sam Sutherland at Billboard, 9107 Wilshire Blvd., Beverly Hills, Calif. 90210 (telephone: 213-273 7040) and Roman Kozak at Billboard, 1515 Broadway, New York, N.Y. 10036 (telephone: 212-764 7346).

Pops To Hit Road With Mancini At Helm

LOS ANGELES—Henry Mancini is set to conduct the first nationwide tour of the Boston Pops. The series of 12 concerts, which is being presented by the brokerage firm E.F. Hutton, will run from Aug. 22 to Nov. 5.

The scheduled concerts at the Universal Amphitheatre in Los Angeles and the Concord Pavillion in the Bay Area will mark the first time the Boston Pops has performed on the West Coast in its 98-year history. Mancini has conducted the Pops four times in the past.

Market Quotations

As of closing, July 27, 1983

Annual High	Low	SECURITY	P-E	(Sales 100s)	High	Low	Close	Change
17%	3%	Altec Corporation	—	57	1%	1%	1%	Unch
69%	48%	ABC	10	235	58%	57%	57%	— 1/4
46%	30%	American Can	31	259	40%	40%	40%	— 3/4
17%	8%	Automatic Radio	9	34	11%	11%	11%	— 3/4
77%	55	CBS	12	388	68%	68	68	+ 1/2
65	16%	Coleco	9	2110	37%	35%	35%	— 3/4
9%	6%	Craig Corporation	—	3	8%	8%	8%	— 1/2
84%	60%	Disney, Walt	22	1658	65%	63%	64%	+ 3/4
6%	3%	Electrosound Group	—	32	5%	5%	5%	Unch
30%	16%	Gulf + Western	9	371	26%	26%	26%	+ 1/2
35%	18	Handleman	14	110	30%	29%	30	+ 1/4
11%	3%	Integrity Entertainment	29	131	10%	9%	9%	+ 1/4
12%	6	K-Tel	12	12	12%	12	12	— 1/4
74%	47%	Matsushita Electronics	16	112	66%	65%	66%	— 1/4
16%	8%	Mattel	—	1085	9%	9%	9%	Unch.
42%	16%	MCA	5	245	37%	37%	37%	— 1/4
90%	72%	3M	14	1519	80%	79%	79%	+ 1/4
148%	82	Motorola	29	886	137	135	135%	— 1/2
70%	47	No. American Phillips	10	70	62%	61%	62%	+ 1
15%	4	Orrox Corporation	—	41	5%	5	5	— 1/4
24%	18	Pioneer Electronics	—	16	21%	20%	20%	— 1/2
31%	13%	RCA	16	1837	27%	27%	27%	Unch.
16%	12%	Sony	33	1971	14%	13%	14	Unch.
34%	25%	Storer Broadcasting	—	318	31%	30%	30%	— 1/4
6%	2%	Superscope	—	33	5%	5%	5%	— 1/4
57	38	Taft Broadcasting	12	252	49%	48%	48%	— 1/4
35%	19%	Warner Communications	14	3160	22%	22	22%	— 3/4

OVER THE COUNTER	Sales	Bid	Ask	OVER THE COUNTER	Sales	Bid	Ask
ABKCO	—	1/2	1 1/4	Koss Corp.	300	6%	6%
Certron Corp.	12,800	3 1/4	3 3/4	Joseph Int'l	1100	16%	17
Data Packaging	1300	6 1/2	7	Recoton	1100	14%	14%
				Schwartz Bros.	—	2%	3%

Over-the-Counter prices shown may or may not represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation. The above information contributed to Billboard by Douglas J. Vollmer, Associate Vice President, Los Angeles region, Dean Witter Reynolds, Inc., 4001 West Alameda, Suite 100, Toluca Lake, Burbank, California 91505, (213) 841-3761, member of the New York Stock Exchange, Inc.

Chartbeat

• Continued from page 6

three of the week's top new entries on the Hot 100, with Styx and Mendes joined by the Animals' "The Night" on IRS. It's the first chart record in 15 years for the group that made its first (and biggest) imprint 19 years ago with the No. 1 smash "The House Of The Rising Sun."

★ ★ ★

Far From Over: In the most surprising move of the week, the "Staying Alive" soundtrack (RSO) vaults from 23 to 10. The surge was unexpected because the film's longterm boxoffice success is still uncertain, and because the album's kickoff single, the Bee Gees' "The Woman In You," was such a disappointing chart performer.

But the second single, Frank Stallone's "Far From Over," is shaping

up as a bigger hit. It jumps to 41 in its third week (whereas "The Woman In You" peaked at 24).

It's generally accepted that the "Saturday Night Fever" soundtrack went to No. 1 on the strength of the Bee Gees' cuts, and that the other acts were largely along for the ride. Here, the situation seems to be reversed: it's the other music that's selling the album, and the Bee Gees, for once, are coat-tailing into the top 10.

The John Travolta association is also no doubt triggering a lot of album sales. This is the fourth soundtrack from a Travolta picture to crack the top 10, following the blockbusters "Saturday Night Fever," "Grease" and "Urban Cowboy."

"Staying Alive" jumps into the top 10 as "Flashdance" hangs tight

at number three. It marks the first time two soundtracks have appeared in the top 10 simultaneously since the fall of '80, when there were three: "Urban Cowboy," "Fame" and "Xanadu." That, in turn, marked the greatest soundtrack penetration since the summer of '78, when there were also three in the top 10: "Saturday Night Fever," "Grease" and "Sgt. Pepper's."

All three of the latter titles appeared on RSO, as did "Fame" in '80 and as does "Staying Alive" now. With "Flashdance" and "Staying Alive" both listed in the top 10, along with Def Leppard's "Pyromania," PolyGram has a robust three albums there.

And by next week, that figure could easily be four. Donna Summer's "She Works Hard For The Money" (Mercury) this week jumps four points to number 12.

Psychedelic Rock Sounds Hitting The Comeback Trail

• Continued from page 1

Lands and the surf-oriented 10 Foot Faces.

On the East Coast, there are the Chesterfield Kings, the Individuals, the Bongos, Plan 9, the Slickee Boys, the Vipers, the Fuzztones, and a few others. But according to Carol Costa, who books acts for CBGB, still the premier New York club for aspiring new local bands, the new psychedelia has not yet really caught on in the East.

Still, some of these acts are beginning to draw major label attention. The Bangles, formerly on the now-defunct Faulty Products, have been signed to Columbia Records. Green On Red's debut LP will be on Slash, distributed via Warner Bros., and Dream Syndicate appear to be near a deal with Geffen.

As usual in such cases, a&r people in the majors say that they are not interested in scenes, but in individual bands and their songs. But they are looking at the new psychedelia.

"It's definitely out there. But we won't jump on any bandwagon. At

this point we have to go on a band by band, song by song basis," says Michael Rosenblatt, vice president of a&r at Sire Records.

"I've seen most of the bands in that group, but I don't look at scenes, I look at individual bands, and I think the Bangles are a very good band," says Peter Philbin, director of talent acquisition for Columbia Records, who brought the Bangles to the label.

"However, the four leading Los Angeles bands know each other and help each other out. There is community there, and a certain creative force in that they all share a musical taste. But beyond that, you can't say that Dream Syndicate are anything like Three O'Clock or the Bangles are like Green On Red," he continues.

Most observers of the scene feel that it will be at least a few years before there is any big commercial breakthrough for any of these bands. But John Guarnieri, head of a&r and production for IRS Records, says a change may be coming

sooner than that.

"It could be, the way that radio is going, there will be a backlash soon against the dance stuff and the recycled dance stuff. And it could happen in a year's time, and then the new psychedelia could make it into the mainstream," he says. He also notes that there are two forms of new psychedelia coming up: the "doom and gloom" English post-Bauhaus bands such as Dead Or Alive, March Violets, Sisters Of Mercy and Crown Of Thorns, and the more pop and "paisley"-oriented American acts, which seem to have greater commercial potential.

"But it's real rough out there. Many bands come to us, because they don't know where else to go. There's a lot of good new bands out there with some great new songs," he says, acknowledging that the recent constriction in independent distribution is not helping them any.

Though what product there is from the new psychedelic bands is not yet selling in the tens of thousands, it is doing "pretty well," says

YOUTH MARKET IS TARGETED

WCI Trying New Pitch For CDs

• Continued from page 1

month. "We're looking not only to add strong catalog items, but to eventually achieve simultaneous release on new albums in LP, cassette and CD," asserts Perper.

Mount confirms that the Warner disks will utilize a 6- by 12-inch packaging format, as will those of CBS and PolyGram. "We're using a package different from the generic clear plastic one PolyGram and CBS have," he notes. The Warner package will be a printed board box with those dimensions, offering full album graphics; the CD's own plastic jewel box and smaller graphic will be displayed through an opening in that box.

Initial store merchandising includes a 24- by 31-inch four-color poster and four-color brochures featuring the 35 titles planned for the August release. Perper and Mount stress that they've made their selection of participating accounts with an eye toward securing additional in-store support from dealers, who in some instances are expected to set up separate departments or displays.

As for advertising, the earliest space buys began this spring in audio "buff books" aimed at hardware

consumers, where four-color gatefold layouts have flashed jacket art from the opening CD release and ad copy touting the new configuration's allure.

Regarding the dealer network, Perper says the flagship stores involved have been asked to "merchandise it in the open, where the consumer can browse the goods." An emphasis has also been placed on ensuring that store personnel will be knowledgeable about the new

format, and aware of area hardware dealers carrying the players.

As for cross-promotion with hardware licensees and their dealer networks, Perper reports that he and Mount have stayed in close contact with major CD hardware manufacturers, and indicates that a variety of cross-marketing ties are already under review. "This is the first time that the chicken and the egg have really sat down and talked to each other," he says.

Motown Sued Again Over MCA Distribution Switch

• Continued from page 1

Motown and MCA Inc. last month, alleging breach of oral contract and fraudulent conduct, has asked a Maryland judge to find Motown in contempt for failing to obey an injunction ordering the label to ship Schwartz goods through Sept. 19.

The distributor, based in Lanham, Md., contends that it has placed 10 orders for Motown product since July 15, when Judge Arthur Ahalt of Prince George's Circuit Court enjoined the label from switching its distribution in the mid-Atlantic states to MCA Distributing, but that the orders have not been filled.

Chief Judge Richard Gilbert of the Court of Special Appeals, Annapolis, Md., rejected Motown's motion to stay the injunction Friday (5). Schwartz Bros.' petition for contempt will be heard Sept. 19 by Judge Ahalt.

Schwartz Bros., which argues that Motown's refusal to supply product is designed to deplete its cash flow and increase its litigation costs, is still awaiting payment of \$1,500 in attorneys' fees from Motown and MCA, according to Schwartz attorney James Hulme. The two labels were ordered to pay the sum in an "expeditious" manner July 19 by U.S. District Court Judge Herbert Murray, who remanded the case back to Prince George's County when the two companies sought to move it to Federal court in Baltimore.

Big State, which began its affiliation with Motown shortly after the

label's inception in 1959, contends that the label dropped its network of independent distributors July 15 without proper notice or warning. Big State entered into a written contract with the label in 1959, the suit states, and it was operating under the terms of that pact when informed of the switch to MCA on July 1. A conference call with Motown president Jay Lasker and the label's indie web, during which he pledged Motown's commitment to independent distribution, reaffirmed the Motown-Big State relationship, the suit maintains.

The complaint says the defection irreparably damaged Big State, which was unlawfully prevented from serving its customers and settling its account in an orderly fashion.

RCA Readying U.S. CD Bow

• Continued from page 3

rently being used for initial CD titles from CBS, WEA and PolyGram.

RCA is utilizing the Denon plant in Japan for pressing of U.S. CD product. It will continue to press out of PolyGram's Hanover plant in Germany for the European market, although a small quantity of PolyGram-pressed RCA CDs are making their way into Canada. RCA released its first 18 CD titles in Europe last March, nine from RCA and nine from Erato. A second group of 18 is being cleared for release soon.

IRV LICHTMAN

Rena LP Rental Outlets On The Decline In U.S.

• Continued from page 3

garding his displeasure with some of the inventory, he says, Nancoff agreed to take back a \$3,000 return. After making the return, Norton says, he waited months for his money. When he personally reached Nancoff, the Canadian franchiser said the money was to come from Records On Wheels, which had supplied the records sent to Norton, he says.

When Norton then contacted the Canadian subdistributor, he says, he was told that Nancoff returned all goods and he was either paid cash or credited on his balance by ROW. Norton says that he eventually got \$800 back from ROW.

Norton alleges that Nancoff shipped records to him from the stock of Canadian Rena outlets which folded. He says that some of his stock carried price stickers from other Rena outlets. According to the Rena agreement, Nancoff was to provide imprinted plastic bags to Norton. But when these original bags came in, Norton claims, they were imprinted with the name, address and phone number of a Canadian Rena location. When he reordered the bags from Nancoff, he says he received bags imprinted with yet another Canadian Rena store's address and phone number.

Norton says he continues to use the name "Rena" but calls the Laredo store "Rena Record Store." He says he has never paid the royalty provided for in the Nancoff franchise agreement. Norton also says the agreement calls for interior decorating provided by Nancoff, which he says consisted of several rolls of posters supplied by record labels.

At presstime, Nancoff could not

be reached to respond to Norton's accusations.

Norton reports that he rents records only when a customer specifically requests rental. He says about 10% of his volume is in rentals for a wide variety of inventory, the bulk of which is LPs and cassettes.

Nancoff says he expects to open Rena stores soon for new franchisees in Kentucky and Edmonton, Alberta. His other Canadian Rena outlets include one in Saskatoon, and two in the Toronto vicinity.

Thomas blames U.S. consumers' pride of ownership for rental's demise in his three stores. He says that when he opened with a 99-cent daily rental, he did excellent volume but little profit. When he boosted his rental fee to \$2.50, he says, he generated the essential profit, but his volume dipped severely.



NO TACOS TONIGHT—RCA international recording artist Taco celebrates his 28th birthday at Le Dome restaurant in Los Angeles with his wife, Ursula. The German-based singer is currently touring the U.S. in support of his debut LP, "Taco After Eight."

Vox Jox

• Continued from page 18

Hearty congratulations to a nice guy, as Mike McVey moves up yet again at WBBG/WMIJ Cleveland, becoming vice president/station manager of the Robinson Broadcasting outlet. Don't let the title "station manager" fool you. That spells "head honcho," as there's no GM, McVey, who continues his consultancy (WMGG Tampa, WMLF Indianapolis, WOHO/WMMW Toledo, WROV Roanoke), moves up from his most recent post as VP/operations manager and has named morning man Ron Foster as assistant PD at WMJI.

We still think Mayflower should offer a round trip discount to radio folks. This time it's Brian Phoenix, who left Portland, Me.'s WJBQ to program WMGG Tampa. As you know, he resigned that gig earlier this summer, and sure enough he's

back in Portland as PD of JBQ, a vacancy created by Harry Nelson's departure to Fargo.

Pete Salant's consultancy is coming along nicely. Recent additions include Ken Dowe's KLTE in Oklahoma City and Hartford's WWYZ. ... Speaking of Hartford, Ken Trimble, operations and news director at WDRC-AM-FM there, has been elevated to vice president of programming. Charlie Parker's former slot. As mentioned earlier, Parker will return in a consulting capacity once he's recovered from bypass surgery.

Looking for Bobby Magie? You'll find him in Philly this week, as the Beasley national PD has his hands full with newly acquired WFI. Some in town still think it's going urban, and while that's uncertain, one thing is sure: Roy Laurence, PD under the "Rock Of The '80s" direction, has resigned.

Also resigning are KTSA/KTFM San Antonio operations manager Lee Randall and WQUA Moline PD J.J. Scott, who retains his morning show and music director duties. ... Bob Berry, who's been in Milwaukee forever and then a couple of years, leaves Sundance's newly acquired WOKY to join WISN there as afternoon drive personality.

Obviously, you like to read about radio, since you've read this far, so why not read about Frank Harden and Jackson Weaver? The WMAL Washington morning duo have just printed the truth about their 23-year relationship, and Morrow has published it. The title of this literary epic is "On The Radio With Harden & Weaver."

Looking for a nice swing gig that could develop into full-time at Washington's hot top 40 outlet? Check out Q-107. If AC's more your thing in the nation's capital, Bob Hughes might have a shift open at WLTT, as Christy O'Ryan has resigned her Sunday morning stint.

Mark Pasman, the lead guitar player for WRIF Detroit's "Dick The Bruiser Band," has become PD of the ABC FM station. With credentials like that you don't need any more experience, hut Mark's got it. Taking time out from hand practice, he has served as special projects director for the station, which he joined five years ago as producer of the morning show—his first gig out

of college. Mark, in case you don't take notes, replaces Fred Jacobs.

Z-100's up and running, so if you want to hear Scott Shannon's handiwork, cruise Secaucus, N.J. and tune to 100.3. Instead of WVNJ you'll get Shannon's WHTZ, up and rockin' on its auxiliary transmitter awaiting a move to the Empire State Building. Sounds good, say those who've heard it. We haven't. ... Speaking of WHTZ, assistant PD Michael Ellis' former slot at WKTU has been filled. Joining the station as assistant PD is Neil McIntyre.

Yet another AOR abandons the format. This time it's Cleveland's WRQC, which made the switch to an AOR modern music approach last year. PD Tom Spencer gives up his morning slot to concentrate full-time on the station's shift to top 40. That leaves a major market morning opening, so if an uptempo "Hot Hits" type approach is your thing, this could be your gig.

If programming is more your line and you like the South, Capitol Broadcasting has a good opening, as WRAL Raleigh PD "Tack" has vacated that post but will remain with the station, leaving GM Frank Maruca looking for a replacement.

Back to Cleveland a minute. WGAR investigative reporter Mark DeMarino has been upped to news director, while former ND Ed Richards becomes news manager and assignment editor for both AC WGAR and its FM country counterpart WKSW-FM 100. ... Neighboring country outlet WNYN Canton, by the way, is no longer country. It's gone AC.

Proximity just paid off for KWTO Springfield, Mo. PD Scott Alexander, who's been named PD of nearby KHTR St. Louis. He fills the vacancy created by Ed Scarborough's departure within the chain to CBS' KKHR Los Angeles (which is still KNX-FM as of this writing).

George Hawres changes zip codes and names as he moves from Tampa Bay, where he had programmed WQXM and WYNF, back to Philly, where he'll fill the WMMR PD vacancy created by Charlie Kendall's departure to WNEW New York (Billboard, Aug. 8). "Hawres" becomes "Harris," which is what everybody thought George was saying anyhow.

Industry Events

A weekly calendar of upcoming conventions, awards shows, seminars and other notable events.

Aug. 15-17, **Digicon '83** international conference on the digital arts, Vancouver, B.C.

Aug. 18-21, **Jack The Rapper's Family Affair**, Dunfey Hotel, Atlanta.

Aug. 21-27, **IMZ's 16th International Music Congress**, Kongresshaus, Salzburg, Austria.

Aug. 28-31, **National Assn. of Broadcasters** radio programming conference, St. Francis Hotel, San Francisco.

Aug. 28-31, **Video Software Dealers Assn.** second annual conference, Fairmont Hotel, San Francisco.

Sept. 16-18, **Great Southern Computer & Electronics Show**, Veteran's Memorial Coliseum, Jacksonville.

Sept. 19-21, **Third annual Video Disc/Optical Disk conference**, New York Hilton.

Sept. 20-21, **National Association Of Recording Merchandisers** retailers advisory committee meeting, La Costa Hotel, Carlsbad, Calif.

Sept. 22-25, **Electronic & Leisure Show**, West Hall, Place Bonaventure, Montreal.

September 22-25, **Semi-annual Atlanta Computer Showcase Expo**, Atlanta Apparel Mart.

September 22-25, **First annual Detroit Showcase Expo**, Cobo Hall, Detroit.

September 22-25, **Second annual New York Computer Showcase Expo**, New York Coliseum.

Sept. 26-30, **Knowledge Industry Publications Video Expo New York**, New York Passenger Ship Terminal, New York.

Sept. 26-30, **Expo Beirut '83**, Lebanon's first Int'l. Reconstruction & Trade Development Exposition & Conference, Beirut, Lebanon.

September 26-30, **Video Expo New York**, The New York Passenger Ship Terminal, 55th St. and the Hudson River.

September 29-October 2, **Third annual San Francisco Computer Showcase Expo**, Brooks Hall, San Francisco, CA.

Sept. 30-Oct. 2, **NARM Independent Distributor's Conference**, Hyatt Palm Beaches, West Palm Beach, Fla.

Oct. 2-5, **National Radio Broadcasters Assn.** annual convention, Hilton Hotel, New Orleans.

Oct. 3-7, **VIDCOM '83**, Palais des Festivals, Cannes.

Oct. 7-9, **Great Southern Computer & Electronics Show**, Orlando Expo Center, Orlando.

Oct. 11-13, **Internecom U.K.**, Metrople Exhibition Centre & Brighton Exhibition Centre, Brighton, England.

Oct. 11-14, **Seventh International Fibre Optics and Communications Exposition**, Bally's Park Place Casino Hotel, Atlantic City, N.J.

Oct. 15-17, fifth annual **Hong Kong Consumer Electronics Show**, Regent Hotel and New World Hotel, Hong Kong.

Oct. 31-Nov. 2, **NARM One Stop Conference**, LaPosada, Scottsdale, Ariz.

Nov. 1-4, Ninth annual **MUS-EXPO '83** & third annual **VID-EXPO '83**, Convention Center, Aca-pulco.

(Advertisement)

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Billboard TOP LPs & TAPE

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THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label)	Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, 8-Track	Black LP/ Country LP Chart	THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label)	Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, 8-Track	Black LP/ Country LP Chart	THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label)	Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, 8-Track	Black LP/ Country LP Chart	
1	1	7	THE POLICE Synchronicity A&M SP3735	RCA		8.98	WEEKS AT #1 4	37	46	12	FASTWAY Fastway Columbia BFC 38662	CBS				72	67	13	THE B-52'S Whammy Warner Bros. 1-23819	WEA		8.98		
2	2	34	MICHAEL JACKSON Thriller Epic QE 38112	CBS	▲	BLP 1		38	34	12	A FLOCK OF SEAGULLS Listen Jive/Arista JLB-8013	RCA		8.98		73	73	14	MARY JANE GIRLS Mary Jane Girls Gordy 6040GL (Motown)	MCA		8.98	BLP 9	
3	3	16	SOUNDTRACK Flashdance Casablanca 8114921 (Polygram)	POL	▲	9.98	BLP 11	39	36	11	THE ISLEY BROTHERS Between The Sheets T-Neck FZ 38674 (Epic)	CBS			BLP 2	74	76	15	TEARS FOR FEARS The Hurting Mercury 8110391 (PolyGram)	POL		8.98		
4	4	28	DEF LEPPARD Pyromania Mercury 8103081 (Polygram)	POL	▲	8.98		40	35	13	GLADYS KNIGHT AND THE PIPS Visions Columbia FC 38205	CBS			BLP 3	75	78	45	OLIVIA NEWTON-JOHN Olivia's Greatest Hits, Vol. 2 MCA MCA 5347	MCA	▲	8.98		
5	5	7	STEVIE NICKS The Wild Heart Modern 90084-1 (Atco)	WEA		8.98		41	44	27	MERLE HAGGARD/WILLIE NELSON Poncho & Lefty Epic FE 37958	CBS	●		CLP 2	76	74	12	MAZE We Are One Capitol ST12262	CAP		8.98	BLP 5	
6	6	16	DAVID BOWIE Let's Dance EMI-America ST 17093	CAP	▲	8.98	BLP 38	42	43	7	CROSBY, STILLS, & NASH Allies Atlantic 80075-1	WEA		8.98		77	69	8	PAT METHENY GROUP Travels EGM 1-23791 (Warner Bros.)	WEA		14.98		
7	7	7	LOVERBOY Keep It Up Columbia QC38703	CBS				43	43	7	ROD STEWART Body Wishes Warner Bros. 1-23877	WEA		8.98		78	72	16	MADNESS Madness Geffen GHS 4003 (Warner Bros.)	WEA		8.98		
8	8	15	MEN AT WORK Cargo Columbia QC 38660	CBS	▲			44	41	8	MTUME Juicy Fruit Epic FE 38588	CBS		8.98	BLP 4	79	66	9	LITTLE RIVER BAND The Net Capitol ST-12273	CAP		8.98		
9	10	26	JOURNEY Frontiers Columbia QC 38504	CBS	▲			45	42	12	MEN AT WORK Business As Usual Columbia ARC 37978	CBS	▲			80	85	4	DOOBIE BROTHERS Farewell Tour Warner Bros. 23772	WEA		11.98		
10	23	5	SOUNDTRACK Staying Alive RSO 813269-1 (PolyGram)	POL		9.98		46	47	59	RICKIE LEE JONES Girl At Her Volcano Warner Bros. 1-23805	WEA		5.99		81	77	22	THOMAS DOLBY The Golden Age Of Wireless Capitol ST-12271	CAP	●	8.98		
11	14	26	DURAN DURAN Duran Duran Capitol ST-12158	CAP	●	8.98		47	39	7	MEN WITHOUT HATS Rhythm Of Youth Backstreet BSR 39002 (MCA)	MCA		8.98		82	83	10	BLACKFOOT Siogo Atco 90080	WEA		8.98		
12	16	5	DONNA SUMMER She Works Hard For The Money Mercury 812265-1 (PolyGram)	POL		8.98	BLP 8	48	97	2	JOE WALSH You Bought It, You Name It Full Moon/Warner Bros. 1-23887	WEA		8.98		83	168	2	SHALAMAR The Look Solar 60239 (Elektra)	WEA		8.98	BLP 28	
13	13	12	THE FIXX Reach The Beach MCA 5419	MCA		6.98		49	51	6	STEVIE RAY VAUGHN Texas Flood Epic BFE 38734	CBS		8.98		84	92	75	DEF LEPPARD High & Dry Mercury SRM-1-4021 (Polygram)	POL	●	8.98		
14	11	42	DARYL HALL & JOHN OATES H2O RCA AFL1 4383	RCA	▲	8.98	BLP 58	50	65	4	ARETHA FRANKLIN Get It Right Arista ALB-8019	RCA		8.98	BLP 7	85	80	92	LOVERBOY Get Lucky Columbia FC 37638	CBS	▲			
15	15	10	IRON MAIDEN Piece of Mind Capitol ST-12274	CAP	●	8.98		51	63	3	U2 War Island 90067 (Atco)	WEA	●	8.98		86	88	4	CHARLIE DANIELS BAND A Decade Of Hits Epic FE 38795	CBS				
16	9	39	PRINCE 1999 Warner Bros. 1-23720	WEA	▲	10.98	BLP 17	52	50	22	ALABAMA The Closer You Get RCA AHL1-4663	RCA	▲	8.98	CLP 1	87	84	69	TOTO Toto IV Columbia FC 37728	CBS	▲			
17	17	8	THE TALKING HEADS Speaking In Tongues Sire 1-23883 (Warner Bros.)	WEA		8.98		53	62	21	KAJAGOOGOO White Feathers EMI-America ST 17094	CAP		8.98		88	91	18	NAKED EYES Naked Eyes EMI-America ST 17089	CAP		8.98		
18	20	12	EURHYTHMICS Sweet Dreams Are Made Of This RCA AFL1-4681	RCA		8.98		54	57	10	MARSHALL CRENSHAW Field Day Warner Bros. 23873	WEA		8.98		89	93	19	LAURA BRANIGAN Branigan 2 Atlantic 80052	WEA		8.98		
19	26	3	ROBERT PLANT The Principle Of Moments Swan Song 90101 (Atco)	WEA		8.98		55	52	9	PETER GABRIEL Plays Live Geffen 2GHS 4012 (Warner Bros.)	WEA		10.98		90	87	64	JANE FONDA Jane Fonda's Workout Record Columbia CX2-38054	CBS	▲			
20	21	5	JOAN JETT AND THE BLACKHEARTS Album Blackheart/MCA 5437	MCA		8.98		56	53	8	THE TUBES Outside/Inside Capitol ST-12260	CAP		8.98		91	94	105	STEVIE NICKS Bella Donna Modern Records MP 38139 (Atco)	WEA	▲	6.98		
21	22	32	CULTURE CLUB Kissing To Be Clever Virgin/Epic ARE 38398	CBS	●		BLP 30	57	48	20	JARREAU Jarreau Warner Bros. 1-23801	WEA	●	8.98	BLP 16	92	86	75	ALABAMA Mountain Music RCA AFL1-4229	RCA	▲	8.98	CLP 18	
22	12	10	THE KINKS State Of Confusion Arista A1 8-8018	RCA		8.98		58	61	18	PETER TOSH Mama Africa EMI America SO-17095	CAP		8.98	BLP 75	93	75	13	DAVE EDMUNDS Information Columbia FC 38651	CBS				
23	25	9	THE HUMAN LEAGUE Fascination A&M 1-2501	RCA		5.98		59	60	9	BOB MARLEY & THE WAILERS Confrontation Island 90085-1 (Atco)	WEA		8.98	BLP 41	94	81	11	VARIOUS ARTISTS 25 #1 Hits From 25 Years Motown 6308 ML2	MCA		9.98	BLP 64	
24	24	17	ZZ TOP Eliminator Warner Bros. 1-23774	WEA	●	8.98		60	55	7	ELVIS COSTELLO Punch The Clock Columbia FC 38877	CBS				95	NEW ENTRY		YAZ You And Me Both Sire 1-23903 (Warner Bros.)	WEA		8.98		
25	18	26	BRYAN ADAMS Cuts Like A Knife A&M SP-6-4919	RCA	●	8.98		61	56	34	BILLY IDOL Billy Idol Chrysalis FV 41377	CBS				96	79	14	JONZUN CREW Lost In Space Tommy Boy TBLP1001	IND		8.98	BLP 27	
26	19	17	EDDY GRANT Killer On The Rampage Portrait/Ice BBR 38554 (Epic)	CBS			BLP 13	62	58	15	MARTIN BRILEY One Night With A Stranger Mercury 810332-1M-1 (PolyGram)	POL		8.98		97	100	20	WHISPERS Love For Love Solar 60216 (Elektra)	WEA		8.98	BLP 10	
27	28	17	QUIET RIOT Metal Health Pasha BFZ 38443 (Epic)	CBS				63	4	18	KROKUS Head Hunter Arista AL 8005	RCA		8.98		98	111	2	EDDIE MURPHY Eddie Murphy Columbia FC 38180	CBS				
28	32	4	TACO After Eight RCA AFL1-4818	RCA		8.98		64	68	8	DIO Holy Diver Warner Bros. 1-2383E	WEA		8.98		99	71	20	CHAMPAIGN Modern Heart Columbia FC38284	CBS			BLP 34	
29	30	14	ZEBRA Zebra Atlantic 80054	WEA		8.98		65	82	3	MIDNIGHT STAR No Parking On The Dance Floor Solar 60241 (Elektra)	WEA		8.98	BLP 12	100	102	7	AMERICA Your Move Capitol ST-12277	CAP		8.98		
30	29	22	STYX Kilroy Was Here A&M SP 3734	RCA	▲	8.98		66	54	10	SOUNDTRACK Return Of The Jedi RSO 422811767-1 (PolyGram)	POL		9.98		101	96	63	DURAN DURAN Rio Capitol ST-12211	CAP	▲	8.98		
31	27	15	SERGIO MENDES Sergio Mendes A&M SP 4937	RCA		8.98	BLP 32	67	64	10	ELTON JOHN Too Low For Zero Geffen GHS 4006 (Warner Bros.)	WEA		8.98		102	98	31	BOB SEGER AND THE SILVER BULLET BAND The Distance Capitol ST 12254	CAP	▲	8.98		
32	31	16	RICK SPRINGFIELD Living In Oz RCA AFL1-4660	RCA	●	8.98		68	59	34	DEBARGE All This Love Gordy 6012 GL (Motown)	MCA		8.98	BLP 22	103	101	11	DENICIE WILLIAMS I'm So Proud Columbia FC 38622	CBS			BLP 15	
33	38	5	DIANA ROSS Ross RCA AFL1-4677	RCA		8.98	BLP 18	69	95	2	JEFFREY OSBORNE Stay With Me Tonight A&M SP 4940	RCA		8.98	BLP 20	104	99	15	EARL KLUGH Low Ride Capitol ST 12253	CAP		8.98	BLP 63	
34	33	9	GEORGE BENSON In Your Eyes Warner Bros. 1-23744	WEA		8.98	BLP 6	70	70	43	LIONEL RICHIE Lionel Richie Motown 6007 ML	MCA	▲	8.98	BLP 31	105	89	19	KASHIF Kashif Arista AL 8001	IND		8.98	BLP 14	
35	40	6	QUARTERFLASH Take Another Picture Geffen GHS 4011 (Warner Bros.)	WEA		8.98																		
36	37	14	R.E.M. Murmur I.R.S. SP70604 (A&M)	RCA		6.98																		

★ Bullets are awarded to those products demonstrating the greatest sales gains this week. ● Recording Industry Assn. of America seal for sales of 500,000 units (seal indicated by dot). ▲ Recording Industry Assn. of America seal for sales of 1,000,000 units (seal indicated by triangle).

AUGUST 13, 1983, BILLBOARD

'DO YOU COMPUTE' CROSS-PROMOTION

MCA, Atari Pushing Donnie Iris

By SAM SUTHERLAND

LOS ANGELES—MCA Records and Atari are teaming in a radio and retail promotion built around Donnie Iris' new MCA album and its key cut, "Do You Compute." A 20-market sweepstakes promotion, launched Monday (1), sees Iris and Atari's 800 home computer graphically married in both record/tape outlets and personal computer stores.

According to Sam Passamano Jr., MCA's director of marketing, "Before the album was even released, we already had the concept of tying in with a computer company to stage cross-merchandising on the album, 'Fortune 410,' because of that track.

Atari welcomed the concept with open arms, and basically gave us carte blanche in setting it up."

Because that promotional partnership was secured prior to release, he adds, it was possible to use the Atari computer in poster photography sessions with the artist, as well as during production of the video clip for "Do You Compute," now in medium rotation on MTV. "It wound up being an integral part of the clip, since Donnie is seen using the computer in several key scenes, so Atari was very happy," Passamano reports.

In each of the target markets, a participating radio station will direct consumers to record/tape and home computer retailers displaying

Iris merchandising materials and offering entry blanks for a sweepstakes drawing. Winners will receive an Atari 800 and a library of software. "We've limited it to one prize package per market, but the Atari dealers have jumped in with additional prizes, both hardware and software, and Atari has also backed us up by running their own spots," says Passamano.

The push will run for a minimum of two weeks in every market, although some cities will see the Iris/Atari push for up to four weeks. Passamano adds that radio stations in other markets have expressed interest in bringing the promotion into their areas, so MCA may pursue new campaigns once the first few weeks of the initial thrust have passed, affording an index to its effectiveness.

80% Of Kat Family Label Sold To Equity Recording

ATLANTA—Attorney Joel Katz, president of the Kat Family Entertainment Group, has sold 80% of Kat Family Records to Atlanta-based Equity Recording Co. Katz will remain as president and a member of the board of directors of Halcyon Record Corp., parent company

of Kat Family Records, a CBS affiliated label. Kirby Kinman, principal stockholder in Equity Recording Co., will become chairman of the board.

In a joint announcement tied in with the sale, Katz and Kinman have renewed the label's distribution deal through CBS internationally. Kinman, whose previous label involvement was with Robox and Tanglewood, will oversee daily operations of Kat Family. Katz will continue to handle a&r activity for the label.

Kat Family Records was formed in 1981. Among its releases have been albums by Billy Joe Royal, the Smashers, William Bell, Unipop and Bertie Higgins. Its biggest success to date has been Bertie Higgins' single, "Key Largo," while Higgins' LP, "Just Another Day In Paradise," reportedly logged sales of more than 250,000 copies and was certified double platinum in Japan.

Upcoming product on the label includes a Willie Nelson/Merle Haggard/David Allan Coe/Moe Bandy/Jeanne Seely LP entitled "Outlaws & Friends," and a debut album by Major Lance entitled "The Major's Back."

Attorney Katz will continue to represent his stable of more than 50 artists through the entertainment law firm of Katz, Weissman & Cherry. Clients include Jermaine Jackson, Delbert McClinton, Cameo, B.J. Thomas, Willie Nelson, Merle Haggard and the Imperials.

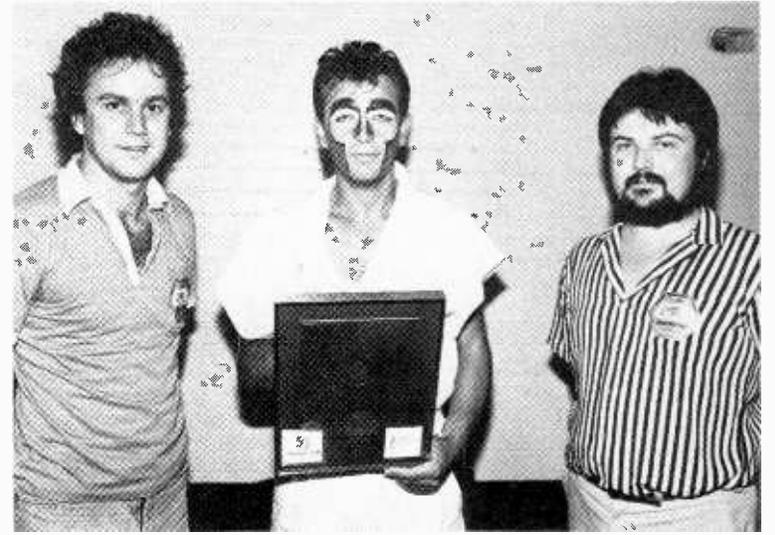
New Label: No 'Faceless' Dance Product

NEW YORK—"No La De Da, Part 2" is the debut release by Claudja Barry for newly-formed Personal Records here, an independently distributed label that will concentrate its recording and marketing efforts on dance-oriented mini-LPs listing for \$5.98.

General manager Jurgen Kordeleysch says the disks will feature graphics and liner credits to combat "faceless" dance-oriented product with "no visual identity." He says he believes the format will ensure "artist credibility" with the public and retailers. Personal's president is Don Oriolo.

Initial distributors for the label, which will ship mini-LPs by Ronnie Jones and the group Youngblood next month, are Sunshine (New York); Universal (Pennsylvania); Zan:oski (Baltimore/Washington); Tara (Georgia); MJS (Florida); Jem South (Texas); Dance Music Distributors (Chicago); City Hall (San Francisco); and Jem West and JDC for the West Coast.

Personal is located at 1775 Broadway. Phone: (212) 246-5520.



ON THE HIGH-TECH WARPAT—Peter Gabriel, center, accepts a gold floppy disk from Computer Music International in recognition of his contribution to computer-enhanced music. Making the presentation are CMI's Frank Daller, left, and Brad MacDonald.

Television Show Jumps On Vidgame Bandwagon

By FAYE ZUCKERMAN

LOS ANGELES—While conceding that television is jumping into the industry late, executive producer Ward Sylvester is still excited about the September premiere of "Video Game Challenge," a new series slanted to the games phenomenon. The half-hour weekly program will be hosted by singer/actor Bobby Sherman.

Viewers will see actual game play on video game cartridges and new arcade machines. Additionally, the show will feature "tips from expert arcaders," says Sylvester. "There will also be a new products segment for accessories and visits to arcades throughout the U.S."

A portion of each show will also be devoted to a video game championship challenge, Sylvester says, and new games will be reviewed. Each week the "Challenge" will announce the top 10 selling computer software and video games titles, based on Billboard's computer and games charts.

Viacom International will distribute the show, which will not take advertising from any video game or software manufacturers, Sylvester notes. "Advertisements will be from

all other kinds of companies which want to target our audience—teenagers and young adults ages 14 to 34." Sylvester says he hopes the show will be scheduled during Friday prime time.

Although recent video game statistics indicate the industry has reached a plateau, show producers and organizers are confident that video games' popularity persists. In 1982, when the industry skyrocketed, it is believed that some 60 million video game cartridges were sold. An estimated 30 million quarters were put into arcades machines.

Songwriters Star At Atlanta Venue

ATLANTA—The Moonshadow Saloon is launching a monthly showcase titled "Writer's Night Out," which debuts next Monday (15). The \$2 admission will cover performances by a number of area songwriters, including Sammy Johns, Mary Ellen Jones, Bryan Cole, Jimmy O'Neill, Tommy Dean, Michael Jones and Eddie Farrell.

Stax Reunion Is Called Off

MEMPHIS—Memphis State Univ.'s presentation of its distinguished achievement award has been changed from Monday (15) to Thursday (11). The presentation will take place at 8 p.m. in Mud Island's amphitheatre.

The event was to have been a reunion of Stax Records artists to honor the label's co-founder, Estelle Axton (Billboard, July 30). Plans had to be altered, however, when the project ran into financial and scheduling difficulties.

Axton will now receive the award prior to the production of Mud Island's tribute to Memphis Music, "Whole Lotta' Shakin' Goin' On," which contains a medley of hit songs from the Stax Records era.

The university's memorial tribute to Elvis Presley has also been rescheduled. It will be held at 1 p.m. on Aug. 16 in the auditorium of the theatre building on campus.

MERCHANDISING PROGRAM

PolyGram Pushing S'tracks

NEW YORK—PolyGram Records, riding high with three best-selling soundtracks—"Flashdance," "Return Of The Jedi" and "Staying Alive"—has built a merchandising program around them.

Titled "Take The Movies With You," the program also includes 15 older soundtrack LPs, among them "Chariots Of Fire," "Saturday Night Fever," "Grease," "Endless Love" and "American Gigolo."

According to Harry Losk, senior vice president of marketing for PolyGram, the sales program began in June, with orders taken until the middle of July. The displays themselves will stay up through mid-August.

"We've urged our regional sales people to contact the regional people from the film companies and

work out cross-promotions in malls and theatres," says Losk, who adds that an effort is being made to have reciprocal deals whereby, for instance, a ticket stub from one of the films would be worth a discount on the soundtrack LP.

However, he says, very rarely will soundtrack records or tapes be sold in the theatre where the film is playing. The reason for that, he says, is that PolyGram does not want to bypass the local record dealers, but when the dealers are involved the profit margin on the record is not enough to interest most movie theatre owners.

Losk says that "Flashdance" has so far sold over three million units, "Staying Alive" is at about 700,000 units, and "Jedi" has sold nearly 500,000 copies.

Heartland Beat

• Continued from page 6

ing groups—five years with an unchanged lineup—yet only now do they feel they're finally prepared to commit their efforts to a long-playing record. "Time was not a factor, and we've never been ready till now," guitarist Dick Vonacher explains.

"No album before its time," affirms vocalist Vanessa Davis with a smile. "We did two 45s before this, to learn the recording process. We're really particular."

Davis is possessed of a soulful, throaty voice equally suited to blues, rock'n'roll and ballads, all of which are reflected in the VDB's repertoire. Vanessa was the last to join the band, which was then known as the Blues Twisters, five years ago. Her years of experience as a vocalist with Chicago blues figures Blind John Davis, Irwin Helfer and others made her a natural for the bluesy quintet.

Before long, however, the band's fancies were turning more and more to rock'n'roll and original compositions. The present-day Vanessa Davis Band performs 70%-80% original material, by Vanessa's esti-

mates, with the accent on rock and r&b.

The VDB features strong tunes, arresting showmanship and solid musicianship (in addition to guitarist Vonacher, the VDB includes drummer Gregory Bigger, keyboardist Scott Grube, saxist Doug Cannon and bassist Gary Korlak). Previews of the inaugural album (nine songs on their own label, as yet untitled) indicate their energy and aggression are intact on vinyl. And to Vanessa's credit, one of their cover songs was penned by Chicago songwriter Hugh Hart, formerly of the late lamented Odd and currently embarking on a solo career.

Davis and the band's commitment to Chicago is heartwarming if somewhat surprising, considering that the Windy City is notoriously difficult to break out of. "It's a great idea to be a working band here; you can grow," Davis says, adding, "If you want to be great, you have to capture the market in your area first."

"I love Chicago. The crowds are responsive, the people are great," she says.

The Vanessa Davis Band will cel-

brate its fifth anniversary in August at this year's ChicagoFest (inspired, perhaps, by the annual music and food gala, Davis and band also staged a "Vanessa Fest" in downstate Peoria in May, which drew over 1,000 people). The LP is due out in September, and until then it's business as usual.

Dealer Prints Singles Catalog

• Continued from page 6

Mawhinney admits he would realize a tremendous tax break by arranging to donate the collection. He's regarded as a controversial figure of sorts locally because of his consumer record rental plan, which has received widespread publicity. Business is apparently good, since he plans to move next month to a new location with 5,000 square feet on McKnight Road, the busy access road to the northern suburbs.

Future plans include a country version of "Music Master" and a continual update of the current book.

TOP LPs & TAPE

POSITION 106-200

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THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label)	Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, 8-Track	Black LP/Country LP Chart
106	104	16	JOAN ARMATRADING The Key A&M SP 4912	RCA		8.98	
107	110	22	INXS Shaboo Shoobah Atco 90072	WEA		8.98	
108	109	6	WYNTON MARSALIS Think of The One Columbia FC 38641	CBS			
109	117	3	FUN BOY THREE Waiting Chrysalis B6V 41417	CBS			
110	105	19	CHRIS DEBURGH The Getaway A&M SP 4929	RCA		8.98	
111	108	28	THOMAS DOLBY Blinded By Science Capitol MLP 15007	CAP		5.98	
112	114	16	ROBERT PALMER Pride Island 90065 (Atco)	WEA		8.98	
113	115	9	PHYLLIS HYMAN Goddess Of Love Arista AL 8-8021	RCA		8.98	BLP 33
114	107	11	HEAVEN 17 The Luxury Gap Arista AL 8-8020	RCA		8.98	
115	113	26	BERLIN Pleasure Victim Geffen GHSP 2036	WEA		6.98	
116	122	6	VARIOUS ARTISTS The Motown Story: The First 25 Years Motown 6048 ML5	MCA		17.98	
117	120	43	IRON MAIDEN The Number of the Beast Capitol ST 12202	CAP		8.98	
118	116	20	JULIO IGLESIAS Julio Columbia FC38640	CBS			
119	103	10	DIANA ROSS Anthology Motown 6049ML2	MCA		9.98	BLP 71
120	90	6	THE HOLLIES What Goes Around Atlantic 80076	WEA		8.98	
121	119	12	LAKESIDE Untouchables Solar 60204-1 (Elektra)	WEA		8.98	BLP 23
122	118	19	KING SUNNY ADE Ju Ju Music Mango MLPS 9712 (Island)	IND		8.98	
123	144	2	THE MANHATTANS Forever By Your Side Columbia FC 38600	CBS			BLP 24
124	195	2	BONNIE TYLER Faster Than The Speed Of Light Columbia BFC 38710	CBS			
125	121	106	JOURNEY Escape Columbia TC 37408	CBS			
126	124	74	WILLIE NELSON Always On My Mind Columbia FC 37951	CBS			CLP 46
127	123	27	ANGELA BOFILL Too Tough Arista AL 8000	RCA		8.98	BLP 26
128	125	19	PINK FLOYD The Final Cut Columbia QC 38243	CBS			
129	145	6	MITCH RYDER Never Kick a Sleeping Dog Rca 7503 (PolyGram)	POL		8.98	
130	129	17	JOAN RIVERS What Becomes A Semi-Legend Most? Geffen GHS 4007 (Warner Bros.)	WEA		8.98	
131	112	12	LEE GREENWOOD Somebody's Gonna Love You MCA 5403	MCA		8.98	CLP 6
132	130	29	SCANDAL Scandal Columbia FC 38194	CBS			
133	131	8	MINISTRY With Sympathy Arista AL 6-8016	RCA		6.98	
134	NEW ENTRY		SPYRO GYRA City Kids MCA 5431	MCA		8.98	
135	132	480	PINK FLOYD Dark Side Of The Moon Harvest SMAS 11163 (Capitol)	CAP		8.98	
136	134	109	MICHAEL JACKSON Off The Wall Epic FE 35745	CBS			

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label)	Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, 8-Track	Black LP/Country LP Chart
137	NEW ENTRY		RONNIE LAWS Mr. Nice Guy Capitol ST-12261	CAP		8.98	BLP 46
138	136	21	PLANET P Planet P Geffen GHS 4000 (Warner Bros.)	WEA		6.98	
139	143	34	THE FIXX Shattered Room MCA 5345	MCA		8.98	
140	135	40	THE ENGLISH BEAT Special Beat Service I.R.S. SP 70032 (A&M)	RCA		8.98	
141	128	18	BANANARAMA Deep Sea Skiving London 422810102 1R-1 (PolyGram)	POL		8.98	
142	106	14	RED ROCKERS Good As Gold Columbia BFC 38629	CBS			
143	154	2	IAN HUNTER All Of The Good Ones Are Taken Columbia FC 38628	CBS			
144	147	16	RONNIE MILSAP Keyed Up RCA AHL 1-4670	RCA		8.98	CLP 4
145	150	3	THE ALARM The Alarm I.R.S. 7-0504 (A&M)	RCA		5.98	
146	127	7	DONNIE IRIS Fortune 410 MCA 5427	MCA		8.98	
147	146	58	BARBRA STREISAND Memories Columbia TC 37678	CBS			
148	126	9	SYLVIA Snapshot RCA AHL-4672	RCA		8.98	CLP 9
149	140	38	PHIL COLLINS Hello, I Must Be Going Atlantic 80035-1	WEA		8.98	
150	149	125	ALABAMA Feels So Right RCA AHL-3930	RCA		8.98	CLP 38
151	160	4	PETE SHELLEY XLI Arista ALG-8017	RCA		6.98	
152	138	39	PAT BENATAR Get Nervous Chrysalis FY 41396	CBS		8.98	
153	133	11	BOB JAMES The Genie Columbia FC 38679	CBS			BLP 66
154	139	23	GEORGE WINSTON December Windham Hill C 1025	IND		8.98	
155	157	9	SAXON Power And The Glory Carrere BFZ 38719 (Epic)	CBS			
156	161	4	CHARLIE Charlie Mirage 90098 (Atco)	WEA		8.98	
157	NEW ENTRY		THE POLICE Ghost In The Machine A&M SP-3730	RCA		8.98	
158	153	27	HEAVEN 17 Heaven 17 Arista AL 8007	RCA		6.98	
159	152	25	THOMPSON TWINS Side Kicks Arista AL 8002	RCA		6.98	
160	151	23	O'BRYAN You And I Capitol ST-12256	CAP		8.98	BLP 25
161	NEW ENTRY		THE O'JAYS When Will I See You Again P.I.R. FZ-38518 (Epic)	CBS			BLP 19
162	159	146	KENNY ROGERS Greatest Hits Liberty LOO 1072	CAP		8.98	CLP 51
163	141	34	SAMMY HAGAR Three Lock Box Geffen GHS 2021 (Warner Bros.)	WEA		8.98	
164	170	4	MOTORHEAD Another Perfect Day Mercury/Bronze 811365-1 (PolyGram)	POL		8.98	
165	178	3	SHOOTING STAR Burning Virgin/Epic BFE 38683	CBS			
166	142	23	GREG KIHN BAND Kihnspracy Beserkley 60224 (Elektra)	WEA		8.98	
167	184	2	LOUISE TUCKER Midnight Blue Arista AL8-8088	RCA		8.98	
168	173	19	ROXY MUSIC The High Road Warner Bros. 1-23808	WEA		5.99	

THIS WEEK	LAST WEEK	Weeks on Chart	ARTIST Title Label, No. (Dist. Label)	Dist. Co.	RIAA Symbols	Suggested List Prices LP, Cassettes, 8-Track	Black LP/Country LP Chart
169	165	40	HANK WILLIAMS JR. Greatest Hits Elektra/Curb 1-60193	WEA		8.98	CLP 16
170	162	17	NONA HENDRYX Nona RCA AFL1-4565	RCA		8.98	BLP 61
171	NEW ENTRY		THE POLICE Zenyatta Mondatta A&M SP-3720	RCA		8.98	
172	NEW ENTRY		PEABO BRYSON/ROBERTA FLACK Born To Love Capitol ST-12284	CAP		8.98	
173	174	3	LARRY GRAHAM Victory Warner Bros. 1-23878	WEA		8.98	
174	158	59	STRAY CATS Built For Speed EMI America ST-17070	CAP		8.98	
175	155	5	SOUNDTRACK Octopussy A&M SP 4967	RCA		8.98	
176	137	11	THE CHI-LITES Bottoms Up Larc LR 3103 (MCA)	MCA		8.98	BLP 37
177	179	4	JUNIOR Inside Lookin' Out Mercury 811325-1 (PolyGram)	POL		8.98	BLP 54
178	NEW ENTRY		KANSAS Drastic Measure CBS Associated QZ 38733	CBS			
179	181	3	BURNING SENSATIONS Burning Sensations Capitol DLP 15009	CAP		5.98	
180	NEW ENTRY		GORDON LIGHTFOOT Salute Warner Bros. 1-23901	WEA		8.98	
181	166	9	LARRY CARLTON Friends Warner Bros. 1-23834	WEA		8.98	
182	172	13	WILLIE NELSON AND WAYLON JENNINGS Take It To The Limit Columbia FC 38562	CBS			CLP 3
183	171	16	COMPLETE ORIGINAL BROADWAY CAST Cats Geffen ZGHS 2031 (Warner Bros.)	WEA		16.98	
184	NEW ENTRY		JON AND VANGELIS Private Collection Polydor 813174-1Y1 (PolyGram)	POL		8.98	
185	188	2	SKYY Skyylight Salsoul SA 8562 (RCA)	RCA		8.98	BLP 45
186	189	3	RICHARD THOMPSON Hand Of KinJness Hannibal 1313	IND		8.98	
187	187	16	SPARKS In Outer Space Atlantic 80055	WEA		8.98	
188	198	2	GARY MYRICK Language Epic BFE 38637	CBS			
189	NEW ENTRY		PAUL ANKA Walk A Fine Line Columbia FC 38442	CBS			
190	175	57	JOE JACKSON Night And Day A&M SP-4906	RCA		8.98	
191	169	13	THE WHO The Who's Greatest Hits MCA 5408	MCA		8.98	
192	148	6	KATE BUSH Kate Bush EMI America MLP 19004	CAP		5.98	
193	NEW ENTRY		JULUNKA Scatterlings Warner Bros. 1-23878	WEA		8.98	
194	163	11	DOLLY PARTON Burlap & Satin RCA AHL 1-4691	RCA		8.98	CLP 7
195	NEW ENTRY		THE CURE The Walk Sire 1-23928 (Warner Bros.)	WEA		5.99	
196	167	17	CARLOS SANTANA Havana Moon Columbia FC 38642	CBS			
197	164	4	WAR Life Is So Strange RCA AFL1-4598	RCA		8.98	BLP 36
198	156	9	PINK FLOYD Works Capitol ST-12276	CAP		8.98	
199	186	4	THE PLIMSOUHS Everywhere At Once Geffen GHS 4002 (Warner Bros.)	WEA		8.98	
200	185	23	THE SYSTEM Sweat Mirage 90062 (Atco)	WEA		8.98	BLP 72

TOP LPs & TAPE A-Z (LISTED BY ARTISTS)

Bryan Adams	25
Alabama	53, 92, 150
Alarm	145
America	100
Paul Anka	189
Joan Armatrading	106
B-52's	72
Bananarama	141
Pat Benatar	152
George Benson	34
Berlin	115
Blackfoot	82
David Bowie	127
Laura Branigan	6
Martin Briley	63
Peabo Bryson/Roberta Flack	172
Burning Sensations	179
Kate Bush	192
Larry Carlton	181
Champaign	99
Charlie	156
Chi-Lites	176
Phil Collins	149
Elli Costello	61
Marshall Crenshaw	55

Crosby, Stills, & Nash	43
Culture Club	21
Cure	195
Charlie Daniels Band	86
Debarge	89
Chris Deburgh	110
Def Leppard	4, 84
Dio	65
Thomas Dolby	81, 111
Doozie Brothers	80
Duran Duran	11, 101
Dave Edmunds	93
ELO	41
English Beat	140
Eurythmics	37
Fastway	13
Flock Of Seagulls	39
Jane Fonda	90
Aretha Franklin	51
Fun Boy Three	109
Peter Gabriel	56
Larry Graham	173
Eddy Grant	26
Lee Greenwood	131
Sammy Hagar	163
Merle Haggard/Willie Nelson	42
Daryl Hall & John Oates	14
Heaven 17	114, 158
Nona Hendryx	170
Hollies	120

Human League	23
Ian Hunter	143
Phyllis Hyman	113
Billy Idol	62
Julio Iglesias	118
Inxs	107
Donnie Iris	146
Iron Maiden	15, 117
Isley Brothers	39
Joe Jackson	190
Michael Jackson	2, 136
Bob James	153
Al Jarreau	58
Joan Jett And The Blackhearts	20
Elton John	68
John And Vangelis	184
Rickie Lee Jones	47
Jonzun Crew	96
Journey	9, 125
Julunka	193
Junior	54
Kajagoogoo	54
Kansas	178
Kashif	105
Greg Kihn Band	166
King Sunny Ade	122
Kinks	22
Earl Klugh	104
Gladys Knight & The Pips	40
Krokus	64
Lakeside	121

Ronnie Laws	137
Gordon Lightfoot	180
Little River Band	79
Loverboy	7, 85
Madness	78
Manhattans	123
Bob Marley & The Wailers	60
Wynton Marsalis	108
Mary Jane Girls	73
Maze	76
Men At Work	8, 46
Men Without Hats	48
Sergio Mendes	31
Pat Metheny Group	77
Midnight Star	20
Ronnie Milsap	144
Ministry	144
Mitune	133
Motorhead	164
Mtume	45
Eddie Murphy	98
Gary Myrick	188
Naked Eyes	88
Willie Nelson	126, 182
Olivia Newton-John	75
Stevie Nicks	5, 91
O'Bryan	160
O'Jays	161
Jeffrey Osborne	70
Robert Palmer	112
Dolly Parton	194
Pink Floyd	128, 135, 198

Planet P	138
Robert Plant	19
Plimsouls	199
Police	1, 157, 171
Prince	16
Quarterflash	35
Quiet Riot	27
Sylvia	148
R.E.M.	36
Red Rockers	142
Lionel Richie	71
Joan Rivers	130
Kenny Rogers	48
Diana Ross	33, 162
Royce Music	119
Mitch Ryder	129
Carlos Santana	196
Saxon	155
Scandal	132
Bob Seger	102
Shalamar	83
Pete Shelley	151
Shooting Star	165
Skyy	185
Soundtracks:	
Cats	183
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Octopussy	175
Return Of The Jedi	67
Staying Alive	10
Sparks	187
Rick Springfield	32

Spyro Gyra	134
Rod Stewart	44
Stray Cats	174
Barbra Streisand	147
Styx	30
Donna Summer	12
Sylvia	148
System	200
Taco	28
Talking Heads	17
Tears For Fears	74
Richard Thompson	186
Louise Tucker	167
Thompson Twins	159
Peter Tosh	59
Toto	87
Tubes	57
Bonnie Tyler	124
U2	52
Various Artists First 25 Years	116
Various Artists 25 #1 Hits	94
Stevie Ray Vaughn	50
Joe Walsh	49
War	197
Whispers	97
Who	191
Deniece Williams	103
Hank Williams, Jr.	169
George Winston	154
Yaz	95
ZZ Top	24

Every care for the accuracy of suggested list prices has been taken. Billboard does not assume responsibility for errors or omissions. RECORDING INDUSTRY ASSOCIATION OF AMERICA seal for sales of 500,000 units. RECORDING INDUSTRY ASSOCIATION OF AMERICA seal for sales of 1,000,000 units.

SHOW'S ON, PROMOTERS SAY

More Rough Going For ChicagoFest VI

By MOIRA McCORMICK

CHICAGO—Despite a new headline-making struggle between Mayor Harold Washington and the promoters of ChicagoFest VI over city service charges, Fest officials said last week that the show will go on.

ChicagoFest VI is set to open Wednesday (10) at Chicago Park District facility Soldier Field. Marketing director Joe Pecor of producers Festival IV insists that the 10-day music and food extravaganza will proceed as scheduled, despite reports of cancellation threats from Washington.

The private promoters of ChicagoFest had been "meeting daily" with the city since July 15, according to Pecor, to determine which city services should be paid for by ChicagoFest and which would be provided free of charge by the city. In a July 15 letter to Park District superintendent Edmund L. Kelly, city budget director David F. Schulz wrote that the city "will provide a variety of support services . . . some of (which) are the same kind of services provided to other such events held in Chicago." These services, which consist primarily of traffic planning and on-street traffic direction, are expected to cost the city \$108,000. Other services, such as added police security, fire protection, inspectional services, special roadway signage and automobile towing, were cited by Schulz as requiring reimbursement from ChicagoFest. The additional costs were estimated at \$218,500.

Further negotiations between ChicagoFest and the city were reported to have knocked that figure down to \$25,000, but on Tuesday (2), Washington made headlines by calling a City Council meeting to bill the Park District for some \$600,000 in city expenses.

The meeting was boycotted by majority faction leader Alderman Ed Vrdolyak and his supporters, which left it eight members short of a quorum. No billing decisions were reached, and Pecor says that negotiations will continue throughout the Fest until the billing issue is resolved.

Washington had been threatening to close down the Fest if it became a "security hazard." But on Wednesday he relented and promised that ChicagoFest would go on.

Pecor says he feels Festivals Inc. has been singled out in this situation, because private promoters of concerts and sports events are not required to pay for traffic control. "We don't think \$600,000 is a reasonable fee for directing traffic," he says. The Mayor's office could not be reached for comment.

If the ChicagoFest is charged for previously gratis city services, it could set a precedent around the country, says Pecor. He notes that New York City officials announced that Mayor Edward Koch plans to charge promoters of rock concerts on city property for services such as police in the wake of riots following the recent Diana Ross concert in Central Park.

Central Warehousing Key To Camelot HQ Expansion

By JOHN SIPPEL

LOS ANGELES — Concurrent with expansion plans that will make it the second largest record/tape retailer in the U.S. (Billboard, Aug. 6), Camelot Enterprises is more than doubling the size of its home base in North Canton, Ohio.

Of special interest is the expansion of its distribution and warehousing space. Of the more than \$4 million allocated for general capital expansion, \$1.7 million is slated for general construction, while \$2.2 million is committed to equipment, mostly the chain's central warehousing.

Camelot's commitment to central warehousing comes at a time when the trend elsewhere is away from shipping from a central point to individual stores; the accent industrywide has been toward more and more dropshipping from manufacturing plants to individual stores. But founder/president Paul David and executive vice president Jim Bonk say they are firm in their belief in central warehousing. Bonk notes that the year-long expansion program is pointed toward girding Camelot through 1990.

The expansion, orchestrated by Joseph A. Sadlack, management consultants, provides 56,160 square feet of additional first-floor space in the rear of the 10-year-old headquarters, along with 16,687 square feet of mezzanine space, where all returns will be channeled.

"For the past two years, we have been working under adverse conditions. For example, we had to lease

15,000 square feet off premises in another area of our industrial park to implement returns," Bonk explains.

"The additional space, too, is required to house new and growing elements in Camelot," he continues. "Bill Rees, for the past 10 years our Florida supervisor, is now here heading up his own marketing department, which will be expanded. Dan Chu, who operated his own consultancy in Akron, has joined us as director of human resources, another new post. And Dan Denino, nine years our Indianapolis supervisor, has replaced Mike Allison as director of retail operations, working with operations vice president Larry Mundorf."

Bonk foresees no great increase in personnel. There are now approximately 300 staffers at the headquarters of the 145-store chain, which is projected to grow to about 155 or 160 by the end of 1984. Camelot expects to exceed \$100 million in volume this year, and is projecting \$200 million yearly by 1990. Bonk sees the need for more space as the range of inventory increases in the industry.

While construction will probably be completed in mid-January, Bonk does not expect the full-scale expansion to be completed before June 1, 1984.

He says that the expansion of warehousing and distribution, an area overseen by Bobby David, will include new conveyor systems, sorting tables and flotation racking.

Inside Track

MCA is throwing a bash at New York's Carlyle Hotel on Wednesday (10) to announce the signing of Barry Gibb. A teaser invite mailed out last week said only that the guest of honor was "responsible for sales of more than 100 million records," but label officials have confirmed that it's the older Gibb. The Bee Gees remain signed to RSO/PolyGram.

Inside Retail: The NARM retail advisory meet in Denver last week found the group weighing the merits of 6-by-12-inch product packaging. Retailers were mulling their agenda for the Sept. 12-14 LaCosta huddle. **Dan Moran of Sound Warehouse**, the Oklahoma City chain, has joined the planning group. . . . Watch for an explosion from **Rocshire**, the Orange County diskery operated by **Gary Davis**. Indication of the move into high gear is the *sotto voce* hiring of veterans like **Tom Beckwith**, Atlanta; **Charlie Stewart**, Dallas; and **Art Liberatore**, Cleveland, to handle regional duties. . . . Now it's **Milton Bradley** suing **Atari Inc.** for \$43 million, alleging breach of contract. In a Springfield, Mass. federal district court complaint, the plaintiff claims Atari promised to buy as many as 500,000 parts and delayed on its ordering, limiting Bradley's chances of marketing the products.

Home Box Office's Cinemax service becomes the latest purveyor of video music clips. "Album Flash," to premiere in September, is a half-hour series focusing on new albums. The show's format: two conceptual clips, two performance clips and interview segments with an individual artist, beginning with **Linda Rondstadt**. One of the clips will be Cinemax's exclusively for 24 hours, another for 30 days, although financial arrangements were not forthcoming. All four songs are from the artist's new album.

Now that the smoke has cleared, **Jerry and Sunny Richman**, the powers behind the resurgence of **NAIRD**, are preparing to jet to San Francisco to set definite dates and the hotel for the 1984 conclave. Philadelphia will be the 1985 site, and Chicago is slated for 1986. . . . **PolyGram**, whose **Compact Disc** plant in Hanover, Germany is the only such pressery in Europe, is rumored putting pressure on indie label clients to keep CD product meant for the European market within that area. Reasoning, it's understood, is to maintain CD momentum there that might be inhibited if the product is siphoned off to other territories.

Home Box Office started advertising that it will soon carry the star-studded lineup of country talent that played the recent US festival in San Bernardino County. That one-day concert took place a week after a three-day rock event at the same site. But then, anybody knows it's easier to get agreement from a group of country personal managers than from a couple of pop rock mentors. . . . **Columbus, Ohio-based LP Management**, presided over by **Don Perry**, has formed a video production wing. First project is a vidclip on **Money**, the first act on **Earthtone Records**, the recently-launched affiliate of **LPM** managed by veteran **George Lee**.

Off-Beat Recordings: Wanna dress up your phone answering unit with a celebrity voice? **Project Marketing Group**, Ft. Lauderdale, has a series of eight **Celebrity Answeralls** cassettes in which 64 sound-alike voices take phone messages. Suggested retail is \$12.95, with a promised 50% margin to the retailer. . . . **Pet Records**, the Burbank maker of albums that teach birds to talk and sing, expects to add music retailers to its customer lists. It long has sold through pet shops. . . . **Manny Wells** gifted 76-year-old **Merrill Rose**, his partner in **Surplus Records & Tapes**, with 100,000 shares of **Kodiak Energy** common at the industry vet's birthday shivaree Saturday (6). KE is one cent a share OTC. And while we are on the vaunted Rose family of Chicago, **Merrill's son, Jack**, bar mitzvahs his son, **Gregory**, Aug. 27 in the Windy Burg.

One-time **Billboard** **Frank Barron** is doing an international gossip column out of his Van Nuys office and needs music news. . . . Now that **Patti and Jim Greenwood** have the **AAAHS** gift stores off the ground, **Berrie and Arlene Bergman** are readying the debut of their first **Napoleon Groceries**. The first mall-oriented gourmet food store opens in Charlotte in November. . . . **Dr. Jazz**, the Detroit-based jazz promotional firm operated by **Bob Cohen**, charts more than 600 radio stations that play jazz using an **IBM PC computer**, equipped with a **Qantex dot matrix printer**.

Tommy Shaw of **Styx** isn't just a rock musician. He's a board member of the **Berrien County, Mich. County Horse Show** coming up this week. Shaw, who still resides in the area, is entering two horses in the jumper division. . . . **Boardwalk Records** has shuttered its L.A. office, and rumor is that **Irv Biegel** is further cutting the **Gotham** home office staff. . . . Watch for **Joel Sill** to move from **Warner Bros. Music** to head up **Paramount Pictures'** music division. . . . **Metro Video Distributing Inc.**, New York, has notified its customers that there are three specially-marked videocassettes of "Flashdance" in its warehouse which will be shipped to lucky customers. The first prize cassette offers an all-expenses-paid trip to the **Winter CES** in Las Vegas, while second and third prize cassettes allow the customer to select \$250 and \$100 worth of merchandise from the **MVD** inventory, respectively.

Due to lost limos and other organizational problems, the winner of **MTV's "Party Plane With The Police"** promotion and his 25 friends missed the two opening acts at the **Police** concert in Montreal Wednesday (3). But **MTV** made sure they didn't miss any of the **Warner Bros.** movie "National Lampoon's Vacation," screened on the trip back to Philadelphia. The plane circled the airport for close to an hour so that the film could be shown in its entirety. Instead of landing at 3:15 a.m. Thursday morning, as scheduled the plane touched down closer to 4:30. . . . A **cross-promotion between Warner Bros. Records, MCA Home Video, WNEW-FM and Tower Records in New York** takes place Monday (8). **Todd Rundgren, Utopia** and station personality **Richard Neer** will be on hand to give away tickets to that night's performance at **Pier 84**, a window display focuses on the recently released **Utopia** videocassette from **MCA**.

Another indie label may be on the verge of switching to **branch distribution**. The word is that **MCA** is close to making either a distribution or p&d deal with **Sugarhill Records**, the rap-oriented New Jersey label that has had considerable success in the 12-inch singles market.

Savoy Records will ship its first gospel releases in almost three months now that **Prelude Records**, as expected, has purchased its catalog of over 700 gospel titles. **Savoy's** indie web, plus **MS** in Chicago, will ship seven live albums this week, including three by **Rev. James Cleveland**. **Prelude's Stan Hoffman** is mum on the purchase price, but notes that **Fred Mendlesohn** and his **Savoy** staff of eight will keep their digs in **Elizabeth, N.J.** **Prelude** has 45 days to find a home for the **Savoy** inventory; **Hoffman** hopes to store the goods at a pressing facility on the East Coast. **The Savoy jazz line** is still up for grabs.

Gotham's hit radio wars began in earnest last week when **WHTZ**, billing itself as "Z-100," went on the air commercial-free Aug. 2 with "Eye Of The Tiger." At **WPLJ**, meanwhile, confirmation of the switch to a hit format is reflected by its new slogan, "All your favorite music on one station." **PD Larry Berger** had a good laugh when **Track** informed him that **Z-100 PD Scott Shannon** said he was out. "Reports of my demise are premature," he said. Edited by **JOHN SIPPEL**

Lifelines

Births

Girl, **Jenna Nicole**, to **Tim and Linda Cawley**, July 26 in **Long Island**. He is **East Coast regional marketing director for Arista Records**.

* * *

Girl, **Rachael**, to **Dennis and Karen Taylor-Good**, July 22 in **Nashville**. She is a **recording artist for Mesa Records**.

* * *

Twin boys, **Jason and Adam**, to **Mimi and Ron Kaplan**, July 16 in **Chicago**. He is **president of Bluejay Inc. and manager of Alligator artists Big Twist & the Mellow Fellows**.

Marriages

Michael Gusick to **Virginia Rivero**, July 28 in **Warwick, N.Y.** He is **president of Aero/Easy Street Records** there.

* * *

Jane Elizabeth Sherwin to **Michael Leaby**, July 9 in **Maui, Hawaii**. She is **vice president of public relations for the Goddard Company**.

* * *

Katherine Diamant to **Henry Blaukopf**, July 29 in **New York**. He is an **account executive for Stratford Distributors in New Hyde Park, N.Y.**

* * *

Cher Cunningham to **Frank Mladinich**, July 9 in **Fremont, Calif.** She is **manager of the Ampex Golden Reel awards program**.

Deaths

Howard Dietz, 86, July 30 in **New York**. Working mainly with composer **Arthur Schwartz**, **Dietz** was one of the **top lyricists for the Broadway stage** (separate story, page 43).

* * *

Ron Shearin, 26, July 8, of unknown causes in **New York**. The **songwriter and keyboard player** originated the **Rave** and was a member of **Neon Leon and Cheeta Chrome**. He is **survived by his parents and a sister**.



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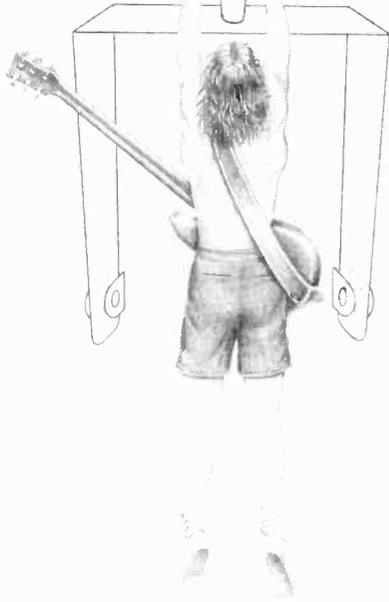


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