

# CASHBOX

October 2, 1982

NEWSPAPER

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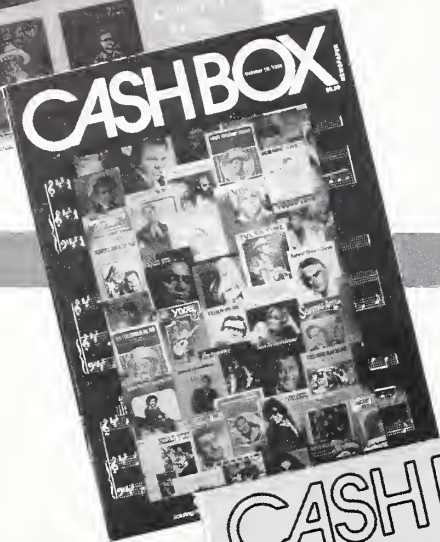


**Bad Company**

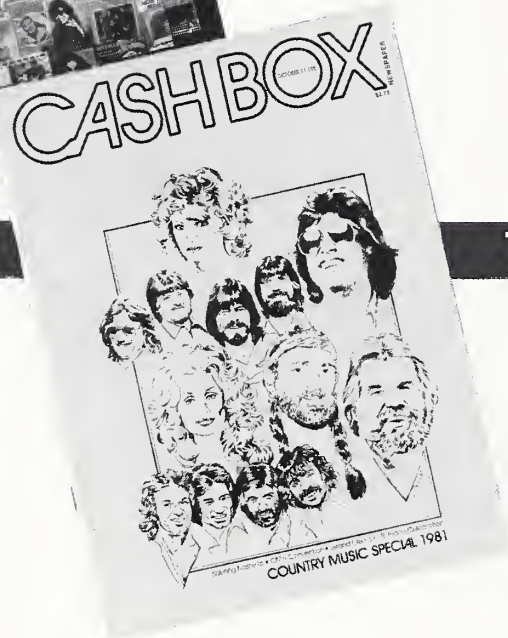
# CASH BOX CONTINUES ITS TRADITION OF PRESENTING THE FINEST COVERAGE OF COUNTRY MUSIC WEEK



1979



1980



1981

BE A PART OF A TRADITION  
AS THIS YEAR CASH BOX SPOTLIGHTS

1982

## NASHVILLE & ITS ARTISTS

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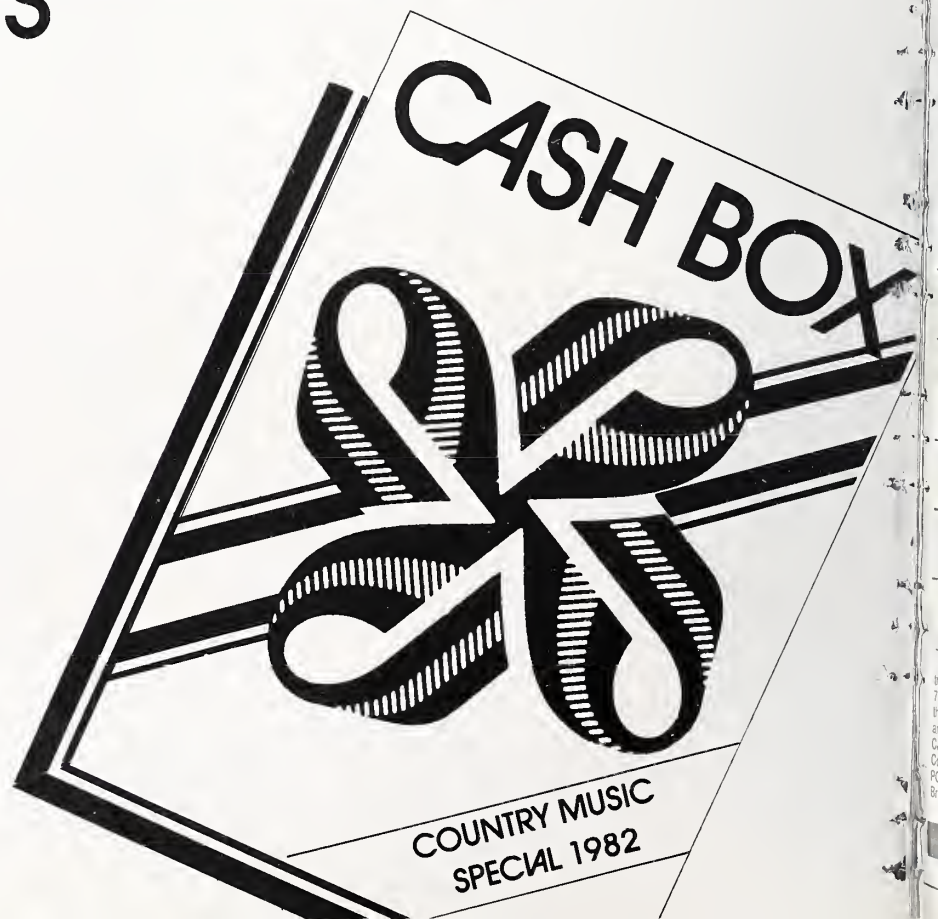
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# CASH BOX

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## EDITORIAL

## Don't Give Up

As we enter the fourth quarter, it seems appropriate to sit back and reflect a little. So far, this has been a very trying year, what with the strangling effects of the recession, increasing competition from other forms of leisure time entertainment and the bitterly divisive quarrels over home taping royalties.

What has become of the "wild and crazy" record industry?

In some quarters, word is that 1982 has already been written off — that the only thing left is to bite the bullet and hope and plan for a fresh start in 1983. Where anticipation of new releases and enthusiastic planning for the biggest sales season of the year once prevailed, it seems that many are now sitting back defeated — fearful for their jobs or their companies or just totally confused as to how to turn the slump around.

Cash Box is painfully aware of the current state of

business, but that isn't any reason to sit back and watch the industry go down the drain. What is needed now, in this time when many in the national press and even those who work in it sometimes predict the demise of the industry, is a renewal of effort. Now is the worst time of all to give in and quit.

Sure, there is fierce competition from the video arcade game and home video game industry, and the losses to home taping have had their effect too, but if this industry is to survive, it will have to convince the public once again that recorded music is indeed the best value around.

An event like the recent US Festival, which attracted over 400,000 people over a three-day span to listen to live rock music, shows that the people still care. All of the people in the industry must now use their knowledge and skill to convince these people to once again become recorded music consumers.

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## ON THE COVER

Few groups entered the rock arena in the mid-'70s with as much initial success, both critically and commercially, as Bad Company. Fewer still have been able to weather a period of rapidly shifting musical tastes and trends, much less maintain that popular base, as Bad Company has. Nine years after the band formed in 1973 — with Paul Rodgers emerging from the ashes of Free and Mick Ralphs leaving Mott the Hoople at its peak to join bassist Boz Burrell and drummer Simon Kirke — Bad Company continues its blues rocking way with the new "Rough Diamonds" LP, and the smoldering "Electricland" single, on Swan Song Records.

Between then and now, Bad Company has enjoyed an unbroken streak of gold and platinum records, from the debut "Bad Co.," through "Straight Shooter," "Run With The Pack," "Burnin' Sky" and "Desolation Angels." Singles such as "Feel Like Makin' Love," "Run With The Pack" and "Gone, Gone, Gone" have consistently placed the group at the top of the charts.



## TOP POP DEBUTS

### SINGLES

66 MUSCLES — Diana Ross — RCA

### ALBUMS

19 SIGNALS — Rush — Mercury/PolyGram

## POP SINGLE

### JACK & DIANE

John Cougar  
Riva/PolyGram

## B/C SINGLE

### LOVE COME DOWN

Evelyn King  
RCA

## COUNTRY SINGLE

### PUT YOUR DREAMS AWAY

Mickey Gilley  
Epic

## JAZZ

### AS WE SPEAK

David Sanborn  
Warner Bros.

# NUMBER ONES



Steve Miller

## POP ALBUM

### AMERICAN FOOL

John Cougar  
Riva/PolyGram

## B/C ALBUM

### JUMP TO IT

Aretha Franklin  
Arista

## COUNTRY ALBUM

### ALWAYS ON MY MIND

Willie Nelson  
Columbia

## GOSPEL

### PRECIOUS LORD

Al Green  
Hi/Myrrh

# CASH BOX TOP 100 SINGLES

October 2, 1982

	Weeks On Chart	9/25
1 JACK & DIANE	2	11
2 ABRACADABRA	1	19
3 HARD TO SAY I'M SORRY	3	18
4 YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU	4	19
5 EYE IN THE SKY	6	13
6 EYE OF THE TIGER	5	18
7 I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR)	8	9
8 SOMEBODY'S BABY	9	10
9 WHO CAN IT BE NOW?	11	13
10 BLUE EYES	10	12
11 YOU CAN DO MAGIC	13	10
12 VACATION	7	14
13 HOLD ON	17	8
14 BREAK IT TO ME GENTLY	18	7
15 HURTS SO GOOD	14	24
16 HOLD ME	12	18
17 HEART ATTACK	20	5
18 ONLY TIME WILL TELL	16	11
19 DON'T FIGHT IT	21	8
20 MAKE BELIEVE	19	9
21 I RAN (SO FAR AWAY)	25	13
22 LET ME TICKLE YOUR FANCY	22	11
23 NOBODY	29	7
24 THE ONE YOU LOVE	27	7
25 WHAT'S FOREVER FOR	28	11
26 GYPSY	31	5
27 VOYEUR	30	7
28 GLORIA	32	14
29 JUMP TO IT	33	7
30 HEARTLIGHT	38	4
31 YOU DON'T WANT ME ANYMORE	34	8
32 UP WHERE WE BELONG	45	6
33 BIG FUN	36	8

	Weeks On Chart	9/25
34 YOU KEEP RUNNIN' AWAY	37	8
35 JOHNNY CAN'T READ	39	8
36 NEVER BEEN IN LOVE	23	10
37 SWEET TIME	44	6
38 HOLDIN' ON	42	8
39 YOU DROPPED A BOMB ON ME	43	8
40 DO YOU WANNA TOUCH ME (OH YEAH)	35	10
41 STEPPIN' OUT	48	7
42 I NEED YOU	50	5
43 ATHENA	49	5
44 VALLEY GIRL	46	12
45 I GET EXCITED	52	4
46 LOVE COME DOWN	51	6
47 SOUTHERN CROSS	59	3
48 LOVE IS IN CONTROL (FINGER ON THE TRIGGER)	24	15
49 LOVE WILL TURN YOU AROUND	26	14
50 TAKE IT AWAY	15	13
51 TAKE THE L.	57	5
52 PRESSURE	68	2
53 WASTED ON THE WAY	40	15
54 LET IT BE ME	47	9
55 NEW WORLD MAN	66	3
56 LOVE ME TOMORROW	75	2
57 EVEN THE NIGHTS ARE BETTER	41	17
58 THE LOOK OF LOVE (PART ONE)	64	4
59 I'M SO EXCITED	67	3
60 I WILL ALWAYS LOVE YOU	55	10
61 MICKEY	65	4
62 I'M THE ONE	58	10
63 THINK I'M IN LOVE	54	15
64 YOUNG LOVE	72	3
65 ROCK THIS TOWN	74	3
66 MUSCLES	—	1
67 MACHINERY	61	5

	Weeks On Chart	9/25
68 THEMES FROM E.T.	56	10
69 RIBBON IN THE SKY	77	3
70 WHAT ABOUT ME	78	3
71 AMERICAN HEARTBEAT	84	2
72 HE GOT YOU	60	7
73 ALL OF MY LOVE	80	3
74 WORKIN' FOR A LIVIN'	53	7
75 GET UP AND GO	86	2
76 I ONLY WANT TO BE WITH YOU	70	10
77 CLOSE ENOUGH TO PERFECT	69	5
78 GET CLOSER	—	1
79 BURNING DOWN ONE SIDE	79	3
80 STATE OF INDEPENDENCE	—	1
81 A PENNY FOR YOUR THOUGHTS	90	2
82 STILL IN THE GAME	62	10
83 HOT IN THE CITY	71	13
84 ON THE WINGS OF LOVE	—	1
85 PLEASE BE THE ONE	—	1
86 SO MUCH IN LOVE	—	1
87 ONLY THE LONELY	63	23
88 TUG OF WAR	—	1
89 EVERYBODY WANTS YOU	—	1
90 THE ONLY WAY OUT	—	1
91 KIDS IN AMERICA	82	20
92 HEY, E.T.	93	4
93 SOMEDAY, SOMEWAY	81	13
94 HE COULD BE THE ONE	76	7
95 TAINTED LOVE	83	36
96 BABY, COME TO ME	—	1
97 OUT OF WORK	89	17
98 AMERICAN MUSIC	73	15
99 AND I AM TELLING YOU I'M NOT GOING	87	14
100 LOVE OR LET ME BE LONELY	85	12

## ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Panny For (Kanny Nolan/Downtown — ASCAP) . . . . .	81	State Of Independence (WB — ASCAP/Spheric B.V. — ASCAP) . . . . .	80
Abracadabra (Sallor — ASCAP) . . . . .	2	Buma/Toughnot Ltd. — PRS) . . . . .	41
All Of My Lovs (Bobby Caldwell/Happy Stepchild — BMI) . . . . .	73	Steppin' Out (Albion — ASCAP) . . . . .	41
American Heartbeat (Holy Moly/Rude — BMI/WB/Easy Action — ASCAP) . . . . .	71	Still In The Game (Island Music/Blue Sky-Rider — BMI) . . . . .	82
American Music (Ensign/Parkar McGaay — BMI) . . . . .	98	Sweet Time (Fata — ASCAP) . . . . .	37
And I'm Tailing (Dreamgirls — ASCAP/Dreamettes — BMI) . . . . .	99	Tainted Love (Equinox — BMI) . . . . .	95
Athena (Towsar Tunas — BMI) . . . . .	43	Take It Away (MPL Communications — ASCAP) . . . . .	50
Baby, Come To Me (Rodsongs — PRS) . . . . .	98	Take The L. (Excassiva/Clean Shaets — BMI) . . . . .	51
Big Fun (Dalightful — BMI) . . . . .	33	The Look Of Lovs (Virgin/Chappell — ASCAP) . . . . .	58
Blue Eyes (Intarsong — ASCAP) . . . . .	10	The One You (Rad Cloud/Night River — ASCAP) . . . . .	24
Braak It To Ma Gently (Northern (MCA) — ASCAP) . . . . .	14	The Only Way Out (WB — ASCAP) . . . . .	90
Burning Down (Flamas Of Albion — ASCAP) . . . . .	79	Themes From "E.T." (Music Corp. Of America - MCA - BMI) . . . . .	63
Close Enough To Perfect (Accredit/Raindance — BMI) . . . . .	77	Think I'm In Lovs (Soft/Randy Oda — BMI) . . . . .	63
Do You Wanna (Duchess-MCA — BMI) . . . . .	40	Tug Of War (MPL Communications — ASCAP) . . . . .	88
Don't Fight It (Milk Money — ASCAP/Lacey Blvd./Warner-Tamerlane/Body Electric — BMI) . . . . .	19	Up Where Wa (Famous — ASCAP/Ensign — BMI) . . . . .	32
Even The Nights (Hail-Clement — BMI) . . . . .	57	Vacation (Some Othar/Daddy-On/Lyplinc — ASCAP) . . . . .	12
Everybody Wants You (Songs Of The Knight — BMI) . . . . .	89	Valley Girl (Munchkin Music) . . . . .	44
Eya In The Sky (Woolfongs Ltd./Ceraers — BMI) . . . . .	5	Voyeur (Moonwindow/Hitching — ASCAP) . . . . .	27
Eye Of The Tiger (Holy Moly/Rude — BMI/WB/Easy Action — ASCAP) . . . . .	8	Wasted On The Way (Putzy Putzy — ASCAP) . . . . .	53
Get Closer (Cherry Lana — ASCAP) . . . . .	7	What About Ma (Austrellan Tumbleweed — BMI) . . . . .	70
Gat Up And Go (Daddy Oh/Lip Sync — ASCAP) . . . . .	75	What's Foravar (Tree — BMI) . . . . .	25
Gloria (Sugarongs — BMI) . . . . .	28	Who Can It Be (April Music Pty. — BMI) . . . . .	9
Gypsy (Featwood Mac/Walsh Witch — BMI) . . . . .	28	Workin' For A Livin' (Hulax — BMI) . . . . .	74
Hard To Say (Double Virgo — ASCAP/Foster Freeze — BMI) . . . . .	3	You Can Do (April/Russell Ballard Ltd. — ASCAP) . . . . .	11
He Could Be The Ona (Talevox/House Of Palne — BMI/Haadstack/Painful Songs — ASCAP) . . . . .	94	You Don't Want (Tonaman/Wood Street — ASCAP) . . . . .	31
Ha Got You (Chriswood — BMI/Murfeazongs — ASCAP) . . . . .	72	You Droppad (Total Experience — BMI) . . . . .	39
Haart Attack (Stephan A. Kipner/April/Peul Bliss — ASCAP) . . . . .	17	You Kaap (Rocknocker/Easy Action/W.B. — ASCAP) . . . . .	34
Heartlight (Stonebridge/New Hidden Valley — ASCAP/Carole Bayer Sager — BMI) . . . . .	30	You Should (Warner-Tamerlane/Body Electric — BMI) . . . . .	4
Hay E.T. (Para-Sac — SESAC) . . . . .	92	Young Lovs (Ceraers/Bestall Reynolds — BMI/Riva — PRS) . . . . .	64
Hold Ma (Featwood Mac — BMI/Red Snapper — ASCAP) . . . . .	16		
Hold On (Ovar Tha Rainbow — ASCAP/Mark-Cain — CAPAC) . . . . .	13		
Holdin' On (Any Garaga/Pug Beker — BMI) . . . . .	38		
Hot In The City (Rara Blue/Boneldoi — ASCAP) . . . . .	83		
Hurts So Good (Riva — ASCAP) . . . . .	15		
I Kaap Forgettin' (Ganaviave — ASCAP/Edzactly — BMI) . . . . .	7		
I'm So Excitad (Braitraa/Til Dawn/Blackwood — BMI) . . . . .	59		
I'm The One (Anitista Music — ASCAP) . . . . .	62		
I Gat Excitad (Roble Porter — BMI) . . . . .	45		
I Need You (Plengent Visions — ASCAP) . . . . .	42		
I Only Want (Chappel Music — ASCAP) . . . . .	76		
I Ran (Zomba Ent. — BMI) . . . . .	21		
I Will Always (Velvat Apple Music — BMI) . . . . .	80		
Jack & Diane (Riva — ASCAP) . . . . .	1		
Johnny Can't Read (Cass County/Kortchmer — ASCAP) . . . . .	35		
Jump To It (Uncle Ronnie's/April/Sunset Burgandy — ASCAP) . . . . .	29		
Kids In America (Finchley — ASCAP) . . . . .	91		
Lat It Be Ma (MCA Music — BMI) . . . . .	54		
Lat Ma Tickle (Black Stallion — ASCAP/Fet Jack Tha Second — BMI) . . . . .	22		
Lova Come Down (Music Corp. Of America/Kaahl — BMI) . . . . .	46		
Love Is In Control (Yellowbrick Road — ASCAP/Rashida — BMI/Rodsongs — PRS) . . . . .	48		
Love Ma Tomorrow (Double Virgo/Foster Fraas/Irving — BMI) . . . . .	56		
Love Or Let (Porpete/Clarence Scarborough — BMI) . . . . .	100		
Lova Will Turn You (Lionsmata/Deb Dave/Brlarpatch — ASCAP/BMI) . . . . .	49		
Machinery (Dick James Music — BMI) . . . . .	67		
Maka Ballava (Hudmar — ASCAP) . . . . .	20		
Mickey (Chinnlchap/Caraers — BMI) . . . . .	61		
Musclas (Mijac — BMI) . . . . .	86		
Navar Baan In Love (Colgoms-EMI — ASCAP) . . . . .	36		
New World Man (Core — ASCAP) . . . . .	55		
Nobody (Tom Collins — BMI) . . . . .	23		
On The Wings (Lincoln Pond/Almo/Merch 9 — ASCAP) . . . . .	84		
Only The Lonely (Clean Shaets — BMI) . . . . .	87		
Only Tima (WB/Almond Lagg edm. by WB/Ackee — ASCAP) . . . . .	18		
Out Of Work (Bruca Springsteen — ASCAP) . . . . .	97		
Pleasa Ba Tha Ona (Seagraba — BMI) . . . . .	85		
Pressure (Joal Songs — BMI) . . . . .	52		
Ribbon In The Sky (Jobata/Black Bull — ASCAP) . . . . .	69		
Rock This Town (Zomba — BMI) . . . . .	65		
So Much In Love (ABKCO — BMI) . . . . .	86		
Somabody's Baby (Jackson Browne/Kortchmer — ASCAP) . . . . .	8		
Somaday, Someway (Balwin-Mills/MHC — ASCAP) . . . . .	93		
Southern Cross (Kanwood/CetPatch — BMI/Gold Hill — ASCAP) . . . . .	47		

⊘ = Exceptionally heavy radio activity this week      ⊙ = Exceptionally heavy sales activity this week

## Pro-Taping Data Presented At Congress Hearing

by Earl B. Abrams

WASHINGTON — Hopes for legislation this year dealing with home video and audio taping faded last week as Congress prepared to recess for the forthcoming election season. Even if Congress is called back into session after the elections, copyright legislation is considered well down the list of priorities that are principally headed by budget appropriation matters and the economy.

Pending before Congress are proposed changes to the Copyright Law that, on the one hand, would permit home taping without copyright liability and, on the other, would permit this but would impose a royalty fee on the sales price of both recorders and blank tape. The subject is expected to come up again in the next Congress.

Meanwhile, in one of the last hearings on the subject, a House Judiciary copyright subcommittee was told Wednesday, Sept. 22, that home audio taping was mostly for non-music purposes and had no impact on record sales. The subcommittee also heard representatives of two television produc-

tion companies and of a national video retail chain testify in favor of a change in the present "first sale" provision of the copyright law. A public TV station official stated that his members favored the royalty fee proposal.

An audio taping survey, by Yankelovich, Skelly & White (see separate story), was presented to the Congressional panel by Arthur H. White, Jr., of the survey firm, and Nina W. Cornell, Washington economist. White emphasized the salient features of the survey: that many audio home tapers make recordings for family, entertainment, educational and business reasons. The minority that do tape prerecorded music do so, he noted, for a variety of reasons — customized selections and convenience, including portability. Many of the heavy audio tapers, he said, are heavy buyers of recorded music and are most likely to own large collections of records and prerecorded tapes.

Cornell stressed that the survey showed that home audio taping of commercially available pre-recorded music "is not primarily a substitute for buying... rather it is a complementary activity..." She emphasized also that since the survey showed that a majority of home taping is of non-copyrighted material, a royalty fee means that consumers would be paying a

(continued on page 9)

## Recording Rights Coalition's Study Minimizes Home Taping

Makes Claim That Duplication Stimulates Sales

by Fred Goodman

NEW YORK — In an effort to put some teeth into their argument against the implementation of a royalty on blank audio tape and recorders, the Audio Recording Rights Coalition (ARRC) last week submitted the findings of its own survey on audio home taping practices to the House Judiciary subcommittee (see separate story). Not surprisingly, the findings dispute those of the 1980 Warner Communications, Inc. (WCI) consumer survey on home taping, and the new survey even concludes that home taping stimulates the purchase of prerecorded music.

In the Washington, D.C. hearings postponed several hours, Arthur H. White, vice chairman of Yankelovich, Skelly & White, the opinion research firm that conducted the survey, and Nina W. Cornell, president, Cornell, Pelcovits and Brenner, an economic research firm retained by ARRC argued against imposition of the royalty, which ARRC has termed a tax. White and Cornell's testimony was followed with a

press conference several hours later in New York, at which time the results of the survey, as well as copies of their prepared statements before the subcommittee, were released.

### Objectives And Conclusions

Three primary objectives were cited for the survey: to examine the uses people make of audio tape recorders; to determine if home audio taping stimulates purchases of prerecorded music; and to learn why people sometimes prefer home recorded music tapes to commercially available forms of prerecorded music. Based on 1,018 telephone interviews, the survey's data was used to support six major findings, as well as to provide numerous asides. The six findings were: 1) that more than half of all home audio taping (52%) does not involve prerecorded music; 2) that home taping stimulates purchases of prerecorded music; 3) that home tapers tape primarily to put together their own programs of selections; 4) that tapers also seek portability, convenience, quality and availability through home taping; 5) that saving money is not the primary motive behind home taping of prerecorded music; and 6) that half of all home tapes of prerecorded music are made from the taper's own records or tapes.

In support of the contention that more than half of all home audio taping does not involve prerecorded music, the survey reported that in the three months prior to the survey, 52% of the tapes made by the average taper were for recording something other than music. Other uses of audio tape mentioned most frequently by respondents included educational uses, taping children, messages, and special occasions such as birthdays and weddings.

That home taping stimulates purchases of prerecorded music — the finding aimed most directly at the recording industry — was based on the response from 55% of those home music tapers surveyed that they often or sometimes buy a record after they have taped all or part of it, as well as the majority reporting that they have bought a record or prerecorded tape after discovering an artist through home taping. Additionally, that finding included data to

(continued on page 9)



**PLATINUM SURVIVORS** — CBS Records and Scotti Bros. Records recently celebrated the success of Survivor's "Eye Of The Tiger" single and album with a platinum record presentation at Chasen's restaurant in Los Angeles. Pictured are (l-r): Don Dempsey, senior vice president and general manager, Epic, Portrait and Associated Labels; Ben Scotti, vice chairman, Scotti Bros. Industries; Walter Yetnikoff, president, CBS Records Group; George Albert, Cash Box president and publisher; Toni Scotti, chairman of Scotti Bros. Industries; Mrs. Alan Sutton; Alan Sutton, Cash Box vice president and editor-in-chief; and Johnny Musso, president, Scotti Bros. Records.

## Over 600 Firms Represented At 8th Musexpo Meet

NEW YORK — Seminars on cable television, video and radio programming, music licensing, video marketing and distribution, and A&R and artist development at record labels highlight the 8th annual Musexpo and Videxpo conferences at Miami Beach's Bal Harbour, Sept. 30-Oct. 3.

Over 600 music and video companies from over 40 countries have registered for the marketplace event, according to Roddy Shashoua, president, International Music Industries Ltd.

Panelists confirmed for the International Licensing/Lawyers Seminar include Judge Robert London of Finley, Kumble, Wagner, Heine, Underberg & Casey; Edward Glinert of Glinert & Assoc.; Kim Guggenheim of Schlessinger & Guggenheim; Craig Benson of Benson, Eills & Siman; and Remi Salako,

(continued on page 16)

## Labels Move To Exploit Boom In Cassette Sales

by Jeffrey Ressler

LOS ANGELES — With sales of prerecorded cassettes rapidly approaching parity with album sales due to the popularity of Walkman-type portable tape players, among other factors, several record labels are investigating new ways to exploit the configuration, including putting singles, EPs and two-LP sets on tape and offering the product to consumers via various merchandising campaigns.

A&M-distributed I.R.S. Records pioneered the domestic use of the cassette single, dubbed the "Cassingle". In early summer with the release of the Go-Go's "Vacation" b/w "Beatnik Beach" which sold at a suggested list price of \$2.98. Although some U.K. and Japanese record companies experimented sporadically with the concept since the late 1970s and found little success with it, I.R.S. creative services vice president Carl Grasso, who developed the idea for the Go-Go's Cassingle, claims his brainchild received a "much better response than expected," selling most of its

limited run of 25,000 pieces.

According to Grasso, the next such release will be an EP cassette by The English Beat, available by Christmas or early 1983. After that is marketed, says Grasso, his label will attempt to modify future Cassingles by possibly putting the tape on a loop so it plays continuously without having to be rewound. In addition, he says I.R.S. is looking into upgrading cassette packaging, perhaps putting an extra flap or a mini-poster no bigger than 8 1/2 inches by 11 inches into the tape box. Point-of-purchase materials such as special browser boxes, posters and stickers are also being investigated to give the Cassingle more visibility in the future.

### Bonus Tunes

Currently, the company is promoting a new release by Wall of Voodoo, and to entice consumers to buy the cassette it has placed an extra song on the tape that is not available on the record. Full-page advertisements in such publications as *New York Rocker* publicize "the new cassette including bonus track", while underneath, in smaller type, note the release is "also available on album." A new recording by The Fleshtones pegged for early next year will, more than likely, also include a tune on the tape not on the LP, with ads geared

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## Fall Programs Stress Catalog, Reissues Despite Hit Albums

by Michael Martinez

LOS ANGELES — Although most major record labels plan release of titles by superstar acts and new artists during the fourth quarter of 1982, many manufacturers have also revealed intentions to bolster the emphasis on catalog product — both frontline and midline — during their fall sales and marketing programs this year.

According to a *Cash Box* survey, record manufacturers are offering a wide range of retail deals and market support in connection with their fourth quarter releases. Some stress extended dating on catalog titles (a move highly lauded by dealers), while others rest the cutting edge of their programs on discount deals. Few labels are offering a combination of both elements in comprehensive form during the fourth quarter.

Less accentuated than in previous years will be tie-ins with the Christmas sales season, although many contacted will be stressing the National Assn. of Recording Merchandisers (NARM) "Gift of Music" theme through in-store display material

and advertising. Both merchandising and advertising resources will be relegated to pro forma expenditures, for the most part, with few generic campaigns being developed in this area.

A similar approach will be taken with label support of new titles coming out during the final three months of 1982. Many labels contacted said that they would be releasing the bulk of their new product in October in hopes that radio playlists will still be open to new product.

Fourth quarter releases will offer a balanced selection of music ranging from jazz and new wave to pop and country. Highlighting the upcoming year-end product are titles by Bruce Springsteen (Columbia), Pat Benatar (Chrysalis), Prince (Warner Bros.), Michael Jackson (Epic), Donald Fagen (Warner Bros.), Earth, Wind & Fire (Columbia), Moody Blues (Threshold/PolyGram), Chic (Atlantic), Grover Washington, Jr. (Elektra/Asylum) and Spyro Gyra (MCA).

Some record companies will be releasing special Christmas LPs and others

(continued on page 10)

## BUSINESS NOTES

## Fame Wins Fifth Emmy

LOS ANGELES — NBC-TV's *Fame* took another award on the Sept. 19 telecast of the 34th annual Academy of Television Arts & Sciences Emmy show to bring its total for the year to five. Harry Harris won the Emmy in the directing in a drama series (single episode) category for *Fame: To Soar And Never Conquer*, adding to the awards announced one week prior for choreography, art direction (series), cinematography (series) and individual achievement — special class (costume designer Marilyn Matthews) (**Cash Box**, Sept. 25).

Other music or recording industry-related award winners included: writers for *SCTV: Network: Moral Majority Show* in the writing in variety or music program (single episode) category; Dwight Hemion for *Goldie And Kids* . . . *Listen To Us* in the directing in a variety or music program (single episode) category; and to producers Alexander Cohen, Hildy Parks and Roy Somiyo for *Night Of 100 Stars* in the variety, music or comedy program (special or series) category.

## NARM Retail Committee Meet Set

LOS ANGELES — The National Assn. of Recording Merchandisers (NARM) retailers advisory committee will hold a business meeting on Oct. 7 and 8 at the Houstonian Hotel and Club in Houston, Tex., to discuss the recording industry's future projects and opportunities. A cocktail party and dinner meeting is scheduled to take place on the eve of October 6.

A wide range of topics will be covered during the two-day meet, such as a "Gift of Music" update and fourth quarter plans; a formal marketing proposal for capitalizing on the annual Grammy Awards show, especially in light of the Awards' upcoming 25th anniversary; status reports on methods used to improve communications, such as UPC bar coding and computer-to-computer technology linking manufacturers and retailers; and the results and evaluation of a cassette pricing test in which retail chains studied the effects of reduced price cassette sales.

Other areas of the music industry to be analyzed at the Houstonian gathering include alternatives to radio air play promotion, special products, the identification of pirated product, possible future profits in digital recordings, and plans for the 1983 NARM convention.

## Latin Recording Academy Formed

LOS ANGELES — The International Latin Academy of Recording Artists has established its first chapter in California and bilingual membership applications are now being distributed in the United States and all Latin American countries.

Academy founders include Ray Terrace, president; Sandy Sirkus, senior vice president; Thomas Feundora, vice president; Dorothy Karlstein, vice president; Daisy Cancell, secretary-treasurer; and Jack Gold, legal counsel.

According to Terrace, 5,000 membership applications will be distributed to artists, managers, booking agents, record companies and others involved in the Latin music industry.

The Academy was formed to promote Latin music both here and abroad. To this end, an annual Latin Music Awards show will be presented with the winners determined by a vote of the Academy's membership. Winners will receive the Academy's "Califa" award, symbolizing the mythological golden goddess of the Spanish Conquistadors.

For further information, contact the International Latin Academy of Recording Artists at 10030 Owensmouth Ave., Chatsworth, Calif. 91311. The telephone number is (213) 700-9579.

## A&amp;M To Bow \$8.98 Audiophile Cassette

LOS ANGELES — A&M Records will release Supertramp's new album, "Famous Last Words," Oct. 26 in prerecorded cassette form on premium BASF chromium dioxide tape, at the standard list price of \$8.98. Resulting from a special agreement between A&M and BASF, this upcoming product will be the first audiophile-quality tape sold at regular list, and label spokespersons say all future major releases may be produced in similar fashion.

Chromium dioxide (CrO<sub>2</sub>) tape is a high bias compound that delivers extended dynamic range, lower background noise and greater wear life. Because of its exceptional sonic reproduction, the tape has been a staple of audiophile tape companies, whose prerecorded cassettes usually list from \$13-20.

"We're very pleased that BASF selected Supertramp for this important event," said A&M president Gil Friesen. "The quality of the group and their music matches that of the tape. A&M has made it our business to provide the best possible sound at the fairest possible price. If a consumer can buy a high fidelity prerecorded tape at no additional cost, he'll have one less reason to home tape."

BASF president Dieter Hauer added, "We applaud (A&M's) bold and innovative decision to make the new Supertramp album available on the very best cassette tape, while holding the price at that of previous major releases. This pioneering step can help point the way to recovery for the entire recording industry."

## RIAA/Video Elects Two More Members

NEW YORK — Al Bergamo, president, MCA Distributing Corp., and Nick Santrizos, president, Thorn-EMI Video, have been elected to two-year terms on the RIAA/Video Council, the 15-member policymaking group for the video division of the Recording Industry Assn. of America (RIAA).

The council also elected Mort Fink, president, Warner Home Video; Cy Leslie, chairman, MGM/UA Home Entertainment; and Bud O'Shea, group vice president, 20th Century-Fox Video, to the RIAA board of directors. They will represent video interests.

## VSDA Revamps Staff; Locke To Consult

NEW YORK — The Video Software Dealers Assn. (VSDA) has reorganized its personnel in an effort to broaden the scope of its service to the industry.

Joan Chase has been named administrative director and will be in charge of acquiring new VSDA members, continuing member services and initiating new VSDA programs, recommended by the VSDA advisory. In the area of membership communication, Chase will handle day-to-day member contact and will implement all local, regional and national meetings. She will report directly to Joe Cohen, VSDA executive vice president.

In addition, Barry Locke has left his post as VSDA executive director to return to his former consulting practice. He will be available to the trade group on a project basis. And Mickey Granberg will edit and publish *VSDA Reports*, the group's bi-monthly newsletter. Granberg has also assumed responsibility for the VSDA's public and press relations.

## Shelf, Sale Prices Continue To Rise At Retail Chains

by Jim Bessman

NEW YORK — Most of the 20 retail chains included in this quarter's LP and singles price survey reported no changes with none foreseen when asked to compare their current figures with last quarter's and to predict any movement through the end of the year. But comparisons of the averages from the current survey with last quarter's tell a different story, namely sale and shelf prices are up across the board.

Chains that have raised their prices in the last quarter say they have done so to meet rising manufacturer prices and promise to meet future increases in the same way. Few dealers, however, expect any further increases before Christmas, though many dread Jan. 1.

"As long as the manufacturers hold their prices, we'll hold ours," said Licorice Pizza's vice president of marketing, Lee Cohen, echoing the comments of most chain spokesmen. But Ben Karol of New York's King Karol is going to list or within 20 cents of it "across the board" on Nov. 1, claiming that strict credit terms from manufacturers are squeezing him into it. Cal Simpson, head of Detroit's Bad Records, was the only other retailer admitting a hike before Christmas, by as much as one dollar to "get profit margins up."

Product at \$5.98 list price is on sale at \$4.37 average now, up from \$4.14 three months ago. Current average shelf price of \$5.75 is 12 cents more than last quarter's \$5.63.

Average sale price for \$8.98 list price product is now \$6.35 as compared with the prior figure of \$6.09, but the \$8.22 shelf price is only two cents higher than the \$8.20 from before. On \$13.98 list price product, current average sale price of \$10.92 is almost 50 cents more than last quarter's \$10.44. The average \$12.88 shelf price is 20 cents more than the earlier \$12.68.

The current survey does not include  
(continued on page 12)

## KLOS Tops L.A. As AOR Battle Heats Up Arbs

by Larry Riggs

NEW YORK — AOR made gains as did urban contemporary (U/C) and stations carrying baseball game broadcasts. In New York, Chicago, Los Angeles and San Diego, according to Summer 1982 Arbitron figures released last week.

In Los Angeles, traditional AOR outlet KLOS gained nearly a point, jumping from 3.9 in the Spring book to 4.7 this time around. Arch-rival KMET also jumped to 4.0 from 3.4. Despite all the excitement about the new music, new music Top 40 station KROQ, which made an impressive gain in the Springbook, remained stable at 3.7. KLOS program director Tommy Hedges, however, attributed part of his station's success to playing cuts by such artists as Missing Persons, Flock Of Seagulls and Haircut 100 in strong rotation this summer.

In addition, talk outlet KABC held onto the #1 spot in L.A., jumping to an 8.6 share from the Spring book rating of 6.7. This was undoubtedly aided by Dodger baseball broadcasts. In contrast, B/C did not fare well, as KDAY and KACE each fell to a 1.3 from a 1.5. KGFJ also fell to 1.7 from 1.9, but KJLH rose to 1.5 from 1.2.

AOR was also a big story in New York as WAPP entered the market with a 4.9 share, jumping up from a 1.5 last time. It introduced its format into the market by staging a commercial free summer, and un-

(continued on page 10)

## REVIEWS

## ALBUMS

## OUT OF THE BOX



**NEBRASKA — Bruce Springsteen — Columbia TC 38358 — Producer: Bruce Springsteen — List: None — Bar Coded**

Arresting visions of American inequities, violence and dreams dominate Springsteen's adventurous solo album, recorded on a portable four-track cassette machine in his New Jersey home. An intensely personal, passionate work, its themes are forged within a sparse, acoustical musical context rich with folk, country and early rock influences. While the entire LP's powerful depth demands attention, radio may latch onto "Open All Night," a fast-paced tale of turnpike paranoia, as the killer cut.

## FEATURE PICKS

POP

**AS ONE — Kool & The Gang — De-Lite/PolyGram DSR 8505 — Producer: Eumir Deodato — List: 8.98**

All the pop fame this group has earned with platinum singles like "Ladies Night" and "Get Down On It" is solidified in this album, which further substantiates the ensemble's versatility. Swirling vocal harmonies, long a benchmark of the outfit, work well on all tracks here, adding much to the funk scorcher "Street Kids" and the reggae-tinged "Let's Go Danclin" (Ooh La, La, La). A glossy sheen coating the seminal party band's current single, "Big Fun," makes it a best bet for B/C and Top 40 PDs alike.

**THE NYLON CURTAIN — Billy Joel — Columbia TC 38200 — Producer: Phil Ramone — List: None — Bar Coded**

After delving into his past with the previous "Songs In The Attic" album, Billy Joel has once more come up with original material destined to capture AOR and Top 40 by storm. Starting out with "Allentown," a brusque but bouncy ode to unemployment, the keyboardist/composer delivers a love/hate tune laced with Beatlesque harmonies ("Laura"), the unnerving "Pressure" single and a catchy tune about conflicting lifestyles called "A Room Of Our Own."

**HEARTLIGHT — Neil Diamond — Columbia TC 38359 — Producers: Various — List: None — Bar Coded**

Believe it or not, the title track on Diamond's new LP is based on the motion picture *E.T.*, and the MOR kingpin does a competent job of translating the story of "a young boy's dream" into mellow music that's as gentle as the movie itself. Abetted by the team of Burt Bacharach and Carol Bayer Sager on the majority of cuts here, the soft pop giant continues to rely on hook-cognizant melodies matched with simple, sentimental lyrics for his output; and that style comes together perfectly on selections like the jazzy "Lost Among The Stars."

(continued on page 8)

Have an affair with

# ALPHONSE MOUZON

## *Distant Lover*

When radio was introduced to Alphonse Mouzon's new single, "I Don't Want To Lose This Feeling," it was love at first sound!

Maybe it's time you made a date to put Alphonse Mouzon's album "Distant Lover" in your store.

There's no telling how many customers he might seduce.



© 1982 HighRise Entertainment Co., Inc.

The single, "I Don't Want To Lose This Feeling." SHR 2000 The album, "Distant Lover." HR 100AE

Produced by Alphonse Mouzon



From HighRise Entertainment Co., Inc.



## REVIEWS

(continued from page 6)

**GREATEST HITS — Dolly Parton — RCA AHLI-4422 — Producers: Various — List: 8.98 — Bar Coded**

With Dolly's triumphant screen appearance in *The Best Little Whorehouse*... this summer (and the soundtrack LP's #3 position on the country album charts), RCA's "best of" disc couldn't have arrived at a more opportune moment. In fact, a pair of the film's tunes are included on the album, along with the theme from 9 to 5 and other self-penned numbers such as "Applejack" and "Two Doors Down." A diverse collection of favorites packaged in a slick, colorful gatefold jacket with photos of the songstress at different stages of her career, it should attract strong retail action.

**MADNESS, MONEY & MUSIC — Sheena Easton — EMI America ST-17080 — Producer: Christopher Nell — List: 8.98 — Bar Coded**

The third album from this tantalizing Glasgow singer who racked up a string of hits beginning with the #1 "Morning Train" shows a marked maturity, particularly in her renditions of the mid-tempo numbers "Wind Beneath My Wings" and Janis Ian's "In The Winter." But that doesn't mean she's lost any of her youthful pop pep, either, as the platter's single pick, "Machinery," and the zippy, dance-oriented rocker, "Are You Man Enough" aptly demonstrate.

**NOW YOU SEE ME... NOW YOU DON'T — Cliff Richard — EMI America ST-17081 — Producers: Cliff Richard and Craig Pruess — List: 8.98 — Bar Coded**

Although he began his career in the late '50s as a successful British pop star, Cliff Richard shed that image a few years later, was "born again" and continued performing rock albeit in a clean-cut mode. Some of the tracks on "Now You See Me..." reflect this gospel spirit, particularly "Be In My Heart" and "Little Town," but the instrumental quality makes this more a groove for AOR than religious outlets, as a listen to "The Only Way Out" or "First Date" will certify.

**GHOST TOWN — Poco — Atlantic 80008-1 — Producers: Poco and John Mills — List: 8.98 — Bar Coded**

The country-rockers make an impressive label bow with this collection of tunes by band co-founder Rusty Young and longtime member Paul Cotton, and it may prove to be Poco's best-received LP since the gold certified "Legend" album a few years back. Cotton's vocal and songwriting abilities shine through most noticeably on the weeper "Break Of Hearts," and his searing axe licks highlight the perky "Special Care," while Young succeeds in the eerie title number, with its images of "long shadows," "grey walls" and "broken window pane." MOR should cue Young's "Shoot For The Moon" for its gently romantic tone.

**PAPA-OOM-MOW-MOW — The Rivingtons — Liberty LN-10184 — Producers: Jack Levy, Adam Ross and Al Frazier — List: 8.98 — Bar Coded**

Joining the cavalcade of past stars returning to the scene, The Rivington's "Papa-Oom-Mow-Mow" has been reissued as the sounds of the '60s continue to regain respect. The Rivingtons, now performing as Papa-Oom-Mow-Mow, still sound as fresh as they did in those pre-Beatles days.

## BLACK CONTEMPORARY

**FOREVER, FOR ALWAYS, FOR LOVE — Luther Vandross — Epic FE 38235 — Producer: Luther Vandross — List: None — Bar Coded**

Since he entered the music industry in 1974, Luther Vandross has had an amazingly prolific career, singing behind

David Bowie, Marvin Gaye and James Brown, writing songs for the Broadway show *The Wiz* and producing recent LPs by Aretha Franklin and Cheryl Lynn. Along the way he's also become one of the premier contemporary soul vocalists, and this album — his second for Epic — should only help to increase his popularity. While all of the disc should enrapture his audience, the lead-in track, in which he sequesters a new original (co-written by Marcus Miller) called "Bad Boy" with the Sam Cooke chestnut "Having a Party," emits the most fun.

## NEW AND DEVELOPING

**SOMETHING'S GOING ON — Frida — Atlantic 80018-1 — Producer: Phil Collins — List: 8.98 — Bar Coded**

Anni-Frid (Frida) Lyngstad, best known as a member of the internationally-famous pop quartet ABBA, makes her first solo foray since joining the superstar band back in 1974. Produced by Genesis front-



man Phil Collins and assisted by Police and XTC studio pro Hugh Padgham. Frida's repertoire offers both delicate ballads ("Strangers," "You Know What I Mean") and scintillating uptempo enticements ("Threnody," "Tell Me It's Over"). Sizzling strings and a forceful horn section provide a fat, orchestral sound to much of the proceedings.

## NEW FACES TO WATCH



## Spys

Time has had a funny way of healing the hurt that bassist Ed Gagliardi and keyboardist Al Greenwood felt when the two members of Foreigner were unceremoniously forced out of the band they'd helped co-found after three years of phenomenal success. It certainly wasn't the two musicians' intention to immediately form another band after their departure in 1980, according to Greenwood. Nonetheless, the spring of 1981 saw the birth of EMI America's melodic rock quintet Spys, which Gagliardi says is simply "five guys heading in one direction," quite a difference from the organization that he'd left.

"It was a matter of being suppressed," Gagliardi explains as the basic reason for the problems leading to his and Greenwood's exit from the multi-platinum supergroup. "Foreigner may have started with the intention of being democratic, but it became very one-sided. We didn't want that."

When Gagliardi left, he went back to his native New York and took some time off ("I wanted to catch up on three years of living"). However, he soon found himself writing songs with close friends John DiGaudio and John Blanco, who up till that time had been guitarist and vocalist, respectively, for a N.Y.C. club band by the name of Harpy that had recently broken up. They soon began rehearsing the material and enlisted the aid of drummer Billy Milne, from Billy Falcon's group.

Everyone in the band agreed that a

SINGLES  
OUT OF THE BOX

**DIANA ROSS (RCA JB-13348) Muscles (4:36) (Mijac Music — BMI) (M. Jackson) (Producer: M. Jackson)**

Michael Jackson has constructed a most unique and dramatic musical setting for Ross here, with a song that hits quick, sharp crescendoes on the hook and then settles into a slow, sultry finger snappin' groove, only to rise again and again. It's truly sexy in a way that few songs are these days and destined to become a major hit. High debut at #66 bullet this week on the pop charts.

## FEATURE PICKS

**THE STEVE MILLER BAND (Capitol 5162) Cool Maglc (3:52) (Silk Stocking Music — BMI) (G. Mallaber, K. Lewis) (Producers: S. Miller, G. Mallaber)**

SMB drummer Garry Mallaber and guitarist Kenny Lewis have provided Miller with a light, straight-ahead pop/rocker that, in places, brings to mind the Beach Boys or

keyboardist was needed to round out the group, and Al Greenwood was the obvious choice. By his own admission, though, Greenwood was reluctant to join at first, even though he'd liked the demo tapes he heard. He states, "I got together with Ed one night and got real drunk, and when he asked me to join, apparently I said yes."

The experience with Foreigner still very fresh in their minds, Gagliardi and Greenwood stressed the collaborative working structure of Spys and, indeed, the band is credited with all compositions.

"Most importantly, the thing that Al and I want to avoid was to have the spotlight focused on us in this group," Gagliardi emphasizes. Greenwood adds, "We didn't want to start encouraging the back-stabbing thing that developed with Foreigner again."

That attitude, perhaps more than anything else, was responsible for the tightly-woven, full sound of the band's self-titled debut album, recorded at New York's Electric Lady Studios. The LP and the first single, "Don't Run My Life," gained out-of-the-box acceptance with AOR radio programmers (it quickly became the #1 Most Added record, an auspicious start for any new and developing band).

Spys, however, isn't thinking so much about the present but the future, which, Gagliardi notes, is reflected in the band's name, music and even its LP's cover art, which has a decidedly sci-fi image. "John DiGaudio came up with the name," states Gagliardi. "It represents a peek into the future, maybe. We're not looking for trenchcoats or anything."

And what is Spys' plan for the immediate future? "We just want to get out there and play for the kids," the two agree, adding that they're presently rehearsing for an early fall tour ("hopefully"). "The size of the hall or whether there's French champagne backstage isn't important."

the Beatles for his second single from the "Abracadabra" LP. It's got a tough act to follow, with the title track sitting at #1 for the past several weeks.

**POCO (Atlantic 7-89970) Ghostown (3:39) (Pirooting Publishing — ASCAP) (R. Young) (Producers: Poco, J. Mills)**

The title track from this venerable country rock outfit's Atlantic debut represents a further excursion into the sagebrush symphonic, as strings blend with lead guitars and a country rhythm. It's slightly melancholy, but very melodic stuff.

**LINDA RONSTADT (Asylum 7-69948) Get Closer (2:31) (Cherry Lane Music Publishing Co., Inc. — ASCAP) (J. Carroll) (Producer: P. Asher)**

A spare, compressed pop/rock attack gives Ronstadt room with a tuneful, full-throttle vocal on this playfully rambunctious first single and title cut from her new LP. The B-side, a stirring duet between Linda and J.D. Souther on "Sometimes You Just Can't Win," is an added bonus.

**BILLY SQUIER (Capitol 5163) Everybody Wants You (3:45) (Songs Of The Knight — BMI) (B. Squier) (Producers: Mack, Billy)**

Whirling electronics and finger snaps crack into a driving mid-tempo rocker from "Emotions In Motion" that has already seen some AOR play as a preferred track from the LP. As with most of Squier's material, it's got an updated Led Zeppelin-type sound that's already won rock fans' approval.

**GEORGE THOROGOOD & THE DESTROYERS (EMI America 8140) Bad To The Bone (3:36) (DelSound Music — BMI) (G. Thorogood) (Producers: Delaware Destroyers, K. Irwin, J. Nagy)**

Delaware's latter day Johnny B. Goode slides his way, guitar neck first, into an "original" blues rocker that's unquestionably a nod to the Mannish Boy himself, Muddy Waters.

**BLACK CONTEMPORARY JANET JACKSON (A&M 2440) Young Love (3:39) (A La Mode Music/Arista Music, Inc. — ASCAP) (R. Moore, A. Winbush) (Producer: B. Watson, R. Moore, A. Winbush)**

The Jackson family has been blessed with more talent than any clan could hope for and the latest member to prove it is Janet. Here the sister of Latoya, Randy, Jermaine, Tito and Michael struts her own stuff to a dance number concocted by the impressive recording duo Rene & Angela.

## NEW AND DEVELOPING

**MISSING PERSONS (Capitol 5161) Destination Unknown (3:40) (Private Life Music Life After Music/Private Parts Music — ASCAP/BMI) (Bozzio, Bozzio, Cucurullo) (Producer: K. Scott)**



Polished "new wave" pop/rock from a group that's already established a sizable following through its first EP (which also contains this track). The bouncy beat and Dale Bozzio's endearingly squeaky vocals have made it appealing to teenyboppers.

**BUCKNER & GARCIA (Columbia 18-03167)**

**E.T. (I Love You) (4:09) (BGO Music — ASCAP) (J. Buckner, G. Garcia) (Producers: J. Buckner, G. Garcia)** Pac-Man Fever hasn't died out, but Steven Spielberg's extra-terrestrial, for the time being, has captured the imagination, and heart, of the American public. B&G have created an ode here that at least equals the movie in sheer sentimentality.



## ARRC Study Claims Minimal Effect From Home Taping

(continued from page 5)

support the contention that heavy home music tapers are the biggest purchasers of records. The survey did not ask whether home taping has ever prevented tapers from purchasing prerecorded music.

### 'Very Important'

The third finding, that home tapers record primarily to put together their own programs of selections, was based on 72% of those surveyed rating it "very important" when asked if putting together selections was a reason for preferring home-recorded tapes to prerecorded tapes.

The issues of portability, convenience, quality and availability — which suggest that tapes offer something that records do not — were also highlighted in the survey. Seventy-five percent of those surveyed who listen to home-made tapes on their home systems rated it "very important" that a "tape can sometimes be played in the car or elsewhere that a record cannot." That 80% of all tapers use one or more portable playing devices and that half of the time spent listening to home-recorded music tapes is spent listening on a portable system were also cited as supporting the conclusion. Additionally, the survey claimed that quality and availability are more important to heavy music tapers than to light tapers.

Claiming that saving money is not the primary motive behind home taping of prerecorded music, the survey supported its contention by claiming that 31% of those who say they sometimes listen to home-recorded music instead of records listed only noncost factors as reasons for that preference. And 92% of those who considered cost a reason for using home-recorded music tapes said they had four or more reasons other than cost. Virtually everyone (99%) who cited cost as a factor said there were also other reasons they used home-recorded tapes. That records cost more than home-recorded tapes was rated "very important" by 45%.

## Pro-Taping Data Presented At Congress Hearing

(continued from page 5)

music copyright tax for recording non-copyrighted material.

Cornell noted also that a high percentage of home tapers indicated that this activity is not related to costs. She warned that a "tax" on blank tapes could impose a bias on technological change in that it could force potential users of magnetic tape to use other, more costly technologies for storing information — such as floppy discs, integrated circuits and bubble memories.

The only serious question during the hearing came from Rep. Robert W. Kastenmeier (D-Wis.), who is chairman of the subcommittee. He expressed the belief that some of the questions were so worded as to elicit the answer desired. The only other subcommittee member present was Rep. Tom Railsback (R-Ill.).

Supporting that section of the royalty fee proposal that would authorize copyright owners to establish their own rental retail services were: Steve Roberts, 20th Century-Fox; James P. Jimirro, Walt Disney, Prods., and Ron Berger, president of National Video Inc., a retail video chain. Roberts and Jimirro promised substantial reductions in the wholesale price of videocassettes if the legislation is enacted, since, they said, most producers impose a surcharge on their prerecorded cassettes to cover the retail practice of renting instead of selling the product. Robert said cassette prices would be cut by up to 50%; Jimirro by from 20-40%.

The last major finding, that half of all home tapes of prerecorded music are made from the taper's own records or tapes, included the data that 51% of all music tapes made at home were made from the taper's own collection; that 66% of home music tapers have made home-recorded tapes from their own collection in the past six months; and that home music tapers recorded all or part of 61% of the records they purchased between January and July of 1982.

### Washington Testimony

In her testimony before the House Judiciary subcommittee, Cornell said that "the Yankelovich survey strongly supports two key arguments against imposing (a home taping) tax. First, more than half of all blank tapes recorded at home are not used to tape prerecorded music." Cornell's second reason was that "home taping of commercially available prerecorded music is not primarily a substitute for buying that prerecorded music." She termed taping "a complementary activity." Cornell also suggested that the proposed royalty would not induce consumers to purchase records, but "only lead consumers to substitute radio listening or other activities for listening to records or tapes."

White concentrated his testimony on outlining the findings of the survey.

Speaking at ARRC's subsequent New York press conference were Jack Wayman, principal spokesman for the coalition and senior vice president of the Consumer Electronics Group of the Electronic Industries Association (EIA/CEG), the Washington, D.C.-based trade association, and Steven Brenner of Cornell, Polcovits and Brenner.

Wayman said that the Yankelovich survey was meant as a way to "legitimize our case as the recording industry did theirs with the WCI report."

Speaking of the Coalition in general, Wayman said it was composed primarily of makers of audio cassettes and recorders, video tape manufacturers, and members of the National Retail Merchandisers organization (NRM), such as Sears.

Wayman further remarked that a decision is expected from the United States Supreme Court in June, and that up until the end of this session of Congress (October 8), the primary objective of ARRC will simply be to block any legislation proposed by the recording industry and the Coalition to Save America's Music. "A Congress adjourned is a good Congress," said Wayman of the impending recess.

In response to the Yankelovich survey, Stanley Gortikov, president of the Recording Industry Assn. of America (RIAA) and co-spokesman for the Coalition to Save America's Music, said that key conclusions of the survey reinforced the music industry's arguments for a royalty on blank audio tape and recorders. "The new survey confirms what we have been saying all along," Gortikov said in a statement released through RIAA. "The overwhelming majority of home tapers are copying prerecorded music. Further, Yankelovich shows that even more are taping than reported by the earlier WCI study."

Gortikov added that the new survey does not address the extent of the sales lost as a result of home taping and labeled the survey biased. "I deplore the bias and lack of objectivity of the Yankelovich report," he said. "How can it ignore the reality that over 243,000,000 blank tapes are expected to be sold this year, and 55% of those are 'premium' tapes, designed, advertised and sold only for the copying of music. Further, more and more of these blanks are of longer and longer duration — able to copy more and more of our constituents' copyrighted musical property."

## TOP 30 ALBUMS

	Weeks On Chart	9/25		Weeks On Chart	9/25
<b>1 AS WE SPEAK</b> DAVID SANBORN (Warner Bros. 9 23650-1)	2	14	<b>16 TRADITION IN TRANSITION</b> CHICO FREEMAN (Musician/Elektra 9 60163-1)	19	4
<b>2 HANDS DOWN</b> BOB JAMES (Tappan Zee/Columbia FC 38067)	1	13	<b>17 LITE ME UP</b> HERBIE HANCOCK (Columbia FC 37928)	17	18
<b>3 OFFRAMP</b> PAT METHENY GROUP (ECM-1-1216)	3	20	<b>18 MOVING TARGET</b> GIL SCOTT-HERON (Arista AL 9606)	23	2
<b>4 LET ME KNOW YOU</b> STANLEY CLARKE (Epic FE 38086)	5	7	<b>19 WE WANT MILES</b> MILES DAVIS (Columbia C2 38005)	18	21
<b>5 OUT OF THE SHADOWS</b> DAVE GRUSIN (GRP/Arista 5510)	6	11	<b>20 FANDANGO</b> HERB ALPERT (A&M SP-3731)	22	19
<b>6 OFF THE TOP</b> JIMMY SMITH (Musician/Elektra 9 60175-1)	8	6	<b>21 BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	16	59
<b>7 WE ARE ONE</b> PIECES OF A DREAM (Elektra 9 60142-1)	4	11	<b>22 TELECOMMUNICATIONS</b> AZYMUTH (Milestone/Fantasy M-9101)	20	26
<b>8 DESIRE</b> TOM SCOTT (Musician/Elektra 9 60162-1)	10	5	<b>23 FATHERS AND SONS</b> (Columbia FC 37972)	24	22
<b>9 LOVE NOTES</b> CHUCK MANGIONE (Columbia FC 38101)	7	13	<b>24 CITYSCAPE</b> CLAUS OGERMAN/MICHAEL BRECKER (Warner Bros. 9 23698-1)	—	1
<b>10 LOOKING OUT</b> MCCOY TYNER (Columbia FC 38053)	11	13	<b>25 WYNTON MARSALIS</b> (Columbia FC 37574)	26	35
<b>11 ROYAL JAM</b> THE CRUSADERS (MCA 2-8017)	9	15	<b>26 COME MORNING</b> GROVER WASHINGTON, JR. (Elektra 5E-562)	27	43
<b>12 TOUCHSTONE</b> CHICK COREA (Warner Bros. 9 23699-1)	14	3	<b>27 THE DUDE</b> QUINCY JONES (A&M SP-3721)	25	78
<b>13 WINTER INTO SPRING</b> GEORGE WINSTON (Windham Hill C-1019)	13	10	<b>28 IT'S A FACT</b> JEFF LORBER (Arista AL 9583)	30	28
<b>14 ECHOES OF AN ERA 2/THE CONCERT</b> (Musician/Elektra 9 60165-1)	15	5	<b>29 THE BEST</b> QUINCY JONES (A&M SP-3200)	28	9
<b>15 IN LOVE'S TIME</b> DAVE VALENTINE (GRP/Arista 5511)	12	10	<b>30 MYSTICAL ADVENTURES</b> JEAN-LUC PONTY (Atlantic SD 19333)	29	34

## ON JAZZ

**GRP EYES P&D** — Larry Rosen and Dave Grusin are presently negotiating a pressing and distribution deal for their own label. The twosome, who have piloted one of jazz's most successful production companies, GRP, say they expect to be on the streets with the as-yet-unnamed label by the first of the year. Initial release will be a live album by Grusin and The GRP All Stars, which includes Michael Franks and Steve Gadd, recorded this past summer in Japan. As with its previous productions for Arista (Angela Bofill, Dave Valentine, Tom Browne, Bobby Broom, Jay Hoggard, etc.), the new label will be pop-oriented. "We're thinking of dealing more with vocalists," said Rosen, "and we're looking at a couple right now." Pointing to the successful crossover of such jazz artists as George Benson and Tom Browne, who have employed vocals on their recordings, Rosen said the new label would focus on that market, adding that "if you're signing a new artist, it's easier to sign a vocalist than to teach an instrumentalist to sing or find him the proper background singers." Additionally, Rosen predicted the label would give them greater control over the promotion, marketing and future of each release, instead of "having it totally in the hands of a record company." The proposed deal would cover U.S. and Canada, and leave the partners free to negotiate other arrangements in Japan and the rest of the world. GRP artists presently signed to Arista will stay there and continue to be produced by Grusin and Rosen.



**SILVER JAZZ** — Hornman Dizzy Gillespie was one of the most brilliant highlights during the recent Silver Anniversary Monterey Jazz Festival. Pictured is Gillespie (c) with bassist Michael Howell (l) and guitarist Ed Cherry. Cash Box photo by Michael Martinez

**AROUND THE APPLE** — Richard Seidel, late of Contemporary Records, has joined PolyGram Classics Jazz as national promotion manager. He can be reached at the company's New York offices. . . The Brooklyn Academy of Music has slated a jazz program for late fall and winter. Among those scheduled to appear are The Nat Adlerley Quartet featuring Sonny Fortuna; James Moody; Sheila Jordan with Harvie Swartz; L. Sharon Freeman and Randy Weston. . . Village jazz outpost The Blue Note will celebrate its first anniversary on Sept. 28 with a special jam session featuring Dizzy Gillespie. . . Saint Peter's Jazz Ministry will present its annual "All Nite Soul" jazz marathon on Oct. 10. The 12-hour affair will feature 250 musicians. . . Griff's Seafood Plaza, a midtown-east eatery, has instituted a jazz policy Tuesday through Saturday nights. The September line-up includes a rare New York appearance by Chicago pianist Chrls Anderson. . . The Roulette series, featuring experimental jazz and classical performers and composers, has kicked off at 228 W. Broadway. The October line-up includes John Zorn, Anthony Davis and Earl Howard. The telephone number is (212) 431-1022.

fred goodman

## Ohga Named Head At Sony/America

NEW YORK — Norio Ohga, the recently appointed president and chief operating officer at Sony Corp., Tokyo, has been named chairman of the board at Sony Corp. of America.

Ohga was elected president and chief operating officer and representative director of Sony on Sept. 4, succeeding the late president Kazuo Iwama who died Aug. 24. Iwama had served as Sony chairman since March 1978.

Ohga joined Sony in April, 1953 and was named general manager, tape recorder division and product planning division, in October, 1969. Appointed a Sony director in 1964, he became managing director in June, 1972, was promoted to senior managing director in June, 1974 and was named deputy president in January 1976.

Concurrent with Ohga's promotion, Sony made several other top management changes. They included electing Mitsuzo Marita vice chairman and representative director, Masaaki Morita deputy president and representative director and Masahito Morizono deputy president and representative director.

In addition, Susumu Yoshida will assume the presidency of Sony Magnetic Products, Inc. as well as retaining his post as senior managing director. He replaces Keizaburo Tozawa who is retiring as president of Sony Magnetic Products to concentrate on his senior managing directorship at Sony headquarters.

## Wallace Named MGM/UA Video Programming VP

NEW YORK — Ronna Wallace has been named vice president, programming, West Coast at MGM/UA Home Video and vice president, programming, MGM/UA Records.

In her new position, Wallace will handle all program acquisition and development for MGM/UA Home Video on the West Coast. For the record division, she will be responsible for overseeing the marketing and merchandising of MGM/UA soundtrack albums. In both capacities, she will report to Mickey Hyman, president, MGM/UA Entertainment Co.

Wallace was previously director of programming at MGM/UA Home Video. Previously, she was director of programming for CBS Video Enterprises. She has also held positions at VidAmerica and Warner-Amex's Qube. Wallace will operate out of Los Angeles.

## Katzel Named VP, Accord/Townhouse

NEW YORK — Bud Katzel has been named vice president, marketing and sales at Accord/Townhouse Records. He brings experience earned in many areas of the recording industry.

Katzel entered the business at Decca Records as national promotion director. He then became vice president and director of marketing and distribution for Roulette Records.

His next move was to ABC Records, where he served as vice president, marketing. Next, he moved up to vice president and general manager, ABC Records Division. Between 1969 and 1978, he was vice president and general manager of Avco Records. Most recently, he was general manager at TK Prods.

In his new position, he will work with Capitol Records' sales department and national personnel, as well as the district offices. He will also work with national accounts and retail chains to develop sales program and promotions.



Marshall Blonstein

## Blonstein Named VP For Monument

LOS ANGELES — Marshall Blonstein, who until recently served as president of Montage Records, has been named vice president of Monument Records. According to Monument president Bob Fead, Blonstein will be involved in all phases of the label's operation, based out of the company's L.A. office.

Prior to his tenure with Montage, Blonstein was president of Island Records for two years. He was previously vice president and general manager of Ode Records for eight years. Blonstein began his career working in promotion for Columbia Records.

## Maitland Named VP, Singles Sales, At Warner Bros.

LOS ANGELES — Mark Maitland has been named to the position of vice president/national singles sales manager at Warner Bros. Records. He was promoted from his previous post as national singles sales manager, a position he held for six years.

Maitland joined Warner Bros. after working at WEA. He served as regional singles sales manager for WEA's Los Angeles branch after being transferred from his previous position as branch marketing coordinator at WEA's Atlanta branch.

Maitland first joined the record industry as manager of Sunshine Records in Los Angeles.

Commenting on Maitland's appointment, Warner Bros. Records chairman and president Mo Ostin said, "Mark has proven his considerable abilities in the singles field time and again. We could not ask for a more competent and creative person to become an officer of Warner Bros. Records."

## Merlis Named VP/Director Of Publicity At WB

LOS ANGELES — Bob Merlis was recently named vice president, publicity director for Warner Bros. Records.

Merlis joined Warner Bros. in 1971 in New York as a press representative after a two-year stint as assistant editor of *Record World* magazine. He moved to Warner-distributed Bearsville Records in 1973, where he held the post of operations manager. After a brief stay on the A&R staff at RCA Records, Merlis returned to Warner Bros. as a senior press representative in New York before moving to his most recent position on the West Coast as director of publicity in 1975.

Commenting on Merlis' appointment, Warner Bros. chairman and president Mo Ostin said, "Bob is a well-respected industry figure whose wide-ranging involvement in all aspects of media has made him an extremely effective executive. His tenure at Warner Bros. has been a highly creative one."

## EXECUTIVES ON THE MOVE

**Changes At Cherry Lane** — Cherry Lane Music announced the promotion of Adolf Rosenman, Jr. to vice president of its publishing and print companies. Prior to this appointment Rosenman was treasurer. In addition, Lorain Levy was promoted to senior vice president of Cherry Lane Music Co., Inc., the print conglomerate, and president of Cherry Lane Books, the trade book division of the music group. Also, Pat Raven was appointed to executive vice president of Cherry Lane Music Co., Inc. and president of Cherry Lane Magazines, the music group's magazine division.

**Carlos Named At Urban Rock** — Keith Carlos has been appointed chief operations manager of Urban Rock Records. Carlos joined the New York City-based independent label over a year ago as a market researcher. Prior to Urban Rock Records, Carlos headed national dance music promotions for DeLite Records for more than three years and worked as well in an A&R capacity for DeLite artists such as Kool & The Gang, Coffee, Citi, Crown Heights Affair and the Kay Gees.

**CBS Records Names Macdonald** — Holland Macdonald has been appointed art director, creative services, CBS Records. Macdonald will be responsible for all facets of art and design for CBS Records Advertising. His duties will include art directing print, TV, and special video and film promotions. Macdonald will maintain contact with all CBS Records' product managers in coordinating the direction of all advertising campaigns. He formally held the position of assistant art director, creative services.

**E/A Names Barber** — Ornetta Barber has been promoted to national marketing research director for Elektra/Asylum Records. Barber most recently was national marketing research coordinator. Her responsibilities now include gathering marketing information from key retail accounts, acting as liaison between E/A's national and field sales and promotion staffs and as liaison between the label and the music industry trade magazines' chart staffs.

**EHE Appoints Call** — Embassy Home Entertainment has announced the appointment of Deborah Call as director of marketing. She will operate from the Embassy Communications headquarters in Century City, Calif. Her marketing responsibilities will include product research and scheduling and the coordination of advertising, packaging and promotional programs, in cooperation with the company's sales division, for all Embassy Home Entertainment products.

**BMI Names Curry** — The board of directors of Broadcast Music, Inc. (BMI) elected Thomas Curry controller. The appointment is effective immediately. Curry is replacing Lawrence Sweeney, who recently assumed the position of vice president, licensing. Curry joined BMI in 1971 as assistant to the internal auditor and has been internal auditor for the past five years.

**GEMCOM Names Schulstad** — Warren E. Schulstad has been named GEMCOM's vice president for sales and marketing. Schulstad brings with him 19 years of experience as national buyer of records and tapes for Sears Roebuck and three years as vice president of national accounts for United Record and Tape Industries, Inc. of Miami, Fla. He will be responsible for all GEMCOM domestic sales and sales policies, the distribution network and marketing of the company's five labels.

**Sullo Appointed** — Wm. Stephan & Associates announced the appointment of Richard A. (Dick) Sullo as an agent in the Variety & International Attractions department of the Agency. Sullo, formerly the owner of The Anthony Agency in Beverly Hills, Calif., brings with him 15 years of experience in the concert, variety and international markets.

**Changes At Shorty Lavender** — Bob Lavender has been promoted to the position of vice president of The Shorty Lavender Talent Agency Inc. In addition, Marsha Nauman recently joined the agency in the position of executive assistant.

**Clouse Named At Aristo** — Jeff Walker, president of Aristo Music Associates Inc., has announced the addition of Kathleen Clouse to his staff as executive assistant. Clouse will be working closely with him in the public relations and media management operations of the company.

## Label Fourth Quarter Programs

(continued from page 5)

will be offering seasonal compilation packages along with their catalog and frontline titles.

Of all the labels contacted, WEA was the only company that singularly stressed catalog product in its fall program. Covering 345 of the Warner Bros./Elektra-Asylum/Atlantic titles, the WEA program, encompassing the theme "Music Entertainment that Lasts a Lifetime," was launched Sept. 7 and will run to Oct. 15 and offers a five percent discount on LPs included in the program and a more substantial 10% discount on cassettes bought through the program.

Payment of orders under the program will be permitted on two deadlines — half by Dec. 10 and the balance on Jan. 10, 1983. Returns credit will reflect the LP and cassette discounts under the program.

One company that is combining an extensive program on two new superstar releases with a dating deal on its entire catalog is PolyGram, which has already begun a retail marketing plan on the Kool & the Gang's "As One" LP and "Signals," the new album by Rush.

According to Harry Losk, senior vice president of marketing for the company, "We believe that the new albums by Kool and Rush can be the cornerstone for our new release marketing plan during the fourth quarter."

Both releases are the subject of an intensive marketing plan comprised of heavy

radio advertising teasers, ads on Warner Amex's MTV and display material for in-store. For the Kool LP, PolyGram has developed a "Now in Stock" window display streamer that is shipped with the record. The display coincides with a radio teaser airing in 12 markets. A poster campaign has been developed for Rush along with the MTV advertising. Losk said that some print advertising is scheduled for later in the year. To this end, the label has manufactured 600 ad mats to be used in local advertising.

Both the Kool & the Gang and Rush releases also receive additional billing time, allowing dealers to pay for the initial orders during January. A similar deal is being offered to retailers on the entire PolyGram catalog, where one half the billing is due in January and the other during February.

"It was our feeling that dating is now more essential to dealers than discounting," said Losk. "Dealers are more concerned with when they have to pay than with how much, especially with LPs of this caliber."

Another label hoping to successfully mix new frontline product releases with a healthy catalog offering is Capitol Records, where a number of previously unreleased compilations and greatest hits packages are also planned for the 1982 sales finale.

Twenty of the Beatles' #1 singles on a solo disc will be offered during October at a

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## Labels Experiment With Ways To Increase Cassette Sales

(continued from page 5)

more towards the cassette market.

I.R.S.'s distributor, A&M, also plans to introduce several innovations in the cassette field, with a dance-oriented line of tapes nicknamed "dancettes" bowing in mid- to late-November. Carrying a tentative list price of \$6.98, the product will be issued solely in cassette configuration, with an initial line of two different formats made available to consumers. The first, called "Dance To It I," will feature R&B acts like Howard Johnson, Quincy Jones, LTD, Chas Jankel and Brothers Johnson and new and developing artists like Kiddo and Janet Jackson. "Dance To It II" highlights "new rock" bands including Oingo Boingo, Joe Jackson, The Police and Split Enz, plus recently signed groups Spoons and Simple Minds, among others.

Another cassette first from A&M will occur with the label's Oct. 26 release of Supertramp's eighth album, "Famous Last Words," on premium chrome dioxide tape at the standard list price of \$8.98 (see separate story). Chromium Dioxide recording tape, used extensively in high-priced audiophile cassettes, offers lower background noise and increased frequency response, as well as greater wear life and pressure stability. The tape's near-elimination of hiss while also granting undistorted treble response and upgraded dynamic range makes it popular with state-of-the-art audio enthusiasts and is expected to be used in forthcoming major releases by the label.

A "special edition mini-cassette" of three new songs by Devo, set to ship on Sept. 29, will mark Warner Bros. Records' entry into the field of 12 inch singles marketed in cassette form. A dance version and dub mix of the group's forthcoming "Peek-A-Boo" single as well as the tune "Find Out" will be programmed on the cassette, which will be released a week after the regular vinyl 7 inch is in stores, and several weeks prior to the LP's Oct. 13 release date. Both the dance and dub versions of "Peek-A-Boo" are not scheduled to be on either the 7 inch or 12 inch Devo wax configurations.

Coming up from the Warner Bros. distributed Sire label on Oct. 1 is an eight-song cassette featuring selections from previously available material by Talking Heads as well as from solo projects by individual band members and the Tom Tom Club. The item, called "Portable Music" and listing for \$6.98, will be manufactured solely in cassette form and includes songs from Jerry Harrison's "The Red and the Black," David Byrne's "3 Big Songs" and "The Catherine Wheel," The Tom Tom Club's "Under The Boardwalk" and Talking Heads' "The Name of This Band Is Talking Heads."

The first 12 inch single to be marketed in cassette form hit the streets last week, a three-song offering from Sharon Redd on the Prelude label. Suggested list price on the tape, which includes a previously unavailable tune called "Send Your Love" as well as the title track from Redd's "Beat the Street" LP and an instrumental version of that song, is \$4.98, and its initial run calls for 4,000 tapes to be shipped to four markets on the east coast: Baltimore, Washington, D.C., Philadelphia and New York City.

According to Jerry Kuster, Prelude's production manager, the cassette will run just shy of 20 minutes on one side, and the other side will contain blank tape. The product will be packaged inside a standard LP jacket rather than in a norelco case, and cover art will depict a large cassette with the song title and artist name imprinted in bold lettering.

The idea of putting prerecorded music on one side of a tape, with the other side

made free for home taping, is not an entirely new concept. On Island Records' One Plus One series, an album is prerecorded on both sides of the tape, with the notion that the duplicate copy can either be taped over with other material by the consumer, or left alone so the album can be heard again by merely turning over the tape instead of having to rewind it. Currently Island is wrapping up negotiations with WEA and Atlantic, which distributes Island product, for putting out major artists' recordings in the format. One Plus One is now being utilized for the company's subsidiary labels, Mango and Antilles, each of which has approximately 12 titles in the One Plus One style.

Another strong commitment to the cassette configuration can be found in the year-old Reachout International Records (ROIR, pronounced "roar") concern, headed by Neil Cooper. ROIR produces only album-length cassettes unavailable on commercial vinyl, and specializes in New York City rock fan-oriented material, such as vintage New York Dolls performances, an unreleased album by The Fleshtones and the jazz/funk harmelodics of Alfonia Tims & His Flying Tigers. To date, ROIR has 14 tapes on the market, with four more to be released in October, and an additional four available in January, 1983. The ROIR cassettes, which sell to retailers for \$5.50-\$5.85, carry a \$9.98 list and are sold in most stores for \$6.99 to \$8.50.

Cooper, who used to run a Manhattan rock club, originally intended to go into the vinyl trade, but after researching the marketplace in 1980 decided the trend in music leaned towards cassettes. "The more record companies I called for information," remembers Cooper, "the more I realized tapes would gain more and more momentum. I even went into lots of stereo stores and learned that cassette decks were selling much more than record changers. So I decided to capitalize on the trend and started to assemble a solid roster very quickly. At first everybody thought I'd be finished off, that ROIR would be a shot in the dark, but I'm still going strong. I'm not looking for the big bucks, I'm just interested in filling a niche and establishing a small but respected music company."

In addition to selling to independent distributors, ROIR also exports its finished goods to France, England, Germany, Sweden and Finland and claims a growing mail order business. Selected outlets in chain stores such as Disc-O-Mat and King Karol also carry Cooper's product, but the cassette entrepreneur says there are definite disadvantages to putting out product solely in cassette configurations. "Two of the most important arteries for exposure to the public — radio play and disc jockey club play — are closed off to cassettes, and that's a situation I'd really like to see change," Cooper says.

### Twofer Tapes

Besides its experiment with the Devo mini-cassette, Warner Bros., along with the other WEA labels, is forging ahead with its recent "Two on One" series of tapes, which offers two hit LPs on one cassette at a list price of \$10.98. Nineteen artists — including The Doobie Bros., The Doors, Eagles, Fleetwood Mac, James Taylor, Talking Heads, The J. Gells Band, Yes, T. Rex, Van Morrison, Hall & Oates and Joni Mitchell — are represented in the series, which delved into previous catalog of \$8.98 and \$5.98 list product for the tape collection.

To make consumers aware of the new line of cassettes, WEA distribution is making available a free-standing step-down counter browser that holds 38 pieces as

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## TOP 15 ALBUMS

### Spiritual

	Weeks On Chart	9/25
<b>1 PRECIOUS LORD</b> AL GREEN (Hi/Myrrh MSB-6702) Unavailable At Press Time	1	8
<b>2 IT'S GONNA RAIN</b> MILTON BRUNSON (Myrrh MSB 6696) Title Cut	3	21
<b>3 LORD, YOU KEEP ON PROVING YOURSELF TO ME</b> FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	4	21
<b>4 BROTHER TO BROTHER</b> WILLIAMS BROTHERS (Myrrh MSB 6717) Unavailable At Press Time	2	10
<b>5 WHEN ALL GOD'S CHILDREN GET TOGETHER</b> REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	5	42
<b>6 HIGHER PLANE</b> AL GREEN (Myrrh MSB 6665) "His Name Is Jesus"	6	22
<b>7 A TOUCH OF CLASS</b> JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	9	22
<b>8 YOU BROUGHT THE SUNSHINE</b> CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	8	16
<b>9 THE RICHARD SMALLWOOD SINGERS</b> (Onyx/Benson R3803) "Call The Lord"	11	2
<b>10 POWER</b> TWINKY CLARK (Sound of Gospel SOG 133) Unavailable At Press Time	12	4
<b>11 10TH ANNUAL PRAISE AND REDEDICATION CONCERT</b> SOUTHEAST INSPIRATIONAL CHOIR (Jewel 0172) Unavailable At Press Time	15	2
<b>12 GLORY TO HIS NAME</b> ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Title Cut	7	14
<b>13 HOPE SONGS, VOL. I</b> D.J. ROGERS (Hope Song/Benson HS2000) "I Told Him I Would Sing"	14	3
<b>14 EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA, VOL. II</b> (Myrrh MSB 6700) Unavailable At Press Time	—	1
<b>15 UNCLOUDY DAY</b> MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time	—	1

### Inspirational

	Weeks On Chart	9/25
<b>1 MIRACLE</b> B.J. THOMAS (Myrrh 6705) "I'm In Tune"	3	42
<b>2 THE VERY BEST OF THE IMPERIALS</b> (Dayspring SST 4025) "Same Old Fashioned Way"	2	38
<b>3 I SAW THE LORD</b> DALLAS HOLM (Greentree R3723) Title Cut	1	42
<b>4 AGE TO AGE</b> AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	4	20
<b>5 UNFAILING LOVE</b> EVIE TORNUST (Word WSB 8867) "How I Love You Lord"	5	42
<b>6 JONI'S SONG</b> JONI EARECKSON (Word WSB 8856) Title Cut	6	42
<b>7 AMAZING GRACE</b> B.J. THOMAS (Myrrh 6675) Title Cut	7	58
<b>8 AMY GRANT IN CONCERT VOL. II</b> (Myrrh MSB 6677) "I'm Gonna Fly"	8	43
<b>9 BLESS THE LORD WHO REIGNS IN BEAUTY</b> BILL GAITHER TRIO (Word 6670) Title Cut	9	28
<b>10 LIFT UP THE LORD</b> SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	10	8
<b>11 I'LL NEVER STOP LOVIN' YOU</b> LEON PATILLO (Myrrh/Word MSB-6711) Unavailable At Press Time	11	4
<b>12 MAKE ME READY</b> FARRELL & FARRELL (New Pax NP33104) Title Cut	12	15
<b>13 ONLY JESUS</b> DION (Dayspring DST-4027) Unavailable At Press Time	15	11
<b>14 THE TRAVELER</b> DON FRANCISCO (New Pax NP 33106) "Traveler's Jico"	13	50
<b>15 PRIORITY</b> IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	14	22

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

## Word Announces Promotion Plans For Fourth Quarter Album Releases

NASHVILLE — Word, Inc. held a special sales conference Sept. 16-18 at the Amfac Hotel in Dallas, Tex., to unveil all products and accompanying promotions scheduled for fourth quarter release, according to Roland Lundy, vice president, director of sales.

"With close to 40 records being shipped out during this period I feel an extra push has to be made on this product," Lundy says. "We introduced new marketing and merchandising promotions during the meetings. One of the programs, we believe, will have as big an effect on the industry as our 'one free with four program' did when it was first introduced. We will also present product from the two new labels we are distributing, Birthright and Starsong Records."

Starsong, an independent contemporary Christian label based in Houston, whose catalog includes material by Petra, Steve &

Annie Chapman, Craig Smith and Liberation Suite, recently signed a distribution pact with Word.

Among the promotions Word is establishing is the Valuealbum line, which will offer one newly released package per month at a special \$6.98 list price. Artists to be covered by the promotion include John Fischer, Pete Carlson, Andrew Culverwell, Morris Chapman and Kenny Marks. Along with the records, the label will produce a special display rack and posters that coincide with the promotion.

Prior to shipping, as shrink wrap is applied to each album package, a sampler cassette will be included, providing extra value to the consumer and offering the label an opportunity to expose other acts to the buyer. One side of the cassette will contain one song from each of the five artists covered in the program, while the other

(continued on page 30)

# Fall Programs Push Catalog, Reissues Despite Hit Albums

(continued from page 10)

list price of \$9.98. Sammy Hagar's best material for the label will be re-packaged as a compilation package along with "Greatest Hits" by Natalie Cole.

According to Walter Lee, vice president of marketing for Capitol, there will be several other new releases, including Little River Band, Missing Persons, Melba Moore, George Clinton, The Plasmatics, McFadden & Whitehead and Ebonee Webb.

Lee declined to reveal dealer terms for the program and added that there may be a later announcement that also included 100-150 titles included in a catalog program.

Planning to offer a five-to-seven percent discount on selected titles, including current best sellers and more than 100 catalog albums is RCA, according to retail sources. Although RCA would not confirm the reports, dealers say that the RCA program carries standard dating and comes due Dec. 15. The label also recently bowed an extensive midline catalog campaign where it added 19 new titles to its "Best Buy" series of budget LPs (Cash Box, Sept. 4).

At Motown, merchandising and advertising plans include a particular emphasis on the label's Christmas-oriented product through in-store merchandising, print and radio advertising. Miller London, vice president of sales at the company, said that several Christmas packages are coming from the label, in addition to reissues of five Al Green titles and a previously unreleased live recording of Green culled from performances in Tokyo.

Though London would not reveal dating and discounting plans, he did note that the company would provide substantial advertising and merchandising support for its "Yesteryear Singles" campaign, pointing out that Motown's list price on singles has remained \$1.69 as opposed to the industry norm of \$1.99.

But despite the emphasis on catalog, reissues and seasonal product, there is an abundance of new, best of and greatest hits titles to come during the fourth quarter.

The following is a label by label list of fourth quarter releases, the bulk of which will be released from early October through the latter part of November. Few labels, recognizing the difficulty in obtaining airplay during December, will release product during that month.

## A&M

(October) Andy Summers and Robert Fripp, Janet Jackson, English Beat (I.R.S.), Supertramp, Spoons and Mental As Anything. (November) "Best Of" packages from Peter Allen, Billy Preston and Humble Pie.

## Atlantic

(October) Robert Palmer, Grace Jones (Island), Glorie Gaynor, Chic, Diesel (Regency), Passport, Michel Berger, McGuffey Lane and the Henry Paul Band. (November) Bette Midler, Phil Collins, ABBA (two-record set), Slave (Cotillion), Blackfoot (live LP), Rose Tetro, T.S. Monk (Mirage), Teddy Brooks, Eddie Schwartz and jazz re-packagings by artists such as Duke Ellington, Woody Herman, John Coltrane, Don Cherry, The Art Ensemble of Chicago, Lee Konitz, Warren Marsh, Jay McShann, Rashaan Roland Kirk, Gil Evans and the Modern Jazz Quartet.

## Boardwalk

(October) Richard "Dimples" Fields. (November) Ranger.

## Capitol

(October) Missing Persons, the Plasmatics, Plastic Ono Band (reissue), Beatles (greatest #1 singles), Sheree Brown, Melba Moore, Natalie Cole (greatest hits), Earl Klugh/Bob James and Sammy Heger (compilation). (November) Little River Band greatest hits package, Peabo Bryson and George Clinton.

## Columbia

(September) Bruce Springsteen, Billy Joel, the Psychedelic Furs, James "Blood" Ulmer, Janie Fricke, Neil Diamond and Khestry. (October) Rachel Sweet, Enchantment, One From The Heart soundtrack, Simone, Gladys Knight (Christmas LP), half-speed master versions of Pink Floyd's "The Wall" and Journey's "Dream After Dream" (original material), Moe Bandy & Joe Stempely, Janie Fricke, a solo Bandy LP, Bobby Bere, Johnny Cash, David Allen Coe, Marty Robbins, Heeven Bent, Al DiMeola, Champaign, Ramsey Lewis, Richard Cleyderman, Larry Gatlin (Christmas LP), Swing Time and Swing Fever (compilations), Ervin Litkei, three special children's packages based on the Annie soundtrack, Earth, Wind & Fire, Linda Fratiane, Eileen Oulinn, Marvin Gaye, a two-volume compilation titled "Rock 'N' Roll Uprising," and half-speed masters of Barbra Streisand's "Memories," Neil Diamond's "On The Way," Willie Nelson's "Always" and a title by Ramsey Lewis.

## Elaktra/Asylum

(October) Johnny Lee Fullman, the Pointer Sisters' Greatest (Planet), Eddie Rabbitt, Jesse Colin Young, Dynasty (Solar), the Eagles Greatest, Moving Pictures (Network) and Lee Ritenour. (November) Grover Washington, Jr., Crystal Gayle, Conway Twitty, The Whispers (Solar), Bellamy Brothers, Material, John O'Banion, Stanley Turrentine, Lakeside (Solar), Bill Wolfner (Constellation), Resurrection (Light) and a Light Records compilation.

## EMI America/Library

(October) Kate Bush, Little Steven & the Disciples, Talk Talk and Crispy Lane. (November) J. Gels Band live album, Hot Chocolate, Pink Panther and the greatest from James Bond soundtracks.

## Epic

(September) Capt. Beefheart and the Magic Band, Brick, Merle Haggard & Willie Nelson, Here Comes Garfield soundtrack LP featuring Lou Rawls and Desirée Goyette and product by Luther Vandross. (October) George Jones, Charley McClain, Ronnie McDowell, Joe Stampley, Mickey Gilley, Johnny Paycheck, Johnny Rodriguez, Tammy Wynette, Adam Ant, Intensive Heat (Curb), Buck Dharma (Portrait), DIDI Stewart (Kirschner), Dan Fogelberg (Full Moon/Epic), Merle Haggard, Angele Clemmons (Portrait), Single Bullet Theory (Nemperor), and Unipop (Bang). (November) Michael Jackson, Joe Stampley, Tammy Wynette, Johnny and Joe (Ambient Sound), Blue Emotions (Ambient Sound), First Love (Chicago International), Lene Lovich (Stiff America), Culture Club (Virgin/Epic), Ozzy Osbourne (Jet), XTC (four reissues on Jet), and the S.O.S. Band (Tabu).

## MCA

(October) Donnie Iris (Carouse), Spyro Gyra, Lynyard Skynyrd, Oak Ridge Boys, War, Cooper & Ross (Sweet City), Imagination, Bill Summers and Summers Heat, One Way, Stix Hooper and Jerry Jeff Walker. (November) Tygers of Pantang, Poco, Shari Ulrich, a second "Jazzercise" LP and a compilation titled "Stuck On TV."

## Monument

(October) Charlie McCoy (greatest hits), Roy Orbison, Kris Kristofferson, Boots Randolph (all in the "Signature Series"), a new title by Randolph, a two-record set featuring the music of Kristofferson, Brenda Lee, Willie Nelson and Dolly Parton.

## Motown

(October) Lionel Ritchie, the Commodores, Bobby Millitello and Gene Van Buren. There will also be reissues by Willie Mitchell and Ann Peebles, and five Al Green titles reissued along with a previously unreleased Green performance made in Japan.

## PolyGram

(October) Con Funk Shun, Millie Jackson, Kiss, the Bar Kays, Golden Earring, Jayne Kennedy, the Dallas Cowboy Cheerleaders, The Jam, Pat Travers and Girlschool. (November) Mac Davis, the Waitresses, Moody Blues, Ray, Goodman and Brown, Leon Haywood, Dusty Springfield, Fatback, Jackie Verdall, Heavy Hands, Fitz Corelido and Level 42.

## PolyGram Classics

(October) Pat Peterson, Bennie Wallace with Chick Corea, Woody Shaw, Cecil McBee Sextet, Tete Montoliu, Jeremy Steig/Eddie Gomez, Michael Gregory, Chet Baker and Tommy Flannigan (ENJA), Illinois Jacquet, Count Basie, Lionel Hampton, Ella Fitzgerald, Tony Williams' Lifetime and Bill Evans.

## PolyGram Special Imports

(October) Kim Parker, Bill Dixon, String Trio of New York, Baikida Carroll, Munal Richard Abrams, Jaki Byard, George Russell Big Band, Mitchell Forman, Kenny Drew and Leo Smith (Black Saint/Soul Note).

## RCA

(October) New Kids From Fame, Jefferson Starship, Triumph, New Birth and Chocolate Milk. Other releases are to be announced later in the year.

## Warnar Bros.

(October) Donald Fagen, The Blasters, Wright Brothers, Roches, John Anderson, T.G. Shepperd, Blade Runner (Full Moon), Associates (Sire), John McLaughlin, Sunfire, Honky Tonk Man, Emmylou Harris, Devo, Phillip Lynott, Foghat (Bearsville), George Harrison (Derk Horse), Keith Jarrett (ECM), Don Cherry/Ed Blackwell (ECM), Chick Corea, Everyman Band, Joni Mitchell (Geffen), Prince, Chaka Khan, Rod Stewart, Rufus and Neil Young (Geffen), "Portable Music" (cassette only), (November) Dark Crystal, Christopher Cross, Rick Ocasek (Geffen), a John Lennon collection (Geffen), George Benson and Todd Rundgren (Bearsville).

## Shelf, Sale Price Up At Retail Chains

(continued from page 6)

\$9.98 list price product as has been the case, but has instead added the 12" single category. Here the average sale price is \$3.91 while average shelf is \$4.69. Regular 7" singles show a two cent gain from last quarter and are now \$1.75 on the average.

Another difference from last quarter's survey is that lowest sale price and highest shelf price for the many chains which use variable pricing have not been computed. Instead, asterisks are shown on the accompanying chart whenever variable pricing is in effect, and are explained below.

The Budget chain has a \$5.19 shelf price on pop midline product, but its classical titles are a dime higher. Cactus has a separate shelf price for new release and catalog product. At \$5.98, new release is \$4.93 and catalog is \$4.98. At \$8.98, new release is \$6.94 and catalog is \$7.98, and at \$13.98 list, new release is \$9.94 and catalog is \$11.98.

Circles sale prices \$5.98s at \$3.99 except for WEA and RCA/A&M, which are at \$4.99. Everybody's shelves \$5.98s at \$5.55 and

(continued on page 15)

## COAST TO COAST

**EAST COASTINGS** — Inside sources pooh-poo the latest line that has RCA planning to use PolyGram's shipping depots. In the last few weeks, both companies have confirmed discussions on a unified distribution system, but they don't seem to be getting any closer. PolyGram is also said to be talking with other labels besides RCA. . . Fans of **Dave Edmunds** got an added treat last week when **Bruce Springsteen** and **Stray Cats** **Brian Setzer** joined him on stage at New York's Peppermint Lounge. Jersey's favorite son lent his talents to versions of "From Small Things (Big Things One Day Come)" and "Oh Carol." Also at the Pepp last week was the debut of **Blondie** spin-off **The Chequered Past**, featuring **Nigel Harrison**, **Frank Infante** and **Clem Burke**. It was rumored at press time that **Iggy Pop** and **Mick Jones** would be joining the band as special guests. . . MTV threw itself a bash at The Ritz last week to celebrate the network's entrance into the Manhattan market. Music was provided by **Paul Carrack** with **Nick Lowe**, while the press corp and label staffs got nostalgic over the sight of a massive gourmet buffet table. Fighting for dear life in the face of the feeding frenzy were **Graham Parker**, **Stray Cats** and the brothers **Crenshaw**. . . PolyGram, and not Gefen, has inked **Dexy's Midnight Runners**. . . **Billy Joel** recently nixed a South Korean licensing deal for his forthcoming "Nylon Curtain" LP. The Korean label, JIGU Records, would not include the track "Goodnight Saigon" in its issue. . . Stiff artist **Lene Lovich** has landed in New York to remix her new album with **Bob Clearmountain**. Next project for the Slavic songstress is the October opening of her "operini" **Mata Hari** in London. . . A recent New York showcase by Canadian rocker **Belinda Metz**, who records up north for the Quantum label, has reportedly drawn heavy interest from several U.S. labels. And New York's own **Diamond Dupree** is said to be closing in on a deal. No surprise, as the AOR-oriented quintet's recent gigs at Trax and Magique demonstrated a firm command of the pop mainstream. . . **Robert Simonds**, former import buyer for Schoolkids' Records in Ann Arbor, has bowed East Side Records as an import wholesaler for the eastern half of the U.S. The outfit is handling Japanese imports exclusively and has a 200+ page catalog. Telephone number is (313) 663-8110. . . Strange but true department: **Cynthla** at Joe Gibbs Records tells us that a reggae cover of "Shaddup You Face" done by **Dennis Walk** is presently very hot in the islands, especially Trinidad. The folks at Gibbs are also very pleased — to say the least — about the inexplicable crossover appeal of hardcore Jamaican DJ **Yellowman**. Among these checking him out recently at The Ritz was New York's own king of the steel wheels, **Afrika Bambaataa**.



**ROCK THE KADDISH** — Poet Allen Ginsberg (l) and guitarist Joe Strummer harmonize and howl during The Clash's recent appearance at The Pier in New York.

Cash Box photo by Lydia Ross

**POINTS WEST** — Southern California's very own excitable boy, **Warren Zevon**, just began a six-week concert tour blending a rock 'n' roll set featuring an all-new backup band, **Z-Deluxe**, with a solo acoustic session, accompanying himself on piano and guitar. Before departing Los Angeles for his first gig in New Jersey on Sept. 19, Zevon took a break from rehearsals to tell us what's excitable in his life besides the prospect of going on the road again. "I was bitten in the mouth by a German shepherd a couple of weeks ago," he said with a nervous laugh. "I was told it was a highly-trained, backwoods type of dog and not into affection, but I was convinced it could sense my true purity of spirit. See, I never had any kind of healthy, logical fear of animals like most people have, and while I was nuzzling the dog and boasting about how it wouldn't hurt me, this guy took quite a bite that required 12 stitches, six for the upper lip, six for the lower. I managed to laugh through the stitches because of the irony: a man makes his living singing 'Aho' and a dog bites back." Zevon also explained how he hooked up with maverick novelist **Tom McGuane**, who assisted with lyrics on a tune called "The Overdraft" on Zevon's latest LP, "The Envoy." "I wrote him asking for permission to use his line, 'My life is the best omelette I could make with a chain saw' in my 'Bad Luck Streak In Dancing School' songbook. His publishers came back with permission, his phone number in Montana and a request to call." Zevon has nothing but praise for McGuane's work, especially his new tome, *Nobody's Angel*, and hopes someday to portray the character Chet Pomeroy if a film is ever made of McGuane's *Panama*. Other future plans include recording his "unfinished symphony", but until that time comes, he'll remain content writing "strange little classical pieces" for piano, flute and clarinet. One such piece is done in the style of a canon in moto, contrario, which he described as "a weird medieval form" that plays the same backward or forwards. . . **The Bus Boys**, **Willie Bobo**, **20/20**, **The Coasters**, **El Chicano**, **Alan Zizzuti**, **Ray Campi** and **General Calne** are among the acts slated to perform at the fifth annual Los Angeles Street Scene Festival, Oct. 9-10 in the L.A. Civic Center. The fest, which celebrates the region's multicultural diversity, will have dozens of entertainers on hand, with event coordinators promising a superstar group to be announced early in the month. . . **Tom Petty** and **Heartbreaker Benmont Tench** jammed with **The Plimsouls** during the legendary **Whisky's** last live show in Hollywood Sept. 19, grinding out a batch of rock oldies like **Bobby Troup's** "Route 66," **Gary U.S. Bonds'** "New Orleans" and the **Sir Douglas Quintet** classic, "She's About A Mover." Before the Plimsouls went on stage, the club showed great clips from 1960s television shows of **Fredde & The Dreamers**, **The Beach Boys**, **Peter & Gordon**, **The Supremes**, **The Kingsmen**, and **The Rolling Stones**, adding a sentimental touch to the proceedings.

fred goodman



**DOOBIE FAREWELL** — Founding members of the **Doobie Brothers** **Pat Simmons** (l) and **Tom Johnston** reunited during the group's last performance at Berkeley's **Greek Theatre**, where Johnston bounded onstage and joined in on three numbers — "China Grove," "Without You" and "Listen To The Music."

work, especially his new tome, *Nobody's Angel*, and hopes someday to portray the character Chet Pomeroy if a film is ever made of McGuane's *Panama*. Other future plans include recording his "unfinished symphony", but until that time comes, he'll remain content writing "strange little classical pieces" for piano, flute and clarinet. One such piece is done in the style of a canon in moto, contrario, which he described as "a weird medieval form" that plays the same backward or forwards. . . **The Bus Boys**, **Willie Bobo**, **20/20**, **The Coasters**, **El Chicano**, **Alan Zizzuti**, **Ray Campi** and **General Calne** are among the acts slated to perform at the fifth annual Los Angeles Street Scene Festival, Oct. 9-10 in the L.A. Civic Center. The fest, which celebrates the region's multicultural diversity, will have dozens of entertainers on hand, with event coordinators promising a superstar group to be announced early in the month. . . **Tom Petty** and **Heartbreaker Benmont Tench** jammed with **The Plimsouls** during the legendary **Whisky's** last live show in Hollywood Sept. 19, grinding out a batch of rock oldies like **Bobby Troup's** "Route 66," **Gary U.S. Bonds'** "New Orleans" and the **Sir Douglas Quintet** classic, "She's About A Mover." Before the Plimsouls went on stage, the club showed great clips from 1960s television shows of **Fredde & The Dreamers**, **The Beach Boys**, **Peter & Gordon**, **The Supremes**, **The Kingsmen**, and **The Rolling Stones**, adding a sentimental touch to the proceedings.

jeffrey resner

## TOP 30 VIDEOCASSETTES

	Weeks On 9/25 Charts		Weeks On 9/25 Charts
<b>1 CHARIOTS OF FIRE</b> Warner Home Video 70004	1	<b>6</b>	
<b>2 ON GOLDEN POND</b> 20th Century-Fox Video 9037	2	<b>18</b>	
<b>3 CAT PEOPLE</b> MCA Distributing Corporation 77008	3	<b>6</b>	
<b>4 STAR WARS</b> 20th Century-Fox Home Video 1130	4	<b>17</b>	
<b>5 ARTHUR</b> Warner Home Video 72020	6	<b>22</b>	
<b>6 SHARKY'S MACHINE</b> Warner Home Video 72024	5	<b>9</b>	
<b>7 TRUE CONFESSIONS</b> MGM/UA MVR/MBR 00145	8	<b>8</b>	
<b>8 JANE FONDA'S WORKOUT</b> KVC/RCA Karl Video Corporation 042	9	<b>14</b>	
<b>9 ABSENCE OF MALICE</b> Columbia Pictures Home Entertainment 1005	10	<b>13</b>	
<b>10 TAXI DRIVER</b> Columbia Pictures Home Entertainment 10542	12	<b>4</b>	
<b>11 SOME KIND OF HERO</b> Paramount Home Video 1118	7	<b>7</b>	
<b>12 CANNERY ROW</b> MGM/UA Home Video MVR/MBR 00143	13	<b>7</b>	
<b>13 CONAN THE BARBARIAN</b> MCA Distributing Corporation 77010	25	<b>2</b>	
<b>14 RAGTIME</b> Paramount Home Video 1486	11	<b>12</b>	
<b>15 PRIVATE LESSONS</b> MCA Distributing Corporation 71008	14	<b>15</b>	
<b>16 DIAMONDS ARE FOREVER</b> 20th Century-Fox Home Video 4605	16	<b>6</b>	
<b>17 PARTNERS</b> Paramount Home Video 1446	21	<b>3</b>	
<b>18 BUTTERFLY</b> Vestron V6007	20	<b>5</b>	
<b>19 MAKING LOVE</b> 20th Century-Fox Home Video 1146	15	<b>11</b>	
<b>20 STRIPES</b> Columbia Pictures Home Entertainment 10600	19	<b>22</b>	
<b>21 DRAGONSLAYER</b> Paramount Home Video 1367	24	<b>17</b>	
<b>22 THE BORDER</b> MCA Distributing Corporation 71007	18	<b>10</b>	
<b>23 PENNIES FROM HEAVEN</b> MGM/UA MVR/MBR 00147	17	<b>5</b>	
<b>24 THE SEDUCTION</b> Media Home Entertainment M-196		<b>1</b>	
<b>25 THE HINDENBERG</b> MCA Distributing Corporation 55056	28	<b>2</b>	
<b>26 ROLLOVER</b> Warner Home Video 72022	22	<b>8</b>	
<b>27 SUPERMAN II</b> Warner Home Video WB-61120	30	<b>26</b>	
<b>28 PERSONAL BEST</b> Warner Home Video 61242	23	<b>9</b>	
<b>29 GOLDFINGER</b> 20th Century-Fox Video 4595	26	<b>11</b>	
<b>30 SHOOT THE MOON</b> MGM/UA MVR/MBR 00141	27	<b>11</b>	

The **Cash Box** Top 30 Videocassettes chart is a compilation of the fastest moving titles in both Beta and VHS formats, based primarily on rental activity, as reported by leading accounts around the country. Accounts surveyed include: Video Plus-Chicago; Radio 437-Philadelphia; Classic Video-Oak Lawn; The Video Store-Cincinnati; Precision Video-Chicago; Entertainment Systems-Phoenix; Nickelodeon-Los Angeles; Everybody's-Portland; Radio 437-Bala Cynwyd; American Tape & Video-Atlanta; Crazy Eddie-New York; The Cinema Store-Encino; Video Company-Larkspur; Video Studio-Farmington; Tyson Video-Atlanta; Video Library-San Diego; Video Media-Chatsworth; Wonderful World of Video-Chattanooga; Boston Video-Boston; Wherehouse-National; Video Showroom-Louisville; Erol's Video Club-Springfield; New England Home Video-Groton; Movies Unlimited-Philadelphia; Video Showcase-Federal Way; Movies To Go - St. Louis.

## Broadcasters Seek Judgment In Blanket Licensing Case

NEW YORK — Plaintiffs in the class action antitrust suit against the American Society of Composers, Authors and Producers (ASCAP) and Broadcast Music, Inc. (BMI) last week submitted a "form of judgment" to U.S. District Court Judge Leo P. Gagliardi, who recently ruled that blanket licensing of local television stations by music performing rights societies is a restraint of trade and violation of antitrust laws (**Cash Box**, Sept. 4). Judge Gagliardi now awaits a joint counter judgment from the defendants before entering his order. According to ASCAP general counsel Bernard Korman, the counter judgment will be ready Oct. 1; BMI president Edward Creamer expects the judge's order within three weeks thereafter.

According to James Quinn, an attorney for the five local broadcasting entities who acted on behalf of themselves and some 750 other local broadcasters in bringing suit, the plaintiffs' form of judgment includes a permanent injunction with regard to ASCAP and BMI licensing of local stations. This would bar the societies from the current practice of offering local TV stations blanket licensing of performing rights, which now amounts to \$80 million annually. The judgment also provides for a one-year period wherein local stations would not be required to make payments for music used in their non-network day so as to permit a freely competitive "source licensing" system, which calls for payment for performance rights at the source by programming suppliers.

According to Cramer, the plaintiffs'

proposed order is "disastrous."

"The stations can stop payment in 30 days and won't have to pay for a year on new material," he said. "This is not just retroactive but prospective."

Korman agreed.

"It would permit stations to perform music now on film or tape free forever," he said. "We think it highly inappropriate to forfeit copyrights where members of ASCAP have carried on business practices in conformity with a federal court order."

Korman was referring to a 1950 consent decree issued in federal court in the "U.S. vs. ASCAP" case, a portion of which instructed ASCAP to make blanket licensing available if sought by local broadcasters. A similar consent decree entered into by the government and BMI in 1966 governs BMI.

Cramer noted an additional concern with the plaintiffs' proposed order. "If the order is signed as proposed it will mean serious disruptions for a lot of people, particularly those dependent on BMI or ASCAP earnings from television such as older writers who are no longer productive. It will create enormous hardship for a group of people who on good faith for 30 years expected to get residuals and are suddenly cut off."

Both ASCAP and BMI have suspended cash advances to writers and publishers in light of the Gagliardi decision. Cramer confirmed reports of widespread withholding of royalty payments by local broadcasters following the decision, but would not give figures. He did say that the "definite obvious major drop in television income" continued until a few days ago.

## SOUNDVIEWS

**ARE SUPPLIERS REALLY CUTTING BACK ON RELEASES?** — Andre Blay, head of Embassy Home Entertainment (formerly Blay Video), founder of Magnetic Video (before it was sold to 20th Century-Fox and then merged to become CBS/Fox Video) and a recognized pioneer of the video business, thinks so. He himself has cut down on the number of titles he'd planned to release for the fourth quarter from "six or eight to just three or four per month." Blay said this was decided "in recognition of the fact that the market is not quite as terrific as we'd like. We're concentrating on what we consider to be our 'A'-type titles and letting the market rejuvenate itself," he added, noting that other companies were doing the same. "Just take a look at CBS/Fox," he stated, and,



**'MAGIC SHOOT** — Capitol recording group America recently shot a promotional video of its single "You Can Do Magic" from its "View From The Ground" LP. Pictured above is the group during the shoot.

indeed, several video retailers have noted that such companies as CBS/Fox and Warner Home Video have cut back heavily on 'B' title releases, with a great many fall releases being made up of rental-to-sale conversions. We placed a call to CBS/Fox and vice president of public relations Phil Myers said that there has been no official word of a cut back "that I know of," but added that he'd "get back" to us on it after consulting his fellow execs.

**DISNEY EXPANDS DISC LICENSING PACT WITH RCA** — Walt Disney Telecommunications has enacted a new disc licensing agreement with RCA under which it will join the latter in distributing Disney programs in the CED format through its own network of home video distributors and dealers. Up till

now, RCA (most recently through its joint venture with Columbia) had been the exclusive distributor for Disney product on CED, which has included a number of feature films and cartoon collections. In addition to this comes news that Disney has agreed to license nine new titles to RCA, with four of those scheduled for release in CED within the next three months. Titles include the popular animated feature *Dumbo* and Disney's *Cartoon Parade, Volume 4*, both of which will be shipped in November, followed by *The Many Adventures of Winnie the Pooh* and *Herbie Rides Again* in December. The balance of the programs, due for release in CED during the first half of 1983, includes *The Black Hole*, *Swiss Family Robinson*, *Bedknobs and Broomsticks*, *Treasure Island* and *Disney Cartoon Parade, Volume 5*. Also being released during the remainder of this year, under the original RCA license agreement, are *The Shaggy Dog* (which is arriving at Disney video dealerships this month) and *Gus* (which will be out in November). All of the titles released this year will carry a suggested retail price of \$21.98 in the CED format, with the exception of *Disney Cartoon Parade Volume 4*, which will carry a \$19.98 tag. Dealers, for additional Disney info, contact local distributors or call Disney's toll-free "800" number. In California, Alaska or Hawaii, call collect (213) 840-1859.

**'I WANT MY MTV' IN LOS ANGELES** — Some late night TV watchers in the Los Angeles metropolitan area have no doubt been startled by rock biggies Mick Jagger, Pete Townshend, Stevie Nicks and Pat Benatar demanding, "I want my MTV." The not-so-soft sell 30-second spots are designed to encourage viewers to call their local cable TV companies and urge them to carry Warner Amex Satellite Entertainment Co.'s (WASEC) music television channel. According to MTV director of marketing Mark Greenberg, "the objectives of the campaign (in L.A., which will run through Oct. 17) are precisely as they were in New York," when MTV ran the same spots just prior to Manhattan Cable picking up the 24-hour service (**Cash Box**, Aug. 28). "What our modus operandi has been is to inform cable companies of the campaign in advance, stressing our heavy commitment to promoting MTV," said Greenberg. "A number of those cable systems are affiliating with us or are in negotiations to affiliate with us." The Los Angeles market, which MTV has had its eye on for some time, is highly prized for obvious reasons. "There are a lot of potential national advertisers out here," noted Greenberg. "We want to be highly visible in L.A. because it's also a major entertainment center." The highest concentration of show biz folk, of course, is on the westside, which is Group W Cable territory, and that franchise, Greenberg stated, "is surely as important to us as Manhattan Cable." MTV has been "in constant contact" with Group W ("after all, we (WASEC) have The Movie Channel on Group W," he pointed out), but as yet there's no firm word on when (or if) MTV will begin airing. A member of Group W's public affairs department in its Santa Monica office couldn't provide us with any more clues on the status of negotiations, but she did say that although the telephone operator there "hadn't received a barrage of calls" yet, there were "a few inquiries from people asking for MTV." ("That's that music channel, isn't it?" she asked us. Oh well.) The spots, we're told, will begin airing in the San Francisco market Oct. 4. . . . In other Warner Amex quarters, executives at both WASEC and American Express pooh-poohed rumors that the joint venture was "on the rocks," as the lead item in the Sept. 7 issue of the influential marketing newsletter *The Gallagher Report* indicated. The item stated that American Express "weighs pullout" from the three-year-old venture and was "reluctant to commit future funds to cable operation," deciding instead to "channel future Amexco efforts on build-up of Shearson, Loeb Rhoades investment firm into major banking/financial services operation." However, David Kallis, vice president of corporate information for American Express, called the claims "utterly ridiculous." A WASEC spokesperson added, "I can't understand why *The Gallagher Report* would print such a thing. Usually they're pretty accurate."

**THORN RETRENCHES TO DECIDE MARKETING STRATEGIES** — A shakeup among top Thorn EMI Video Programming Enterprises (TEVPE) executives some weeks back, it seems, threw a wrench into plans for the Capitol Records Group to begin marketing Thorn video product, including videocassettes and games, Sept. 1, as was originally scheduled (**Cash Box**, Aug. 14). A call from Thorn EMI Home Video president Nick Santrizz last week revealed that the company is continuing to go with its present network of major independent distributors until further word. Capitol vice president of video marketing Dan Davils, who was assembling a regional sales staff to handle TEVPE product when we last talked with him, flew off to New York last week to meet with the Thorn brass and find out whether, indeed, Capitol will be marketing and distributing video product at all. Stay tuned for further developments. michael glynn

## TOP 200 ALBUMS

# Rush's 'Signals' Off To A Fast Start, Debuts At #19 Bullet

by Mark Albert and Ken Kirkwood

**TOP STORY OF THE WEEK** Is Rush and its new album, "Signals," which is this week's top debut at #19 bullet. Outstanding retail action in all regions of the country, particularly the Midwest and West. This LP should be a very big item at the rack level in upcoming weeks. The single, "New World Man," takes an 11-point jump to #55 bullet on the **Cash Box** Pop Singles chart as well.

**TOP TEN HIGHLIGHTS** — John Cougar spends his fifth consecutive week at #1 with the help of his #1 single, "Jack & Diane," which moved into the top spot this week. . . . Michael McDonald jumps three places to #6 bullet. Retail continues to be strong in all areas led by the West, Midwest and South. Top 50 rack sales reported this week. His album also goes to #21 bullet from #24 on the Black Contemporary (B/C) Albums chart. . . . Billy Squier moves up a notch to #7 bullet. Good retail out of the Midwest, South and East. His new single, "Everybody Wants You," debuts on the Pop Singles chart at #89 bullet. Look for album sales to increase after his live concert appearance on national TV this past weekend from Pine Knob in Detroit. . . . This week's new entry into the Top 10 is Alan Parsons, who moves up a point to #10 bullet. Retail activity was very good everywhere, led by the South, West and Midwest. His "Eye In The Sky" single goes to #5 bullet, up from #6 on the Pop Singles chart.

**TOP 100 HIGHLIGHTS** — The Who jumps four points closer to the Top 10 at #12 bullet in its third week. Strong retail action, led by the East, West and Midwest. The "Athena" single goes to #43 bullet, up from #49. . . . Men At Work moves up two spots to #16 bullet with good retail reported on the coasts and in the South. The group scores its first Top 10 single with "Who Can It Be Now" which jumps to #9 bullet, up from #11. . . . Santana goes to #22 bullet from #25. Best retail in the West, Midwest and South with rack activity starting to kick in. The "Hold On" single takes a nice jump going to #13 bullet from #17. . . . Kenny Loggins moves six points to #35 bullet in his third week. Heaviest sales are still in the West, Midwest and South. Strong initial rack reaction this week as well. . . . The Time takes a big 17-point jump in its third week to #46 bullet from #63. Outstanding retail activity in the South and Midwest, with good retail in the West. The album also goes to #10 bullet from #14 on the B/C Albums chart. The "777-9311" single jumps into the Top 10 on the B/C Singles chart at #9 bullet, up from #12. . . . Aerosmith jumps to #51 bullet from #58. Good retail in the East, Midwest and West with sales starting to build in the South. . . . Evelyn King jumps 11 points to #63 bullet in her fourth week. Propelled by her #1 B/C single, "Love Come Down," the LP is selling quite well in the East, West and Midwest. The album goes to #5 bullet from #11 on

the B/C Albums chart. The single moves to #46 bullet from #51 on the Pop Singles chart as well. . . . Kim Carnes takes a 12-point jump to #65 bullet in her third week. Selling well in the West, South and Midwest. The "Voyeur" single goes to #27 bullet from #30. . . . The duo of Merle Haggard & George Jones jumps to #82 bullet, up from #92. Good retail out of the South, with exceptional rack sales holding it up. The album goes to #13 bullet from #17 on the Country Album chart, and the "Yesterday's Wine" single moves to #5 bullet from #9 on the Country Singles chart. . . . Two new entries into the Top 100 this week are by ABC, at #92 bullet, up from #117, and Sylvia, at #99 bullet, up from #111. ABC is a big retail item on the coasts and its "Look Of Love" single goes to #58 bullet from #64 on the Pop Singles chart. Sylvia is retailing best in the South and Midwest. Her LP goes to #2 bullet, up from #4 on the Country Albums chart. Her "Nobody" single takes a six-point jump to #23 bullet on the Pop Singles chart.

**RECORDS TO WATCH** — Mike Rutherford jumps to #109 bullet from #122 in his second week. Good retail reaction out of the West, East and South. . . . Barry Manilow leaps 13 points to #120 bullet. Good second week activity reported in the Midwest and South. Beginning to make some noise at the rack level. . . . Steel Breeze bullets up to #134 from #150 in its second week. Showing good retail response out of Baltimore/Washington, D.C., Miami, Atlanta, New Orleans, Los Angeles and Sacramento.

**DEBUTS** — Besides the previously mentioned Rush album, another debut in the Top 50 this week is Olivia Newton-John, who comes in at #44 bullet. Doing very well in the South, Midwest and East. Her "Heart Attack" single goes to #17 bullet from #20 on the Pop Singles chart. Watch for this to be huge at the racks in the weeks to come. . . . Kool & The Gang debut at #66 bullet on the Pop Albums chart and at #18 bullet on the B/C Albums chart. Good initial reaction out of the West and East Coasts. . . . Peter Gabriel come in at #71 bullet with retail happening in the West, East and South. . . . Ricky Skaggs debuts at #136 bullet on the Pop Albums chart and at #34 bullet on the Country Albums chart. Good retail out of the South and West. His "Heartbroke" single goes to #24 bullet from #30 on the Country Singles chart in only its third week. . . . Icehouse debuts at #172 bullet with respectable initial reaction out of the West and Midwest. . . . Other debuts this week include Alicia Myers at #177; Gwen Guthrie at #180; Kurtis Blow at #186; and Vanity 6 at #191.

**RECORDS ON THE ROCKS** — Steve Winwood stalls at #28 after seven weeks and loses his bullet. His "Still In The Game" single never really broke in a big way, which probably contributed to album sales generally declining in all regions. . . . Teddy Pendergrass loses his bullet at #45. Retail remains moderately good in the Midwest and East, while trailing off considerably in the South and West.



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

## REGIONAL ALBUM ANALYSIS

### NATIONAL BREAKOUTS

- |                       |                     |
|-----------------------|---------------------|
| 1 OLIVIA NEWTON-JOHN  | 9 DON HENLEY        |
| 2 KENNY LOGGINS       | 10 KIM CARNES       |
| 3 THE TIME            | 11 EVELYN KING      |
| 4 KOOL & THE GANG     | 12 GEORGE THOROGOOD |
| 5 PETER GABRIEL       | 13 AEROSMITH        |
| 6 SANTANA             | 14 SYLVIA           |
| 7 A FLOCK OF SEAGULLS | 15 BAD COMPANY      |
| 8 STRAY CATS          |                     |

### NORTHEAST 1.

- 1 A FLOCK OF SEAGULLS
- 2 OLIVIA NEWTON-JOHN
- 3 KOOL & THE GANG
- 4 PETER GABRIEL
- 5 STRAY CATS
- 6 EVELYN KING
- 7 SANTANA
- 8 AEROSMITH
- 9 BAD COMPANY
- 10 THE TIME

### SOUTHEAST 2.

- 1 KENNY LOGGINS
- 2 A FLOCK OF SEAGULLS
- 3 OLIVIA NEWTON-JOHN
- 4 SANTANA
- 5 THE TIME
- 6 KOOL & THE GANG
- 7 KIM CARNES
- 8 RICKY SKAGGS
- 9 EVELYN KING
- 10 PETER GABRIEL

### BALTIMORE/WASHINGTON 3.

- 1 A FLOCK OF SEAGULLS
- 2 KENNY LOGGINS
- 3 OLIVIA NEWTON-JOHN
- 4 SYLVIA
- 5 EVELYN KING
- 6 STEEL BREEZE
- 7 THE TIME
- 8 PETER GABRIEL
- 9 AEROSMITH
- 10 KOOL & THE GANG

### WEST 4.

- 1 KENNY LOGGINS
- 2 SANTANA
- 3 PETER GABRIEL
- 4 KOOL & THE GANG
- 5 KIM CARNES
- 6 STRAY CATS
- 7 A FLOCK OF SEAGULLS
- 8 DON HENLEY
- 9 OLIVIA NEWTON-JOHN
- 10 THE TIME

### MIDWEST 5.

- 1 KENNY LOGGINS
- 2 OLIVIA NEWTON-JOHN
- 3 DON HENLEY
- 4 SANTANA
- 5 KOOL & THE GANG
- 6 THE TIME
- 7 A FLOCK OF SEAGULLS
- 8 AEROSMITH
- 9 STRAY CATS
- 10 PETER GABRIEL

### NORTH CENTRAL 6.

- 1 BAD COMPANY
- 2 KENNY LOGGINS
- 3 DON HENLEY
- 4 SYLVIA
- 5 HOOKED ON CLASSICS II
- 6 MERLE HAGGARD/GEORGE JONES
- 7 SANTANA
- 8 OLIVIA NEWTON-JOHN
- 9 GEORGE THOROGOOD
- 10 BARRY MANILOW

### DENVER/PHOENIX 7.

- 1 STRAY CATS
- 2 KENNY LOGGINS
- 3 THE TIME
- 4 SANTANA
- 5 GEORGE THOROGOOD
- 6 OLIVIA NEWTON-JOHN
- 7 KOOL & THE GANG
- 8 KIM CARNES
- 9 ANNE MURRAY
- 10 PETER GABRIEL

### SOUTH CENTRAL 8.

- 1 KENNY LOGGINS
- 2 OLIVIA NEWTON-JOHN
- 3 THE TIME
- 4 DON HENLEY
- 5 MIKE RUTHERFORD
- 6 ANNE MURRAY
- 7 KIM CARNES
- 8 KOOL & THE GANG
- 9 GEORGE THOROGOOD
- 10 MERLE HAGGARD/GEORGE JONES

WHAT'S IN-STORE

**SIMMONS' QUBE STAKE** — When *QUBE Presents Richard Simmons* is repeated in Cincinnati (where it was produced) and shown on six other QUBE cities, the two-way interactive cable system will offer viewers the opportunity to order the inimitable health guru's "Reach" exercise album simply by "touching in" on their QUBE home consoles. According to **Mark Greenberg**, vice president of advertising and public relations of Warner Books and president of its in-house ad agency, both the albums and Simmons' two Warner Books dieting tomes *Never Say Diet*, *Never Say Diet Cookbook*, will be shown to viewers along with instructions to touch the appropriate console button if interested in purchasing them, QUBE subscribers who touch in will then be sent a "two-way postcard" having a separate detachable card to be returned in confirming the QUBE order.

**THE CAVAGE PATCH** — **Cavages** is opening its fourth store this year on Oct. 6. The second Rochester, N.Y. location is at the new Marketplace Mall and becomes the chain's 16th outlet in all.

**WAX GOES VID** — The 18-store Washington, D.C. **Waxie Maxie** chain last week concluded its introduction of video games into all outlets except its three inner city stores. So far only Atari and Atari compatible cartridges, accessories and game units are being carried, and this week the chain will advertise heavy in print on Atari. Incidentally, general manager **David Blaine** has discovered a "logical connection" between video games and prerecorded cassettes sales. "I like playing 'Atlantis,' but I don't like the beeps and other noises that the game makes. So I turn down the volume and put on a musical cassette like **Kenny Loggins!**"

**GOODIE BAGS** — Five stores in Los Angeles are giving away vinyl "Goodie bags" in support of **Robert "Goodie" Whitfield's** hit single "Do Something." The participating stores are **Delicious Records, Fortune Records, V.I.P. Records, Record Industry** and **Unique Records**. Whenever Goodie's song is played on station KDAY, the first caller is told to go to the nearest of these stores to pick up his Goodie bag containing coupons for fried chicken, chocolate chip cookies and skin care products, with 20 of the bags also containing tickets for an upcoming Goodie concert. Goodie is currently opening for the **Gap Band**, and Goodie, Gap and **Four Tops** singles are also in the bags. The bags have a picture of the "Call Me Goodie" LP cover together with the KDAY call letters and PolyGram/Total Experience Records logo. While at the store, bag winners can also enter to win a trip to Hawaii, though this contest is open to all customers.

**DELIVERING DOLLY TO THE DEALERS** — In support of **Dolly Parton's** new "Greatest Hits" album, RCA Records put together a comprehensive merchandising package and sent it out to all branch managers, promotion managers, sales managers and regional directors. The packages, which were to arrive in the recipients' hands 10 days before this week's album release, contained all point-of-purchase materials including a full-sized poster, 1'X1' album flat, both plain and easel-backed die-cuts of Dolly, full press kit, black-and-white photos, a 30-second TV spot, a 60-second radio spot and a videotape of Dolly's press conference in Nashville prior to the premiere of *The Best Little Whorehouse In Texas*. According to RCA administrator of advertising **Randy Lavigne**, the project was the first time the label had put together such an extensive merchandising package together with so many materials that were ready at the same time.

**LEARNING NEW TRICKS** — Seems like **Roy Clark** has been doing a lot of things that he's never done before this summer. You'll recall that Clark's concert at the **Stark/Camelot** convention was his first ever performance before a convention audience (**Cash Box**, Aug. 14). Now **David Webb**, vice president and director of sales and marketing for Clark's label Churchill Records, reports that the country great recently starred at his first in-store appearance at the **Sears** store in Calumet City Mall, Calumet City, Ill. Clark's projected 45-minute stay actually lasted two hours when some 1,500 fans showed up. "Roy's always been against in-stores but he had so much fun that he may do more in the future," says Webb, quoting Clark as saying "I've been saying no to things I should try!" As Clark learned to play the guitar at age 15 on a Sears Silver-tone, Sears saw fit to commemorate its role in the master's career by presenting him with a new model at the in-store. **jim bessman**

Sales, Shelf Prices Continue To Rise, Dealers Cite Higher Wholesale Tag

(continued from page 12)

everything else at \$4.99; sale prices are a dollar lower.

At Flip Side, \$5.98 shelf price also varies according to source, with RCA/A&M and independently distributed product at \$5.49, WEA at \$5.99, and all others at \$4.99. For \$8.98 list, RCA/A&M and indie product shelves at \$7.99, all others at \$7.69. Sale price for this list is either \$5.99 or \$6.99. Similarly, \$13.98 list product is shelved at \$12.98 for RCA/A&M and indie product, the rest is \$11.98. The \$13.98 lists are rarely put on sale, but when they are it is a dollar off shelf.

Great American Music Co. shelves midlines from \$5.28-\$5.68 depending on source, while \$8.98 lists range from \$8.28-\$8.68. Sale price on \$8.98 ranges from \$5.79-\$5.99. Licorice Pizza shelves WEA midlines at \$5.89 and everything else at \$5.49. Twelve-inch singles are shelved at either \$3.99 or \$4.99 depending on list, with sale prices also varying accordingly.

Sale prices for \$5.98s at Music Plus differ according to cost. At Musicland, shelf price for \$5.98 ranges from \$5.79-\$5.99, while sale price is \$3.99-\$4.99. Shelf price for \$8.98 is \$7.99-\$8.99 while sale is \$5.99-\$7.49. Singles also vary from \$1.79-\$1.99,

though this depends on market location.

Spec's offers a \$5.88 sale price for \$8.98 list except for new releases, which are \$7.99. Stark/Camelot also has two sale prices for \$8.98; \$7.99 and, when advertised, \$6.99.

Waxie Maxie's sale pricing varies by vendor and by promotion. WEA \$5.98's are at \$4.44 with other labels ranging from \$3.99-\$4.44 depending on special buy-ins. In \$8.98 list, when advertised on the radio the sale price is \$5.49; when on TV it is \$4.99-\$5.49 depending on cost. Newspaper ads are at \$5.99. Sale prices for \$13.98 list product also vary depending on cost and type of advertising.

Record Bar shelves 12" singles at list prices of either \$4.98 or \$5.98. Tower's 12" shelf prices are \$3.99 for \$4.98 list, \$4.44 for \$5.98 list, and \$5.99 for imports. Record World/TSS sells current singles for \$1.69 and oldies for a dime more.

The survey found that most chains price cassette equivalents of \$8.98 list price record product the same as the LPs. But Spec's sale and shelf prices its cassettes two cents below the LPs, and Waxie Maxie shelves its \$8.98 cassette titles 30 cents above the albums, while sale prices are 50 cents higher if advertised in print.

U.S. Retail Chains' LP & Singles Prices

Chain	\$5.98 Sale/Shelf	\$8.98 Sale/Shelf	\$9.98 Sale/Shelf	\$13.98 Sale/Shelf	Singles
Bad	\$3.99/\$5.98	\$5.99/\$6.99	\$9.98/\$11.98	\$3.99/\$4.99	\$1.49
Budget	—/—	\$6.89/\$7.89	\$11.69/\$12.69	—/\$5.19	\$1.69
Cactus	\$3.99/—	\$5.99/—	9.49/—	—/\$4.97	\$1.89
Cavages	—/\$5.99	\$7.39/\$8.69	\$12.88/\$13.69	—/\$4.99	\$1.69
Circle	*/\$4.99	\$5.88/\$7.99	\$9.88/\$11.99	—/\$3.99	\$1.89
Everybody's	*/—	\$6.99/\$8.39	\$11.99/\$13.99	\$2.99/\$3.99	\$1.89
Flip Side	—/—	*/\$7.69	*/—	—/\$4.49	\$1.79
Great American Music Co.	—/—	*/—	\$9.99/\$13.38	—/\$3.98	\$1.88
Hastings	\$3.99/\$5.98	\$5.99/\$7.99	\$10.99/\$13.98	\$3.99/\$4.98	\$1.69
King Karol	—/\$5.98	—/\$7.98	—/\$12.98	—/\$4.49	\$1.85
Licorice Pizza	\$3.99/—	\$5.99/\$7.99	\$11.99/\$13.49	*/—	\$1.89
Music Plus	—/—	\$5.99/\$7.99	\$10.98/\$11.98	—/\$3.99	\$1.89
Musicland	*/—	*/—	—/—	—/—	*
Record Bar	\$4.99/\$5.98	\$6.49/\$8.69	9.99/\$11.98	/—	\$1.89
Record World/TSS	\$3.99/\$5.79	\$5.99/\$8.79	\$9.99/\$13.49	—/\$4.49	*
Spec's	\$4.99/\$5.99	*\$8.69	\$12.99/\$13.99	\$4.99/\$6.99	\$1.89
Stark/Camelot	\$4.99/\$5.99	*/\$8.69	\$10.99/\$12.99	\$3.99/\$4.99	\$1.85
Tower	—/\$4.44	\$5.99/\$7.99	\$9.98/\$10.98	—/—	\$1.55
Turtles	—/\$5.88	\$6.99/\$7.98	—/\$12.98	—/\$3.99	\$1.79
Waxie Maxie	*/\$5.99	*/\$8.39	*/\$12.39	\$3.49/\$4.59	\$1.79
<b>AVERAGES</b>	\$4.37/\$5.75	\$6.35/\$8.22	\$10.92/\$12.88	\$3.91/\$4.69	\$1.75
*variable pricing					

PLUS PROFIT

TOP SELLING VIDEO GAMES

- DONKEY KONG Coleco 2451
- BERZERK Atari CX2640
- PITFALL! Activision AX018
- DEFENDER Atari CX2609
- FROGGER Parker Brothers 5300
- ATLANTIS Imagic IA 3203
- STAR RAIDERS Atari CX2660
- THE EMPIRE STRIKES BACK Parker Brothers 5050
- PAC-MAN Atari CX2646
- CHOPPER COMMAND Activision AX015
- VENTURE Coleco 2457
- COSMIC ARK Imagic IA 3204
- RIDDLE OF THE SPHINX Imagic IA 3600
- STARMASER Activision AX016
- FIREFIGHTER Imagic IA 3400
- PRO FOOTBALL Mattel 5658
- YAR'S REVENGE Atari CX2655

COMPILED FROM: Alta — Phoenix • Disc-O-Mat — New York • Sound Video, Unltd. — Chicago • Musicland — St. Louis • Everybody's — Portland • Licorice Pizza — Los Angeles • New England Home Video — Groton • Movies To Go — St. Louis • Sound Warehouse — San Antonio • Spec's — Miami • American Tape & Video — Atlanta • Nickelodeon — Los Angeles • Show Industries — National • Tower — Sacramento • Crazy Eddie — New York • Video Store — Cincinnati • Turtles — Atlanta • Radio 437 — Bala Cynwyd, Stratford — New York • Wonderful World of Video — Chattanooga • Entertainment Systems — Phoenix • Lieberman — Kansas City.

TOP SELLING ACCESSORIES \*

- Allsop Cassette Head Cleaner
- Bowers Outer LP Sleeves
- (S) Discwasher D-4 1 1/4 oz. Refill Fluid
- Discwasher D-4 System Kit
- (S) Discwasher "Perfect Path" Cassette Head Cleaner
- Eveready Size D Batteries (2/pack)
- Fuji T-120 (videocassette)
- Maxell HGT-120 (videocassette)
- (S) Maxell UDXL II C-90
- Maxell XLS Test Pack
- (S) Memorex Cassette Head Cleaning Kit
- Pickwick Cassette Head Cleaner
- Recoton Dome Adapter (45 RPM)
- Recoton Record Cleaning Cloth
- TDK Cassette Head Cleaning Kit
- TDK DC-90
- (S) TDK SAC-90
- TDK SAC-90 (2/Bag)

COMPILED FROM: Big Apple Records — Denver • Gery's — Virginia • Karma's — Indianapolis • Alta — Phoenix • Disc-O-Mat — New York City • Peaches — Cincinnati, Cleveland • Tower Records — Sacramento, Seattle • Record Theatre — Cincinnati • Sound Video, Unltd. — Chicago • Musicland — St. Louis • Licorice Pizza — Los Angeles.

TOP SELLING MIDLINES

- (S) Kurtis Blow • Tough • Mercury/PolyGram MX-1-505
- Tane Calne • RCA AFL1-4381
- Paul Carrack • Suburban Voodoo • Epic/CBS ARE 38161
- (S) Crosby, Stills & Nash • So Far • Atlantic SD-15119
- The Doors • Elektra EKS 75007
- Joe Jackson • Look Sharp! • A&M SP-4743
- Billy Joel • Piano Man • Columbia PC 32455
- Quincy Jones • The Best • A&M SP-3200
- Carole King • Tapestry • Columbia PE 34946
- andscape • Manhattan Boogie-Woogie • RCA NFL1-8028
- Life In The European Theatre • Elektra 9 60179-1
- Barry Manilow • Oh, Julie • Arista AB 2500
- (S) Missing Persons • Capitol DLP-15001
- (S) Motley Crue • Too Fast For Love • Elektra 9 60174-1
- Steel Breeze • RCA AFL1-4424
- Talk Talk • EMI America DLP-19001
- Van Halen • Women And Children First • Warner Bros. HS 3415
- The Who • Who Are You? • MCA 37007

COMPILED FROM: Record Theatre — Cincinnati • Sound Video, Unltd. — Chicago • Lieberman — Portland • Tower Records — Sacramento, Seattle • Licorice Pizza — Los Angeles • Musicland — St. Louis • Big Apple Records — Denver • Gery's — Virginia • Karma's — Indianapolis • Alta — Phoenix • Disc-O-Mat — New York City • Peaches — Cincinnati, Cleveland • Cherts — Phoenix • Tower Records — Sacramento, Seattle.

\* Excludes T-Shirts & Paraphernalia

(S) Heavy Sales

## KLOS Tops L.A. As AOR Battle Heats Up Arbs

(continued from page 6)

doubtedly took points away from the other rockers as WPLJ lost an entire share, getting a 3.5 this time around. WNEW-FM did nearly as bad, dropping down to 2.0 from 2.9. WNEW-FM has the disadvantage of close dial proximity to WAPP.

Otherwise, it was pretty much business as usual in New York radio, as U/C outlet WKTU dropped to 5.5 from 6.2 but still retained the #1 spot. WBSL placed second, as it rose from 5.1 to 5.3. WRKS, the newest urban station, dropped .1 to 5.2, tying in with its AM sister talk station WOR. A/C outlet WYNY is giving the urban outlets a run for their money as it has gained listeners in three straight books and rose to 5.0 from 4.7 this time.

It is unclear whether changing its format to talk really helped former AM Top 40 station WABC since it only rose .4 to 3.0 this time. That may also have been caused by Yankee baseball broadcasts.

Chicago's patterns were worse this summer. While WBBM-FM's "Hot Hits" format caused the station's share to skyrocket to 5.3 from 2.7, it apparently stole listeners from established Top 40 outlet WLS-AM, which plummeted to 3.6 from 4.8 and its FM sister, which fell to 2.7 from 4.1.

AOR seemed to gain as WLUP rose to 4.2 from 3.8 last Spring, while WMET continued to slip to 2.2 from 2.4, progressive outlet WXRT gained half a share, posting 2.1 this time around.

In contrast B/C did not do well this time, as WGCI fell to 6.1 from 6.6, WJPC from 3.7 to 2.9 and WVON from 2.4 to 2.1. WBMX, however, gained modestly to 5.2 from 5.1. On the other hand, broadcasts of Cubs games must have aided talk outlet WGN, which rose to 9.3 from 7.8, still holding the dominant spot in the market.

A/C and baseball dominated the San Diego market as station KFMB rose to 11.6 from a 7.3 last time around. Probable causes included Padre's broadcasts and format. The A/C station took the top spot away from AOR station KGB, which plummeted to 5.8 from 9.6. In contrast, AOR station KPRI rose to 5.8 from 4.4 while Tijuana AOR station XTRA-FM lost slightly, posting 4.7 from 4.9. Top 40 station KFMB-FM also gained, registering a 4.2 share, up from 2.5.

All figures quoted here represent average quarter-hour shares 12+Monday-Sunday, 6 a.m.-midnight, June 24-Sept. 1.

## Aurichio Named Control Data VP

NEW YORK — A.J. Aurichio, executive vice president, Arbitron, has been named to a vice presidential post at Control Data Corp., Arbitron's parent company. He retains his current position.

Before being promoted two years ago to executive vice president at Arbitron, Aurichio served as vice president and general manager for the rating service's television division. Earlier, he was vice president and general manager at Arbitron's radio division. In this position, he formed the Arbitron advisory council, created the quarterly measurement idea and extended sample frames to include homes without listed telephone numbers.

Aurichio joined Arbitron in 1972 as vice president, marketing and information applications. He was promoted to vice president, marketing services and development, in early 1974.

Before joining Arbitron, Aurichio was president and co-founder of Marketronics, a computer service firm specializing in programs for advertising and media planning and for the post-evaluation of sales and marketing efforts.

## AIRPLAY

**WHO'S FIRST** — The Who's first international radio interview, syndicated by London Wavelength, will be released in the U.S. in November and December. It airs conversations with band leader **Pete Townshend**, lead vocalist **Roger Daltry**, bassist **John Entwistle** and drummer **Kenny Jones**. It also tracks known Who tunes and cuts from the group's latest Warner Bros. album, "It's Hard," and Townshend's solo effort, "All The Best Cowboys Have Chinese Eyes." The three-hour show is designed to coincide with the group's farewell tour and will be available on barter and market exclusive bases.

**AN ALTERNATIVE TO OFFICIAL RADIO** — **Ken Pushkin** had an idea. He wanted to sidestep the glutted AOR-aimed syndication market whose shows usually harp on only the most popular recording artists and program mainstream news and feature spots. So, he decided to form Radio Free America, a syndication company whose sole show, *New Music, The Alternate View* is aimed at college radio stations. It's a bi-weekly countdown of the Top 10 in "alternative music" (as compiled by *CMJ Progressive Media*) that features artist interviews and topical non-musical programs. At this point, the show has covered such recording groups as **XTC**, the **Plimsouls**, the **Motels** and **Wall Of Voodoo**. Not surprisingly, artists interviewed have been **Annabella Lwin** of **Bow Wow Wow**, the **Motels' Martha Davis** and jazz guitarist **John McLaughlin**, to name a few. Non-music programming includes *Freedom Monitor*, a show featuring musicians, politicians, artists, actors and scientists in an interview. So far, former acid prophet **Timothy Leary** and comedian **Eddie Murphy** of NBC-TV's *Saturday Night Live* have appeared on the show. At this point, Pushkin has signed 156 college stations across the country. Pushkin told *Airplay* that he is currently footing the bill for these shows but expects advertisers to sign on in the near future.

**TEACH YOUR CHILDREN** — Action for Children Television (ACT), a non-profit public interest group working to improve children's television, has launched a competition for radio and television public service announcements that encourage good health in children and teenagers. To qualify, the spots must be aimed at children or adolescents, must have aired after Jan. 1, 1982 and must focus on health-related topics. Commercials do not qualify. Each entrant must submit a copy of the spot (audio cassette, 16 mm film or 3/4" videocassette), a script or storyboard, distribution particulars and a \$25 entry fee. All materials should be sent to ACT, 46 Austin St., Newtonville, Mass. 02160 by Feb. 1, 1983. The awards presentation takes place later that spring.



**QUIET LIES AT CKLW** — Capitol recording artist **Juice Newton** recently stopped by A/C station CKLW/Windsor, Ont. to thank music director **Rosalie Trombley** for her assistance in making her LP, "Quiet Lies," gold. Newton is currently in the midst of a national tour. Pictured at the station are (l-r): **Otha Young**, Newton's writing and recording partner; **Trombley**; **Newton** and **Louis Heidelberg**, Detroit promotion manager, Capitol.

A/C and Top 40 artists. It kicks off the pop series in November with a concert by Full Moon recording group **Chicago**. Subsequent shows will be performed by **Karla Bonoff** and **The Little River Band**. . . Moving into the MOR world, we see that **Tess Russell** has been named national director, artist relations, for Music Of Your life. She most recently was music director at talk outlet **KMPC**/Los Angeles, when it was still an MOR station. . . *Christmas With The Oak Ridge Boys* and **Ronnie Milsap's Golden Decade** slated for New Year's airing, are two holiday specials being produced by United Stations. Each will be a three-hour show focusing on the artists and their music.

**NETWORK NEWS** — CBS RadioRadio, in its five-month existence, has grown to a not-unrespectable 100 affiliates, with coverage in 22 of the top 25 markets, 42 of the top 50 and 70 of the top 100. . . Geffen recording artist **Donna Summer** will be featured on the ABC Entertainment network's *Words and Music* show on Sunday, Oct. 17. It's a two-hour music and interview show that will highlight her new self-titled LP. . . Meanwhile, **Cameron Crowe**, the author who went undercover to a California high school to research his book and movie, *Fast Times At Ridgemont High*, was interviewed on the ABC Rock Radio web last week by **Gayl Murphy**. In the program, Crowe explained why he used unknown actors in the film, especially **Sean Penn**, who played **Spicoli**, the leading man. . . Mutual's *The Dick Clark National Music Survey* which uses **Cash Box** charts to determine its weekly Top 30 countdown, has added **WLTT**/Washington, D.C. to its roster of stations. The station reportedly decided to use Clark's countdown because one of its competitors decided to start broadcasting a competing show.

**STATION TO STATION** — During the week of Sept. 26-Oct. 3, A/C outlet **KIOI**/San Francisco is featuring songs by **The Supremes**, **Peter Frampton** and **Boz Scaggs** on its midnight show, *Pillow Talk: For Lovers Only*. Featured will be the Supremes' "I Hear A Symphony," Scaggs' "We're All Alone" and Frampton's "Baby I Love Your Way". . . **Chris Kovark** has been named program director at **KZAM**/Seattle. She brings experience from her program directorship at **KZEL & KBDF**/Eugene, Ore. and promotion director chops earned at **KZAM**.

**ODDS & ENDS** — In a recent action, The Federal Communications Commission (FCC) voted to consolidate the Broadcast Bureau and Cable Television Bureau into a single unit. "This was done to eliminate the amount of duplicative work that both bureaus were doing," an FCC spokesperson told **Cash Box**. "We haven't made any staff changes yet because the whole thing is subject to Congressional approval." The House appropriations Committee is expected to take up the matter sometime after it clears up its current business before the November election. So, at this point, it is unclear when the Committee will decide on this merger. The consolidation, however, had been expected for some time, and no one in Washington was particularly surprised by it. The Broadcast Bureau is currently headed by **Laurence Harris**.

**FROM GILLEY'S TO THE HONKY-TONK IN THREE SHORT YEARS** — **Connie Hanson**, best known for playing the role of Marshalene in the 1979 film *Urban Cowboy*, recently cut a single for the Nashville-based Soundwaves label entitled *Tonk*. It's a novelty tune extolling the virtues of "the honky tonk for women in love with cheatin' men." Originally breaking out at country outlet **KWKH**/Shreveport, La., the disc is expected to garner additional airplay at stations in Texas, Louisiana and Oklahoma, where the Houston-born Hanson just completed a promotional tour that included an interview on the **Larry Scott Show**.

**larry riggs**

## Over 600 Firms Represented At 8th Musexpo Meet

(continued from page 5)

chief executive officer, Time Communications Ltd., Nigeria.

Topics at his meeting include: Two anti-piracy workshops; representing creative clients in the marketplace; whether promotional videoclips should be free; mechanical royalty questions; Federal Communications Commission (FCC) allocation of spectrum space for Direct Broadcast Satellites (DBS); and if video software and hardware should be taxed for royalties. "Most, but not all, of these topics will be discussed," said Shashoua. "In each seminar, the participants will take a vote on what topics should be discussed."

Participants at the video marketing and programming panel Oct. 1 include John Ross-Barnard, head of BBC Video; Arnie Menis, vice president marketing, National Video Enterprises; Jim Mervis, vice president, programming, MGM/UA Home Entertainment; and Daniel Marquet, vice president, foreign marketing, PolyGram Pictures. They will approach the topics of video rentals vs. sales, new labels and new programming, the viability of the videodisc, soft sales in the video marketplace, future programming trends, foreign and domestic distribution patterns and new video technology.

### Video Distribution

The video distribution workshop will include panelists Bert Tanzer, president, the Video Connection; David Doty, senior editor, *Home Video Magazine*; Ron Schlesinger, president, Video Sales of America; and David Bean, president, Pacific Arts Video Records. It will focus on the issues facing the video distribution business.

The cable television programming workshop features panelists Arthur Taylor, president, RCTV Video Enterprises; Percy Sutton, president, Inner City Broadcasting; Cliff Friedland, United Satellite Television Division/General Instrument; Doug Wenger, director, marketing, Storer Cable; and Dick Zimmerman, senior vice president, Group W Satellite Communications. They will discuss whether the television explosion is a help or hindrance; music availability of cable television, DBSs; video programming on cable; foreign cable; and the impact of music videos on record sales.

### Programming Questions

Panelists confirmed for the radio programming and record industry seminar are Michael Hauptman, vice president, ABC Radio Enterprises; Tom Rounds, president, Watermark/ABC Radio Enterprises; Leslie Corn, program director, CBS Radioradio; Frank Cody, director, affiliate relations and program development, NBC Radio; and Dick Carr, program director, Mutual Broadcasting System. They will discuss satellite and cable radio; the impact of fragmentation on radio; industry trends; and the obligation or lack thereof of radio to help the record labels sell records and tapes.

The final seminar focuses on A&R, artist development and music publishing. It will be staffed by Sam Trust, president, ATV Music; Norby Walters, president, Norby Walters Assoc.; Martln Hecht, president, Audio International Prods.; David Parker, Corporate Counsel, Amherst Records; Jack Forsythe, vice president, promotion, Chrysalis Records; Jeff Aldrich, vice president, A&R, Chrysalis; Joe Robinson, president, Sugarhill Records; and Bill Aucoin, president, Aucoin Management. Topics will include artist development; the validity of new music; radio-record relations; added sales potential of musicals and film scores; and overseas marketing opportunities.



# CASH BOX ROCK ALBUM RADIO REPORT



— **BRUCE SPRINGSTEEN • NEBRASKA • COLUMBIA**  
**ADDS:** WYFE, WKLS, WNEW, WBAB, WSHE, WGRQ, WCCC, WMMS, WOUR, WROQ, KEZY, WBLM, KMET. **HOTS:** WNEW. **MEDIUMS:** None. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.



**7 BILLY SQUIER • EMOTIONS IN MOTION • CAPITOL**  
**ADDS:** None. **HOTS:** KMET, WBLM, KSJO, KSHE, WYFE, WKLS, WNEW, WBAB, WSHE, WABX, WGRQ, WCCC, KNCN, WMMS, WOUR, WROQ, KEZY. **MEDIUMS:** KROQ, KLOL. **PREFERRED TRACKS:** Everybody, Learn, Title. **SALES:** Good in all regions.

## # 1 MOST ADDED

LP Chart Position

- 24 A FLOCK OF SEAGULLS • JIVE/ARISTA**  
**ADDS:** None. **HOTS:** WYFE, WKLS, WNEW, KRQQ, WBAB, WGRQ, WMMS, WLIR, KEZY, WHFS. **MEDIUMS:** KNCN, KSJO, KMET. **PREFERRED TRACKS:** I Ran, Space, Telecommunications. **SALES:** Good to moderate in all regions.
- 51 AEROSMITH • ROCK IN A HARD PLACE • COLUMBIA**  
**ADDS:** None. **HOTS:** WGRQ, KMET. **MEDIUMS:** WYFE, WBAB, WCCC, KNCN, WMMS, WOUR, WROQ, KEZY, WBLM. **PREFERRED TRACKS:** Lightning, Jailbait, Cry. **SALES:** Moderate in all regions.
- 32 BAD COMPANY • ROUGH DIAMONDS • SWAN SONG/ATLANTIC**  
**ADDS:** None. **HOTS:** WBLM, WNEW, WSHE, WGRQ, KLLO, KNCN, WMMS, KEZY, KSHE, KSJO. **MEDIUMS:** KMET, WYFE, WKLS, WBAB, WABX, WCCC, WOUR, WROQ. **PREFERRED TRACKS:** Electricland, Ryder, Face. **SALES:** Moderate to fair in all regions.

## # 5 MOST ADDED

- **TONI BASIL • WORD OF MOUTH • CHRYSALIS**  
**ADDS:** WHFS, KEZY, WLIR, WBAB, KRQQ. **HOTS:** KROQ, KEZY. **MEDIUMS:** None. **PREFERRED TRACKS:** Mickey, Rock On. **SALES:** Just shipped.
- 49 THE CLASH • COMBAT ROCK • EPIC**  
**ADDS:** WRQQ. **HOTS:** WNEW, KROQ, WBAB, WSHE, WGRQ, WLIR, KEZY, KNCN, WHFS, KMET. **MEDIUMS:** WKLS. **PREFERRED TRACKS:** Should, Casbah. **SALES:** Moderate to fair in all regions.
- 1 JOHN COUGAR • AMERICAN FOOL • RIVA/POLYGRAM**  
**ADDS:** None. **HOTS:** WNEW, WBAB, WSHE, WMMS, KEZY, WBLM. **MEDIUMS:** WKLS, WABX, KLQL, WQUR, KSHE, KSJO. **PREFERRED TRACKS:** Jack, Hurts, China. **SALES:** Good in all regions.

## # 2 MOST ADDED

- **DIRE STRAITS • LOVE OVER GOLD • WARNER BROS.**  
**ADDS:** WHFS, KNCN, KNCN, WGRQ, WBAB, WNEW, WKLS. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Private. **SALES:** Just shipped.
- 50 FAST TIMES AT RIDGEMONT HIGH • SOUNDTRACK • FULL MOON/ASYLUM**  
**ADDS:** None. **HOTS:** KMET, WKLS, WNEW, KRQQ, WBAB, WSHE, WCCC, KNCN, KEZY, WBLM. **MEDIUMS:** WABX, WMMS, WOUR, KSHE, KSJO. **PREFERRED TRACKS:** Waffle, Somebody's, Johnny. **SALES:** Moderate to fair in all regions.
- 2 FLEETWOOD MAC • MIRAGE • WARNER BROS.**  
**ADDS:** None. **HOTS:** WBLM, KSJO, WKLS, WNEW, WBAB, WSHE, WABX, WGRQ, KLQL, KNCN, WMMS, WOUR, KROQ, KEZY. **MEDIUMS:** WCCC, KSHE. **PREFERRED TRACKS:** Gypsy, Store, Hold. **SALES:** Good in all regions.

## # 3 MOST ADDED

- 71 PETER GABRIEL • GEFFEN**  
**ADDS:** KSHE, KNCN, KLQL, WCCC, WABX, WSHE. **HOTS:** KRQQ, WGRQ, WLIR, KNCN, WHFS. **MEDIUMS:** WYFE, WKLS, WBAB, WMMS, WOUR, WROQ, KEZY, KSJO. **PREFERRED TRACKS:** Monkey, Touch, Kiss. **SALES:** Moderate breakouts in all regions.

LP Chart Position

- 5 GO-GO's • VACATION • I.R.S./A&M**  
**ADDS:** None. **HOTS:** WNEW, KRQQ, WBAB, WLIR, KEZY, KNCN, KMET. **MEDIUMS:** WKLS, WMMS. **PREFERRED TRACKS:** Get Up, Title, Cool. **SALES:** Good to moderate in all regions.
- 39 DON HENLEY • I CAN'T STAND STILL • ASYLUM**  
**ADDS:** WSHE. **HOTS:** WKLS, WNEW, WBAB, WGRQ, KNCN, WMMS, WQUR, KEZY, KMET. **MEDIUMS:** WYFE, WABX, WCCC, WRQQ, KSJO, WBLM. **PREFERRED TRACKS:** Laundry, Title, Johnny. **SALES:** Good to moderate in all regions.
- **HUGHES/THRALL • BOULEVARD/CBS**  
**ADDS:** WROQ, KROQ. **HOTS:** KLLO. **MEDIUMS:** WBAB, WCCC, KNCN, WMMS, KEZY, KSJO, KMET. **PREFERRED TRACKS:** Open. **SALES:** Weak in South; fair in others.
- 26 JUDAS PRIEST • SCREAMING FOR VENGEANCE • COLUMBIA**  
**ADDS:** None. **HOTS:** WABX, KNCN, WMMS, KEZY, KSJO, WBLM, KMET. **MEDIUMS:** WKLS, WBAB, WCCC, WROQ. **PREFERRED TRACKS:** Another, Chains, Bloodstone. **SALES:** Moderate to fair in all regions.
- 35 KENNY LOGGINS • HIGH ADVENTURE • COLUMBIA**  
**ADDS:** None. **HOTS:** WYFE, WKLS, WNEW, WBAB, WGRQ, WCCC, WMMS, WOUR, KEZY, KSJO. **MEDIUMS:** KSHE, WBLM. **PREFERRED TRACKS:** Fight, Heartlight, Try. **SALES:** Good to moderate in all regions.
- 16 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA**  
**ADDS:** WROQ. **HOTS:** KMET, WBLM, KSJO, WKLS, WNEW, KRQQ, WBAB, WSHE, WGRQ, WCCC, KNCN, WMMS, WOUR, KEZY, KSHE, KNCN. **MEDIUMS:** WABX, WLIR. **PREFERRED TRACKS:** Who, Under, Johnny. **SALES:** Good to moderate in all regions.
- 29 EDDIE MONEY • NO CONTROL • COLUMBIA**  
**ADDS:** None. **HOTS:** WABX, KNCN, WMMS, KSHE, KSJO, WBLM, KMET. **MEDIUMS:** WKLS, WNEW, WBAB, WOUR, KEZY. **PREFERRED TRACKS:** Think, Shakin', Take. **SALES:** Moderate in all regions.

- **THE PAYOLAS • NO STRANGER TO DANGER • I.R.S./A&M**  
**ADDS:** WQUR, KRQQ, WYFE. **HOTS:** WGRQ, WMMS. **MEDIUMS:** WKLS, WNEW, KEZY, WHFS. **PREFERRED TRACKS:** Open. **SALES:** Weak initial response in all regions.

- 9 ROBERT PLANT • PICTURES AT ELEVEN • SWAN SONG/ATCO**  
**ADDS:** None. **HOTS:** KMET, WBLM, WKLS, WNEW, WSHE, WGRQ, KLLO, KNCN, WMMS, KEZY, KSHE. **MEDIUMS:** WYFE, WBAB, WABX, WCCC, WQUR, KSJO. **PREFERRED TRACKS:** Burning, Pin, Detroit, Dancer. **SALES:** Good in all regions.

- 19 RUSH • SIGNALS • MERCURY/POLYGRAM**  
**ADDS:** None. **HOTS:** KMET, WYFE, WKLS, WNEW, WBAB, WSHE, WGRQ, WCCC, KLLO, KNCN, WMMS, WOUR, WROQ, KEZY, KSHE. **MEDIUMS:** WBLM, WABX, KSJO. **PREFERRED TRACKS:** New World. **SALES:** Major breakouts in all regions.

- 109 MIKE RUTHERFORD • ACTING VERY STRANGE • ATLANTIC**  
**ADDS:** KSJO, WKLS. **HOTS:** WNEW, WMMS. **MEDIUMS:** WBAB, WSHE, WGRQ, WOUR, KEZY, WHFS, KMET. **PREFERRED TRACKS:** Maxine, Halfway, Title. **SALES:** Moderate in all regions.

## # 1 MOST ACTIVE

LP Chart Position

- **SAGA • WORLDS APART • PORTRAIT/CBS**  
**ADDS:** WQUR, WBAB. **HOTS:** WGRQ. **MEDIUMS:** WYFE, WSHE, WABX, KLLO, KNCN, WMMS, KSJO, WBLM. **PREFERRED TRACKS:** Open. **SALES:** Fair initial response in all regions.
- 22 SANTANA • SHANGO • COLUMBIA**  
**ADDS:** None. **HOTS:** KMET, WYFE, WNEW, WBAB, WGRQ, KLLO, KNCN, WMMS, WROQ, KSJO. **MEDIUMS:** WBLM, WKLS, WSHE, WABX, WOUR, KEZY, KSHE. **PREFERRED TRACKS:** Hold, Run, Body. **SALES:** Good to moderate in all regions.
- 134 STEEL BREEZE • RCA**  
**ADDS:** WABX. **HOTS:** WYFE, WKLS, WBAB, WGRQ, WROQ, KSJO. **MEDIUMS:** WNEW, KLQL, KNCN, WMMS, WOUR, KEZY, WBLM, KMET. **PREFERRED TRACKS:** Anymore, 80's. **SALES:** Moderate in all regions.
- 31 STRAY CATS • BUILT FOR SPEED • EMI AMERICA**  
**ADDS:** WGRQ, WABX, WSHE. **HOTS:** WSHE, KROQ, WBAB, WMMS, WOUR, KEZY, KNCN, WHFS. **MEDIUMS:** WKLS, KNCN, WLIR, WROQ, KMET. **PREFERRED TRACKS:** Rock, Strut, Title. **SALES:** Good to moderate in all regions.
- 36 .38 SPECIAL • SPECIAL FORCES • A&M**  
**ADDS:** None. **HOTS:** WYFE, WKLS, WGRQ, KLLO, WROQ, KSJO. **MEDIUMS:** WABX, WMMS, WBLM. **PREFERRED TRACKS:** Runnin', Chain, Caught. **SALES:** Moderate to fair in all regions.
- 53 GEORGE THOROGOOD & THE DESTROYERS • BAD TO THE BONE • EMI AMERICA**  
**ADDS:** None. **HOTS:** WNEW, KNCN, WHFS, KMET. **MEDIUMS:** WBAB, WGRQ, WQUR, WROQ, KEZY, WBLM. **PREFERRED TRACKS:** Nobody, Title. **SALES:** Moderate to fair in all regions.

## # 4 MOST ADDED

- **UTOPIA • NETWORK/ELEKTRA**  
**ADDS:** WHFS, WMMS, KNCN, WBAB, WNEW, KEZY. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.

- 174 THE JOHNNY VAN-ZANT BAND • THE LAST OF THE WILD ONES • POLYDOR/POLYGRAM**  
**ADDS:** None. **HOTS:** KLQL, KSJO. **MEDIUMS:** WYFE, WKLS, WNEW, WBAB, WMMS, WOUR, KEZY, KSHE, WBLM. **PREFERRED TRACKS:** It's You, Title. **SALES:** Weak in all regions.

- 12 THE WHO • IT'S HARD • WARNER BROS.**  
**ADDS:** None. **HOTS:** KMET, WBLM, KSHE, WYFE, WKLS, WNEW, WBAB, WSHE, WGRQ, WCCC, KLLO, KNCN, WMMS, WOUR, WLIR, KEZY. **MEDIUMS:** KSJO, KNCN, KROQ, WABX, WRQQ. **PREFERRED TRACKS:** Athena, Cry, Front, Man, Title. **SALES:** Good in all regions.

- 28 STEVE WINWOOD • TALKING BACK TO THE NIGHT • ISLAND**  
**ADDS:** None. **HOTS:** WKLS, WNEW, WBAB, WSHE, WGRQ, KNCN, WMMS, KEZY, KSJO. **MEDIUMS:** KMET, WBLM, WHFS, WYFE, WCCC, KLQL, WROQ, KSHE. **PREFERRED TRACKS:** Game, Valerie, Title. **SALES:** Good to moderate in all regions.

1982



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17<sup>th</sup>

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A N N I V E R S A R Y · D I N N E R / D A N C E  
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## Country Divisions Set Fairly Light Release Schedule For Final Quarter

by Tom Roland

NASHVILLE — In spite of the presence of several ambitious re-packaging efforts on the part of CBS and Monument, the fourth quarter will see a rather light release schedule for the majority of labels' country divisions, marked by a small number of superstar releases by Charley Pride, Emmylou Harris, Merle Haggard, Eddie Rabbitt and Waylon Jennings & Willie Nelson.

Much of the product that will provide strong momentum for the final period, dominated by the holiday buying season, was released during the latter part of the third quarter. Included among such releases were "Steve Wariner" and Louise Mandrell & R.C. Bannon's "You're My Super Woman, You're My Incredible Man," along with a Dolly Parton greatest hits compilation on RCA. CBS released Ricky Skaggs' "Highways And Heartaches," "Sure Feels Like Love" by Larry Gatlin & the Gatlin Brothers, Janie Fricke's "It Ain't Easy," "The Adventures of Johnny Cash" and "D.A.C." by David Allan Coe.

MCA shipped "The Best of Tanya Tucker," Ed Bruce's "I Write It Down," "Making Love From Memory" by Loretta Lynn, and the Thrasher Brothers' "Country In My Soul," while Elektra closed out the third quarter with such packages as Conway Twitty's "Dream Maker" and greatest hits releases by Joe Sun, Hank Williams, Jr., Jerry Lee Lewis and Mel Tillis, and the Osmond Brothers' self-titled country debut.

In addition, the end of the third quarter saw the release of the Gatlin-produced Dottie West album, "Full Circle," on Liberty and "Tom Jones Country" on Mercury/PolyGram.

CBS has the biggest release schedule for the last quarter dominated by a special "greatest/biggest hits" series, with packages from 15 of the Columbia/Epic artists. Leading the way is a two-record set marking George Jones' 10th anniversary with the Epic label. Other Epic releases in the series include packages on

Mickey Gilley, Charly McClain, Ronnie McDowell, Johnny Paycheck, Johnny Rodriguez, Joe Stampley and Tammy Wynette. Columbia product in the series includes sets from Moe Bandy, Bobby Bare, Johnny Cash, David Allan Coe, Janie Fricke, Marty Robbins and the duet team of Bandy and Joe Stampley.

The CBS group is also preparing a 10-record box set of Willie Nelson material and re-issuing the Larry Gatlin catalog from his days with Monument, including "Rain—Rainbow," "Oh! Brother," "High Time," "Love Is Just A Game" and "Larry Gatlin With Family And Friends." "Gatlin Family Christmas," a recently recorded collection, is also slated for October release.

### Other Projects

Other projects that can be expected from CBS include two Merle Haggard albums in October — "Going Where The Lonely Go" and "Goin' Home For Christmas" — and two Epic releases in November, Joe Stampley's "Backslidin'" and Tammy Wynette's "Good Love And Heartbreak." Columbia will release a Moe Bandy LP, "I Still Love You In The Same Ol' Way," in November.

Another series expected is the Monument Signature series, four albums bearing the signatures of each artist embossed in gold on a white cover. Artists who will be represented in the October release are Charlie McCoy, Kris Kristofferson, Boots Randolph and Roy Orbison, whose "All-Time Greatest Hits" collection will be a two-record set. At the same time, Monument will also release "The Winning Hand," a two-record package featuring Kristofferson, Willie Nelson, Dolly Parton and Brenda Lee on 20 cuts, 12 of which will be duets. A Boots Randolph "Dedication" album is also anticipated.

RCA's fourth quarter will mark the second duet album from Waylon Jennings & Willie Nelson (the first was released in January of 1978) cleverly titled "WW II." Other current artists present in the label's fourth quarter new releases are Jerry Reed with "The Bird," Razy Bailey's "A Little More Razz" an a "Charley Pride Live" album. In addition, RCA has developed two Elvis Presley LPs, "The Elvis Medley" and "Memories Of Christmas"; with one more holiday package, "A Country Christmas," which features a number of the label's artists, expected during the quarter.

Elektra will close out the year with four definite releases and one questionable package. Eddie Rabbitt's "Radio Romance" and "Sounds Like Love" by Johnny Lee will ship in October, with the Bellamy Brothers' "Strong Weakness" and "Classics, Vol. II" by Conway Twitty expected in November. A new LP from recent label addition Crystal Gayle has been described as "very tentative."

Warner Bros. has five new albums on the rack for October, including Emmylou Harris' live LP, "Last Date," "Perfect Stranger" by T.G. Sheppard, "Wild And Blue" by John Anderson and the Wright Brothers' "Made In The U.S.A." The label also has the rights to the soundtrack from *Honky Tonk Man*, an upcoming Clint Eastwood movie. New sets from David Frizzell & Shelly West and Gary Morris can be expected in December.

The other major labels, PolyGram, MCA and Capitol/EMI-America/Liberty, have set extremely light release schedules. MCA is planning to ship a Jerry Jeff Walker LP and an Oak Ridge Boys Christmas set Sept. 30. Liberty has a Cristy Lane "Here's To Us" album slated for October, and Billy "Crash" Craddock's "The New Will Never Wear Off Of You," his first album with producer Buddy Killen, will come from Capitol in November. Mac Davis' "Forty 82" is the lone release set for PolyGram during the final quarter.



**JONES SETS RECORD WITH BROMO PROMO** — Mercury/PolyGram artist Tom Jones set an all-time record for Bromo Distributing's Sound Warehouse chain in Houston when he made an in-store appearance at one of the outlets in the area. Some 1,000 fans waited in lines to see Jones, currently promoting his "Tom Jones Country" album, and 750 units were subsequently sold. A portion of the proceeds from the event, the first in-store Jones has done in 17 years, was donated to the Special Olympics fund. Pictured following Jones' appearance are (l-r): Joe Polidor, country marketing director, PolyGram; Jones; Kaye and Dan Moran, owners, Bromo Distributing/Sound Warehouse; and Paul Lucks, regional vice president, PolyGram/Dallas.

## More Than 600 Participants Expected For 11th Annual Talent Buyers Seminar

NASHVILLE — More than 600 people are expected for the 11th annual Country Music Assn. (CMA) Talent Buyers Seminar Oct. 8-12 at the Hyatt Regency Hotel. Seven panel discussions will be held, plus two 30-minute round table discussions with industry leaders, which will be the first time ever for such a feature at the seminar.

While attendance is expected to equal last year's record crowd, which exceeded 600, seminar chairman Bette Kaye, of Bette Kay Prods., admits that pre-registration is closer to 400.

The seminar begins Saturday, Oct. 9, when Wayne McCary, Eastern States Exposition, leads "If We Make It Through December," a panel addressing the changing economic climate, at 10 a.m. Other panel members include: Deniz Skinner, Facility Management Group; Wilson Sparks, Florida State Fair; Rolly K. Larson, Outdoor Amusement Business Assn.; John Fitzpatrick, Western Fairs Assn.; and Paul Serff, International Assn. of Amusement Parks.

The 2 p.m. session, "I Never Promised You A Rose Garden," will feature moderator Jim Halsey, Halsey Company International, to discuss the manager's role in artist development. Other panelists include: Lou Robin, Artist Consultants, Inc.; Johnny Cash's manager; Ted Hacker, Creative Artist Management Enterprises Ltd.; Gene Ferguson, Gene Ferguson Management, manager for John Anderson and Charly McClain; David Brokaw, The Brokaw Company, which represents Mickey Gilley and Rex Allen, Jr.; and Al Mifflin, finance consultant.

Gerrold R. Rubin, president, Needham, Harper & Steers, one of the country's leading advertising agencies, will provide the keynote address at 8 p.m., under the theme "Adapting To The New Reality."

The following morning, Bud Wendell, WSM, Inc., and Bob Cole, WPX-FM/Washington, D.C., deliver a mini-seminar touching on the developing cable and satellite industries.

### 'Hot' Panel

At 1 p.m., Lynn Shults, Capitol/EMI-America/Liberty Records, will moderate "When You're Hot, You're Hot," with panelists Dottie West, Con Hunley, Marty Robbins, Janie Fricke and Joe Bon-sall, of the Oak Ridge Boys.

Monday, Sonny Anderson, Disneyland/Walt Disney World, will head up a discussion of the logistics of country concert coordination in "Help Me Make It Through The Night." Other speakers include: Bob Walker, Stanislaus Country Fair; David Douds, William Morris Agency; Bill Lackey, Lackey Sound & Light Co.; Richard Frank, Barksdale, Whalley, Gilbert, Frank and Milom; George Richey, Tammy Wynette's manager; and Wynette.

The afternoon session, "King Of The Road," features Stan Mores, Scotti Bros. Artist Management, conducting a panel

that revolves around the road managers, with such road managers as: Christy Smith (Stella Parton), Garth Shaw (Kenny Rogers), John Toomey (Lacy J. Dalton), Bill Rehrig (Eddie Rabbitt) and Billy Vaughn (Crystal Gayle).

The final panel, scheduled for Tuesday morning, is "You Can't Be A Beacon If Your Light Don't Shine," with Joe Sullivan, The Sound Seventy Corp., moderating a panel on the importance of proper concert promotion. Panel members include: Dick Gary, The Gary Group; "Uncle" Len Ellis, WLJE/WAKE/Valparaiso, Ind.; Sue McDaniel, CentraTik; Al Demario, Epic Records; Jack Nicholson, Cumberland Country Civic Center; and Ellis Widner, Tulsa Tribune.

### Roundtable Discussion

In addition, roundtable discussions have been set up for the first time for Tuesday afternoon to enable participants to have one-on-one discussions with industry leaders. The discussions will feature: Holmes Hendrickson, Harrah's Casinos; Bill Lackey, Lackey Sound & Light Co.; Don Romeo, Don Romeo Agency, Inc.; Wayne McCary, Eastern States Exposition; Maynard Potter, San Luis Obispo Country Fair; Jimmy Jay, United Talent, Inc.; Tandy Rice, Top Billing International; Jim Prater, Chardon, Inc.; Sylvia Allen, artist; Dean Justice, University of Texas; and Rick Blackburn, CBS Records.

Other roundtable leaders will include: Paul Buck, Charlotte Colliseum; Bruce White, Holiday Star Theatre; Danny Davis, Danny Davis Prods.; Bill Luther, Von Braun Civic Center; Dave Douds, William Morris Agency; Ray Pilszak, Amusement Business; Mickey Bryant, Gelfand, Rennett & Feldman; Merlin Littlefield, American Society of Composers, Authors and Publishers (ASCAP); David Nelson, ASCAP; and Bette Kaye, Bette Kaye Prods.

Other events scheduled include the two talent showcases, one on Saturday and one on Sunday, and the Grand Ole Opry Spectacular Tuesday night.

## OCRB Sets General Topics For '83 Seminar

NASHVILLE — The Organization of Country Radio Broadcasters (OCRB) met Sept. 10-12 to discuss the agenda for the 1983 Country Radio Seminar (CRS). Likewise, the organization's board of directors met to discuss the continuing growing plans of the seminar and the OCRB.

Led by OCRB president Bob English, WUBE-FM/Cincinnati, and CRS agenda chairman Jim Ray, KOKE-FM/Austin, the agenda committee has set plans for the next year's event, scheduled for Feb. 17-19. The session will include six general sessions, 12 concurrent panel discussions and two "early-bird" panels, which will cover topics of interest to radio personnel involved in engineering, sales, management and marketing.

## Music City Recorders Changes Name, Owners

NASHVILLE — The Si-Jon Music Group has assumed the operation of Music City Recorders and changed the 24-track facility's name to Studio 19, according to general manager Charles E. Howard, Jr. With the changeover, Jon Collie and Skip Shimmin have joined as administrative controller and head engineer, respectively, and Jack Logan, long associated with the studio, has been retained as engineer.

"We're designing Studio 19 to appeal to new producers and producers who don't have an enormous budget to work with," Howard says. "We're raising studio quality and lowering the rates to \$35 an hour."

Studio 19 will sell some of its existing equipment and may offer rental space for another business. The studio has a new telephone number, (615) 327-4927.



TOP 75 ALBUMS

	Weeks On Chart	9/25 Chart		Weeks On Chart	9/25 Chart
1	29	1	36	8	27
2	26	4	37	25	41
3	6	9	38	10	46
4	13	3	39	3	47
5	15	5	40	25	32
6	12	2	41	24	35
7	42	7	42	117	36
8	48	8	43	56	37
9	30	6	44	1	—
10	15	14	45	31	43
11	24	19	46	25	49
12	14	15	47	51	48
13	5	17	48	1	—
14	19	13	49	81	51
15	36	11	50	12	50
16	14	12	51	14	44
17	12	20	52	8	52
18	18	10	53	26	53
19	16	23	54	35	54
20	80	21	55	9	40
21	23	22	56	27	57
22	6	26	57	23	39
23	7	18	58	20	58
24	29	16	59	8	55
25	33	25	60	27	64
26	3	38	61	24	45
27	4	29	62	69	71
28	10	28	63	44	66
29	19	30	64	18	69
30	12	31	65	31	73
31	44	24	66	24	45
32	9	34	67	58	56
33	7	33	68	17	59
34	1	—	69	36	60
35	5	42	70	10	61
			71	44	62
			72	41	63
			73	7	65
			74	18	67
			75	18	68

**... BUT WHO CAUGHT THE MERMAID?** — Another Jim Owens production, *Jerry Reed and Special Friends*, is making the rounds on syndicated television. A two-hour special, the program has or will run on stations in 132 markets during the months of September, October and November, and includes a host of guests who Reed invited to a picnic at Nashville's Hermitage Landing for the taping. Among those present at the affair are **Burt Reynolds**, **Glen Campbell**, **Al Checco**, **Jimmy Dean**, **Vicki Lawrence**, **Brenda Lee**, **Louise Mandrell**, Reed's daughter **Seldina**, the **Stalter Brothers** and **Faron Young**. Reed and company are presented in all facets of an outdoor gathering with Jimmy Dean cooking barbeque chicken instead of his usual sausage, Brenda Lee playing basketball and many of the performers displaying their fishing expertise. **Harold Reid**, the comical, deep-throated Stalter, ends up bringing in a mermaid with his line. The entire production ends with a huge outdoor concert featuring a slew of top songs from most of the entertainers.

**DOLLY GETS CARDED** — **Dolly Parton** underwent surgery following Labor Day to correct her gynecological disorders. Her difficulties were attributed to bleeding abdominal polyps, but they were removed and were found to be benign. She is expected to resume her work schedule in mid-November. In the meantime, 10 Rax Restaurant outlets in northern California sent Parton the "Longest Little Get-Well Card From California," an unseparated stack of computer print-out sheets containing 10,656 signatures and greetings from Parton fans in the western state. Because of her condition, Parton had to cancel an appearance at the California State Fair in Sacramento, and Rax officials sent her the compilation of John Hancock's to "show her how much we missed her." In addition, the fast food chain contributed a nickel to the Muscular Dystrophy Assn. for each signature on the card, eventually raising \$532.80.

**McDANIEL BACKED BY BIG OLE BREWERIES** — **Mel McDaniel** and his **Oklahoma Wind** touring band have been supported well during their touring efforts behind the Capitol artist's current single, "Big Ole Brew," which went to #3 this week on the **Cash Box** Country Singles chart, the highest position he has attained to date. During the tour, several different breweries have sponsored "Big Ole Brew" parties in various cities, tying in with McDaniel's single and local radio stations. Included among his backers are Lone Star Beer, which held a party in Phoenix; Schlitz Beer in St. Louis; Miller Beer at **Hank Williams, Jr.**'s club in Paris, Tenn.; and G. Heileman Brewing Co. at Chicago's Harvest Moon Festival. Reportedly, McDaniel, who is booked by the Show-time Talent agency in Nashville, has had only one weekend off since January.



**RAZZY GETS BUSTED** — **John Conlee** (r) was a recent guest on **Razy Bailey's** newly syndicated television show, which was picked up by the Nashville Network and will debut in 1983. Conlee's current single, "I Don't Remember Loving You," debuted on the **Cash Box** Country Singles chart this week at #68.

**... BUT THE NEXT TIME HE CHEATS ...** — **Moe Bandy** has been doing those cheating songs for years, but the next time he gets caught in the act, he may have a top-notch defense. When Bandy recently played the Dallas Five Club in Toledo, his road manager joined him on the bus following the show and said some attorney was demanding that he be let on board to meet the honky-tonker. The lawyer turned out to be **F. Lee Bailey**, who, as Bandy put it, "knew all of my songs, even the album cuts!" The leader of the Dallas Five Club's house band, **Randy Shaffer**, wrote Bandy's latest single, "She's Not Really Cheatin', She's Just Gettin' Even."

**A PROPHET IN HIS HOMETOWN** — The cliché that a "prophet is never accepted in his homeland" rings true in the case of **Ronnie Prophet**, who owns the Carousel lounge on Printer's Alley. Though his career as an artist has yet to take off in the United States, he is one of Canada's most-respected country artists, indicated by the nominations for that country's Big Country awards. Prophet has been nominated in four categories — Entertainer of the Year, Male Vocalist of the Year, Single of the Year for "Ex-Superstar's Waltz" and Album of the Year for "I Need A Lover." In addition, his cousin, **Orville Prophet**, and son, **Tony Prophet**, have been cited in five areas, so the family all together has nine nominations in eight categories. Sept. 24, the *Country Music Celebration* television special program, which included Prophet, **Ernest Tubb**, **Dolly Parton** and **Loretta Lynn**, was telecast for the second time via the CBS-TV network. Apparently, the network was so impressed with the special, which had aired originally last year, that they bumped their top-rated show, *Dallas*, to make room for the show's second airing.

**IS HE STILL 'NO SHOW JONES'?** — Sources with the Lavender Agency report that under a new touring system they have devised, **George Jones** has been "more reliable and dependable" than he was before that plan was instituted. Although the Possum still is not making 100% of his dates, officials indicate that he is more consistent in his appearances, working two weeks and taking two off.

**SIGN 'EM UP** — The **Dick Blake** Talent agency has been highly active recently in expanding their artist roster. The company signed **Ronnie McDowell** one month ago and this week signed **Ricky Skaggs** to an exclusive agreement. Reportedly, the company is also set to ink a deal with a major group.

**... SPELLED WITH A 'T'** — Nashville's Dynamic Media, a multi-image production firm, was touted for the "Best Documentary" at a recent international gathering of the Assn. for Multi-Image. **Wayne** and **Sue Buchanan** were cited for their production of *Mr. T*, which is shown daily at **Conway Twitty's** tourist facility in nearby Hendersonville. The Twitty City clip bested some 101 competing pieces.

**OLD COUNTRY FEATURES THREE IN FALL** — The Old Country, a Busch Gardens amusement park in Williamsburg, Va., has set a fall lineup that includes three country acts. **Jerry Reed** appeared at the park's Three Musketeers Theatre Sept. 6, and **Tennessee Ernie Ford** is slated to guest Oct. 3, with **Dottie West** closing up Oct. 17.

**CONGRATULATIONS** — to **Cheryl White** of the Whites who gave birth to a girl, **Rachel Kathrine**, Sept. 15 at Madison Hospital. tom roland

October is Country Music Month

# TOP 100 COUNTRY SINGLES

October 2, 1982

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 PUT YOUR DREAMS AWAY MICKEY GILLEY (Epic 14-03055)	2 10	33 DON'T IT BREAK YOUR HEART STEVE WARINER (RCA PB-13308)	37 5	66 THE END OF THE WORLD JUDY TAYLOR (Warner Bros. 7-29913)	78 3
2 I WISH YOU COULD HAVE TURNED MY HEAD OAK RIDGE BOYS (MCA-52095)	5 10	34 SURE GEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-03159)	40 4	67 IF YOU DON'T WANT ME TO SHIRLEY GRAFF (Stargem SG 2142)	70 4
3 BIG OLE BREW MEL McDANIEL (Capitol P-B-5138)	4 14	35 (I'M NOT) A CANDLE IN THE WIND BOBBY BARE (Columbia 18-03149)	38 7	68 I DON'T REMEMBER LOVING YOU JOHN CONLEE (MCA-52118)	— 1
4 I JUST CAME HERE TO DANCE DAVID FRIZZELL & SHELLY WEST (Warner/Viva 7-29980)	8 12	36 SOUTHERN FRIED BILL ANDERSON (Southern Tracks ST 1007)	39 8	69 LAST TRAIN TO HEAVEN BOXCAR WILLIE (Main Street B 953)	69 4
5 YESTERDAY'S WINE MERLE HAGGARD/GEORGE JONES (Epic 14-03072)	9 9	37 16TH AVENUE LACY J. DALTON (Columbia 18-03184)	45 4	70 CAN'T EVEN GET THE BLUES REBA McENTIRE (Mercury/PolyGram 78180)	— 1
6 WHAT'S FOREVER FOR MICHAEL MURPHEY (Liberty P-B-1466)	1 16	38 IT AIN'T EASY BEIN' EASY JANIE FRICKE (Columbia 18-03214)	48 3	71 ARE WE IN LOVE CHARLIE ROSS (Town House P-B-1081)	83 3
7 HEY! BABY! ANNE MURRAY (Capitol P-B-5145)	10 8	39 MADE IN U.S.A. THE WRIGHT BROTHERS (Warner Bros. 7-29926)	41 6	72 GEORGIANA TOMMY BELL (Gold Sound GS-8013)	75 4
8 HE GOT YOU RONNIE MILSAP (RCA PB-13286)	11 7	40 SHE CAN'T GET MY LOVE OFF THE BED DOTTIE WEST (Liberty P-B-1479)	44 4	73 ALICE IN DALLAS WYVON ALEXANDER (Gervasi SP-660)	73 5
9 I WILL ALWAYS LOVE YOU DOLLY PARTON (RCA PB-13260)	12 10	41 IT'S LIKE FALLING IN LOVE THE OSMOND BROTHERS (Elektra 7-69989)	43 5	74 THE BEER DRINKIN' SONG MAC DAVIS (Mercury/PolyGram 2355)	84 2
10 LET IT BE ME WILLIE NELSON (Columbia 18-03073)	16 8	42 A WOMAN'S TOUCH TOM JONES (Mercury/PolyGram 76172)	47 4	75 DREAMS DIE HARD GARY MORRIS (Warner Bros. 7-29967)	49 13
11 MISTAKES DON WILLIAMS (MCA-52097)	15 7	43 THIS DREAM'S ON ME GENE WATSON (MCA-52074)	7 14	76 GET INTO REGGAE COWBOY THE BELLAMY BROTHERS (Elektra/Curb 7-29999)	50 14
12 LIVIN' IN THESE TROUBLED TIMES CRYSTAL GAYLE (Columbia 18-03048)	14 9	44 THAT'S WHAT I GET FOR THINKING THE KENDALLS (Mercury/PolyGram 76178)	60 3	77 YOUR BEDROOM EYES VERN GOSDIN (AMI 1307AA)	51 12
13 DANCING YOUR MEMORY AWAY CHARLY McCLAIN (Epic 14-02975)	3 15	45 SHE GOT THE GOLDMINE JERRY REED (RCA PB-13268)	13 13	78 IT'S BEEN ONE OF THOSE DAYS BOBBY SMITH (Liberty P-B-1480)	88 2
14 CLOSE ENOUGH TO PERFECT ALABAMA (RCA PB-13294)	17 6	46 STAY A LITTLE LONGER MEL TILLIS (Elektra 7-69963)	61 2	79 BACK IN DEBBIE'S ARMS TOM CARLILE (Door Knob DK 82-180)	52 12
15 SHE'S LYING LEE GREENWOOD (MCA-52087)	18 9	47 I WISH I HAD A JOB TO SHOVE RODNEY LAY and the WILD WEST (Churchill CR 94005)	56 9	80 JUST HOOKED ON COUNTRY (III) ALBERT COLEMAN'S ATLANTA POPS (Epic 34-03215)	85 2
16 YOU'RE SO GOOD WHEN YOU'RE BAD CHARLEY PRIDE (RCA PB-13293)	19 6	48 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty P-B-1471)	31 13	81 WOMEN DO KNOW HOW TO CARRY ON WAYLON JENNINGS (RCA PB-13257)	53 15
17 WAR IS HELL T.G. SHEPPARD (Warner/Curb 7-29934)	20 5	49 I'D DO IT ALL AGAIN JERRY LEE LEWIS (Elektra 7-89962)	71 2	82 LOVELY, LONELY LADY JERRY BRANDAN (Del Riz JB 224)	82 4
18 BREAK IT TO ME GENTLY JUICE NEWTON (Capitol PB-5148)	23 6	50 SHE'S NOT REALLY CHEATIN' MOE BANDY (Columbia 18-02968)	34 18	83 NOT TONIGHT — I'VE GOT A HEARTACHE CLAIRE (OMNI A.G. 701)	87 8
19 LOVE'S GONNA FALL HERE TONIGHT RAZZY BAILEY (RCA PB-13290)	21 7	51 REDNECK GIRL THE BELLAMY BROTHERS (Warner/Curb 7-29923)	76 2	84 IN BETWEEN LOVERS STEPHANIE WINSLOW (Primer PR-1012)	88 3
20 SOUL SEARCHIN' LEON EVERETTE (RCA PB-13282)	22 9	52 WILD AND BLUE JOHN ANDERSON (Warner Bros. 7-29917)	77 2	85 LET'S GET CRAZY AGAIN DIANE PFEIFER (Capitol P-B-5154)	91 2
21 YOU STILL GET TO ME IN MY DREAMS TAMMY WYNETTE (Epic 14-03064)	24 8	53 WOMEN IN LOVE KIN VASSY (Liberty P-B-1469)	58 7	86 MEMORY MACHINE JACK QUIST (Memory Machine MMR 1015)	92 2
22 EVER, NEVER LOVIN' YOU ED BRUCE (MCA-52109)	26 6	54 WALK ME 'ROSS THE RIVER JERRY KELLY (Carrere/CBS ZS5 03017)	54 9	87 I'M NOT THAT LONELY YET REBA McENTIRE (Mercury/PolyGram 76157)	55 19
23 SOME OF MY BEST FRIENDS ARE OLD SONGS LOUISE MANDRELL (RCA PB-13278)	25 11	55 SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA PB-13320)	— 1	88 SOME NEVER STAND A CHANCE THE FAMILY BROWN (RCA PB-13285)	57 7
24 HEARTBROKE RICKY SKAGGS (Epic 34-03212)	30 3	56 IN THE DRIVER'S SEAT JOHN SCHNEIDER (Scott Bros./CBS ZS5 03082)	42 7	89 QUICKSAND SNEED BROS. (RCI R 2386-1)	93 2
25 OPERATOR, LONG DISTANCE PLEASE BARBARA MANDRELL (MCA-52111)	29 5	57 STILL THE ONE THRASHER BROTHERS (MCA-52093)	62 4	90 GOODTIME BABY MARVIN PAUL (Liberty/LS 191)	— 1
26 MAKING LOVE FROM MEMORY LORETTA LYNN (MCA-52092)	27 8	58 PYRAMID OF CANS MUNDO EARWOOD (Primer PR 1009)	63 5	91 DON'T BLAME IT ON ALCOHOL HUGH X. LEWIS (Black Rose 8272)	— 1
27 THE KILLIN' KIND BANDANA (Warner Bros. 7-29936)	28 7	59 IF YOU COULD SEE YOU THROUGH MY EYES SKIP & LINDA (MDJ 68178)	59 7	92 YOU MAKE ME WANT TO SING JOE SUN (Elektra 7-89954)	— 1
28 WHATEVER THE STATLER BROTHERS (Mercury/PolyGram 76162)	6 14	60 NOTHING BUT THE RADIO ON YOUNGER BROTHERS (MCA-52076)	46 14	93 DID WE HAVE TO GO THIS FAR DONNA FARGO (RCA PB-13329)	— 1
29 YOU PUT THE BLUE IN ME THE WHITES (Elektra 7-69980)	32 6	61 SHE ONLY MEANT TO USE HIM WAYNE KEMP (Mercury/PolyGram 76165)	65 4	94 TENNESSEE SATURDAY NIGHT ROY CLARK (Churchill CR-94007)	79 3
30 WE DID BUT NOW YOU DON'T CONWAY TWITTY (Elektra 7-69984)	36 4	62 THE TROUBLE WITH HEARTS ROY HEAD (NSD 146)	72 4	95 SHE'S MY LOVER BARRY DALE (Stargem SG-2144)	89 3
31 NEW WAY OUT KAREN BROOKS (Warner Bros. 7-29958)	33 10	63 TIE YOUR DREAM TO MINE MARTY ROBBINS (Columbia 18-03236)	— 1	96 OILFIELD COWBOY WES ST. JON (Star-Key 8850)	90 3
32 STEP BACK RONNIE McDOWELL (Epic 14-03203)	35 4	64 16 LOVIN' OUNCES TO THE POUND DON LEE (Crescent 103)	66 8	97 IT'S A WONDER WOMAN GEORGE BAILEY (Pegasus HKE-PEG-101)	94 5
		65 YOU TO COME HOME TO DEAN DILLON (RCA PB-13295)	74 4	98 IT'S NOT MY WAY JEANIE HOLXER (Motion 1003)	95 8
				99 FOOL HEARTED MEMORY GEORGE STRAIT (MCA-52088)	64 18
				100 SOME DAYS IT RAINS ALL NIGHT LONG TERRI GIBBS (MCA-52008)	87 8

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Woman's Touch (Blackwood/Fullness — BMI) . . . . .	42	If You Could (House Of Gold — BMI) . . . . .	59	Mistakes (Jensing/Narwahl/Sweet Glenn — BMI) . . . . .	11	Southern Fried (Stallion/Lowery — BMI) . . . . .	38
Alice In Dallas (Shade Tree/Tree — BMI) . . . . .	73	If You Don't (Mad Lad/ATV — BMI) . . . . .	67	New Way Out (Gee Sharp Music — BMI) . . . . .	31	Stay A Little (Red River — BMI) . . . . .	48
Are We In Love (Collins Court — ASCAP) . . . . .	71	I'm Not (Swallowfork — ASCAP) . . . . .	35	Not Tonight (Extra Money — ASCAP) . . . . .	83	Step Back (Tree — BMI) . . . . .	32
Back In Debbie's Arms (Opa-Locka — ASCAP) . . . . .	79	I'm Not That (Swallowfork — ASCAP) . . . . .	87	Nothing But The (House of Gold — BMI) . . . . .	60	Still The One (Siren Songs — BMI) . . . . .	57
Big Ole Brew (Blendingwell/Bad Ju-Ju — ASCAP) . . . . .	3	In Between Lovers (Rock Garden — BMI) . . . . .	84	Oilfield Cowboy (Star-Key — ASCAP) . . . . .	96	Sure Feels Like (Larry Gatlin — BMI) . . . . .	34
Break It To (Northern MCA) — ASCAP) . . . . .	18	In The Driver's (Flowering Stone/Lisa Dawn — ASCAP) . . . . .	56	Operator (Hall-Clement c/o Weik — BMI) . . . . .	25	Tennessee Saturday Night (Rightsong — BMI) . . . . .	94
Can't Even Get (Coal Miners/Elektra/Asylum — BMI) 70		It Ain't Easy (Warner-Tamerlane — BMI/Da-Tic-A-Bo/Bobby Goldsboro — ASCAP) . . . . .	38	Put Your Dreams (UA/Lion-Hearted/Ideas of March — ASCAP) . . . . .	1	That's What I (Hall-Clement c/o Weik — BMI) . . . . .	44
Close Enough To (Accredit/Raindance — BMI) . . . . .	14	It's A Wonder Woman (Queen of Hearts — BMI) . . . . .	97	Pyramid Of Cans (Saw Grass — BMI/Sabal — ASCAP) . . . . .	58	The Bear Drinkin' Song (Songpainter — BMI) . . . . .	74
Dancing Your Memory (Barnwood — BMI) . . . . .	13	It's Been One (House of Gold — BMI) . . . . .	78	Quicksand (Iron Skillet — ASCAP) . . . . .	89	The End Of (Summit — ASCAP) . . . . .	86
Did We Have (Wrightsong/Acutt-Rose — BMI) . . . . .	93	It's Like Falling (Blackwood/Magic Castle — BMI/April/Widmont — ASCAP) . . . . .	41	Redneck Girl (Famous/Bellamy Brothers — ASCAP) 51		The Killin' (Hoosier — ASCAP/New Albany — BMI) . . . . .	27
Don't Blame It (Dream City — BMI) . . . . .	91	It's Not My Way (Hall-Clement — BMI) . . . . .	98	She Can't Get (Southern Nights — ASCAP) . . . . .	40	The Trouble With (Window/Petwood — ASCAP) . . . . .	82
Don't It Break (Collins Court/Jack and Bill c/o Weik — ASCAP) . . . . .	33	Just Hooked (Part II) (Medley — Various) . . . . .	80	She Got The Goldmine (House of Gold — BMI) . . . . .	45	This Dream's On Me (Coal Miners — BMI) . . . . .	43
Dreams Die Hard (Jensing/Chick Rains — BMI) . . . . .	75	Last Train (Colum 1 — ASCAP) . . . . .	69	She's Lying (Unichappell/Jan Crutchfield/Music Corp. of America-MCA — BMI) . . . . .	15	Tie Your Dream (House of Gold — BMI/Bobby Goldsboro — ASCAP) . . . . .	83
Ever, Never Lovin' (Calico/Tree/Sugarplum — SESAC/BMI) . . . . .	22	Let It Be Me (MCA Music, Div. of MCA — BMI) . . . . .	10	She's My Lover (Little Fugative — BMI) . . . . .	61	Walk Me 'Cross (Kelly & Lloyd — ASCAP) . . . . .	54
Fool Hearted Memory (Make Bellevus/Welbeck — ASCAP) . . . . .	99	Let's Get Crazy (Warner-Tamerlane/Flying Dutchman/WB — BMI/ASCAP) . . . . .	85	She's Not Really (Baray/Wood Hall — BMI) . . . . .	50	War Is Hell (Tree — BMI/Cross Keys (Tree) — ASCAP) 17	
Georgiana (Music City — ASCAP) . . . . .	72	Livin' In These (Roger Cook/Cookhouse — BMI) . . . . .	12	Some Days It (Chiplin Music — ASCAP) . . . . .	100	We Did But (Music City — ASCAP) . . . . .	30
Get Into Reggae (Bellamy Bros./Famous — ASCAP) 76		Love Will Turn (Lionsmate/DebDave/Briarpatch — ASCAP/BMI) . . . . .	48	Some Never Stand (Terrace — ASCAP) . . . . .	88	Whatever (American Cowboy Music — BMI) . . . . .	28
Goodtime Baby (Second Base — BMI) . . . . .	90	Lovely, Lonely, Lady (Del-Riz House of Music — BMI) 82		Some Of My Best (Tree — BMI) . . . . .	28	What's Forever For (Tree — BMI) . . . . .	8
Heartbroke (Chappel — ASCAP) . . . . .	24	Love's Gonna Fall (Casa de Oro — SESAC) . . . . .	19	Somewhere Between (Blue Moon/April — ASCAP) 55		Wild And Blue (Sweet Baby — BMI) . . . . .	52
He Got You (Chriswood — BMI/Murfesongs — ASCAP) . . . . .	8	Made In (Vogue/Baby Chick (Weik) — BMI) . . . . .	39	Soul Searchin' (Swallowfork — ASCAP) . . . . .	20	Women Do Know (Wayton Jennings/Vogue & Baby Chick c/o Weik — BMI) . . . . .	81
Hey! Baby! (Le Bill Music/Unart Music — BMI) . . . . .	7	Making Love (Coal Dust/King Coal — SESAC/ASCAP) . . . . .	26			Women In Love (Hall-Clement c/o Weik — BMI) . . . . .	53
I Don't Remember (Tree — BMI) . . . . .	68	Memory Machine (Contention — SESAC) . . . . .	86			Yesterday's Wine (Willie Nelson — BMI) . . . . .	5
I Just (Hall-Clement c/o Weik — BMI) . . . . .	4					You Make Me Want (Hemphill — BMI) . . . . .	92
I Will Always (Velvet Apple Music — BMI) . . . . .	9					You Put (Elektra/Asylum — BMI/Refuge/Cross Keys (Tree) — ASCAP) . . . . .	29
I Wish (Sister John/Antebellum — BMI) . . . . .	47					You Still Get (First Lady — BMI/Tagpage — ASCAP) 21	
I Wish You (Tree Publ. — BMI) . . . . .	2					You To Come (Char-Nela — ASCAP) . . . . .	85
I'd Do It (April — ASCAP) . . . . .	49					Your Bedroom Eyes (Nub-Pub — ASCAP) . . . . .	77
						You're So Good (Royalhaven — BMI) . . . . .	18

⚡ = Exceptionally heavy radio activity this week      \$ = Exceptionally heavy sales activity this week

## MOST ADDED COUNTRY SINGLES

1. **SOMEWHERE BETWEEN RIGHT AND WRONG** — EARL THOMAS CONLEY — RCA — 41 ADDS
2. **TIE YOUR DREAM TO MINE** — MARTY ROBBINS — COLUMBIA — 35 ADDS
3. **I DON'T REMEMBER LOVING YOU** — JOHN CONLEE — MCA — 32 ADDS
4. **CAN'T EVEN GET THE BLUES** — REBA McENTIRE — MERCURY — 29 ADDS
5. **REDNECK GIRL** — BELLAMY BROTHERS — WARNER/CURB — 18 ADDS

## MOST ACTIVE COUNTRY SINGLES

1. **WE DID BUT NOW WE DON'T** — CONWAY TWITTY — ELEKTRA — 64 REPORTS
2. **WAR IS HELL** — T.G. SHEPPARD — WARNER/CURB — 56 REPORTS
3. **HEARTBROKE** — RICKY SKAGGS — EPIC — 55 REPORTS
4. **BREAK IT TO ME GENTLY** — JUICE NEWTON — CAPITOL — 52 REPORTS
5. **SURE FEELS LIKE LOVE** — LARRY GATLIN — COLUMBIA — 50 REPORTS

## SINGLES REVIEWS

### OUT OF THE BOX

**JERRY REED** (RCA JK 13355)

**The Bird** (3:15) (Pullman Music/House Of Gold Music, Inc./Willie Nelson Music, Inc. — BMI) (H. Coleman, B. Etris — "The Bird"/J.B. Shinn — "Whiskey River"/W. Nelson — "On The Road Again") (Producer: R. Hall)

Following his #1 "Goldmine" single, the country rapper continues to utilize the talents of producer Rick Hall with another witty piece about a talking bird that imitates such country notables as Willie Nelson and George Jones. The title track from his forthcoming LP, "The Bird" maintains much the same feel as his two previous outings, and his impressions of Nelson and Jones are to be commended.



### FEATURE PICKS

**GEORGE STRAIT** (MCA MCA-52120)

**Marina Del Rey** (3:00) (Hall-Clement Pub. c/o Weik Music Group/Golden Opportunity Music — BMI/SESAC) (D. Dillon, F. Dycus) (Producer: B. Mevis)

**EMMYLOU HARRIS** (Warner Bros. 7-29898)

**(Lost His Love) On Our Last Date** (3:27) (Acuff-Rose Publ., Inc. — BMI) (C. Twitty, F. Kramer) (Producer: B. Ahern)

**ROSANNE CASH** (Columbia 38-03283)

**I Wonder** (3:03) (Bug Music/Asleep At The Wheel Music — BMI — admin. worldwide by Bug Music) (L. Preston) (Producer: R. Crowell)

**EDDIE RABBITT WITH CRYSTAL GAYLE** (Elektra 7-69936)

**You and I** (3:58) (Four Way Music — ASCAP) (F. Myers) (Producer: D. Malloy)

**JOE STAMPLEY** (Epic 34-03290)

**Backsldin'** (2:36) (Jensing Music, Inc./Black Sheep Music, Inc./Old Friends Music — BMI) (P. Craft, L. Anderson) (Producer: R. Baker)

### NEW AND DEVELOPING

**MARLOW TACKETT** (RCA JK-13347)

**634-5789** (2:58) (East Memphis Music Corp./Irrving Music Inc./Pronto Music Inc. — BMI) (S. Cropper, E. Floyd) (Producer: H. Shedd)

Tackett, working with Alabama's producer, Harold Shedd, falls into a slow groove on his second single, offering his telephone number as a means of acquiring comfort. In actuality, the number doesn't work with Ma Bell, but it still holds possibilities for lighting up the request lines as Tackett's strong performance, accented by sultry backing vocals and a smooth Alan Tarney-like production, should appeal to female listeners.



## ALBUM REVIEWS

**MAKING LOVE FROM MEMORY** — Loretta Lynn — MCA MCA-5354 — Producer: Owen Bradley — List: 8:98 — Bar Coded

Loretta Lynn has come to symbolize everything good about country music, with an inherently simple innocence lodged within her vocal texture. She follows the old adage "dance with what brung ya," and, without breaking into any new territory, she should continue to dance with the same consistent buyers who have frequently supported the coal miner's daughter since her inauguration into the music industry in the early '60s.

**D.A.C.** — David Allan Coe — Columbia FC 38093 — Producer: Billy Sherrill — List: None — Bar Coded

Coe has built up a huge cult following over the years despite a lack of radio recognition and has been noted as a songwriter of distinction. On his latest effort, even his vocal abilities have improved to the point where broadcasters should give the rebel serious consideration. Effective packaging, which includes a personal and sincere dedication for each cut on both sides — the thinking side and the drinking side — enhances what are already both poignant and entertaining tracks.

## THE COUNTRY MIKE

**SPECIAL FICAP SEMINAR SET** — The Federation of International Country Air Personalities (FICAP) will hold a special seminar entitled "Will You Survive After 3 In A Row?" during DJ week. The special session will be held at the Opryland Hotel on Friday, Oct. 15, from 10-11:30 a.m., according to FICAP public relations director **Tim Williams** of KOKE/Austin. **Tom Phifer** of KRMD/Shreveport will serve as agenda chairperson, and **Bob Elliot** from Abrams-Burkhardt Consultants, Atlanta, will act as moderator for the discussions. To help answer questions from FICAP members and others, a panel of radio personalities has been formed. Panelists included **Smokey Hyde**, general manager at KRMD/Shreveport; **George Thomas**, program director at KCLR/Oklahoma City; and **Bob Burke**, general manager for KDBH/Natchitoches, La.



**MANDRELL DOES THE CHARLESTON** — When Barbara Mandrell appeared recently at Poplar Creek, a suburb of Chicago, she was visited backstage by John Charleston, music director for the Windy City's WJEZ-FM. Pictured are (l-r): Charleston; Mandrell; and Bob Walker, regional promotion, MCA.

**Lee Arnold** to serve as the special's host.

**MODIFICATIONS MADE AT CAROLINA STATION** — Country radio station **WBXB**/Edenton has named **Al Twine** music director for the North Carolina outlet following the resignation of **Rita Basnight**. Twine will continue to air his regular evening air shift along with handling his new duties as music director. Basnight has been hired as assistant music director for the new Mack Sanders station for Knoxville, **WNKX-FM**, which is scheduled to go on the air in mid-October. As assistant music director for **WNOX**'s sister station, Basnight will broadcast a midnight-6 a.m. all-night show and work with the station's music director, **Jim Donovan**, and program director, **Phil Hunt**. **NEW AIR ALIGNMENT IN AUSTIN** — Music director for **KOKE-FM**/Austin, **Tim Williams**, has made known some air shift changes for the Texas country station. Williams will move his show from midday to morning drive, with **Megan Bishop** and **Mike Richardson** taking over the midday slot with a new duet air show. **Jonathon Fricke** will relinquish his on-air duties to move back into the sales department for **KOKE**. Williams will now take all music calls from 10 a.m. to noon, Monday thru Friday, on his line at (512) 454-7940 along with airing his show at the new time slot.

**CLEVELAND STATIONS HELPS RAISE \$40,000+** — In cooperation with the Cleveland area chapter of the National Multiple Sclerosis Society radio station **WHK**/Cleveland has helped collect over \$41,000 for the society with the area's "Ugliest Bartender" contest. Collecting from over 125 taverns throughout northeast Ohio, patrons at the bars donated 25 cents for a vote for their favorite ugly bartender. **Michael Jano** from the Whitneys' bar won first place with \$3,100 collected for MS, and he was awarded a trip for two to Las Vegas along with winning the Ugliest Bartender title for a year, according to "Ugly" chairman **Bill Wilkins**.

**HAPPY HOUR HOST SIGNED** — **Biff Colie** has been signed to host the new Sunday Syndicate network radio show entitled **Happy Hour**. The show, which blends country and gospel hits from the past and present, is set to air in early November. Sunday Syndicate president **Larry Black** is very pleased with the hiring of Colie because of his easy-going style and his background in both country and gospel. This show differs from other country/gospel shows in that **Happy Hour** show allows extra time to the stations to use for commercial spots.

**CHANGE OF ADDRESS** — Radio station **WDLW**/Boston has a new mailing address to receive correspondences: **WDLW**, P.O. Box 1330, Waltham, Mass. 02254.

country mike

## PROGRAMMERS PICKS

<b>Country Joe Flint</b>	<b>KSOP/Salk Lake City</b>	<b>Love Wheel</b> — Calamity Jane — Columbia
<b>Dan Hollander</b>	<b>WDXE/Lawrenceburg</b>	<b>Somewhere Between Right And Wrong</b> — Earl Thomas Conley — RCA
<b>J.D. Cannon</b>	<b>WFMS/Indianapolis</b>	<b>I'd Do It Again</b> — Jerry Lee Lewis — Elektra
<b>John Marks</b>	<b>WSAI/Cincinnati</b>	<b>The Beer Drinking Song</b> — Mac Davis — Mercury/PolyGram
<b>Lee Shannon</b>	<b>WQIK/Jacksonville</b>	<b>Lost My Baby Blues</b> — David Frizzell — Warner/Viva
<b>Bill Warren</b>	<b>KLIC/Monroe</b>	<b>We Had It All One Time</b> — The Charlie Daniels Band — Epic
<b>Jim Stricklin</b>	<b>KBRQ/Denver</b>	<b>I'm Lookin' Over The Rainbow</b> — Sonny James — Dimension
<b>Dale Elchor</b>	<b>KWMT/Ft. Dodge</b>	<b>Redneck Girl</b> — The Bellamy Brothers — Warner/Curb
<b>Tim Williams</b>	<b>KOKE/Austin</b>	<b>Can't Even Get The Blues</b> — Reba McEntire — Mercury

## Richard To Help EMI Push Record Tokens In U.K.

LONDON — EMI recording star Cliff Richard has agreed to donate his services for free and appear in a series of television commercials to promote the sale of record tokens.

The 200,000 pound (\$350,000) TV campaign is the first ever by EMI Records (U.K.) to push the sales of record tokens. The commercials will run through all the major commercial television regions from Dec. 8 until Dec. 21 in an effort to capture the lucrative pre-Christmas consumer spend.

The ads will appear in two 10-second spots, and the first spot will feature Cliff Richard listening to various suggestions of music to be purchased for him as a gift. The second spot continues on the same theme until Richard finally says, "You'll get it right with a record token." UK record retailers will receive details of the EMI TV campaign alongside a personal message from Richard saying: "I know and you know that there is a whole lot you can do to help the industry. Make sure you sell as many record tokens as possible this year. Help record tokens — help the music business please."

This British style version of the American National Assn. of Recording Merchandisers (NARM) inspired "Give The Gift Of Music" emanates from the recent finding that as much as three percent of total record sales in the U.K. happen with record tokens. EMI Records Tokens division general manager, John Mew, recently stated: "We have decided to take a much more aggressive approach this year. With our television and point-of-sale material featuring Cliff Richard, more people are going to want to purchase tokens than ever before. What is more, Cliff has agreed to appear on our behalf for no fee. He is doing this to help the record industry."

## WEA International Maps Fall Strategy In Montreux

NEW YORK — Over 120 officers and employees of WEA International recently gathered at the Congress Centrum in Montreux, Switzerland, for a two-day European Fall Presentation Meeting. The meeting's theme, "The Winning Team," brought together executives from the U.S., Mexico, Israel and South Africa, as well as from all of the company's European territories.

In his keynote address, Mel Posner, vice chairman, Elektra/Asylum, asserted his company's commitment to International product, citing the label's current and future U.S. releases from Canadian David Roberts, Australians Cold Chisel and Billy Field, English duo Dollar and Eikichi Yazawa from Japan.

Also on hand was a five-man delegation from Solar Records, including Dick Griffey, chairman; Ray Harris, president; and Jose

## Aitken Wins Moon Award At Annual PRO Canada Fete

by Kirk LaPointe

TORONTO — Robert Aitken, the internationally recognized flautist and composer, has been awarded this year's Harold Moon Award by the Performing Rights Organization (PRO) of Canada Ltd. for his contribution to Canadian music abroad.

At the 14th annual PRO Canada awards dinner Sept. 15, Bruce Cockburn and Burton Cummings each received two awards for the most-performed pop songs by writers licensed to the organization. Cockburn received awards for "Coldest Night of the Year" and "Rumours of Glory," while Cummings got his for "One and Only" and "You Saved My Soul."

Other award winners for pop included Eddie Schwartz, Paul Dean and Mike Reno of Loverboy, Skip Prokop and Robert Johnston, Ray Roper of Stonebolt, Adam Mitchell, Marie-Claire Baillargeon, Graham Shaw and ATV Music Publishing of Canada Ltd.

Dunbar Music Canada Ltd., the publishing arm of RCA Canada, took five publishing awards, including three of the four country hits honored. Among the country winners were James Ross and Sally Coker, Dick Damron, Terry Carisse and Bruce Rawlins.

Dolly Parton's "Nine To Five" earned international honors.

French-language winners included Serge Badeaux and Dwayne Ford, George Thurston of Soule Noire and Kevin Gillespie and Richard Huet.

Montreal composer Jean Papineau-Couture was honored for his contributions to Canadian concert music, while the film award went for the second straight year to Paul Zarn. Jazz honors went to Kathryn Moses.

Rota, international affairs director. In his address to the delegates, Griffey announced the formation of a new label, Constellation, to be released through Solar.

Forthcoming product from WEA International and all three U.S. labels was presented.

Closing remarks, delivered by Nesuhi Ertegun, president, WEA International, were decidedly upbeat. "Despite the hard times we face," said Ertegun, "the past two days have displayed an incredible wealth of musical talent that depends on us for commercial life. We do not share in the sad song of gloom and doom now playing throughout the industry. We know that our task lies in engineering our activities to transcend soft market conditions so that we continue to be the winning team of the world music business."

## INTERNATIONAL DATELINE

### Argentina

BUENOS AIRES — The increase in sales registered during the months of July and August brought some smiles back to the record industry, with an eye kept on the tourist influx from neighbor countries, attracted by the advantages of a devaluated peso. Records, in spite of price increases (the inflation rate is running once again at a 15% monthly pace), are considered cheap by Uruguayan, Brazilian and Chilean tourists, which has resulted, along with an increase in dealer stocking, in 800,000 cassettes sold in each of the last two months. However, the surge has not helped the singles decline, to the point that some record companies are seriously considering its suppression. A big hit is currently selling 3,500 copies.

Another issue at stake is the relationship between the record companies and the dealers. Some months ago we reported about a society formed by six of the companies — the majors — to open a store in downtown Buenos Aires, the Record Supermarket. The idea has been extremely successful, both in terms of sales and the fact that a big slice of those sales is formed by catalog items that are hard to get through regular dealers, since they usually prefer to work only with the top selling albums and tapes. Now, **Cash Box** has been informed that the Supermarket, which reached two percent of the national sales figure last month, will open another branch in the city of Cordoba, which has been plagued by disputes between labels and dealers, with some situations reaching the lawsuit stage. One of the advantages, from the diskery standpoint, is that the Supermarket is a non-profit organization, which means that the cash brought by customers is promptly transferred to the label coffers.

miguel smirnoff

### Canada

OTTAWA — Dianne Tell, the Quebec singer with four hit albums under her belt at age 24, says she intends to record her first English language disc as early as the beginning of 1983. That will keep her off the Quebec concert circuit for two years, she said in an interview with **Cash Box**. Her most recent hit, "Si j'etals un homme," is only starting to catch on in France, and it may defer any more to crack the English-speaking market. For the past few months, there's been a void in the French-Canadian market. But CBS seems to have the pop band to fill the spot in **Beau Geste**, a seasoned aggregation of, among others, former members of the **Lavender Hill Mob**. Initial response to the group's first disc has been exceptional. Only thing is, the band is English. Singing in French on this album prefaces an English release in early 1983.

**Loverboy** is tinkering around in the studio, laying the groundwork for album

#3. Both Capitol and CBS are hush-hush on projects scheduled soon that they suggest will be among their most successful. Capitol isn't releasing much information about **Metropolis**, the brainchild of Prism producer **Bruce Fairbairn** and the **Payola\$** **Bob Rock**; while CBS has a "non-music" album (please, not another aerobic exercise disc) they swear on.

kirk lapointe

### United Kingdom

LONDON — The Decca Records **Beatles** audition tapes are to be released legally as an album, titled "The Complete Silver Beatles," on the Audio Fidelity label. The 12-track LP basically consists of all the Beatles material that didn't win a recording deal with Decca. Decca Records put the Beatles into its studios eight months before they had the group's first hit on EMI Parlophone, but the results were rejected. The Decca sessions feature the original Beatles drummer **Pete Best**. The tapes have been available for several years on a bootleg album, but it wasn't until earlier this year that Audio Fidelity in the U.S. picked up the rights to legally release the tapes as an album.

The original new wave label, Stiff Records, has moved to new premises in London's downbeat Camden Town district. The new address is: Stiff City, 115-123 Rayham Street, Camden Town, London NW1 0AL. The telephone number is 4858-5622, and the telex is 299894. The publishing world was taken by surprise recently when it was officially announced that the songwriting duo of **Bill Martin** and **Phil Coulter** had split up for good. Martin has ended up as owner of the team's successful catalogs, and it was stressed that the split is entirely amicable. The duo's biggest successes were two consecutive wins in the Eurovision Song Contest in 1967 and 1968 with, "Puppet On A String" and "Congratulations."

Lead guitarist and the creator of the Japanese three-piece ensemble **Masami Tsuchiya**, is going to be a special guest guitarist with the high-fashion group **Japan** on its forthcoming U.K. tour. The **Phil Lynott** (from **Thin Lizzy**)/**John Sykes** collaboration single, titled "Please Don't Leave Me" is out on MCA this week featuring Lynott on vocals. **Asia**, the British group that debuted in the U.S. and found success away from home, has added a second show to its London debut due to healthy demand. Like **Foreigner**, **Supertramp** and even **Elton John** in the early days, American endorsement can pave the way for a positive British response. **Asia** performed at the Wembley Arena on Oct. 27 and 28. The **Psychedelic Furs** has its new **Todd Rundgren** produced LP, "Forever Now," out this week on CBS.

nick underwood

## INTERNATIONAL BESTSELLERS

### Italy

#### TOP TEN 45s

- 1 **Bravi Ragazzi** — Miguel Bose — CBS
- 2 **Avrai** — Claudio Baglioni — CBS
- 3 **Un' Estate Al Mare** — Gianni Russo — CGD
- 4 **Da Da Da I Don't Love You...** — Trio — PolyGram/Mercury
- 5 **Tanz Bambolina** — Alberto Camerini — CBS
- 6 **Music And Lights** — Imagination — F1 Team
- 7 **Nisida** — Edoardo Bennato — Ricordi
- 8 **Non Sono Una Signora** — Loredana Berté — CGD
- 9 **Paradise** — Phoebe Cates — CBS
- 10 **Messaggio** — Alice — EMI

#### TOP TEN LPs

- 1 **La Voce Del Padrone** — Franco Battiato — EMI
- 2 **Bella 'Mbriana** — Pino Daniele — EMI
- 3 **Cocciante** — Riccardo Cocciante — RCA
- 4 **Festivalbar '82** — various artists — CGD
- 5 **Teresa De Sio** — Teresa De Sio — PolyGram
- 6 **Eye In The Sky** — Alan Parsons Project — CGD/Arista
- 7 **Bravi Ragazzi** — Miguel Bose — CBS
- 8 **Titanic** — Francesco De Gregori — RCA
- 9 **Mistomare** — various artists — Durium
- 10 **16 Rounds, Vol. II** — various artists — CGD

—Musica e Dischi

### Japan

#### TOP TEN 45s

- 1 **Matsuwa** — Aming — Nippon Phonogram
- 2 **Aishu No Casablanca** — Hiroshi Goh — CBS/Sony
- 3 **Komugilro No Mermaid** — Seiko Matsuda — CBS/Sony
- 4 **Dance Wa Umaku Odorenai** — Miyo Takaki — Canyon
- 5 **Kurayamlo Buttobase** — Daisuke Shima — King
- 6 **Highteen Boogey** — Masahiko Kondo — RVC
- 7 **Ninjin Musume** — Toshihiko Tawara — Canyon
- 8 **Kenkai Yamete** — Nahoko Kawai — Canyon
- 9 **Casablanca** — Bertie Higgins — CBS/Sony
- 10 **Eye Of The Tiger** — Survivor — Canyon

#### TOP TEN LPs

- 1 **Noodman** — Southern All Stars — Victor
- 2 **My Fantasy** — Kyoko Koizumi — Victor
- 3 **Casablanca** — Bertie Higgins — CBS/Sony
- 4 **Greatest Hits** — Tatsuro Yamashita — RVC
- 5 **Best of Toshihiko Tawara** — Canyon
- 6 **P.M. 9** — Eikichi Yazawa — Warner Pioneer
- 7 **La Saison Damour** — Ann Luice — Victor
- 8 **Pearl Plerce** — Yumi Matsutoya — Toshiba/EMI
- 9 **I Love You** — Of Course — Toshiba/EMI
- 10 **Prologue** — Akina Nakamori — Warner/Pioneer

—Cash Box of Japan

### United Kingdom

#### TOP TEN 45s

- 1 **Private Investigation** — Dire Straits — Vertigo
- 2 **The Bitter Pill (I Ever Had To Swallow)** — The Jam — Polydor
- 3 **Walking On Sunshine** — Rocker's Revenge — London
- 4 **Eye Of The Tiger** — Survivor — Scotti Bros.
- 5 **The Message** — Grand Master Flash — Sugarhill
- 6 **Save A Prayer** — Duran Duran — EMI
- 7 **All Of My Heart** — ABC — Neutron
- 8 **There It Is** — Shalamar — Solar
- 9 **Saddle Up** — David Christie — KR
- 10 **Love Come Down** — Evelyn King — RCA

#### TOP TEN LPs

- 1 **Upstairs At Eric's** — Yazoo — Mute
- 2 **The Kids From Fame** — various artists — BBC
- 3 **Two-Rye-Ay** — Dexy's Midnight Runners — Mercury
- 4 **Lexicon Of Love** — ABC — Neutron
- 5 **Rio** — Duran Duran — EMI
- 6 **Peter Gabriel** — Geffen
- 7 **In The Heat Of The Night** — Imagination — R&B
- 8 **Songs To Remember** — Scritti Politti — Rough Trade
- 9 **Now You See Me, Now You Don't** — Cliff Richard — EMI
- 10 **Signals** — Rush — Mercury

—Melody Maker



# BLACK CONTEMPORARY

## TOP 75 ALBUMS

	Weeks On Chart	9/25		Weeks On Chart	9/25
<b>1 JUMP TO IT</b> ARETHA FRANKLIN (Arista AL 9602)	1	9	<b>37 ALLIGATOR WOMAN</b> CAMEO (Chocolate City/PolyGram CCLP 2021)	37	26
<b>2 ZAPP II</b> ZAPP (Warner Bros. 9 23583-1)	2	9	<b>38 STRAIGHT FROM THE HEART</b> PATRICE RUSHEN (Elektra E1-60015)	28	24
<b>3 GAP BAND IV</b> THE GAP BAND (Total Experience/PolyGram TE-1-3001)	3	17	<b>39 VICTORY</b> MIDNIGHT STAR (Solar/Elektra 9 60145-1)	41	6
<b>4 THROWIN' DOWN</b> RICK JAMES (Gordy/Motown 6005GL)	4	18	<b>40 FIRST TAKE</b> THE VALENTINE BROTHERS (Bridge BR-101936)	33	6
<b>5 GET LOOSE</b> EVELYN KING (RCA AFL1-4337)	11	4	<b>41 LET ME KNOW YOU</b> STANLEY CLARKE (Epic FE 38086)	38	6
<b>6 THIS ONE'S FOR YOU</b> TEDDY PENDERGRASS (Philadelphia Int'l./CBS FZ 38118)	6	7	<b>42 NEW DIRECTIONS</b> TAVARES (RCA AFL1-4357)	49	2
<b>7 INSTANT LOVE</b> CHERYL LYNN (Columbia FC 38057)	8	13	<b>43 WINDSONG</b> RANDY CRAWFORD (Warner Bros. 9 60142-1)	42	16
<b>8 JEFFREY OSBORNE</b> (A&M SP-4896)	7	16	<b>44 HERE WE GO AGAIN</b> BOBBY BLAND (MCA-5297)	47	13
<b>9 WHAT TIME IS IT?</b> THE TIME (Warner Bros. 9 23701-1)	14	3	<b>45 BRILLIANCE</b> ATLANTIC STARR (A&M SP 4883)	45	28
<b>10 LET ME TICKLE YOUR FANCY</b> JERMAINE JACKSON (Motown 6017ML)	10	9	<b>46 MOVING TARGET</b> GIL SCOTT-HERON (Arista AL 9606)	53	2
<b>11 SNEAKIN' OUT</b> STACY LATTISAW (Cotillion/Atco 90002-1)	12	7	<b>47 SUNRIZE</b> (Boardwalk NB-33257-1)	56	2
<b>12 THE REAL DEAL</b> THE ISLEY BROTHERS (T-Neck/CBS FZ 38047)	9	7	<b>48 DOWN HOME</b> ZZ HILL (Malaco MAL 7406)	44	34
<b>13 CHANGE</b> BARRY WHITE (Unlimited Gold/CBS FZ 38048)	15	5	<b>49 SOONER OR LATER</b> LARRY GRAHAM (Warner Bros. BSK 3668)	31	16
<b>14 TANTALIZINGLY HOT</b> STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	13	9	<b>50 VANITY 6</b> (Warner Bros. 9 23716-1)	—	1
<b>15 DONNA SUMMER</b> (Geffen GHS 2005)	5	9	<b>51 TOUGH</b> KURTIS BLOW (Mercury/PolyGram MX-1-505)	60	2
<b>16 KEEPIN' LOVE NEW</b> HOWARD JOHNSON (A&M SP-4895)	16	11	<b>52 ON THE FLOOR</b> FATBACK (Spring/PolyGram SP-1-6739)	52	12
<b>17 STREET OPERA</b> ASHFORD & SIMPSON (Capitol ST-12207)	17	19	<b>53 PRESSIN' ON</b> BILLY PRESTON (Motown 8020ML)	59	2
<b>18 AS ONE</b> KOOL & THE GANG (De Lite/PolyGram DSR 8505)	—	1	<b>54 SINGING IN THE KEY OF LOVE</b> LATIMORE (Malaco MAL 7409)	48	11
<b>19 I'M THE ONE</b> ROBERTA FLACK (Atlantic SD 19354)	19	16	<b>55 NOW IS THE TIME</b> LOU RAWLS (Epic FE 37448)	46	9
<b>20 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I</b> STEVIE WONDER (Tamil/Motown 6002TL2)	18	19	<b>56 OUTLAW</b> WAR (RCA AFL1-4208)	43	30
<b>21 IF THAT'S WHAT IT TAKES</b> MICHAEL McDONALD (Warner Bros. 9 23703-1)	24	3	<b>57 ALICIA</b> ALICIA MYERS (MCA-5181)	67	2
<b>22 THE OTHER WOMAN</b> RAY PARKER, JR. (Arista AL 9590)	23	24	<b>58 UPSTAIRS AT ERIC'S</b> YAZ (Sire 9 23737-1)	—	1
<b>23 WE GO A LONG WAY BACK</b> BLOODSTONE (T-Neck/CBS FZ 38115)	25	13	<b>59 REUNION</b> THE TEMPTATIONS (Gordy/Motown 6008GL)	54	23
<b>24 CALL ME GOODIE</b> ROBERT "GOODIE" WHITFIELD (Total Experience/PolyGram TE-1-3002)	27	5	<b>60 "D" TRAIN</b> (Prelude PRL 14105)	51	24
<b>25 DREAMGIRLS</b> ORIGINAL BROADWAY CAST (Geffen GHSP 2007)	21	19	<b>61 LA. CONNECTION</b> (MCA-5322)	57	6
<b>26 MY FAVORITE PERSON</b> THE O'JAYS (Philadelphia Int'l./CBS FZ 37999)	20	21	<b>62 WISE GUY</b> KID CREOLE AND THE COCONUTS (Ze/Sire ARK 3681)	62	15
<b>27 KEEP IT LIVE</b> DAZZ BAND (Motown 6004ML)	22	29	<b>63 YOUR MAN IS HOME TONIGHT</b> TONY TROUTMAN (T. Main L-4000)	58	16
<b>28 LI'L SUZY</b> OZONE (Motown 6011ML)	32	7	<b>64 WHO'S FOOLIN' WHO</b> ONE WAY (MCA-5279)	50	29
<b>29 GWEN GUTHRIE</b> (Island/Atco 90004-1)	39	4	<b>65 TRUE DEMOCRACY</b> STEEL PULSE (Elektra E1-60113)	63	15
<b>30 WE ARE ONE</b> PIECES OF A DREAM (Elektra 9 60142-1)	35	10	<b>66 NIECY</b> DENIECE WILLIAMS (ARC/Columbia FC 37952)	66	25
<b>31 EDDIE MURPHY</b> (Columbia FC 38180)	36	6	<b>67 BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	64	59
<b>32 FRIENDS</b> SHALAMAR (Solar/Elektra S-28)	29	33	<b>68 THE DUDE</b> QUINCY JONES (A&M SP-3721)	72	79
<b>33 ALL NIGHT LONG</b> B.B.&Q. BAND (Capitol ST-12212)	34	8	<b>69 NEW DIMENSIONS</b> THE DRAMATICS (Capitol ST-12205)	68	18
<b>34 SO EXCITED</b> THE POINTER SISTERS (Planet/RCA BXL1-4355)	30	11	<b>70 HOT FUN</b> DAYTON (Liberty LT-51126)	61	8
<b>35 ONE MORE MOUNTAIN</b> THE FOUR TOPS (Casablanca/PolyGram NBLP 7268)	40	4	<b>71 STRONGER THAN EVER</b> ROSE ROYCE (Epic FE 37939)	71	18
<b>36 HAPPY TOGETHER</b> ODYSSEY (RCA AFL1-4240)	26	15	<b>72 BODY TALK</b> IMAGINATION (MCA 5271)	65	32
			<b>73 CURRENT</b> HEATWAVE (Epic FE 38065)	55	14
			<b>74 STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	74	75
			<b>75 THE BEST</b> QUINCY JONES (A&M SP-3200)	70	10



**ONCE MORE WITH FEELING** — Janet Jackson, the latest member of Gary, Ind.'s famous Jackson clan (Michael, Jermaine, the Five and Latoya), recently signed with A&M Records. Pictured at the label's offices are (l-r): Jerome Gasper, director, black music A&R, A&M; Jackson; Gil Friesen, president, A&M; and Jheryl Busby, vice president, R&B promotions & marketing, A&M.

## THE RHYTHM SECTION

**NEW DREAMS** — The hit Broadway musical *Dreamgirls*, based on a Supremes-style trio, is moving west, and auditions are underway for two full casts. Director Michael Bennett has been holding the auditions at L.A.'s Shubert Theatre and at the Golden Gate Theatre in San Francisco in an effort to build a Los Angeles and road company. Equity and non-equity performers are being considered for the parts. Bennett auditioned 3,000 people for the Broadway production, with only 35 surviving those rigors. Jennifer Holliday, major performer in the *Dreamgirl* cast and a Geffen Records artist, recently topped the **Cash Box** Top 100 Black Contemporary (B/C) Singles chart with the tune "And I'm Telling You I'm Not Going." The label has just released another single by Holliday, "I Am Changing," b/w "Cadillac Car" by the original Broadway cast. The single debuts this week at #74 bullet on the B/C Singles chart.

**VINYL CROSSINGS** — Yaz's Sire LP, "Upstairs at Eric's," debuts this week at #58 bullet on the B/C Albums chart. The group's current single, "Situation," has risen to #42 bullet on the B/C Singles chart. . . Diana Ross' RCA single, "Muscles," was the highest debut this week on the Pop Singles chart at #66 bullet. . . "State of Independence," the second single from Donna Summer's current Geffen LP performed with an all-star choir, debuts on the Pop Singles chart at #80 bullet, while Jeffrey Osborne's newest A&M single, "On The Wings Of Love," debuts this week at #84 bullet. . . Kool & the Gang's latest De Lite/PolyGram LP, "As One," debuted this week at #66 bullet on the Pop Albums chart.

**SINGLES ONLY** — During the heyday of that phenomenon known as disco, young people rushed to the dance floor, exercising their libidinous social expression, although rarely were lyrics a significant encouragement to engage in such activities. Today, the dance club patrons want more meaningful music avenues through which they may express themselves and a wider variety of motivations leading to dance. Two 12" singles that take embryonic steps in the direction of providing a tad more substance to this music are provided by J.S. Theracon's "Bucket O' Duckats" on Akashic Records, marketed through KvH Records, and Round Tree's "Hit On You," on the Aria label distributed through New Wave Records. The latter reflects the message of the disco area: "See-the-pretty-girl/boy-and-hit-on-her/him," is the basic thrust of this song, which is couched in a slick R&B/pop dance production by veteran producer Kenny Lehman, who worked with the band on its Island/Warner Bros. LP "Discocide." Theracon's "Bucket O' Duckats" playfully moves away from the pick-me-up message of disco to a fusion of music set to dance rhythm velocity. Sharp percussive breaks counterpointing cascading synth lines accent this jazzy funk/dancer, which extolls the obvious virtues of having a bucket full of the aforementioned ducats (ah, cash). The most adventurous bit of dance music on a single may be coming in the form of Prince's upcoming Warner Bros. single, "1999." The controversial monarchical heir, as usual, chooses not to present his particular brand of dance music as a cut and not-so-dried physical exertion. Imaginative synth rhythmic signatures and sassy rhythm guitar work provide the energy for this party record, but the well-crafted vocals speak of armageddon in the year 2000. In this song, where Prince says he wants to "party like it's 1999," 1999 is yesterday, the good ole' days before the nuke blast. The reason for party and dance may indeed lie in relishing carnal pleasures, but more importantly, as Prince puts it, "I don't want to die/I'd rather dance my life away/Party!"

**HENDRIX CHRONICLES** — A four-hour radio documentary divided into one-hour segments will chronicle the life of the late guitarist Jimi Hendrix. Simply titled, *Jimi Hendrix*, the documentary series was produced by Barl Scott, Craig Street and Don West, with the assistance of the Jimi Hendrix estate. Resources for the project were granted by the National Public Radio Satellite Program Developments Funds. Previously unreleased and rare live and studio performances and interviews of Hendrix will be featured along side comments and interviews from various rock industry insiders and musicians, including Hendrix producer Alan Douglas, jazzists Ornette Coleman and Rahsaan Roland Kirk, and fellow guitarist John McLaughlin, bluesmen John Lee Hooker and John Hammond, Eric Burdon, James Hendrix, Sr. and author David Henderson, who wrote the guitarist's biography, 'Scuse Me While I Kiss The Sky: The Story of Jimi Hendrix. Warner Bros. Records recently released "The Jimi Hendrix Concerts," a collection of previously unreleased performances marketed on the Reprise label. The two-record set is comprised of concerts recorded between 1968 and 1970 in New York, Berkeley, San Francisco, London and San Diego.

**SHORT CUTS** — The National Endowment for the Arts (NEA) last week granted the **Dance Theatre of Harlem** an \$800,000 grant, the largest awarded from the NEA's \$11.5 million budget in Challenge Grants. Fifty-two other groups will be receiving grants between \$50,000 and \$750,000. . . Grover Washington, Jr.'s upcoming Elektra/Asylum LP, "The Best Is Yet To Come," is set for mid-November release. In subsequent months, the saxophonist will do a show Jan. 15, 1983, at L.A.'s Amphitheatre, performing an original symphonic composition with an 83-piece orchestra in honor of the late Dr. Martin Luther King, Jr. . . Busy percussionist/producer/songwriter Narada Michael Walden produced two cuts on the last LP by the stately Armi Stewart — a rock'n' roller he wrote called "Digital Love" and a reggae cover of the Supremes tune, "Where Did Our Love Go."

# TOP 100 BLACK CONTEMPORARY SINGLES

October 2, 1982

	Weeks On Chart	9/25
1 LOVE COME DOWN	2	9
2 JUMP TO IT	1	14
3 YOU DROPPED A BOMB ON ME	3	9
4 LET ME TICKLE YOUR FANCY	4	10
5 THE MESSAGE	6	10
6 DANCE FLOOR (Part 1)	5	13
7 CHANGE	8	12
8 BIG FUN	9	6
9 777-9311	12	7
10 SO FINE	7	15
11 DON'T THROW IT ALL AWAY	10	13
12 DO SOMETHING	13	10
13 I'M THE ONE	14	12
14 AND I AM TELLING YOU I'M NOT GOING	11	18
15 IF THIS WORLD WERE MINE	24	5
16 YOUR BODY'S HERE WITH ME	15	13
17 LOVE'S COMIN' AT YA	20	7
18 HARD TO GET	17	11
19 RIBBON IN THE SKY	33	4
20 LOVE IS IN CONTROL (FINGER ON THE TRIGGER)	18	14
21 GIRL, YOU ARE THE ONE	22	11
22 A PENNY FOR YOUR THOUGHTS	25	7
23 LOVE IT AWAY	26	9
24 WHO'S STICKIN' IT?	28	7
25 BABY I NEED YOUR LOVING	29	6
26 GIVE ME YOUR LOVE	30	4
27 GO ON AND CRY	27	9
28 KEEP IT LIVE	21	10
29 LET ME GO	19	16
30 IMAGINATION	23	11
31 LAST NIGHT	16	13
32 LI'L SUZY	34	10
33 HOT SPOT	31	11

34 I KEEP FORGETTIN'	40	7
35 IT SHOULD HAVE BEEN YOU	43	7
36 BAD BOY/HAVING A PARTY (MEDLEY)	51	3
37 GROOVE YOUR BLUES AWAY	32	11
38 PLANET ROCK	37	18
39 INSIDE OUT	38	17
40 ON THE WINGS OF LOVE	55	3
41 LET'S ROCK	44	8
42 SITUATION	49	6
43 PACK JAM	57	2
44 TOUGH	50	5
45 PERFECT LOVE	52	5
46 SAD HEARTS	39	8
47 I CAN MAKE YOU FEEL GOOD	45	14
48 I REALLY DON'T NEED NO LIGHT	42	22
49 AMERICAN MUSIC	41	14
50 SOMEBODY TELL ME WHAT TO DO	35	9
51 SUMMER LADY	36	9
52 SOONER OR LATER	46	12
53 MT. AIRY GROOVE	59	9
54 ATTACK OF THE NAME GAME	77	2
55 ABRACADABRA	61	5
56 SHE'S SO DIVINE	73	3
57 SLOW YOUR BODY DOWN	60	6
58 IN THE GROOVES	62	6
59 DO IT TO THE MUSIC	69	4
60 WHAT ABOUT MY LOVE	66	4
61 ALL OF MY LOVE	68	4
62 WHIP RAP	70	4
63 RECESS IN HEAVEN	65	6
64 A PUPPET TO YOU	71	2
65 SHE'S MY SHINING STAR	72	2
66 KEEP AWAY GIRLS	76	2
67 I GOT A FEELING	67	4

	Weeks On Chart	9/25
68 WAY OUT	74	4
69 SEXY DANCER	75	3
70 WOMAN IN MY LIFE	79	3
71 FREE DANCER	78	3
72 RED HOT STUFF	81	3
73 OOH BABY	80	3
74 I AM CHANGING	—	1
75 BLACK HOLE BOP	82	2
76 STOP! DON'T TEASE ME	83	2
77 I KNOW YOUR HOT SPOT	86	2
78 HIDDEN TEARS	85	2
79 SHE'S JUST A GROUPEE	87	2
80 BEAT THE STREET	88	2
81 WALKING ON SUNSHINE	89	2
82 ALLIGATOR WOMAN	90	2
83 PUT IT IN A MAGAZINE	—	1
84 I WANT TO THANK YOU	—	1
85 SPECIAL	—	1
86 RUNNIN' AWAY	—	1
87 I DON'T WANT TO LOSE THIS FEELING	97	2
88 NASTY GIRL	—	1
89 I'M SO EXCITED	—	1
90 GOT MY EYE ON YOU	—	1
91 BEIN' WITH YOU	92	3
92 HAPPY MUSIC	64	6
93 WAITING BY THE HOTLINE	54	12
94 I'M NEVER GONNA SAY GOODBYE	53	7
95 JUST AN ILLUSION	47	17
96 THE REAL DEAL	56	15
97 WILL YOU KISS ME ONE MORE TIME	63	12
98 I CAN'T SHAKE THIS FEELING	48	8
99 HOT FUN IN THE SUMMERTIME	58	16
100 GIRLS	84	7

## ALPHABETIZED TOP 100 B/C (INCLUDING PUBLISHER AND LICENSEES)

A Penny For (Kanny Nolan/Downtown — ASCAP) . . . . .	22	Got My Eye (Larry-Lou — BMI) . . . . .	90	— ASCAP) . . . . .	2	777-9311 (Tionna — ASCAP) . . . . .	9
A Puppet (ATV/Freddie Dee — BMI) . . . . .	64	Groove Your Blues (Contant — BMI) . . . . .	37	Just An Illusion (MCA — ASCAP) . . . . .	95	Sexy Dancer (D.B. — ASCAP/East Indias — BMI) . . . . .	69
Abracadabra (Sallor — ASCAP) . . . . .	55	Happy Music (Glenwood/Shown Brerae — ASCAP) . . . . .	92	Keep Away Girls (Nick-O-Val — ASCAP) . . . . .	66	She's Just A (Stona Diamond — BMI) . . . . .	79
All My Love (Bobby Caldwell/Happy Stapchild — BMI) . . . . .	61	Hard To Get (Jobete/Stone City — ASCAP) . . . . .	18	Keep It Live (Ujima/Jobeta/Threa Go — ASCAP) . . . . .	28	She's My (Fired Up — ASCAP/Housa of Gamini — BMI) . . . . .	65
Alligator Woman (All Seeing Eye/Camera 5 — BMI) . . . . .	82	Hidden Tears (Bull Pen — BMI) . . . . .	78	Last Night (Frozen Butterfly — BMI) . . . . .	31	She's So Divine (Ladybird — BMI) . . . . .	56
American Music (Ensign/Parker McGee — BMI) . . . . .	49	Hot Fun (Warner-Tamerlane — BMI) . . . . .	99	Let Me Go (Raydiola — ASCAP) . . . . .	29	Situation (Stainless Music — BMI) . . . . .	42
And I Am (Dreamgirls — ASCAP/Dreemettes — BMI) . . . . .	14	Hot Spot (Midstar/Hip-Trip — BMI) . . . . .	33	Let Me Tickle (Black Stallion — ASCAP/Fet Jack — BMI) . . . . .	53	Slow Your Body (Ahead/Lerry Lou — BMI) . . . . .	57
Attack Of (Gratitude Sky — ASCAP/Pologrounds — BMI) . . . . .	54	I Am (Dreamgirls — ASCAP/Dreemettes — BMI) . . . . .	74	Love Is (Yellowbrick Road — ASCAP/Rashide — BMI/Rodsongs — PRS adm. by Almo — ASCAP) . . . . .	20	So Fine (Duchess/Kashif — BMI) . . . . .	10
Baby I Need (Jobete Music — BMI) . . . . .	25	I'm Never Gonna (Transuniverse/Arila Butler — BMI) . . . . .	94	Love It Away (Nick-O-Val — ASCAP) . . . . .	23	Somebody Tell (Delightful/CHA Pub. — BMI) . . . . .	50
Bad Boy (April/Uncle Ronnie's/Sunset Burgundy — BMI) . . . . .	36	I Got A Feeling (Diamond In The Rough — BMI) . . . . .	67	L'il Suzy (Old Brompton Road — ASCAP) . . . . .	32	Sooner Or Later (Graham-O-Tunas — BMI) . . . . .	52
Beat The Street (Phylmar/Eric Matthew/Paynetronics — ASCAP) . . . . .	80	I Keep (Genevieve — ASCAP/Ediectly — BMI) . . . . .	34	Love Come (Music Corp. of America/Kashif — BMI) . . . . .	17	Special (Sunflower Bahames/Temmi/Irving — BMI) . . . . .	85
Bein' With You (Bull Pen — BMI/Perren Vibes — BMI) . . . . .	91	I Know Your (Crown Heights Affair — BMI) . . . . .	77	Love's Comin' At Ya (Mighty M — ASCAP) . . . . .	1	Stop! Don't (Jobete — ASCAP) . . . . .	76
Big Fun (Delightful Music — BMI) . . . . .	8	I Really Don't (Overdue adm. by Warner Bros./Almo/March 9 — ASCAP) . . . . .	48	Love's (Yellowbrick Road — ASCAP/Rashide — BMI/Rodsongs — PRS adm. by Almo — ASCAP) . . . . .	20	Summer Lady (Gratitude Sky Music — ASCAP) . . . . .	51
Black Hole Bop (Funtown — BMI) . . . . .	75	I Want To (Perk's/Duchess/MCA — BMI) . . . . .	84	Love It Away (Nick-O-Val — ASCAP) . . . . .	23	The Message (Sugar Hill — BMI) . . . . .	5
Change (Sevan Songs/Ba-Daka — BMI) . . . . .	7	If This World Were Mine (Jobete Music — BMI) . . . . .	15	Mt. Airy Groove (G.W. Jr./O'utar National — ASCAP) . . . . .	53	The Real Deal (April/Bovine — ASCAP) . . . . .	96
Dance Floor (Troutman's — BMI) . . . . .	6	Imagination (Little Macho/Plizazz/Intersong — ASCAP) . . . . .	30	Nasty Girl (Girl's Song — ASCAP) . . . . .	88	Tough (Original/Funkgroove/Rushgroove — ASCAP) . . . . .	44
Do It To (Sugar Biscuit/Fresh Ideas/Bert Reid — BMI) . . . . .	59	In The (Amirful/Oon-Stang/Mel-O-Music — BMI) . . . . .	58	On The Wings (Lincoln Pond/Almo/Merch 9 — ASCAP) . . . . .	40	Waiting By (Kee-Drick/Ballboy/Mighty Threa BMI) . . . . .	93
Do Something (Total Experience — BMI) . . . . .	12	Inside Out (Major Toms — BMI/Luzuli — ASCAP) . . . . .	39	Ohh Baby (Sugar Hill — BMI) . . . . .	73	Walking On (Marco — ASCAP/Trumer — BMI) . . . . .	81
Don't Throw It (Famous/Gay Noel — ASCAP) . . . . .	11	It Should Have (Ackee — ASCAP) . . . . .	35	Pack Jam (Tommy Boy — ASCAP) . . . . .	43	Way Out (Konglathar — BMI) . . . . .	68
Free Dancer (WB/Good High — ASCAP) . . . . .	21	Jump To It (Uncle Ronnie's/April/Sunset Burgundy — BMI) . . . . .	27	Perfect Lover (Irving/Beby Shoes/Poopy — BMI) . . . . .	45	What About (Beverly Glen/Speed Heads — BMI) . . . . .	60
Girl, You Are (Llaka/Fonz/Lindee — ASCAP) . . . . .	71	—	—	Planet Rock (Shakin' Baker — BMI) . . . . .	38	Whip Rap (Ujima — ASCAP/Hay Skimo — BMI) . . . . .	62
Girls (Interior — BMI) . . . . .	100	—	—	Put It In (Parl-Wex/Sun Hill — ASCAP) . . . . .	83	Who's Stickin' It? (Takoya — ASCAP) . . . . .	24
Give Me Your (WB/Peabo — ASCAP) . . . . .	26	—	—	Recess In (Special Agent — BMI) . . . . .	63	Will You Kiss (Black Eye/Bellboy — BMI) . . . . .	97
Go On And Cry (Triple Three — BMI) . . . . .	27	—	—	Red Hot Stuff (Irving/Magic Lady/Willow — BMI) . . . . .	72	Woman In My (Black Eye/Bellboy — BMI/April/Monster) — ASCAP) . . . . .	70
—	—	—	—	Ribbon In (Jobete/Black Bull (TM) — ASCAP) . . . . .	19	You Dropped (Total Experience — BMI) . . . . .	3
—	—	—	—	Runnin' Away (Duchess/Perk's — BMI) . . . . .	86	Your Body's Here (Mighty Three — BMI) . . . . .	16
—	—	—	—	Sad Hearts (MCA — ASCAP) . . . . .	46	—	—

MOST ADDED SINGLES

- 1. I AM CHANGING — JENNIFER HOLLIDAY — GEFLEN**  
WYLD-FM, WGPR-FM, V103, WIGO, WDAO, WTLC, WWDM, WSOK, WBMX, KGFJ, WLUM.
- 2. PUT IT IN A MAGAZINE — SONNY CHARLES — HIGHRISE**  
KPRS, WGPR-FM, V103, WDAS, KDKO, WJMO, WBMX, WRAP.
- 3. ATTACK OF THE NAME GAME — STACY LATTISAW — COTILLION/ATCO**  
OK100, WWIN, WGCI, WIGO, WDAO, KDAY, WOKB.
- 4. PACK JAM — JONZUN CREW — TOMMY BOY**  
WZEN-FM, WDIA, KOKA, WWDM, WBMX, WATV, KDAY.
- 5. SHE'S SO DIVINE — THE LIMIT — ARISTA**  
WZEN-FM, WGPR-FM, V103, WGCI, WWDM, WLLC, WJLB.
- 6. I'M SO EXCITED — POINTER SISTERS — PLANET/RCA**  
WGPR-FM, WDAS, WUFO, WWDM, WGIV, KGFJ.
- 7. SHE'S JUST A GROUPIE — BOBBY NUNN — MOTOWN**  
WCIN, WILD, WLOU, WRKS, KDAY, KDFJ.

MOST ADDED ALBUMS

- 1. WHAT TIME IS IT? — THE TIME — WARNER BROS.**  
WZEN-FM, KMJQ, WWDM, KDAY.
- 2. ALICIA — ALICIA MYERS — MCA**  
WWIN, WUFO, WDAO, WRBD.
- 3. ONE MORE MOUNTAIN — THE FOUR TOPS — CASABLANCA/POLYGRAM**  
WDAS, WUFO, WILD, WOKB.

UP AND COMING

- MUSCLES — DIANA ROSS — RCA**  
**STATE OF INDEPENDENCE — DONNA SUMMER — GEFLEN**  
**KUTE GIRLS — NEW BIRTH — RCA**  
**I CAN'T WIN FOR LOSING — TEDDY PENDERGRASS — PHILA. INT'L/CBS**

BLACK RADIO HIGHLIGHTS

**V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — E. KING**  
 HOTS: The Time, C. Lynn, A. Franklin, Gap Band, J. Jackson, H. Johnson, Sunrize, R. Parker, Zapp, S. Lattisaw, S. Wonder, Dazz Band, B. Bland, C. Dyson, Tavares, Goodie, Bloodstone, L. Graham, R. Flack, S. Mills. ADDS: Chaz, Feel, S. Charles, A. Myers, Debarge, Chimise, Voyage, Isley Brothers, A. Silas, The Limit, Tomorrow's Edition, J. Theracon, Enchantment, J. Holliday. LP ADDS: R. Parker.

**WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — C. LYNN**  
 HOTS: Zapp, Grand Master Flash, Flash, Gap Band, H. Johnson, E. King, The Time, A. Franklin, Jonzun Crew, J. Jackson, Alfonso, M. McDonald, B. White. ADDS: S.O.S. Band, J. Holliday, S. Lattisaw, S. Mills, Chaz. LP ADDS: B. Bland.

**WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — GRAND MASTER FLASH**  
 HOTS: H. Johnson, M.&B. Sutton, Gap Band, E. King, Raw Silk, The Time, S. Lattisaw, P. Bryson, Bloodstone, J. Jackson, G. Guthrie, A. Franklin, Pieces Of A Dream, Goodie, S.O.S. Band, The Jammers, L. Vandross, C. Lynn, J. Osborne, Cheri. ADDS: R.J.'s Latest Arrival, Pressure Drop, Valentine Brothers, B. Bland, One Way, A. Myers, New Birth, W. Hutch, Ritchie Family, "D" Train, S. Lattisaw. LP ADDS: A. Myers, T. Pendergrass, Isley Brothers, J. Butler, Sweet Pea Atkinson.

**WATV — BIRMINGHAM — RON JANUARY, MD — #1 — E. KING**  
 HOTS: The Time, Gap Band, Grand Master Flash, B. White, S. Lattisaw, Bloodstone, Goodie, Disco Four, R. Flack, D. Summer, A. Franklin, H. Johnson, Cameo, Imagination, Sunrize, G. Guthrie, Four Tops, Ozone, J. Osborne, M. McDonald. ADDS: Jonzun Crew, F. Smith, Began & Began, Kenny G., J.S. Theracon, S. Mills, Enchantment, J. Cliff, One Way, Shalamar. LP ADDS: G.S. Heron, The Dells.

**WILD — BOSTON — STEVE CRUMBLEY, PD — #1 — E. KING**  
 JUMPS: 7 To 4 — S. Lattisaw, 22 To 15 — The Time, 20 To 16 — C. Carlton, 25 To 18 — Pieces Of A Dream, 24 To 19 — B. Bland, Ex To 23 — The Limit, Ex To 24 — Kid Creole & The Coconuts, Ex To 25 — J. Taylor, Ex To 26 — S. Lattisaw, Ex To 28 — S. Redd, Ex To 29 — L. Vandross. ADDS: ABC, Isley Brothers, D. Williams, B. Nunn, B. Collins, T. Pendergrass, The Jammers, E.T.'s. LP ADDS: C. Mayfield, Four Tops.

**WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — E. KING**  
 HOTS: A. Franklin, Gap Band, Jonzun Crew, Grand Master Flash, The Time, Ashford & Simpson, Kool & The Gang, P. Rushen, Four Tops, Disco Four, Treacherous 3, M. Moore, J. Jackson, Goodie, R. Flack, Tavares, B. Preston, Dramatics, Atlantic Starr, B. Caldwell, Tomorrow's Edition, S. Charles. ADDS: L. Vandross, B. Jones, Gang's Back, G. Guthrie, Tom Tom Club, F. James, Frazelle, B. Always, J. Jackson, R. Jones, F. Payne, R.J.'s Latest Arrival, X-25 Band.

**WGIV — CHARLOTTE — HAL HARRILL, PD — #1 — JONZUN CREW**  
 HOTS: J. Jackson, Gap Band, Cameo, E. King, Crown Heights Affair, Kool & The Gang, Grand Master Flash, The Time, B. White, Atlantic Starr, Bloodstone, P. Bryson, Sunrize. ADDS: Magic Lady, R. Cameron, Pointer Sisters, L. Vandross, D. Summer, T. Pendergrass, Jammers, C. Lynn.

**WBMX — CHICAGO — LEE MICHAELS, PD — #1 — J. JACKSON**  
 HOTS: Gap Band, E. King, A. Franklin, D. Summer, Grand Master Flash, Feel, S. Mills, R. James, The Time, B. White, Kool & The Gang, Alfonso, S. Arrington, P. Bryson, S. Brown, Ashford & Simpson, Goodie, Yaz, Klique, G. Guthrie, Raw Silk, J. Osborne, K. Burke, L. Vandross. ADDS: J. Holliday, Jonzun Crew, Superior Movement, Enchantment, J. Cliff, S. Charles.

**WGCI — CHICAGO — PAM WELLES, PD — #1 — E. KING**  
 HOTS: L. Vandross, Sunrize, J. Taylor, Fatback, Debarge. ADDS: S.O.S. Band, S. Redd, T. Pendergrass, "D" Train, D. Summer, Rocker's Revenge, M. Manchester, The Limit, A. Mouzon, S. Lattisaw, Jewel.

**WCIN — CINCINNATI — EVERETT CORK, PD — #1 — R. JAMES**  
 HOTS: J. Jackson, E. King, Sunrize, B. White, Dazz Band, Gap Band, Goodie, S. Lattisaw, R. Flack, The Time, Grand Master Flash, M. Moore. ADDS: A. Silas, Pieces Of A Dream, Pressure Drop, B. Nunn, S. Redd, J. Osborne, S. Woods, D. Byrd, A. Myers.

**WJMO — CLEVELAND — ERIC STONE, PD — #1 — A. FRANKLIN**  
 HOTS: S. Lattisaw, Tavares, Goodie, E. King, Ashford & Simpson, Four Tops, Gap Band, Kool & The Gang, Alfonso. ADDS: S. Charles, K. Blow, J. Osborne, S. Woods, Atlantic Starr, West Street Mob, Jammers, X-25 Band, Pressure Drop.

**WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — THE TIME**  
 HOTS: C. Lynn, H. Johnson, J. Jackson, E. King, Gap Band, Kool & The Gang, S. Wonder, A. Myers, M. Moore. ADDS: Grand Master Flash, R. Parker, R. Crawford, Pieces Of A Dream, Tierra, J. Holliday, S. Lattisaw, The Spinners, Fatback, X-25 Band. LP ADDS: A. Myers, L.J. Reynolds, B. Preston, Tierra, Sunrize, C. Mayfield.

**WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — GRAND MASTER FLASH**  
 HOTS: J. Jackson, E. King, The Time, Yaz, Sweet Pea Atkinson, C. Carlton, Sunrize, Vanity 6, Jonzun Crew, Q. ADDS: S. Charles, H. Alpert, The Limit, Pointer Sisters, L.J. Reynolds, New Birth, Raw Silk, J. Holliday.

**WJLB — DETROIT — JOHN EDWARDS, PD — #1 — E. KING**  
 HOTS: M. McDonald, C. Lynn, Dramatics, Jonzun Crew, Goodie, Ozone, S. Mills, J. Jackson, Grand Master Flash, J. Holliday, M. Moore, The Time, S. Wonder, A. Franklin, G. Guthrie, Atlantic Starr, Sunrize, Vanity 6, Yaz. ADDS: The Limit, J. Taylor. LP ADDS: G.S. Heron.

**KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — THE TIME**  
 JUMPS: 11 To 4 — E. King, 9 To 5 — Gap Band, 17 To 10 — Jonzun Crew, 28 To 12 — S. Wonder, 29 To 14 — L. Vandross, 19 To 16 — Disco Four, 26 To 20 — M. McDonald, 35 To 30 — Kool & The Gang, Ex To 32 — The Limit, Ex To 34 — J. Osborne, Ex To 36 — J. Taylor, Ex To 40 — Tavares. ADDS: G. Guthrie, Ashford & Simpson, Yaz, Sunrize. LP ADDS: The Time, D. Byrd, Kenny "G."

**KPRS — KANSAS CITY — DELL RICE, PD — #1 — SOUL SONIC FORCE**  
 JUMPS: 17 To 14 — L. Graham, 22 To 15 — J. Cliff, 23 To 16 — J. Butler, 25 To 17 — Kool & The Gang, 26 To 18 — S. Miller, 27 To 19 — C. Dawson, 28 To 20 — Ashford & Simpson, 29 To 21 — Tavares, 30 To 22 — S. Lattisaw, 31 To 23 — Dazz Band, 32 To 24 — Treacherous 3, 33 To 25 — Atlantic Starr, 37 To 27 — Tom Tom Club, 34 To 28 — General Caine, 35 To 29 — M. McDonald, 36 To 30 — Dramatics, 38 To 31 — A. Myers, 39 To 32 — Debarge, 40 To 33 — Brick, Ex To 34 — D. Sea, Ex To 36 — C. Carlton, Ex To 37 — Sunrize, Ex To 38 — S. Brown, Ex To 39 — M. Sadane, Ex To 40 — Disco Four. ADDS: The Time, S. Charles, Cheri, S. Arrington, M. Moore, Isley Brothers, "D" Train, New Birth, R. Jones, J. Jackson, G. Guthrie, A. Mouzon, B. Williams, L.J. Reynolds, G.E. Thomas, Space People. LP ADDS: Dayton, B.B.&Q. Band.

**KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — THE TIME**  
 HOTS: E. King, S. Arrington, B. White, R. James, M. McDonald, The System, M. Moore, E. Murphy, Kool & The Gang. ADDS: S. Redd, Brick, B. Nunn, Rocker's Revenge, P. Bryson, S. Lattimore, Jonzun Crew. LP ADDS: Tierra, The Time.

**KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — E. KING**  
 HOTS: J. Jackson, Grand Master Flash, S. Arrington, The Time, The System, G. Guthrie, Gap Band, Rose Royce, M. Moore. ADDS: E. Murphy, J. Holliday, Pointer Sisters, S.O.S. Band, Disco Four, Isley Brothers, Shalamar, Klymaxx, B. Nunn. LP ADDS: R. Parker.

**WDIA — MEMPHIS — CARL CONNER, PD**  
 HOTS: The Time, J. Osborne, Grand Master Flash, The Time, Zapp, E. King, A. Franklin, M. McDonald, Sunrize, J. Jackson, B. White, S. Lattisaw, B. Bland, C. Lynn, Ashford & Simpson. ADDS: Disco Four, Isley Brothers, Jonzun Crew.

**WEDR — MIAMI — GEORGE JONES, PD — #1 — ZAPP**  
 HOTS: E. King, Gap Band, B. White, Alfonso, Goodie, B.B.&Q. Band, The Time, Kool & The Gang, C. Carlton, E.T.'s, K. Blow, Mikki, Ashford & Simpson, R. James, K. Burke, J. Jackson, General Caine, Raw Silk, Sunrize, Family Players. ADDS: B. Caldwell, Salsoul Orchestra, New Birth, Magic Lady, E. Murphy, S. Brown, M.&B. Sutton, Pressure Drop, B. Jones. LP ADDS: A. Mouzon.

**WAWA — MILWAUKEE — JIMMY GOODYME, PD — #1 — ZAPP**  
 HOTS: A. Franklin, J. Jackson, Dazz Band, Ozone, E. King, R. James, Gap Band, Alfonso, The Time, M. Moore, Debarge, Sunrize, Kool & The Gang, S. Lattisaw, S. Wonder, D. Summer, C. Carlton, Latimore, L. Vandross, G. Guthrie. ADDS: R. Parker, S. Arrington, S.O.S. Band.

**WLUM — MILWAUKEE — JIMMY GOODYME, MD — #1 — A. FRANKLIN**  
 HOTS: E. King, Kool & The Gang, B. White, L. Rawls, D. Summer, S. Lattisaw, Ashford & Simpson, B. Preston, J. Jackson, M. Moore, S. Wonder, C. Lynn, S. Brown, Atlantic Starr, L. Vandross. ADDS: D. Byrd, Isley Brothers, J. Holliday, W. Hutch, R. Parker.

**WNHC — NEW HAVEN — JAMES JORDAN, PD — #1 — E. KING**  
 HOTS: A. Franklin, R. Flack, Yaz, D. Williams, D. Williams, Kool & The Gang, S. Brown, S. Miller, C. Lynn, C. Carlton, M. Moore, J. Jackson, Jonzun Crew, M. McDonald, D. Summer, Tavares, Raw Silk, S. Wonder, Ashford & Simpson, Weeks & Company. ADDS: "D" Train, R. Cameron, P. Booth, R. Parker, J. Cliff, D. Williams, S. Redd, First Love.

**WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — GAP BAND**  
 HOTS: Jonzun Crew, M. McDonald, Men At Wrok, S. Lattisaw, Sunrize, E. King, Kool & The Gang, Pieces Of A Dream, Family Players, Grand Master Flash, M. Manchester, S. Wonder, The Time, Treacherous 3, West Street Mob, Goodie, Yaz, C. Lynn, D. Summers, L. Vandross. ADDS: ABC, Vanity 6, J. Cliff, Brick, B. White, Gang's Back, M.&B. Sutton, Z. Washington.

**WYLD-FM — NEW ORLEANS — TONY BROWN, PD — #1 — GRAND MASTER FLASH**  
 HOTS: Zapp, A. Franklin, H. Johnson, J. Jackson, D. Summer, O'Jays, Goodie, R. James, R. Parker, Ashford & Simpson, R. Flack, Imagination, Odyssey, War, Amusement Park, Isley Brothers, M. Moore, E. King. ADDS: C. Mayfield, J. Cliff, J. Holliday, C. Carlton.

**WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — E. KING**  
 HOTS: 14 To 3 — C. Lynn, 10 To 5 — Raw Silk, 23 To 15 — The Limit, Ex To 18 — P. Austin, Ex To 19 — S. Lattisaw, Ex To 20 — L. Vandross, 28 To 24 — S. Redd, 29 To 25 — Jonzun Crew, Ex To 28 — N. Martin, Ex To 30 — C. Carlton. ADDS: "D" Train, Jammers, N.J. Connection, B. Nunn. LP ADDS: Kool & The Gang.

**WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — GRAND MASTER FLASH**  
 HOTS: A. Franklin, J. Jackson, E. King, Gap Band, Kool & The Gang, The Time, Yaz, B. White, Fat Larry's Band, M. McDonald, C. Carlton, Sunrize, S. Wonder, P. Bryson, Tavares, L. Vandross, M. Moore, Ashford & Simpson, G. Guthrie, B.B.&Q. Band. ADDS: B. Collins, The Spinners, S. Mills, B. Medley, K. Blow, Pointer Sisters, Debarge, A. Mouzon, Space People, S. Charles, R.J.'s Latest Arrival, A. Meyers. LP ADDS: Four Tops, Fatback.

**WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — E. KING**  
 JUMPS: 14 To 3 — M. Moore, 22 To 9 — L. Vandross, 23 To 10 — The Time, 35 To 13 — G. Guthrie, 30 To 18 — Sunrize, 24 To 20 — S. Woods, Ex To 21 — S. Lattisaw, 28 To 22 — Yaz, 26 To 23 — Ashford & Simpson, 36 To 24 — Cameo, Ex To 26 — P. Bryson, 32 To 28 — Tavares, 34 To 29 — C. Carlton, 39 To 30 — Tierra, Ex To 31 — S. Redd, 37 To 32 — Electric Sparks, 40 To 33 — Chaz. ADDS: Atlantic Starr, D. Byrd, M. McDonald, S. Wonder, Pieces Of A Dream, J. Osborne.

**WLLE — RALEIGH — CHESTER DAVIS, PD — #1 — E. KING**  
 HOTS: M. Moore, S. Wonder, Zapp, J. Osborne, Kool & The Gang, Kid Creole & The Coconuts, J. Jackson, S. Lattisaw, A. Franklin. ADDS: J. Mathis, A. Myers, R.J.'s Latest Arrival, The Limit, Odyssey, N.J. Connection, Gary's Gang, New Birth, Gang's Back. LP ADDS: C. Mayfield, K. Blow, Sunrize, L.J. Reynolds.

**WZEN-FM — ST. LOUIS — A.J. KEMP, PD**  
 HOTS: 17 To 5 — The Time, 10 To 6 — J. Jackson, 11 To 8 — R. Flack, 12 To 9 — Dazz Band, 15 To 12 — Goodie, 16 To 11 — S. Mills, 18 To 13 — General Caine, 25 To 14 — Sunrize, 26 To 15 — R. James, 28 To 17 — Kool & The Gang, 21 To 18 — S. Wonder, 24 To 19 — D. White, Ex To 21 — M. Wycoff, Ex To 22 — K. Blow, 29 To 23 — Tavares, Ex To 24 — P. Bryson, Ex To 25 — S. Lattisaw, Ex To 26 — D. Byrd, 30 To 27 — Atlantic Starr, Ex To 28 — Valentine Brothers, Ex To 29 — M. McDonald, Ex To 30 — X-25 Band. ADDS: Magic Lady, Jonzun Crew, Rocker's Revenge, A. Silas, S. Redd, Kid Creole & The Coconuts, C. Mayfield, The Limit. LP ADDS: The Time.

**KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — A. FRANKLIN**  
 HOTS: E. King, S. Lattisaw, H. Johnson, M. Moore, Dazz Band, D. Byrd, B.B.&Q. Band, Ashford & Simpson, Grand Master Flash.

**KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — THE TIME**  
 HOTS: S. Lattisaw, J. Jackson, E. King, Gap Band, Zapp, C. Lynn, S. Miller Band, K. Blow, A. Franklin, D. Summer, B.B.&Q. Band, Kool & The Gang, Disco Four, Bloodstone, R. James, Goodie, Tavares, Sunrize, C. Dyson. ADDS: Yaz, G. Guthrie, Enchantment, S. Woods, T. Troutman, B. Caldwell, Jonzun Crew, S. Redd, A. Silas, War, D. Summer, T. Pendergrass, S. Charles. LP ADDS: J. Jackson, T. Pendergrass, D. Summer.

**OK100 — WASHINGTON, D.C. — JON TURK, MD — #1 — A. FRANKLIN**  
 HOTS: Crown Heights Affair, R. Flack, Four Tops, E. King, J. Jackson, Goodie, G. Guthrie, Zapp, Magic Lady, Alfonso, Gap Band, Kool & The Gang, B. White, Klique, L. Graham, Ashford & Simpson, M. Moore, C. Carlton, H. Johnson. ADDS: Raw Silk, Spinners, D. Byrd, S. Lattisaw, Enchantment.

# CASH BOX TOP 100 ALBUMS

October 2, 1982

Title, Artist, Label, Number, Distributor	8.98	9/25	Weeks On Chart	Title, Artist, Label, Number, Distributor	8.98	9/25	Weeks On Chart	Title, Artist, Label, Number, Distributor	8.98	9/25	Weeks On Chart
<b>1 AMERICAN FOOL</b> JOHN COUGAR (Riva RVL 7501) POL	8.98	1	22	<b>36 SPECIAL FORCES</b> .38 SPECIAL (A&M SP-4888) RCA	8.98	30	19	<b>69 TANTALIZINGLY HOT</b> STEPHANIE MILLS (Casablanca NBLP 7265) POL	8.98	71	9
<b>2 MIRAGE</b> FLEETWOOD MAC (Warner Bros. 9 23607-1) WEA	8.98	2	12	<b>37 HOOKED ON SWING</b> LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL 1-4343) RCA	8.98	38	32	<b>70 SNEAKIN' OUT</b> STACY LATTISAW (Cotillion/Atco 90002-1) WEA	8.98	72	7
<b>3 ASIA</b> (Gaffan GHS 2008) WEA	8.98	3	27	<b>38 NIGHT AND DAY</b> JOE JACKSON (A&M SP-4906) RCA	8.98	40	12	<b>71 PETER GABRIEL</b> (Geffan GHS 2011) WEA	8.98	—	1
<b>4 ABRACADABRA</b> THE STEVE MILLER BAND (Capitol ST-12216) CBS	8.98	4	15	<b>39 I CAN'T STAND STILL</b> DON HENLEY (Asylum EL-60048) WEA	8.98	44	5	<b>72 BLACKOUT</b> SCORPIONS (Mercury SRM-1-4039) POL	8.98	65	28
<b>5 VACATION</b> GO-GO'S (I.R.S./A&M SP 70031) RCA	8.98	5	8	<b>40 NOW AND FOREVER</b> AIR SUPPLY (Arista AL 9587) IND	8.98	39	16	<b>73 REACH</b> RICHARD SIMMONS (Elektra E1-60122F) WEA	10.98	73	18
<b>6 IF THAT'S WHAT IT TAKES</b> MICHAEL McDONALD (Warner Bros. 9 23703-1) WEA	8.98	9	6	<b>41 TUG OF WAR</b> PAUL McCARTNEY (Columbia TC 37462) CAP	—	37	21	<b>74 THROWIN' DOWN</b> RICK JAMES (Gordy/Motown 6005GL) IND	8.98	66	18
<b>7 EMOTIONS IN MOTION</b> BILLY SQUIER (Capitol ST-12217) CAP	8.98	8	9	<b>42 THREE SIDES LIVE</b> GENESIS (Atlantic SD 2-2000) WEA	10.98	31	15	<b>75 JEFFREY OSBORNE</b> (A&M SP-4896) RCA	8.98	76	16
<b>8 CHICAGO 16</b> CHICAGO (Full Moon/Warner Bros. 9-23689-1) WEA	8.98	7	16	<b>43 ALL FOUR ONE</b> THE MOTELS (Capitol S-12177) CAP	8.98	36	23	<b>76 THE REAL DEAL</b> THE ISLEY BROTHERS (T-Nack FZ 38047) CBS	—	54	7
<b>9 PICTURES AT ELEVEN</b> ROBERT PLANT (Swan Song/Atco SS 8512) WEA	8.98	6	11	<b>44 OLIVIA'S GREATEST HITS VOL. 2</b> OLIVIA NEWTON-JOHN (MCA-5347) MCA	8.98	—	1	<b>77 SUCCESS HASN'T SPOILED ME YET</b> RICK SPRINGFIELD (RCA AFL 1-4125) RCA	8.98	70	28
<b>10 EYE IN THE SKY</b> THE ALAN PARSONS PROJECT (Arista AL 9599) IND	8.98	11	16	<b>45 THIS ONE'S FOR YOU</b> TEDDY PENDERGRASS (Philadelphia Int'l. FZ 38118) CBS	—	46	7	<b>78 E.T. THE EXTRA-TERRESTRIAL</b> ORIGINAL SOUNDTRACK (MCA-6109) MCA	8.98	58	15
<b>11 EYE OF THE TIGER</b> SURVIVOR (Scotti Bros. FZ 38062) CBS	—	10	10	<b>46 WHAT TIME IS IT?</b> THE TIME (Warner Bros. 9 23701-1) WEA	8.98	63	3	<b>79 CHANGE</b> BARRY WHITE (Unlimited Gold FZ 38048) CBS	—	86	5
<b>12 IT'S HARD</b> THE WHO (Warner Bros. 9 23731-1) WEA	8.98	16	3	<b>47 JUMP UP!</b> ELTON JOHN (Gaffan GHS 2013) WEA	8.98	52	22	<b>80 STILL LIFE (AMERICAN CONCERT 1981)</b> THE ROLLING STONES (Rolling Stones/Atco COC 39113) WEA	9.98	61	15
<b>13 JUMP TO IT</b> ARETHA FRANKLIN (Arista AL 9601) IND	8.98	14	9	<b>48 DIVER DOWN</b> VAN HALEN (Warner Bros. BSK 3677) WEA	8.98	47	22	<b>81 12 GREATEST HITS VOL. II</b> NEIL DIAMOND (Columbia TC 38066) CBS	—	81	19
<b>14 GET LUCKY</b> LOVERBOY (Columbia FC 37638) CBS	—	13	47	<b>49 COMBAT ROCK</b> THE CLASH (Epic FE 37689) CBS	—	50	17	<b>82 A TASTE OF YESTERDAY'S WINE</b> MERLE HAGGARD & GEORGE JONES (Epic FE 38203) CBS	—	92	5
<b>15 DAYLIGHT AGAIN</b> CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	8.98	12	12	<b>50 FAST TIMES AT RIDGEMONT HIGH</b> ORIGINAL SOUNDTRACK (Full Moon/Asylum 9 60158-1 R) WEA	15.98	55	7	<b>83 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I</b> STEVIE WONDER (Tamla/Motown 6002TL2) IND	13.98	79	19
<b>16 BUSINESS AS USUAL</b> MEN AT WORK (Columbia ARC 37978) CBS	—	18	13	<b>51 ROCK IN A HARD PLACE</b> AEROSMITH (Columbia FC 38061) CBS	—	57	3	<b>84 SCOTT BAIO</b> (RCA NFL 1-8025) RCA	8.98	90	8
<b>17 ALWAYS ON MY MIND</b> WILLIE NELSON (Columbia FC 37951) CBS	—	15	27	<b>52 JANE FONDA'S WORKOUT RECORD</b> (Columbia CX2 38054) CBS	—	51	19	<b>85 ABOMINOG</b> URIAH HEPP (Mercury SRM-1-4057) POL	8.98	85	8
<b>18 GAP BAND IV</b> THE GAP BAND (Total Exparlance/TE-1-3001) POL	8.98	19	17	<b>53 BAD TO THE BONE</b> GEORGE THOROGOOD & THE DESTROYERS (EMI America ST-17076) CAP	8.98	59	6	<b>86 I LOVE ROCK 'N ROLL</b> JOAN JETT & THE BLACKHEARTS (Boardwalk NB1-33243) IND	8.98	87	43
<b>19 SIGNALS</b> RUSH (Mercury SRM-1-4063) POL	8.98	—	1	<b>54 NO FUN ALOUD</b> GLENN FREY (Asylum E1-60129) WEA	8.98	56	16	<b>87 INSTANT LOVE</b> CHERYL LYNN (Columbia FC 38057) CBS	—	89	13
<b>20 DONNA SUMMER</b> (Gaffan GHS 2005) WEA	8.98	17	9	<b>55 HEY RICKY</b> MELISSA MANCHESTER (Arista AL 9574) IND	8.98	45	24	<b>88 KEEPIN' LOVE NEW</b> HOWARD JOHNSON (A&M SP-4895) RCA	8.98	88	10
<b>21 ZAPP II</b> ZAPP (Warner Bros. 9 23583-1) WEA	8.98	20	9	<b>56 IMPERIAL BEDROOM</b> ELVIS COSTELLO AND THE ATTRACTIONS (Columbia FC 38158) CBS	—	42	12	<b>89 AVALON</b> ROXY MUSIC (Warner Bros. 9-23666-1) WEA	8.98	75	16
<b>22 SHANGO</b> SANTANA (Columbia FC 38122) CBS	—	25	5	<b>57 BEAUTY AND THE BEAT</b> THE GO-GO'S (I.R.S./A&M SP 70021) RCA	8.98	53	62	<b>90 I'M THE ONE</b> ROBERTA FLACK (Atlantic SD 19354) WEA	8.98	83	16
<b>23 LOVE WILL TURN YOU AROUND</b> KENNY ROGERS (Liberty LO-51124) CAP	8.98	21	11	<b>58 LET ME TICKLE YOUR FANCY</b> JERMAINE JACKSON (Motown 6017ML) IND	8.98	60	9	<b>91 DREAMGIRLS</b> ORIGINAL BROADWAY CAST (Gaffan GHSP 2007) WEA	9.98	67	21
<b>24 A FLOCK OF SEAGULLS</b> (Jive/Arista VA 66000) IND	8.98	27	20	<b>59 THE BEST LITTLE WHOREHOUSE IN TEXAS</b> ORIGINAL SOUNDTRACK (MCA-6112) MCA	8.98	48	9	<b>92 LEXICON OF LOVE</b> ABC (Mercury SRM-1-4059) POL	8.98	117	5
<b>25 ANNIE</b> ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS	—	24	20	<b>60 QUIET LIES</b> JUICE NEWTON (Capitol ST-12210) CAP	8.98	69	19	<b>93 HOOKED ON CLASSICS</b> LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4194) RCA	8.98	95	46
<b>26 SCREAMING FOR VENGEANCE</b> JUDAS PRIEST (Columbia FC 38160) CBS	—	26	12	<b>61 THE HOTTEST NIGHT OF THE YEAR</b> ANNE MURRAY (Capitol ST-12225) CAP	8.98	68	5	<b>94 CHARIOTS OF FIRE</b> ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor PD-1-6335) POL	8.98	93	51
<b>27 GOOD TROUBLE</b> REO SPEEDWAGON (Epic FE 38100) CBS	—	23	13	<b>62 MISSING PERSONS</b> (Capitol DLP-15001) CAP	4.98	64	26	<b>95 DARE</b> THE HUMAN LEAGUE (Virgin/A&M SP-6-4892) RCA	8.98	78	17
<b>28 TALKING BACK TO THE NIGHT</b> STEVE WINWOOD (Island ILPS 9777) WEA	8.98	28	7	<b>63 GET LOOSE</b> EVELYN KING (RCA AFL 1-4337) RCA	8.98	74	4	<b>96 AEROBIC SHAPE UP</b> JOANIE GREGGAINS (Parada/Pater Pan 104) IND	8.98	97	25
<b>29 NO CONTROL</b> EDDIE MONEY (Columbia FC 37960) CBS	—	29	13	<b>64 ESCAPE</b> JOURNEY (Columbia TC 37408) CBS	—	62	61	<b>97 WE ARE ONE</b> PIECES OF A DREAM (Elektra 9 60142-1) WEA	8.98	99	11
<b>30 HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS</b> THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4373) RCA	—	33	10	<b>65 VOYEUR</b> KIM CARNES (EMI America SO-17018) CAP	8.98	77	3	<b>98 KEEP IT LIVE</b> DAZZ BAND (Motown 6004ML) IND	8.98	98	29
<b>31 BUILT FOR SPEED</b> STRAY CATS (EMI America ST-17070) CAP	8.98	35	15	<b>66 AS ONE</b> KOOL & THE GANG (De-Lite DSR 8505) POL	8.98	—	1	<b>99 JUST SYLVIA</b> SYLVIA (RCA AFL 1-4312) RCA	8.98	111	8
<b>32 ROUGH DIAMONDS</b> (Swan Song/Atco 90001-1) WEA	8.98	34	5	<b>67 IV</b> TOTO (Columbia FC 37728) CBS	—	49	25	<b>100 SHIP ARRIVING TOO LATE TO SAVE A DROWNING WITCH</b> FRANK ZAPPA (Barking Pumpkin FW 38066) CBS	—	91	19
<b>33 MOUNTAIN MUSIC</b> ALABAMA (RCA AHL 1-4229) RCA	8.98	32	29	<b>68 ALL THE BEST COWBOYS HAVE CHINESE EYES</b> PETE TOWNSHEND (Atco SD 38-149) WEA	8.98	43	14				



## CLASSIFIED AD RATE 35 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$10.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$203 Classified Advertisers (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 35c per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office, 6363 Sunset Blvd, Los Angeles, CA 90028 by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

## Classified Ads Close WEDNESDAY

### EMPLOYMENT SERVICE

**JOB HUNTING — NATIONAL BROADCAST TALENT COORDINATORS** can help. We specialize in radio personnel placement. Programming — Sales — Management. Our client stations need qualified people. For confidential details — NATIONAL BROADCAST TALENT COORDINATORS, Dept. C, P.O. Box 20551, Birmingham, Alabama 35216 (205-822-9144).

### COIN MACHINES

**WASSICK DIST.** I am the operators solution to inflation. I can save you from \$300.00 to \$500.00 on all video screen games. We ship overseas. Call Wassick Distributing, area code 304 292-3791 Morgantown, W. VA. 26505.

**SET UP** your own Little Casino in Arcades. Standard Video Games, free play, token play or cash where legal. Arcade Poker, Chuck-a-Luck, Poker Hand, Roulette, Twenty-One. Our games will live and earn after others die. Phone Joe 800-638-0144. MarMatic, Baltimore, Md.

**MATA HARI**-\$695, Evel Knivel-\$495, Strikes & Spares-\$595, Airborne Avenger-\$295, Atarians-\$225, Dolly Parton, Getaway-\$395, Thunderbolt-\$395, Nugent-\$695, Hot Tip-\$495, Wheels II-\$395, Sheets-\$295, Racer-\$295, M-4-\$495, Anti Aircraft-\$295, MICKEY ANDERSON, INC. P.O. BOX 6369 ERIE, PA 16512 PHONE (814) 452-3207

**CONVERSION CARTRIDGES** — Play stereo records on Seeburg monaural phonos B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. C.A. THORP SERVI, 1520 Missouri, Oceanside, Ca. 92054.

**FOR SALE:** Stock Markets, Ticker Tapes, and Hi Flyers. We also carry a complete line of Bingos and Uprights. We are also Distributors for Amstars Hold and Draw poker games. Antique slots for legal areas. Cell Wassick Dist area code 304 - 292-3791 Morgantown, W. Va. 26505.

**WORLD WIDE** reps & manufacturers Penny Pushers — Splash Downs — Aztec Gold Moon Raker used and new or we can customize your needs with token play and skill features. Phone Joe 800-638-0144. MARMATIC, Baltimore, Maryland.

**FOR SALE:** One penny falls like new \$4,000.00. Used OK Bingo machines, used flippers, and video games. Write for special prices. Also have five AMI Music M-1, and M-11. With dollar bill acceptors D & P. MUSIC, 658 W Market St., York, Pa. Box 243 ZIP 17405. PHONE 717-848-1846.

**FOR SALE - VIDEO GAMES:** Wholesale prices on all popular coin-op games. Ms Pac-Man, Zaxxon, Robotron, Donky Kong, Turbo, Stargate, Centipede, Dig Dug, Kangaroo, Thief, The Pit, Galaga, Tron, Challenger, Pac-Man, Defender & Rapid Fire. Used National Cigarette Machines. NJ (201) 729-6171.

**MANUFACTURERS OF** Changers, Slots and Video. Our newest large capacity hopper is now available. Phone Joe 800-638-0144. MarMatic, Baltimore, Md.

**OFFERING TWELVE** new American Shuffleboard Bumper Pool coin operated \$950 value at give away price \$450 each. Phone Joe 800-638-0144. MarMatic-Baltimore, Maryland.

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**DYNAMD POOL TABLES** 4x8 - \$1,000 each. 1/3 deposit & balance C.O.D. I want to buy 22 Col. Crownline Cig. Machines in good condition. Henry Adams Amusement Co. 114 South 1st, P.O. Box 3644, Temple, TX 76501.

### REAL ESTATE

#### PRIVACY AND SECLUSION SARASOTA, FLORIDA

A Carl Abbott design, this house is a dramatic architectural statement set deep in a natural pine wood. Between the house and a white sand Gulf beach a pinewood, reserved for property owners in this elegant enclave, and an adjoining 60 acre wildlife preserve, lend privacy and seclusion. Much of the 4,000 sq. ft. of living space is floored in Mexican marble. A 2-story drawing room and dining room, wrapped by a balcony study and gallery, have soaring glass walls, opening onto a vast terrace with a fountain fed lap pool and lush planting. Recently completed, this outstanding property includes a charming guest apartment with its own garden entrance and mellow Travertine floors. And, it is offered, including its designer furnishings, at \$975,000. Contact: Pauline Morin, REALTOR-ASSOCIATE. After hours: (813) 383-6601. TOLL FREE 1-800-237-6486. Michael Saunders & Company, Realtor, St. Armands Circle, Sarasota, FL 33577, TELEX 807915 MS&C SARA.

### PROFESSIONAL

**NATIONAL DISTRIBUTION & PROMOTION** for America's independent country labels! Lowest prices, best results. Try us just once! Send your master tape... we do the rest! Write General Broadcasting Service, P.O. Box 1628, Elizabeth City, NC 27909, or call (919) 232-2703.

**INDEPENDENT RECORD STORES!** We can provide cut-outs, budget product, independent labels to you for less! Full return privileges. Send for FREE 450+ page wholesale catalogs on your letterhead. SQUARE DEAL RECORDS, Box 1002, Dept. CB, San Luis Obispo, CA 93406.

**WE HAVE** been representing recording artists, record labels, music publishers since 1953. National promotion and distribution. Send records or tapes to, E Saphire Record Promotion Enterprises, 1730 Losantville Road, Cincinnati, Ohio 45237.

### RECORDS-MUSIC

**FREE CATALOG:** New York's largest and most complete One-Stop specializing in OLDIES BUT GOODIES. Retail stores and chains only. Write to: Paramount Records Inc., 1 Colonial Gate, Plainville, New York 11803.

**JUKE BOX OPERATORS** — We will buy your used 45's — John M. Aylesworth & Co., 9701 Central Ave., Garden Grove, Calif. 92644, (714) 537-5939.

**FOR EXPORT:** All labels of phonograph records, cassettes, cassettes. Also excellently priced selections of close-outs. Nearly 30 years of personalized service to importers world over. Wholesale only. DARO EXPORTS, LDT. 1468 Coney Island Avenue, Brooklyn, NY 11230. Cable: EXPDARO, NEW YORK.

**EXPORT ONLY:** All Records and prerecorded audio and video tapes (NTSC and PAL), largest closeout selection 36 years service to overseas dealers and distributors. Albert Schultz, Inc. 116 West 14th Street, New York 10011. Telex 236569 Telephone (212) 924-1122.

### SERVICES COIN MACHINE

**ACE LOCKS KEYS ALIKE:** Send locks and the key you want them mastered to \$1.35 each, 10% D/C in lots of 100 or more. RANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580 (516) 825-8216. Our 49th year in vending.

## Word Unveils 4th Quarter Promos

(continued from page 11)

side will include gospel cuts from some of Word's well-established acts, such as Maria Muldaur, Amy Grant, Leon Patillo and the Mercy River Boys.

Word also plans an "intensified effort" tying in with the "Gift of Music" campaign supported by the National Assn. of Recording Merchandisers (NARM). Officials with the label feel that Christian record buyers are even more prone than the secular buyer to purchase records as a gift, and the company has made the promotion a non-seasonal effort.

The company has developed an ad slick for a massive advertising campaign, while a 12' banner has also been developed for in-store use. All Word releases will subsequently be stickered with "Gift Of Music" logos. Copy on the stickers reads, "Giftable, shouldn't you be sharing? Give the gift of music."

New product due out from Word includes three exercise records: Judy and Bobbie's "Firm Believer," Cathi Stout's "Believer-cise" and Vicki Hanson's "Aerobic Glow." "Firm Believer," produced by Lynn Nichols, is slated for mid-September release and a more difficult follow-up exercise record is already in the works.

Word has also developed a "Shape-Up Center" display rack for the three aerobics albums which are scheduled for release, and the company is working on a "gift-cassette" line which will be completed in mid-October.

Executive vice president Stan Moser made the label's plans public Sept. 3. "By using Christian music, we are giving the records a dimension that cannot be faulted. We feel that one album is not enough; a program should create a series of records that respond to the different needs and desires of the Christian audience. I don't believe this is a passing fad; with the bulk of the baby boom approaching middle age, I believe it is a conscious effort to try and stay healthy. I believe it will be with us for a long time."



**PLATINUM LOVERBOY** — Columbia recording group Loverboy was recently presented with double platinum plaques, signifying sales in excess of two million units of its "Get Lucky" LP. Pictured are (l-r): Mike Reno of the group, Al Teller, senior vice president/general manager, Columbia; Paul Dean of the group; and Allen Davis, president, CBS Records International.

## Labels Respond To Cassette Boom With Innovative Marketing Approaches

(continued from page 11)

well as standard sized posters and giveaway catalogs. A special dating program, involving deferred payment and other specifics, is also being offered to retailers who order at least one of each piece in the product line. Alan Perper, WEA's director of product marketing, says this specification was instituted to "make certain the entire concept was put out and to avoid retailers cherry picking individual titles. This entire program is a lifestyle concept for the Walkman generation. We're giving them travellin', cruisin' music."

On Sept. 30, MCA will have its twofor tape series, "Twin-Pax," on the street. The first 15 cassettes in the line will include top sellers from the label's "Platinum Plus" set of \$5.98 product including such artists as Tom Petty and the Heartbreakers, Elton John, Olivia Newton-John, Spyro Gyra and Steely Dan. As with the "Two on One", each cassette will contain two full length albums, but the MCA "Twin-Pax" lists at a dollar less

(\$9.98) than the WEA tapes. MCA is inviting retailers to participate in an initial buy-in program, with a minimum purchase requirement for discounts. John Burns, MCA Distribution's vice president of branch distributor, says a minimum of 10 more "Twin-Pax" should be out by January 1983, with another possible collection released later next year.

MCA is also redeveloping its standard prerecorded cassette packaging, affixing its "E.T. — The Extra-Terrestrial" soundtrack and Olivia Newton John's second greatest hits collection tapes onto conventional LP jackets and then shrink-wrapping the packages to hold the tapes in place. According to Burns, this type of packaging gives the cassettes higher visibility and prevents them from getting lost in the stacks of other tapes.

While Capitol has no plans to introduce new packaging or place 45s, EPs or twofor album deals in its cassette configurations, the label is taking steps to make consumers

aware of its unique taping process, XDR, which offers extended dynamic range as the result of improved master duplicating, plant record electronics, tape guidance design and signal alignment. A fall cassette program, entitled "They Play Where You Play", will implement a national merchandising and advertising campaign including four-color point of purchase materials for retailers and ads in the consumer press, as well as on TV and radio. POP displays for the media blitz include 3 by 3s, rectangles and banners spotlighting such Capitol/EMI/Liberty artists as J. Geils Band, Bob Seger, Ashford & Simpson, Steve Miller, Juice Newton, Gary U.S. Bonds, The Motels and others, stressing that these performers' works are available on the high-quality cassettes.

According to Steven Gelber, senior manager of press and publicity for Capitol, the label has no current plans to market any new configurations of cassettes and will concentrate its energies instead on improving the fidelity of its software. A full demonstration of the XDR process will be given at the next NARM gathering, Gelber said, and several other labels have taken a decided interest in the innovative manufacturing technique.

## Calif. Firm Charged With Record Piracy

**NEW YORK** — A criminal complaint was filed Sept. 2 against Cadet Records of Los Angeles, charging the firm with two counts of unauthorized duplication of sound recordings. The complaint charged the California-based company with allegedly reproducing Beatles sound recordings entitled "Introducing The Beatles" and "Songs, Pictures and Stories of the Fabulous Beatles" without authority of the owner, Capitol Records.

The complaint was filed almost exactly a year after Los Angeles Police raided the alleged pirate's premises, Sept. 3, 1981. They seized over 3,000 counterfeit Beatles LPs, manufacturing equipment, business records and counterfeit LP labels.

The firm was arraigned and pleaded not guilty in Los Angeles Municipal Court. Trial has been set for Nov. 29.

# CASH BOX

October 2, 1982

## AROUND THE ROUTE

by Camille Compasio

As we go to press the annual Rowe International distributors meeting is being held at the Parsippany Hilton Hotel in Parsippany, N.J. Event opened with a cocktail reception the evening of Sept. 29 and the agenda included general meetings on both days, highlighted by new product showings of Rowe's jukebox and vending equipment. Because of the proximity of the meeting site to the factory's plant in Whippany, N.J., special arrangements were made this year for participants to tour the Rowe plant complex.

Players of all ages — from grandparents to children — seem to be gravitating in large numbers to a recently debuted video game called "Jungle King," much to the delight of everyone at Taito America, where the game is in full production. As marketing manager **Mike Von Kennel** proudly noted "initial feedback has been absolutely fantastic . . . we're shipping out bigger numbers than ever before and anticipate increasing production considerably." The game's in big demand — and that's always nice to hear.

Cash Box felicitations to **Gus Tartol** of Singer One Stop For Ops who celebrated

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## Second Largest Turnout Ever Expected For NAMA Convention

CHICAGO — Formal introduction of the nationwide "Hug-A-Vending-Machine Week" promotional campaign, a discussion of current and future market trends and a special research profile of the vending consumer will highlight the 1982 National Automatic Merchandising Assn. (NAMA) Vending and Foodservice Management Show Oct. 7-10 in New Orleans.

Approximately 6,000 industry representatives are expected to attend the business meetings and workshops at the New Orleans Hilton, according to NAMA president G. Richard Schreiber. They will be joined by about 200 exhibitors who have reserved space at the Rivergate.

"We are extremely pleased with the number and size of exhibits which will be the second largest ever, in spite of the current economic situation," said Schreiber.

The exhibits will be open after noon each day and from 10 a.m. to 2 p.m. on Oct. 10.

Keynote speakers include Douglas Kiker, NBC Television national affairs correspondent; Leo Cherne, executive director of the Research Institute of America and Howard A. Michaels, president, Dining Management Services, Randolph, Mass., who is chairman of the board of directors of NAMA.

A highlight of the program will be a panel discussion featuring industry leaders William S. Fishman, chairman, ARA Services, Inc.; James T. McGuire, president, Canteen Corporation, and Carr Newcomer, executive vice president, Servomation Corporation.

Schreiber will be moderator of the session, which will address the question "Are Our Current Industry Marketing Practices Limiting Our Growth?"

Other convention sessions will deal with employee incentives as a stimulus to produc-

(continued on page 32)

## Atari Files Suit Against Infringers Of 'Dig Dug' Game

SUNNYVALE — Atari, Inc. recently announced that it has filed a lawsuit in the United States District Court in New York, charging four defendants with copyright infringement and federal and state unfair competition.

The lawsuit involves a coin operated game Zig Zag, which allegedly is an illegal copy of "Dig Dug" (engineered and designed by Namco, Ltd., manufactured under license by Atari, Inc.), one of the popular new games Atari currently manufactures and markets. Because of the possibility that the illegal games would disappear if the defendants were given prior notice of the lawsuit, Atari obtained a court order permitting seizure of the Zig Zag games without any advance warning from five locations operated by the defendants. The seizure in the New York area was assisted by the police and was accomplished without incident, according to Atari.

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# COIN MACHINE

# INDUSTRY NEWS



**ACHIEVERS HONORED** — Williams Electronics, Inc. held its fourth annual Accent on Achievement Conference Aug. 28, at The Hamilton Hotel in Itasca, Ill. This yearly event provides an opportunity for Williams employees to meet in a relaxed atmosphere of camaraderie, competition and fun, which included various sports activities and team competition climaxed by a reception/dinner and dancing to the music of the Don Caron Band. A highlight of the dinner each year is the awards presentation honoring employees who have played an important role in Williams' success during the past year. Michael Stroll, president of Williams, presented this year's awards to the following employees for major contributions in three categories: Thomas Cahill (Operation and Support); Nick Miku (Manufacturing/Production) and William Plutzenreuter (Technical). In addition to an appropriate plaque the three each received an all-expense-paid trip to Las Vegas for two.

Two Special Achievement Awards were also presented by Stroll. Recipients were Marty Glazman, who received an engraved gold watch for his "superlative sales effort in a fast moving, changing market"; and John Newcomer, who received an engraved gold watch in recognition of his "outstanding creativity and contributions to the Williams design group." The coveted Outstanding Achievement Award was presented this year to Ron Crouse for his "untiring efforts on behalf of Williams to insure a continuing flow of innovative game concepts and ideas for the company." The award winners are pictured in the accompanying photos (l-r): Mr. & Mrs. Nick Miku, William Plutzenreuter, Mr. & Mrs. Thomas Cahill and Stroll; Stroll with Marty Glazman; Stroll with John Newcomer; and Mr. & Mrs. Ron Crouse with Stroll. The annual conference was praised by all employees attending the event.

## NAMA Meet Expected To Draw 6,000

(continued from page 31)

tivity, research on the profile of the consumer of the future and hiring and employee selection techniques.

Speakers on these topics, respectively, will be Mitchell Fein, Mitchell Fein, Inc.; John G. Keane, president, Managing Change, Inc.; Angelo Fortuna, vice president, ARA Services, Inc., and P. Kevin Connelly, NAMA Labor Relations Consultant.

Also featured will be "Successful Vending/Foodservice Marketing Practices" presented by an operator panel, a presentation on the nationwide "Hug-A-Vending-Machine Week," round-table discussions on setting route service standards and on inventory controls and several sessions dealing with training programs for vending personnel.

Alan Kronenberg, president, Food Management Corporation, New Orleans, is general chairman of the convention; William

Buckholz, president, Goodman Vending Service, Reading, Penn., is program chairman and Mrs. Harold Blotner, Madison, Wis., is chairperson of the Ladies' Activities Program.

## Atari Files Suit

(continued from page 31)

"The lawsuit is just the beginning of an aggressive campaign against infringers on all levels," according to Karen Witte, vice president and counsel for Atari's Coin Operated Games Division.

The suit, which is a first for Atari domestically, asks the following: destruction of the confiscated games, that Atari be awarded profits from the Zig Zag games, punitive damages and attorney fees and costs.

A hearing has been scheduled in Brooklyn on Atari's request that the defendants be prevented from any further infringements of its copyright while the suit is pending.

## NCMI's Fein Is Interviewed On WCBS-FM Radio

CHICAGO — Arthur Fein, president of The Wainrite Group and one of the co-founders of the newly organized National Coin Machine Institute, appeared recently on the WCBS-FM radio show "Dialog 101" in New York. He was interviewed at length by the show's moderator Joan Furstenberg.

NCMI, serving cigarette, music and game operators, is a new trade group formed by Sonny Silverstein of SILCO West, Van Myers of Wometco Enterprises-Vending Division, Robert Reitman of the AAV Companies, and Arthur Fein of The Wainrite Group (Cash Box, Aug. 14) for the purpose of providing greater representation for street operators at the state and local level.

During the course of the interview Fein thoroughly explained the role of the street operator and fielded questions relative to the financial aspects of the business, the restrictive ordinances and licensing fees operators are faced with in today's market and other pertinent topics.

He told moderator Joan Furstenberg that, "Pac-Man revolutionized the video game business. With Pac-Man we reached a totally new demography. We hit the women. The women love Pac-Man," he said, "and that was the phenomenon we never predicted or envisioned. Kids will play all kinds of games, generally. And our audience has generally and traditionally been from twelve to twenty-five where there's a large disposable income — and lots of boys. But Pac-Man hit the young adult female population; and the females will play it as much or more than males will."

A complete transcript of Fein's WCBS-FM appearance is available free from NCMA. To receive a copy send \$1 to cover postage and handling to "Transcript," The National Coin Machine Institute, 2455 East Sunrise Blvd., Suite #311, Ft. Lauderdale, Fla. 33304.



Pictured are (l-r): Joan Furstenberg and Arthur Fein at the mike.

## New Equipment



### Supernatural Pin

"Spirit," the new multi-ball, multi-level pinball machine introduced by D. Gottlieb & Co. offers a supernatural theme which is dramatically depicted in (continued on page 33)

## AMOA EXPOSITION 1982

... Our Industry's Bottom Line ...



THE HYATT REGENCY HOTEL • CHICAGO, ILLINOIS  
THURSDAY, FRIDAY, SATURDAY - NOVEMBER 18-19-20

AMOA's International Trade Show for Coin-Operated Games, Music and Allied Products

## CALENDAR

- Oct. 7-10: NAMA national convention; The Rivergate; New Orleans.
- Oct. 15-16: Amusement & Music Operators of Virginia; annual meeting; John Marshall Hotel; Richmond.
- Oct. 9: Washington Amusement & Music Operators Assn.; fall meeting; Davenport Hotel; Spokane.
- Oct. 15-16: Amusement & Music Operators of Virginia; annual convention; John Marshall Hotel; Richmond.
- Oct. 25: Pennsylvania Amusement & Music Machine Assn., annual meeting; Hotel Hershey; Hershey.
- Nov. 17-20: AMOA international convention; Hyatt Regency Hotel; Chicago.
- Nov. 18-20: IAAPA annual convention; Bartle Hall; Kansas City.



# INDUSTRY NEWS

## AROUND THE ROUTE

(continued from page 29)  
a birthday on Sept. 19, surrounded by his many friends in the music and coin machine industries who attended his surprise birthday party.

IAAPA held its Summer Meeting (Sept. 22-24) in Knoxville, Tenn. at the 1982 World's Fair. The association's annual convention and trade show will be taking place Nov. 18-20 at Bartle Hall in Kansas City, Mo.

Bally Pinball Division marketing vice president **Tom Nieman** is most pleased over the enthusiastic response to the new Bally pin "Speakeasy." Test reports indicate the game has much potential and plenty of player appeal. It is currently in full production at the Bensenville plant.

The Cultural Center of the Chicago Public Library is currently featuring a pinball display, under sponsorship of the Chicago Council on Fine Arts — which puts the pinball machine (and coinbiz) in a mighty fine company. The exhibit was launched in early August and will run through Oct. 9; it is patterned after a contemporary art show. As we learned from **Paul Faris**, Bally's director of creative services, the display is focused mainly on pinball graphics and artwork, with representative samples of machines dating back over the past fifty years. The event received some good media coverage and might possibly be set up in other communities as a result of the Chicago exposure — which would also be good PR for the industry.

STATE ASSOCIATION NEWS: All signals are go, for the first annual conference of the newly organized **Pennsylvania Amusement & Music Machine Assn.** The day-long meeting, Oct. 24, at the Hershey Lodge and Convention Center (Hershey, Pa.), will begin with continental breakfast at 8 a.m. and continue with a full schedule of meetings and a lineup of guest speakers, including AMOA executive vice president **Leo Droste**, OMAA president **Richard George**, AMOA president **Leoma Ballard**, AGMA executive director **Glenn Braswell**, **Tom Howard** of The Tobacco Institute and three prominent attorneys who will discuss "Legal Problems & Solutions" and open the floor to a question and answer period. A wide range of pertinent subjects will be discussed during the course of the conference . . . The **Ohio Music & Amusement Assn.** notes that operators in the municipality of Columbus are presently faced with the possibility of a license fee increase (on amusement equipment) from \$10 to \$175 per machine, per year. Needless to say ops immediately joined forces in an effort to present their case and properly address the situation. Good luck . . . Hats off to the **Northeast Ohio Coin Machine Operators Assn.** whose newly inaugurated program which offers a \$2500 reward for information leading to the arrest and conviction of video game thieves, has already begun to pay off. **NOCMOA** launched this project in cooperation with local authorities and the police have thus far captured three men who were charged with stealing coin-operated video games.

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the machine's outstanding artwork and design. Astonishing playfield and backglass art, chilling sound effects and an animated backglass make for an electrifying graphics package.

The game's playfield abounds in exciting features including several of Gottlieb's favorites as well as a few new ones. Play begins on the main level of the two-level machine. Completing roll-overs advance the bonus multipliers from 2X to 6X and spelling of the word S-P-I-R-I-T lights the Special feature. Mini flippers covering both drain lanes provide the player with a permanent last chance feature which is especially useful during multi-ball play.

Two lights for the extra ball are on the main playfield and the other two are on the upper mini playfield. Entrance to the upper playfield is either through the stationary forward ramp or the player activated Stargate ramp at the top of the playfield.

Spirit will be available through factory distributors and further information may be obtained by contacting D. Gottlieb & Co., 165 W. Lake St., Northlake, Ill. 60164.

## Moles Galore

Thomas Automatics, Inc. announced the release of "Holey Moley," a unique video game being built by the company under a joint licensing arrangement with Rollertron Corp. of Tokyo, Japan and Game-A-Tron Corp. of New Britain, Conn.

A fast-action response game, **Holey Moley** is a video adaptation of the highly successful "Whack A Mole" arcade attraction. At the player's fingertips is a lighted nine button control panel. By pressing the proper button, the player activates a hammer on the video screen over the hole in which a mole appears; points are scored according to how quickly you hammer the head of the mole.



The game calls for alertness on the part of the player since, occasionally, the tail of the mole appears rather than the head and points are deducted from the player's score when moles are accidentally hit on the tail.

Extra features include the King Mole, who appears at random and moves even faster than the regular moles. Hammering the King Mole scores the highest points.

## New Equipment

Operator options include adjustment of the beginning Passing Point from 300 to 400 points. The speed of the moles have four settings which can all be simply adjusted by dip switches.

**Holey Moley** is available in an upright model only.

## Dependable Pool

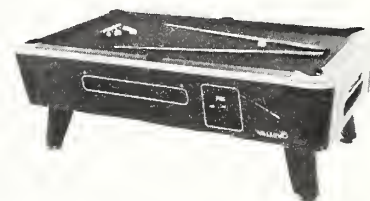
CHICAGO—A new coin-operated pool table, which brings together a number of Valley exclusive features, has been introduced by the Bay City, Mich. manufacturer. The new model is called "Cougar Cheyenne."

Prominent among the **Cougar Cheyenne's** features is a new leather-like high-pressure laminate on sides, ends and rails. This "Cheyenne Leather," with its western look, is an exclusive with Valley . . . a textured "package" that resists stains, scuffs and burns, is easy to clean, and adds beauty to any decor.

The patented same-size "Cat's Eye" cue ball and its companion ball separator system (which has no moving parts) is another Valley "exclusive" that

is featured on this table and has long been recognized as a key breakthrough in coin pool table engineering.

Another Valley innovation incorporated into the **Cougar Cheyenne** is the one-piece polyethylene ball return system, which is warp and wear resistant and ends ball hang-ups. The legs are improved with double reinforced fiberglass that has individual levelers to secure the table against abuse.



An important styling feature of the **Cougar Cheyenne** is the distinctive design of the corners which are of heavy duty zinc die castings, chrome-plated and highlighted by Valley's famous "Cougar" symbol.

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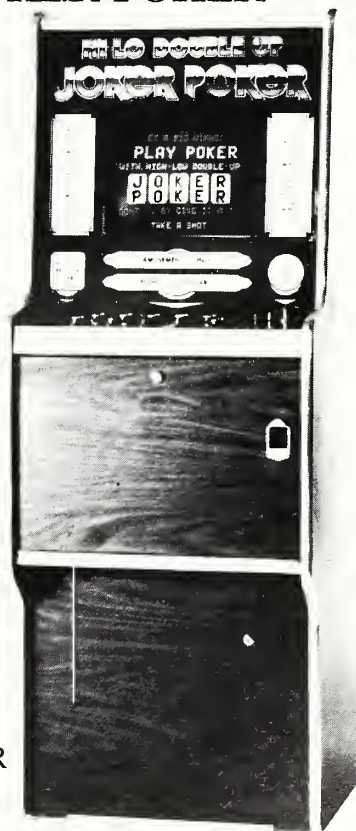
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# THE JUKEBOX PROGRAMMER

\* indicates new entry

October 2, 1982

## POP

- 1 **JACK & DIANE**  
JOHN COUGAR (Riva/PolyGram R-120)
- 2 **I KEEP FORGETTIN'**  
MICHAEL McDONALD (Warner Bros. 7-29933)
- 3 **WHO CAN IT BE NOW?**  
MEN AT WORK (Columbia 18-02888)
- 4 **SOMEBODY'S BABY**  
JACKSON BROWNE (Asylum 7-69982)
- 5 **YOU CAN DO MAGIC**  
AMERICA (Capitol B-5142)
- 6 **EYE IN THE SKY**  
THE ALAN PARSONS PROJECT (Arista AS 0696)
- 7 **ONLY TIME WILL TELL**  
ASIA (Geffen 7-29970)
- 8 **I RAN (SO FAR AWAY)**  
A FLOCK OF SEAGULLS (Jive/Arista VS 102)
- 9 **HOLD ON**  
SANTANA (Columbia 18-03160)
- 10 **YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU**  
MELISSA MANCHESTER (Arista AS 0676)
- 11 **VOYEUR**  
KIM CARNES (EMI America B-8127)
- 12 **HARD TO SAY I'M SORRY**  
CHICAGO (Full Moon/Warner Bros. 7-29979)
- 13 **WHAT'S FOREVER FOR**  
MICHAEL MURPHEY (Liberty B-1466)
- 14 **BREAK IT TO ME GENTLY**  
JUICE NEWTON (Capitol B-5148)
- 15 **DON'T FIGHT IT**  
KENNY LOGGINS WITH STEVE PERRY (Columbia 18-03192)
- 16 **MAKE BELIEVE**  
TOTO (Columbia 18-03143)
- 17 **GYPSY**  
FLEETWOOD MAC (Warner Bros. 7-29918)
- 18 **ABRACADABRA**  
THE STEVE MILLER BAND (Capitol B-9785)
- 19 **DO YOU WANNA TOUCH ME (OH YEAH)**  
JOAN JETT & THE BLACKHEARTS (Boardwalk NB-11-150-7)
- 20 **HEARTLIGHT**  
NEIL DIAMOND (Columbia 18-03219)
- 21 **VACATION**  
GO-GO's (I.R.S./A&M IR-9907)
- 22 **TAKE THE L.**  
THE MOTELS (Capitol B-5149)
- 23 **NEVER BEEN IN LOVE**  
RANDY MEISNER (Epic 14-03032)
- 24 **HEART ATTACK\***  
OLIVIA NEWTON-JOHN (MCA-52100)
- 25 **UP WHERE WE BELONG**  
JOE COCKER AND JENNIFER WARNES (Island/Atco 7-99996)
- 26 **BIG FUN**  
KOOL & THE GANG (De-Lite/PolyGram DE 82200)
- 27 **THE ONE YOU LOVE\***  
GLENN FREY (Asylum 7-69974)
- 28 **NEW WORLD MAN**  
RUSH (Mercury/PolyGram 76179)
- 29 **PRESSURE\***  
BILLY JOEL (Columbia 38-03244)
- 30 **LOVE COME DOWN\***  
EVELYN KING (RCA PB-13273)

## COUNTRY

- 1 **PUT YOUR DREAMS AWAY**  
MICKEY GILLEY (Epic 14-03056)
- 2 **YESTERDAY'S WINE**  
MERLE HAGGARD/GEORGE JONES (Epic 14-03072)
- 3 **HE GOT YOU**  
RONNIE MILSAP (RCA PB-13286)
- 4 **SHE GOT THE GOLDMINE**  
JERRY REED (RCA PB-13268)
- 5 **HEY! BABY!**  
ANNE MURRAY (Capitol B-5145)
- 6 **I WISH YOU COULD HAVE TURNED MY HEAD**  
OAK RIDGE BOYS (MCA-52095)
- 7 **I WILL ALWAYS LOVE YOU**  
DOLLY PARTON (RCA PB-13260)
- 8 **LET IT BE ME**  
WILLIE NELSON (Columbia 18-03073)
- 9 **CLOSE ENOUGH TO PERFECT**  
ALABAMA (RCA PB-13294)
- 10 **WHAT'S FOREVER FOR**  
MICHAEL MURPHEY (Liberty B-1466)
- 11 **YOU'RE SO GOOD WHEN YOU'RE BAD**  
CHARLEY PRIDE (RCA PB-13293)
- 12 **BREAK IT TO ME GENTLY**  
JUICE NEWTON (Capitol B-5148)
- 13 **BIG OLE BREW**  
MEL McDANIEL (Capitol B-5138)
- 14 **HEARTBROKE**  
RICKY SCAGGS (Epic 14-003212)
- 15 **LIVIN' IN THESE TROUBLED TIMES**  
CRYSTAL GAYLE (Columbia 18-03048)
- 16 **WAR IS HELL**  
T.G. SHEPPARD (Warner/Curb 7-29934)
- 17 **LOVE'S GONNA FALL HERE TONIGHT**  
RAZZY BAILEY (RCA PB-13290)
- 18 **I JUST CAME HERE TO DANCE**  
DAVID FRIZZELL & SHELLY WEST (Warner/Viva 7-29980)
- 19 **MISTAKES**  
DON WILLIAMS (MCA-52097)
- 20 **DANCING YOUR MEMORY AWAY**  
CHARLY McLAIN (Epic 14-02975)
- 21 **IT AIN'T EASY BEIN' EASY**  
JANIE FRICKE (Columbia 38-03214)
- 22 **SHE'S LYING**  
LEE GREENWOOD (MCA-52087)
- 23 **WE DID BUT NOW YOU DON'T**  
CONWAY TWITTY (Elektra 7-69964)
- 24 **WHATEVER**  
THE STATLER BROTHERS (Mercury/PolyGram 76162)
- 25 **I WISH I HAD A JOB TO SHOVE**  
RODNEY LAY and the WILD WEST (Churchill CR 94005)
- 26 **SOUL SEARCHIN'\***  
LEON EVERETTE (RCA PB-13282)
- 27 **LOVE WILL TURN YOU AROUND**  
KENNY ROGERS (Liberty B-1471)
- 28 **REDNECK GIRL\***  
THE BELLAMY BROTHERS (Warner/Curb 7-29923)
- 29 **WOMEN DO KNOW HOW TO CARRY ON**  
WAYLON JENNINGS (RCA PB-13257)
- 30 **YOU PUT THE BLUE IN ME\***  
THE WHITES (Elektra 7-69980)

## BLACK CONTEMPORARY

- 1 **LOVE COME DOWN**  
EVELYN KING (RCA PB-13273)
- 2 **YOU DROPPED A BOMB ON ME**  
THE GAP BAND (Total Experience/PolyGram TE 8203)
- 3 **LET ME TICKLE YOUR FANCY**  
JERMAINE JACKSON (Motown 1628MF)
- 4 **BIG FUN**  
KOOL & THE GANG (De-Lite/PolyGram DE 822)
- 5 **777-9311**  
THE TIME (Warner Bros. 7-29952)
- 6 **I'M THE ONE**  
ROBERTA FLACK (Atlantic 4068)
- 7 **IF THIS WORLD WERE MINE**  
CHERYL LYNN (Columbia 18-03204)
- 8 **DO SOMETHING**  
GOODIE (Total Experience/PolyGram TE 8208)
- 9 **RIBBON IN THE SKY**  
STEVIE WONDER (Tamla/Motown 1639TF)
- 10 **JUMP TO IT**  
ARETHA FRANKLIN (Arista AS 0699)
- 11 **CHANGE**  
BARRY WHITE (Unlimited Gold/CBS ZS5-02956)
- 12 **LOVE IT AWAY**  
ASHFORD & SIMPSON (Capitol B-5146)
- 13 **A PENNY FOR YOUR THOUGHTS**  
TAVARES (RCA PB-13292)
- 14 **DANCE FLOOR (PART 1)**  
ZAPP (Warner Bros. 7-29961)
- 15 **LOVE'S COMIN' AT YA**  
MELBA MOORE (EMI America B-8126)
- 16 **DON'T THROW IT ALL AWAY**  
STACY LATTISAW (Cotillion/Atco 47011)
- 17 **GIVE ME YOUR LOVE**  
PEABO BRYSON (Capitol B-5157)
- 18 **KEEP IT LIVE**  
DAZZ BAND (Motown 1622MF)
- 19 **GO ON AND CRY**  
BLOODSTONE (T-Neck/CBS ZS5-03049)
- 20 **BABY I NEED YOUR LOVING**  
CARL CARLTON (RCA PB-13292)
- 21 **LAST NIGHT**  
STEPHANIE MILLS (Casablanca/PolyGram NB 2362)
- 22 **WHO'S STICKIN' IT?**  
SUNRIZE (Boardwalk NB-11-151-7)
- 23 **YOUR BODY'S HERE WITH ME**  
THE O'JAYS (Phila. Int'l./CBS ZS5-03009)
- 24 **BAD BOY/HAVING A PARTY\***  
LUTHER VANDROSS (Epic 14-03205)
- 25 **LOVE IS IN CONTROL (FINGER ON THE TRIGGER)**  
DONNA SUMMER (Geffen 7-29982)
- 26 **ATTACK OF THE NAME GAME**  
STACY LATTISAW (Cotillion/Atco 7-99968)
- 27 **SO FINE**  
HOWARD JOHNSON (A&M 2415)
- 28 **ON THE WINGS OF LOVE\***  
JEFFREY OSBORNE (A&M 2434)
- 29 **LET ME GO**  
RAY PARKER, JR. (Arista AS 0695)
- 30 **HARD TO GET**  
RICK JAMES (Gordy/Motown 1634GF)

## OPERATORS PICKS

Margot Green (Jones Music, Burbank)  
HEARTLIGHT — Neil Diamond — Columbia  
Brad Hamma (A.H. Entertainers, Inc., Rolling Meadows)  
PRESSURE — Billy Joel — Columbia  
Gary Snortum (Cigarette Services, Inc., Appleton)  
DON'T FIGHT IT — Kenny Loggins with Steve Perry — Columbia

## RECORDS TO WATCH

MUSCLES — Diana Ross — RCA  
GET CLOSER — Linda Ronstadt — Asylum  
I'D DO IT ALL AGAIN — Jerry Lee Lewis — Elektra  
STAY A LITTLE LONGER — Mel Tillis — Elektra  
PUT IT IN A MAGAZINE — Sonny Charles — Highrise  
WHAT ABOUT MY LOVE — Johnny Taylor — Beverly Glen

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Monte Carlo (4/80)  
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Missile Command Cabaret (8/80)  
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Battlezone Cabaret (11/80)  
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Asteroids Deluxe Cabaret (4/81)  
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Centipede Cabaret (6/81)  
Red Baron (8/81)  
Red Baron, sit-down (8/81)  
Tempest (10/81)

## MANUFACTURERS EQUIPMENT

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

Tempest Cabaret (10/81)  
Dig Dug (4/82)  
Dig Dug Cabaret (4/82)  
Kid Kangaroo (6/82)  
Gravitar (8/82)

### CENTURI

Eagle (10/80)  
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Route 16 Elite (4/81)  
Pleiades (7/81)  
Vanguard (9/81)  
Challenger (11/81)  
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D-Day (3/82)  
Tunnel Hunt (7/82)

### CINEMATRONICS

Tailgunner (3/80)  
Rip Off (3/80)  
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Armor Attack (5/81)  
Solar Quest (10/81)  
Jack The Giantkiller (4/82)  
Naughty Boy (5/82)

### DYNAMO

Lil Hustler (12/81)

### EXIDY

Bandido (1/80)  
Tailgunner 2 (2/80)  
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Spectar (1/81)  
Venture (8/81)  
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### GAME PLAN

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Killer Comet (4/81)  
Megatack (9/81)  
King And Balloon (10/81)  
Enigma II (10/81)  
Kaos (11/81)

### GAMETECNIKS

Tri-Pool (1/82)

### GDI

Red Alert (10/81)  
Slither (8/82)

### GOTTLIEB

No Man's Land (12/80)  
New York, New York (2/81)  
Reactor (7/82)

### GREMLIN/SEGA

Monaco GP (2/80)  
Mini Monaco GP (5/80)  
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Eliminator 4-player (2/82)  
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### MIDWAY

Deluxe Space Invaders (1/80)  
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Rally-X Mini-Myte (2/81)  
Gorf (4/81)  
Gorf Mini-Myte (4/81)  
Wizard of Wor (6/81)  
Wizard of Wor Mini-Myte (6/81)  
Omega Race (8/81)  
Omega Race Mini-Myte (8/81)  
Omega Race sit-in capsule (8/81)  
Galaga (11/81)  
Galaga Mini-Myte (11/81)  
Kick-Man (1-82)  
Kick-Man Mini-Myte (1/82)  
Ms. Pac-Man (2/82)  
Ms. Pac-Man Mini-Myte (2/82)  
Bosconian (2/82)  
Bosconian Mini-Myte (2/82)  
Tron (8/82)  
Tron Mini-Myte (8/82)  
Solar Fox (8/82)  
Solar Fox Mini-Myte (8/82)

### NAMCO AMERICA

Sweet Licks (4/82)

### NINTENDO

Donkey Kong (9/81)  
Donkey Kong Jr. (8/82)

### ROCK-OLA

Warp-Warp (9/81)  
Eyes (7/82)

### SIGMA

Launcher Z (12/81)  
Rolling Star Fire (12/81)

### STERN

Astro Invader (8/80)  
Berzerk (1/81)  
The End (3/81)  
Scramble (4/81)  
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Strategy X (11/81)  
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### TAITO AMERICA

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Colony 7 Trimline (7/81)  
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Moon Shuttle Trimline (8/81)  
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Qix Trimline (10/81)  
Lock 'N Chase (10/81)  
Grand Champion (12/81)  
Alpine Ski (3/82)  
Wild Western (5/82)  
Electric Yo-Yo (5/82)  
Kram (5/82)  
Space Dungeon (7/82)

### THOMAS AUTOMATICS

Triple Punch (6/82)  
Oli Boo Chu (7/82)

### UNIVERSAL USA

Cheekie Mouse (5/80)  
Magical Spot (10/80)  
Zero Hour (1/81)  
Space Panic (1/81)  
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Lady Bug (12/81)

## COCKTAIL TABLES

### AMSTAR

Phoenix

### ATARI

Asteroids (4/80)  
Missile Command (8/80)  
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Asteroids Deluxe (4/81)  
Centipede (6/81)  
Tempest (10/81)  
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### CENTURI

Targ (10/80)  
Route 16 (4/81)  
Pleiades (7/81)

### ELCON

Diversions booth size (9/81)

### GAME PLAN

Shark Attack (5/81)

### GAMETECNIKS

Tri-Pool (1/82)

### GDI

The Thief (4/82)  
Slither (8/82)

### GOTTLIEB

New York, New York (3/81)

### GREMLIN/SEGA

Carnival  
Space Firebird  
Astro Blaster (4/81)  
Frogger (11/81)  
Zaxxon (5/82)

### MIDWAY

Galaxian (4/80)  
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Gorf (4/81)  
Wizard of Wor (6/81)  
Omega Race (8/81)  
Galaga (11/81)  
Kick-Man (1/82)  
Ms. Pac-Man (2/82)  
Bosconian (2/82)  
Tron (8/82)  
Solar Fox (8/82)

### STERN

The End (1/81)  
Berzerk (2/81)  
Scramble (5/81)

### TAITO AMERICA

Space Invaders II (2/80)  
Polaris (12/80)  
Crazy Climber (5/81)  
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Qix (10/81)

### THOMAS AUTOMATICS

Triple Punch (6/82)  
Oli Boo Chu (7/82)

### WILLIAMS

Defender (4/81)

## PHONOGRAPHS

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Lowen-NSM Prestige ES-2  
Lowen-NSM Festival  
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Rock-Ola 481 Max 2 (1/81)  
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Rowe Jewel  
Seeburg Phoenix (12/80)  
Stern/Seeburg DaVinci (7/81)  
Stern/Seeburg VMC (11/81)  
Wurlitzer Cabarina  
Wurlitzer Tarock  
Wurlitzer Atlanta  
Wurlitzer Silhouette  
Lowen-NSM 250-1

## POOL TABLES & FOOSBALL

Irving Kaye Silver Shadow  
Irving Kaye Lion's Head  
Dynamo Model 37  
Dynamo-The Tournament foosball (5/82)  
TS Tournament Eight Ball  
U.B.I. Bronco  
Valley Cougar  
Valley Tiger Cat bumper pool (6/82)  
Valley Cougar Cheyenne (8/82)

# MIDEM'83

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## NEW SUCCESS

MIDEM has become a must for virtually everyone you work with in the music business. And for you, MIDEM means access to an international audience of specialists, plus a chance to get a first hand look at new technology and coming market trends.

1,178 companies, 5,017 participants from 55 countries: MIDEM's success in 1982 showed it to be not only a forum with impressive results, but also a unique force in spurring market growth. And this year, the New Palais des Festivals exhibition hall provides a setting that is truly commensurate with the amplitude of the event.

But success isn't something that can be improvised. Being a part of MIDEM means putting all the assets solidly on your side, with the certainty that you're right on the money.

The 17th MIDEM has everything you need to make your mark:

**An efficient and pleasant "headquarters":** your "key-money" office-stand and its quality Video & HI-FI systems give you the means to showcase your products and to convince potential buyers.

MIDEM Organisation,  
179 avenue Victor-Hugo, 75116 Paris, France.  
Tél. (1) 505.14.03.

MIDEM Organisation, c/o Perard Associates,  
919 Third Avenue, 37th floor, New York NY 10022, U.S.A.  
Tel. (212) 980.90.22

International Exhibition Organisation,  
9 Stafford Street, London W1, United Kingdom,  
Tel. (1) 499.23.17

**Influential and simple promotional tools:** direct contact with radio & TV programming executives and producers at the Radio & TV Video Club. 700 journalists from around the world at the MIDEM Press Center. Both giving you unprecedented access to an international audience of trade professionals.

**Maximum impact:** discover and have others discover new talents in ultra-modern auditoriums fully equipped for prestige galas and performances with international impact.

**A new, dynamic and functional location:** the New Palais has double the exhibition space on a single level, making contacts easier than ever. A spacious, modern and prestigious working environment where everything you need is at your fingertips.

MIDEM'83 - 5 days, non-stop, from January 24-28. Don't miss this exceptional audience. Take advantage of MIDEM's extraordinary impact and turn your objectives into realities.

We may participate at MIDEM

With a stand  Without a stand

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Business Address: \_\_\_\_\_

Zip: \_\_\_\_\_

Country: \_\_\_\_\_

Activity: (Please check the appropriate box)

Music Publisher

Record Company

Producer

Miscellaneous

Please send us, without obligation on our part, your documentation.