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EDITORIAL

A Welcome Relief

Last week's Fan Fair in Nashville was a welcome bit of relief from the many problems that plague the industry today. This is not to say that Fan Fair was held in some form of ignorant bliss, completely removed from the economic realities of life, but rather, that it accentuated what is positive in the industry.

In spite of the numerous problems today, one must not lose sight of the fact that it is the fans and the music that make the industry what it is. Maybe in these troubled times, it is even more important than ever to make sure that we all remember that.

In many ways, the various forms of pop music (in-

cluding R&B) that make up the bulk of the industry today are the basic expressions of the population at large — singing the blues when times are bad, exalting when times are good and searching for the answer when times are uncertain. The traditional strength of our industry (and popular music in general for that matter) has been its empathy with the people, and if it is to survive the present crises with grace, it will be with the support of the people who make it all happen — the fans.

Business is business . . . that is inescapable. However, all work and no play makes Jack a very dull boy, and it was refreshing to see that so many in Nashville realized that.

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ON THE COVER

There is a plethora of journeyman funksters on the music scene who may never quite distinguish themselves the way the young men known as The Dazz Band have managed to. The eight-member, Cleveland-based outfit displays a capacity for a wide range of sounds, from swooning melodic music like "Just Believe In Love" to the sophisticated funk of "Let It Whip," the #1 single on the **Cash Box** Top 100 Black Contemporary Singles chart.

The album from which "Let It Whip" has been culled, "Keep It Live," is currently challenging for the #1 spot at #2 bullet on the **Cash Box** Black Contemporary Albums chart. And while The Dazz Band might be a new face to many in the industry, the group is no "one-trick pony."

Lead by saxophonist Bobby Harris, The Dazz Band started in Cleveland as the Kinsman Dazz, eventually putting out a couple of LPs for 20th Century-Fox Records. From those vinyl excursions came a pair of Top 30 R&B hits, "Might As Well Forget About Lovin' You" and "Catchin' Up On Love."



TOP POP DEBUTS

SINGLES

35

HOLD ME — Fleetwood Mac — Warner Bros.

ALBUMS

62

EYE IN THE SKY — The Alan Parsons Project — Arista

POP SINGLE

EBONY AND IVORY
Paul McCartney
Columbia

B/C SINGLE

LET IT WHIP
Dazz Band
Motown

COUNTRY SINGLE

LISTEN TO THE RADIO
Don Williams
MCA

JAZZ

OFFRAMP
Pat Metheny Group
ECM

NUMBER ONES



Don Williams

POP ALBUM

TUG OF WAR
Paul McCartney
Columbia

B/C ALBUM

STEVIE WONDER'S ORIGINAL MUSIQUARIUM I
Stevie Wonder
Tamla/Motown

COUNTRY ALBUM

ALWAYS ON MY MIND
Willie Nelson
Columbia

GOSPEL

HIGHER PLANE
Al Green
Myrrh

CASH BOX TOP 100 SINGLES

June 19, 1982

		Weeks On 6/12 Chart			Weeks On 6/12 Chart			Weeks On 6/12 Chart			
1	EBONY AND IVORY PAUL McCARTNEY (Columbia 18-02860)	1	11	36	STILL THEY RIDE JOURNEY (Columbia 18-02883)	43	5	69	I WANT CANDY BOW WOW WOW (RCA PB-13204)	75	4
2	DON'T YOU WANT ME THE HUMAN LEAGUE (Virgin/A&M 2397)	3	16	37	ANGEL IN BLUE THE J. GEILS BAND (EMI America P-B-8100)	41	5	70	PAPERLATE GENESIS (Atlantic 4053)	79	3
3	THE OTHER WOMAN RAY PARKER, JR. (Ariste AS 0669)	2	14	38	ABRACADABRA THE STEVE MILLER BAND (Capitol PRO-9785)	47	4	71	LOVE PLUS ONE HAIRCUT ONE HUNDRED (Ariste AS 0672)	74	4
4	ROSANNA TOTO (Columbia 18-02811)	5	10	39	HOPE YOU LOVE ME LIKE YOU SAY YOU DO HUEY LEWIS AND THE NEWS (Chryselis 2604)	45	5	72	IF YOU WANT MY LOVE CHEAP TRICK (Epic 14-02968)	80	3
5	ALWAYS ON MY MIND WILLIE NELSON (Columbia 18-02741)	7	15	40	DO I DO STEVIE WONDER (Temple/Motown 1612TF)	49	4	73	YOUR IMAGINATION DARYL HALL & JOHN OATES (RCA PB-13252)	—	1
6	HEAT OF THE MOMENT ASIA (Geffen GEF 50040)	6	10	41	BE MINE TONIGHT NEIL DIAMOND (Columbia 18-02928)	46	5	74	FANTASY ALDO NOVA (Portrait/CBS 24-02799)	35	14
7	CRIMSON AND CLOVER JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-144)	8	8	42	STONE COLD RAINBOW (Mercury/PolyGram 76146)	44	9	75	LANDSLIDE OLIVIA NEWTON-JOHN (MCA-52069)	84	2
8	LOVE'S BEEN A LITTLE BIT HARD ON ME JUICE NEWTON (Capitol PB-5120)	10	7	43	KEEP THE FIRE BURNIN' REO SPEEDWAGON (Epic 14-02967)	55	2	76	'65 LOVE AFFAIR PAUL DAVIS (Ariste AS 0661)	34	17
9	I'VE NEVER BEEN TO ME CHARLENE (Motown 1611 MF)	4	16	44	EVEN THE NIGHTS ARE BETTER AIR SUPPLY (Ariste AS 0692)	57	2	77	MY GIRL DONNIE IRIS (MCA 52031)	27	12
10	DON'T TALK TO STRANGERS RICK SPRINGFIELD (RCA PB-13070)	9	16	45	HARD TO SAY I'M SORRY CHICAGO (Full Moon/Warner Bros. 7-29979)	56	3	78	LOVELINE DR. HOOK (Casablanca/PolyGram NB2351)	86	2
11	HURTS SO GOOD JOHN COUGAR (Rive/PolyGram R 209)	17	9	46	NICE GIRLS EYE TO EYE (Werner Bros. WBS 50050)	53	5	79	NO ONE LIKE YOU SCORPIONS (Mercury/PolyGram 76153)	87	2
12	BODY LANGUAGE QUEEN (Elektra E-47452)	16	8	47	DANCING IN THE STREET VAN HALEN (Werner Bros. 7-29986)	51	5	80	SO FINE OAK RIDGE BOYS (MCA-52065)	90	2
13	MAN ON YOUR MIND LITTLE RIVER BAND (Capitol P-B-5061)	14	12	48	BREAK IT UP FOREIGNER (Atlantic 4044)	52	6	81	SIX MONTHS IN A LEAKY BOAT SPLIT ENZ (A&M 2411)	89	2
14	MAKING LOVE ROBERTA FLACK (Atlantic 4005)	15	16	49	ISLAND OF LOST SOULS BLONDIE (Chryselis 2603)	54	3	82	FRIENDS IN LOVE DIONNE WARWICK and JOHNNY MATHIS (Ariste AS 0673)	48	8
15	CAUGHT UP IN YOU 38 SPECIAL (A&M 2412)	20	8	50	I FOUND SOMEBODY GLENN FREY (Asylum E-47466)	58	3	83	RUN FOR THE ROSES DAN FOGELBERG (Full Moon/Epic 14-02821)	50	12
16	IT'S GONNA TAKE A MIRACLE DENIECE WILLIAMS (ARC/Columbia 18-02812)	18	12	51	EYE OF THE TIGER SURVIVOR (Scotti Bros./CBS ZS5 02912)	66	3	84	I PREDICT SPARKS (Atlantic 4030)	77	4
17	TAINTED LOVE SOFT CELL (Sire SRE 40655)	19	21	52	EARLY IN THE MORNING THE GAP BAND (Total Experience/PolyGram TE-8201)	59	5	85	THE LAST SAFE PLACE ON EARTH LE ROUX (RCA PB-13224)	71	5
18	867-5309/JENNY TOMMY TUTONE (Columbia 18-02646)	11	22	53	IF THE LOVE FITS WEAR IT LESLIE PEARL (RCA PB-13235)	60	5	86	DREAMIN' JOHN SCHNEIDER (Scotti Bros./CBS ZS5-02889)	69	8
19	EMPTY GARDEN (HEY HEY JOHNNY) ELTON JOHN (Geffen GEF 50049)	13	14	54	RIGHT KIND OF LOVE QUARTERFLASH (Geffen 7-29994)	63	4	87	(SITTIN' ON) THE DOCK OF THE BAY THE REDDINGS (Believe In A Dream/CBS ZS5 02836)	—	1
20	ONLY THE LONELY THE MOTELS (Capitol PB-5114)	28	8	55	YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU MELISSA MANCHESTER (Ariste AS 0676)	62	4	88	TO DREAM THE DREAM FRANKIE MILLER (Capitol PB-5131)	—	1
21	ANY DAY NOW RONNIE MILSAP (RCA PB-13216)	25	8	56	I'LL FIND MY WAY HOME JON & VANGELIS (Polydor/PolyGram PD 2205)	61	5	89	WE GOT THE BEAT THE GO-GO'S (I.R.S./A&M IR-9903)	82	22
22	MAIN THEME FROM "CHARIOTS OF FIRE" VANGELIS (Polydor/PolyGram 2189)	12	28	57	OUT OF WORK GARY U.S. BONDS (EMI America P-B-8117)	68	2	90	ROUTE 66 MANHATTAN TRANSFER (Atlantic 4034)	92	3
23	LET IT WHIP THE DAZZ BAND (Motown 1609MF)	29	8	58	WHAT DO ALL THE PEOPLE KNOW THE MONROES (A&M ALF-7119)	84	4	91	STILL IN SAIGON THE CHARLIE DANIELS BAND (Epic AE7 1414)	78	13
24	WITHOUT YOU (NOT ANOTHER LONELY NIGHT) FRANKE & THE KNOCKOUTS (Millennium/RCA YB-13105)	22	12	59	DANCE WIT' ME — PART 1 RICK JAMES (Gordy/Motown 1619GF)	65	4	92	IF IT AIN'T ONE THING ... IT'S ANOTHER RICHARD "DIMPLES" FIELDS (Boardwalk NB7-11-139)	83	11
25	WHEN IT'S OVER LOVERBOY (Columbia 18-02814)	26	11	60	GOING TO A GO-GO THE ROLLING STONES (Rolling Stone/Atco RS 21301)	67	2	93	FREEZE FRAME/ FLAMETHROWER THE J. GEILS BAND (EMI America B-8108)	81	18
26	PERSONALLY KARLA BONOFF (Columbia 18-02805)	30	8	61	MURPHY'S LAW CHERI (Venture VD-5019)	37	10	94	WAKE UP LITTLE SUSIE SIMON & GARFUNKEL (Werner Bros. WBS 50053)	88	12
27	I LOVE ROCK 'N ROLL JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-135)	21	20	62	JUST ANOTHER DAY IN PARADISE BERTIE HIGGINS (Kat Family/CBS 5-02839)	42	7	95	THE BEATLES' MOVIE MEDLEY (Capitol P-B-5100)	91	13
28	TAKE ME DOWN ALABAMA (RCA PB-13210)	33	5	63	GET DOWN ON IT KOOL & THE GANG (De-Lite/PolyGram DE 818)	23	17	96	DID IT IN A MINUTE DARYL HALL & JOHN OATES (RCA PB-13065)	85	14
29	PLAY THE GAME TONIGHT KANSAS (Kirshner/CBS ZS5 02903)	32	7	64	KIDS IN AMERICA KIM WILDE (EMI America P-B-8110)	70	5	97	I DON'T KNOW WHERE TO START EDDIE RABBITT (Elektra E-47435)	93	7
30	WHEN HE SHINES SHEENA EASTON (EMI America P-B-8113)	24	12	65	CUTIE PIE ONE WAY (MCA-52049)	72	4	98	CIRCLES ATLANTIC STARR (A&M 2392)	95	12
31	THIS MAN IS MINE HEART (Epic 14-02925)	36	6	66	A NIGHT TO REMEMBER SHALAMAR (Soler/Elektra S-48005)	31	11	99	FINALLY T.G. SHEPPARD (Warner/Curb WBS 50041)	96	12
32	WHAT KIND OF FOOL AM I RICK SPRINGFIELD (RCA PB-13245)	40	3	67	HAPPY MAN GREG KIHN BAND (Beserkley/Elektra B-47463)	73	4	100	ONE TO ONE CAROLE KING (Atlantic 4026)	94	13
33	FORGET ME NOTS PATRICE RUSHEN (Elektra E47427)	38	7	68	HOOKEO ON SWING LARRY ELGART AND HIS MANHATTAN SWING ORCHESTRA (RCA PB-13219)	76	3				

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

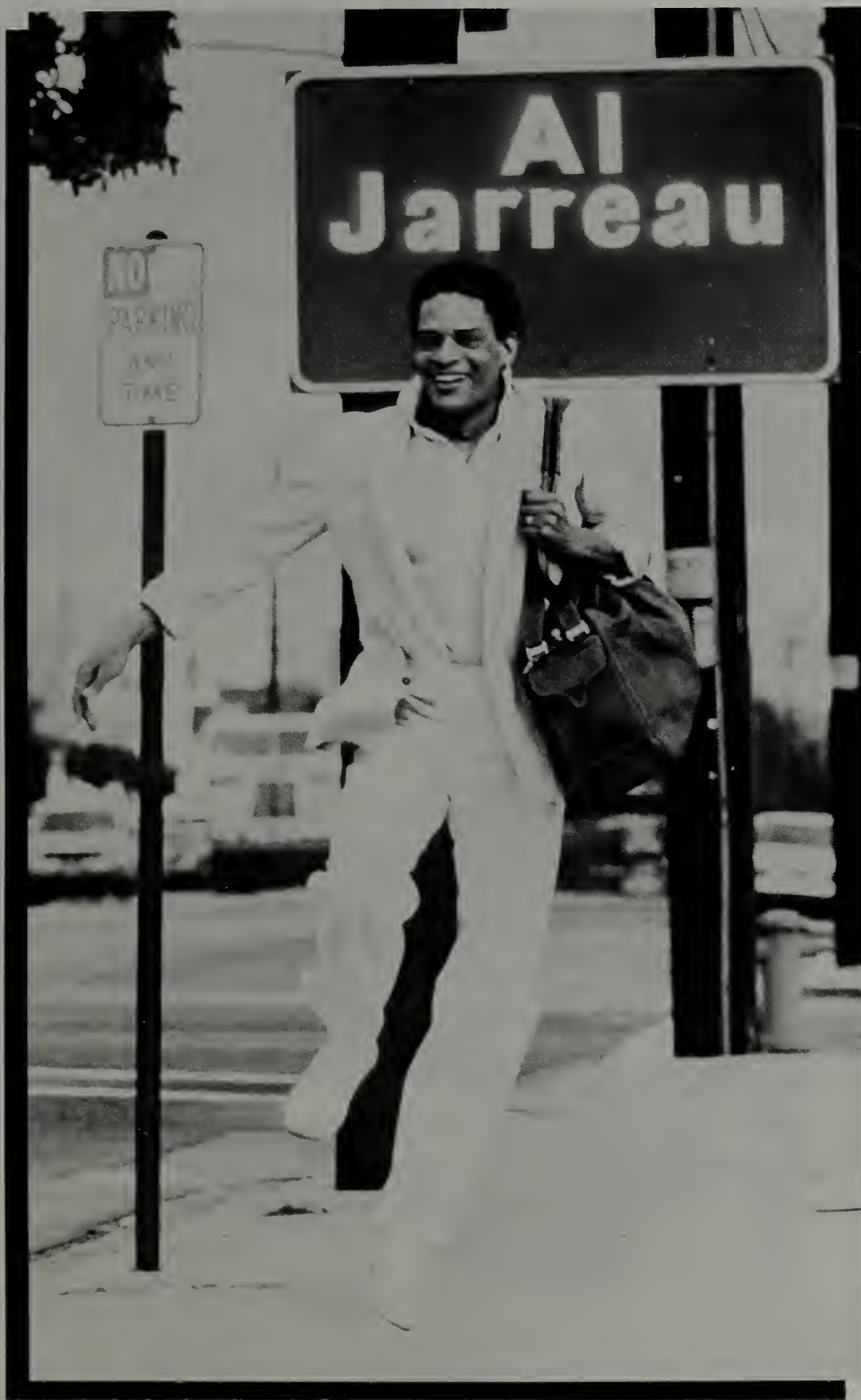
Abracadabra (Sallor — ASCAP)	38	Eye Of The Tiger (Holy Moley/Rude — BMI/WB/Easy Action — ASCAP)	51	I Predict (Ron Meel/Russell Meel/Hense France — ASCAP)	64	Fifty Grand — BMI)	29
After The Glitter (Welsh Witch — BMI)	34	Fantasy (ATV Music — BMI)	74	Island Of Lost Souls (Monster Island/Rere Blue — ASCAP)	49	Right Kind Of Love (Narrow Dude/Bonnie Bee Good/WB Music — ASCAP)	54
Always On (Screen Gems — EMI/Rose Bridge — BMI)	5	Finally (Meadowgreen — ASCAP)	99	It's Gonna Take (Vogue — BMI)	16	Rosanna (Hudmar — ASCAP)	4
Angel In Blue (Center City — ASCAP)	37	Forget Me Not (Baby Fingers — ASCAP/Fredde Dee BMI)	33	I've Never Been (Stone Diamond — BMI)	9	Route (Londontown — ASCAP)	90
A Night To Remember (Silver Sounds/Spectrum VII/Satellite III — ASCAP)	66	Freeze Me Not (Center City — ASCAP)	93	I Want Candy (Web IV end Grand Canyon — BMI)	69	Run For The Roses (Hickory Grove — ASCAP)	83
Any Day Now (Intersong — ASCAP)	21	Friends In Love (Garden Reke/Foster Frees — BMI/JSH — ASCAP)	82	Just Another Day (Gen-lee/Cheppell/Brother Bill's/Rose King — ASCAP/Lowery — BMI)	82	Sittin' On (Silver Sounds/Spectrum VII — ASCAP)	87
Beatles' Movie (John Lennon + Paul McCartney — BMI)	95	Get Down On It (Delightful/Second Decade — BMI)	63	Keep The Fire (Fate — ASCAP)	43	Six Months (Enz — BMI)	81
Be Mine Tonight (Stonebridge — ASCAP)	41	Going To A Go Go (Jobete — ASCAP)	60	Kids In America (Finchley — ASCAP)	64	'65 Love Affair (Web IV — BMI)	76
Body Language (Queen Music Ltd.)	12	Happy Man (Rye-Boy/Well Received — ASCAP)	67	Landslide (John Farrer — BMI)	75	So Fine (Eldorado — BMI)	80
Break It Up (Somerset Songs/Evensongs Ltd. — ASCAP)	48	Hard To Say I'm Sorry (Double Virgo — ASCAP/Foster Frees — BMI)	45	Let It Whip (UJlma/Macvecelec — ASCAP)	23	Still In Saigon (Dreene/Den Daley — BMI)	91
Caught Up (Rocknocker/Easy Action/WB Music — ASCAP)	15	Heat Of (WB/Almond Legg/Ackee — ASCAP)	6	Love's Been (Bobby Goldsboro/House of Gold — ASCAP/BMI)	8	Still They Ride (Weed High Nightmere — BMI)	36
Circles (Almo/Jodaway — ASCAP)	98	Hold Me (Fleetwood Mac — BMI/Red Snepper — ASCAP)	35	Love's Plus One (Bryen Morrison — ASCAP)	71	Stone Cold (Thames Talent — ASCAP/Lyon Fern — BMI)	42
Crimson And Clover (Big Seven — BMI)	7	Hooked On Swing (Valious — ASCAP/BMI)	68	Making Love (20th Century-Fox/New Hidden Valley — ASCAP/Begonia Melodies/Fedore — BMI)	14	Tainted Love (Equinox — BMI)	17
Cutie Pie (Duchess (MCA) Perk's — BMI)	65	Hope You Love Me (Irving — BMI)	39	Man On Your (Screen-Gems — EMI (BMI))	13	Take Me Down (Chinnich — BMI)	28
Dance Wit Me (Jobete + Stone City — ASCAP)	59	Hurts So Good (Riva — ASCAP)	11	Murphy's Law (Hygroton/Lopressor — Pro/Peddle — BMI)	61	The Last Safe (Screen Gems — BMI)	85
Dancing In (Jobete — ASCAP/Stone Age/te — BMI)	47	I Don't Know Where (Brierpatch/Deb Deve — BMI)	97	My Girl (Bama/Arneb — ASCAP)	77	The Other Woman (Reydlote — ASCAP)	3
Did It (Fust Buzza/Hot-Cha/Six Continents — BMI)	96	If It Ain't (On The Boardwalk/Det Richfield Ket — BMI/SongsCan Sing — ASCAP)	92	Nice Girls (Intersong — ASCAP)	48	This Man Of Mine (Strange Euphorie/Sheer/Know — ASCAP)	31
Do I Do (Jobete + Black Bull — ASCAP)	40	I Found Somebody (Red Cloud/Night River — ASCAP)	50	No One Like You (Summer Breeze — ASCAP)	79	Titles (Spheric B.V./WB Music — ASCAP)	22
Don't You Want (Virgin/Chappell/Sound Diegrams — ASCAP)	2	If The Love Fits (Michael O'Conner — BMI/O'Conner Songs — ASCAP)	53	One To One (Elorac — ASCAP/ATV/Mann + Well — BMI)	100	To Dream (Rare Blue — ASCAP)	88
Dreamin' (Warner-Tamerlane — BMI)	86	If You Want My Love (Adults/Screen Gems — EMI (BMI))	72	Only The Lonely (Clean Sheets — BMI)	20	Wake Up Little (House Of Bryant — BMI)	94
Early In The Morning (Total Experience — BMI)	52	I'll Find My Way (WB/Toughknot Ltd./Spheric B.V. — ASCAP)	56	Out Of Work (Bruce Springsteen — ASCAP)	57	We Got The Beat (Daddy — Oh Music)	89
Ebony And Ivory (MPL Communications — ASCAP)	1	I Love Rock (Finchley — ASCAP)	27	Paperlate (Pun Music — ASCAP)	70	What Kind Of Fool (Robie Porter — BMI)	32
867-5309/Jenny (New Daddy/Unichappell/Tutone-Keller — BMI)	18			Perso. ally (Tree/Five Of A Kind — BMI)	26	What Do All (Dode + MAM + Nineteen Eighty — ASCAP)	58
Empty Garden (Intersong — ASCAP)	19			Play The Game (Don Kirshner/Blackwood/		When He Shines (WB Music — ASCAP)	30
Even The Nights (Hall-Clement — BMI)	44					When It's Over (Blackwood/Deen Of Music — BMI/April/Duke Reno — ASCAP)	25



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WHAT RECESSION? — Although unemployment is up and the stock market is down, you wouldn't have known it from the attendance figures at this year's Summer Consumer Electronics Show, which reached an all-time high of 71,800. Economic issues and their impact on the consumer electronics industry dominated the panel discussions and seminars that were an integral part of the show's format, while the latest home video game hardware and software were the brightest stars on the mammoth exhibit floor. Another highlight of this year's show was a demonstration of the Sony/Philips digital audio disc.

Record 71,000+ Crowd Drawn To Summer CES In Chicago

by Michael Glynn

CHICAGO — Looking solely at attendance figures and the hubbub of activity surrounding the booths of electronic video game manufacturers, one would think that the recently concluded 1982 International Summer Consumer Electronics Show (CES) here was a rousing success. Indeed, attendance shattered all expectations by topping 71,000 as of June 8 and such lavish bashes as video game manufacturer Activision's "Rumble In The Jungle" party at the Ritz Carlton June 7, which reportedly ran more than \$200,000, brought to mind the halcyon days of the record industry and reflected the current prosperity of that business.

But below the surface, the consumer electronics industry, which was once

thought to be recession-proof, is undergoing problems of its own in certain sectors. On June 7, the *CES Trade News Daily* reported, somewhat erroneously, that at-

tendance was down overall, but what was actually the case was that fewer dealers attended the show than in years past, meaning a drop in actual sales orders for many exhibitors. During the opening industry outlook conference June 6, RCA Consumer Electronics' William Boss noted that, although "the video industry has avoided the decline in the general economy by maintaining a record sales pace, in these rather difficult economic times... the newer consumer electronic products will feel a certain amount of postponability in the marketplace until the public regains its confidence."

Indeed, the economic situation, in addition to other variables, is responsible for the delay of some new technologies in reaching the marketplace. The U.S. debut of the third videodisc format, VHD, has already been postponed until next year and, it was reported at the show, the domestic introduction of the Sony/Philips digital audio disc hinges on U.S. record labels' acceptance of the royalty rate on the software. Sony, along with PolyGram, is ready to custom press discs for American record companies, but it is reported that DAD discs could cost up to twice as much as premium analog records, another reason why the labels are balking.

While rough economic times and uncertainty over whether the public will buy such

new products remains, technology continues to be refined. At a Sony DAD summit conference here, executives indicated that production difficulties that plagued the initial optical videodiscs have been corrected and, they added, what was learned from the experience has helped insure that the DAD roll-out will see much fewer defects.

Although some home video software manufacturers were taking strides to insure that growth will continue (Paramount Home Video was applauded for its reduction on surcharges from \$3-\$20, while MCA has also experimented with price reductions on a limited basis), there was still some controversy at the show. Video software dealer groups responded quickly to a Walt Disney Home Video statement issued at the show that "elimination of the First Sale Doctrine will provide stability and direction to... the pre-recorded home video business." In a counter-statement entitled "Response To Mickey Mouse," the American Video Assn., the Video Retailers Assn. and the Video Software Dealers Assn. flatly said "nothing could be further from the truth," encouraging all retailers to petition their congressmen by mailgram, videogram or letter to oppose the Mathias and Edwards legislation.

'Right-To-Tape'

This summer, there were two "Right-To-Tape" booths at the CES to handle just such petitions, and they both had great response throughout the show. Not so happy were the video software exhibitors, who felt that such activities at the show, without allowing for equal time to their own viewpoints, added insult to injury, as it was compounded by the poor video dealer turnout.

Manufacturers and dealers at the show, though, also presented some strong arguments to look past the economic hardships the market has been experiencing. While many were sounding the death knell for certain areas of the hi-fi audio business at

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Film Studios Look To Cash In On Boom, Announce Home Video Game Deals

by Michael Glynn

CHICAGO — Just as home video software has been the focus of attention at past Consumer Electronics Shows, home video games have been stealing the spotlight this year. Atari, Astrocade, Games by Apollo, Activision, Coleco and Imagic are among the many companies reaping the rewards of what one trade daily dubbed "game

fever" at the International Summer CES, which wound up here June 9. Not to be left out of what Wall Street analysts figure is now annually a \$1 billion and growing business, studios and other video manufacturers are getting into it in a big way, either through distribution deals or separate games divisions, many of which

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Small Stations Turning To Cable Delivery Systems

by Larry Riggs

NEW YORK — In efforts to sidestep Federal Communications Commission (FCC) regulations, gain an edge in a competitive radio market or enable cable television (CATV) companies to transmit music stereophonically, a number of smaller radio stations have begun to transmit their programming through leased or traded-out cable television and radio lines.

The most common radio users of CATV lines, according to radio technology consultant Dennis Waters, are small AM daytime-only stations, prohibited by the FCC from nighttime broadcasting, that transmit through cable channels during the night. In addition, CATV operators like Home Box Office (HBO) and Music Television (MTV) often simulcast musical shows with FM stereo radio outlets across the country because television speakers currently cannot reproduce sound in stereo.

Since cable radio is a relatively new development, neither the National Assn. of Broadcasters (NAB), National Radio Broadcasters Assn. (NRBA) nor the National Cable Television Assn. (NCTA) have many statistics about the amount of cable radio currently operative in the U.S., although they all said they believe it has grown within the past year. "We don't have any statistics on cable and radio yet because we feel it's not yet significant enough on a national basis to keep them. But that's changing very quickly," said Lisa Friede, NRBA vice president of operations. "One reason for that is that not every major

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SHOWTIME AT CITY ONE STOP — Sister Sledge, Jeffrey Osborne, The L.A. Boppers, Ray Parker, Jr., Hi Inergy, Magic Lady, Ronnie Laws, Cheryl Lynn and many other artists were on hand for a June 4 luncheon honoring black music hosted by City One Stop in Los Angeles. Hal Jackson, vice chairman and general manager of Inner City Broadcasting and the staff at KUTE/Los Angeles also took part in the festivities. In the top photo, Show Industries president Lou Fogelman (third from left) is shown with the McCrarys and Larry Hathaway of the Capitol Records sales department. The photo at the lower left shows a portion of the crowd, estimated at more than 400. Members of Hi Inergy and Sister Sledge are pictured at the lower right. (Cash Box photos by Deborah Lerner.)

Proposals To Bolster Black Retail Are Announced At BMA Conference

by Michael Martinez

NEW ORLEANS — Dealers' enthusiastic and positive reception of a black retailer improvement plan highlighted activity here during the Black Music Assn. (BMA) Conference, June 3-6 at the New Orleans Hilton Towers. In keeping with the theme "Sur-

vival: Expand The Black Music Market," much of the conference was devoted to developing various means to strengthen black record retail outlets.

"Instead of coming here to cry about their problems, dealers came to this convention seeking solutions to the problems

they faced in their business operations," explained BMA board member Ted Hudson, head of St. Louis-based Ted's One-stop and the Hudson Embassy stores. "People wanted ideas that they could go back on the Monday following the conference and implement immediately."

He added that "There's a need for black dealers to improve their bookkeeping and other accounting data (balance and P&L statements) that provide the basis for lending institutions granting loans and record companies extending credit lines.

"The black retailers' net worth in the recording industry is unobtainable through normal financial indices. It's never been done before, but it's a BMA goal," said Hudson.

Overall, the conference stressed the need to address black music industry issues in the context of the general economic climate with an eye on how the music could have greater penetration into the mainstream marketplace — through more pop radio and retail participation in promoting the music, wider TV exposure, increased international marketing and a better understanding of the charts.

BMA officials and attendees generally agreed that there was more dialogue directed toward solutions than merely identifying industry problems and airing grievances. Greater, more open conversations between BMA Conference '82 attendees and representatives of other industry associations such as the National Assn. of Recording Merchandisers (NARM), the National Assn. of Broadcasters (NAB) and the National Assn. of Black-Owned Broadcasters (NABOE) was considered an important accomplishment by the BMA.

Following the keynote address by Georgia State Senator Julian Bond, an opening address by BMA president

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BUSINESS NOTES

NARM Committees Set Chicago Meet

NEW YORK — The three National Assn. of Recording Merchandisers (NARM) wholesaler advisory committees are scheduled to meet soon at Chicago's Hyatt O'Hare Hotel, starting with the Rack Jobbers Advisory Committee meetings on June 22-23. The One Stop Advisory Committee will meet June 23-24, and the Independent Distributors Advisory Committee follows on June 25. Besides committee members, NARM executive vice president Joe Cohen, executive director Mickey Granberg and legal counsel Charles Ruttenberg will attend.

The Rack Jobbers Advisory Committee will make plans for the 1982 Rack Jobbers Conference, to be held Oct. 20-22 at The Registry Resort in Scottsdale, Ariz. The committee will focus on the conference theme and programs, and the inclusion of racked account executives into the program. It will also establish the "One on One" schedule, which is a highlight of the third annual meeting of rack jobbers and manufacturers.

The Rack Jobbers Advisory Committee is chaired by Eric Paulson, Pickwick Rack Services Division. Its members are Larry Goldberg, Largo Music Corp.; Richard Greenwald, Interstate Record Dist.; Sylvan Gross, Serv-Rite Record & Tape Co.; John Kaplan, Handleman Company; Harold Okinow, Lieberman Enterprises; Sydney Silverman; United Record & Tape Industries; Lee Weimar, Alta Distributing Corp.; and Don Weiss, Arrow Distributors.

The newly formed One Stop Advisory Committee will be meeting for the first time and will lay out initial plans for NARM programs serving the country's record and tape one stops. The committee is chaired by Michael Spector of MJS Entertainment. Its members are Randall Davidson, Central South Music Sales; Lou Fogelman, City One Stop; Stan Meyers, Sound/Video Unlimited; Gerald L. Morris, Prime Wholesale, Ltd.; Leonard Silver, Transcontinent Record Sales; and Sam Weiss, Win Records.

The Independent Distributors Advisory Committee will choose a South Florida site and make plans for the 1982 Independent Distributors Conference, to be held Nov. 4-6. It will check the progress of programs initiated at the group's May meeting, including a public relations campaign, the Independent Distribution Survey, development of a model independent manufacturer/distributor contract, and increased communication between NARM independent distributors.

The Independent Distributors Advisory Committee is chaired by James Schwartz of Schwartz Bros. Its members include Jack Bernstein, Pickwick International; John Cassetta, Alpha Distributing Corp.; Bud Daily, Big State Distributing Corp.; Tony Dalesandro, M.S. Distributing Co.; Warren Hildebrand, All South Dist. Corp.; Steve Marmaduke, Western Merchandisers; Ronald Schafer, Piks Corp.; Joe Simone, Progress Record Distributors; and Jerry Winston, Malverne Distributing.

A NARM Retailers Advisory Committee meeting is scheduled for July 7-8, at the same Chicago site.

Developments In Scalping Case

NEW YORK — The office of New York State Attorney General Robert Abrams has revealed that an unnamed lawyer representing witnesses and targets in the on-going investigation of ticket scalping by the Madison Square Garden box office has been disqualified from the investigation.

Citing a conflict of interest due to multiple representation of both witnesses and targets in the investigation, a lawyer designated "John Anonymous" was ordered off the case by the Supreme Court of New York.

Aside from the attorney's removal, the transcript of the Court's opinion also reveals much of what has transpired since the start of the confidential investigation early last year. Among the developments noted are the fact that seven of the 14 ticket sellers and supervisors in the arena that were subpoenaed have asserted their privilege against self-incrimination while testifying. Of these seven, two were granted transactional immunity in return for their testimony. However, evidence uncovered by the Attorney General contradicts their testimony, and a perjury case against the two is being considered.

The action to disqualify the attorney, who at the start of the inquiry represented all 14 Garden employees, was undertaken after several had agreed to become witnesses.

The investigation under way is in response to complaints concerning ticket sales to concerts by Bruce Springsteen and to the Broadway show *42nd Street*. Tickets to the Springsteen shows, which were sold by mail-order only, were allegedly diverted to scalpers by box office employees through the use of fraudulent names and addresses.

RIAA Sets Second Traffic, Transportation Meet

NEW YORK — The Recording Industry Assn. of America (RIAA) has scheduled the second of three Traffic and Transportation Workshops for June 29 at RCA Records, Indianapolis, from 9 a.m. to 5 p.m. The one-day workshop, entitled "Basic Functions and Responsibilities of the Traffic Department," is sponsored by the RIAA in cooperation with the National Assn. of Recording Merchandisers (NARM).

Members of the RIAA and RIAA/VIDEO Traffic Committee, together with representatives from RIAA consultant Behme Assoc., will conduct the workshop. Topics and speakers are: "Selecting Carriers and Routing Shipments," Maurice Thibodeau, PolyGram Records, and Joseph Kisala, Behme Assoc.; "Describing and Releasing Freight," Donna Behme, Behme Assoc.; "Receiving Freight," David Goldstein, CBS/Fox Video; "Paying Freight Bills," Joseph Kisala; "Claims — Loss and Damage and Overcharge and Duplicate Payment," Joseph Czechowski, CBS Records; and "Effective Communication," Donna Behme and David Goldstein.

An open discussion period and a tour of the RCA Records manufacturing facilities will follow the program. The tour will be conducted by James Stiegelmeier, RCA's manager of national traffic and the host/chairman of the workshop.

Fink Elected President Of RIAA/VIDEO Council

NEW YORK — Mort Fink, president of Warner Home Video, was elected last week to a two-year term as chairman of the autonomous video division of the Recording Industry Assn. of America (RIAA/VIDEO). Fink succeeds as chairman Cy Leslie, chairman of MGM/UA Home Entertainment, who was re-elected to the RIAA/VIDEO policy-making council.

Other council members elected include Charles Azar, *Instant Replay* videocassette magazine; David Bean, Pacific Arts Video Corp.; Andre Blay, Andre Blay Corp./RVC; Gordon Bricker, RCA Selectavision VideoDiscs; Linda Carhart, Chrysalis Visual Programming; David Gershwin, Digital Video Systems; Ron Hays, Ron Hays Music Image; Joseph Infante, Video Gems; Bob Kiger, Videography Co.; Alfred Markim, VidAmerica; Bud O'Shea, CBS/Fox Video; Jon Peisinger, Vestron Video; and Fred Richards, Thorn EMI Video Programming Enterprises.

10th NAIRD Meet Tackles 'Nuts And Bolts' Indie Issues

by Fred Goodman

PHILADELPHIA — With attendance down slightly from last year, the 10th annual convention of the National Assn. of Independent Record Distributors and Manufacturers (NAIRD) focused on the nuts-and-bolts issues facing independents in a recessionary market. Held here at the Philadelphia Centre Hotel from June 3-6, the meet brought together more than 50 exhibitors and 200 participants, all seeking to solidify or expand their base of operations.

Unlike last year's convention, which drew fire from participants for being slanted heavily towards distributors' concerns (*Cash Box*, June 13, 1981), calm replaced controversy as this year's panel discussions covered such day-to-day operating issues as marketing, promotion, licensing, entertainment law, artist development, distribution and video.

Reminding the participating labels that despite their size they must still deal with the problems that face the industry as a whole, keynote speaker Stan Marshall, head of Bainbridge Records, began the meet by urging NAIRD members to support the Mathias and Edwards Amendments for home taping royalties. However, while encouraging participation in the industry as a whole, Marshall also lauded the indies for their roles as mavericks. "We have the spirit to test the market," he said. "I firmly believe the future of music is in our hands."

The convention's first panel, "Marketing and Advertising on a Shoestring," dealt with alternatives to high-priced promotional campaigns. Moderated by Rich Nevins of Shanachie Records, the panel featured Bruce Iglauer, head of Alligator Records; Ron DiMarino, regional vice president of sales, MCA Records; Jack Iacci of PolyGram Distribution; and Robert Miller of Lee Myles Assoc., Inc.

Bowing to the economic climate, Iacci urged that companies "stay on top of where their dollars are going." Adding that "my advertising budget is probably a third of what it was in '79 but I still have to do the same job," Iacci suggested giveaways and tie-ins as inexpensive promotional vehicles.

Secondary Advertising

As an independent dealing in specialized product, Iglauer reported that he often does advertising in secondary rather than primary markets, and especially in college markets. He stressed the value of dealing with non-commercial stations and described himself as "a strong believer" in in-store play. "Someone already in the store is inclined to buy records," said Iglauer.

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EMI Pact Gives Thorogood 'Best Of Both Worlds'

LOS ANGELES — "Bad To The Bone" will be the first release handled under a new long-term worldwide recording agreement between rock 'n' roll act George Thorogood and the Destroyers, Rounder Records and EMI America Records. Under the agreement, EMIA will help produce and promote albums by the group, with "Bad To The Bone" set for a large marketing campaign to coincide with its July 26 shipping date.

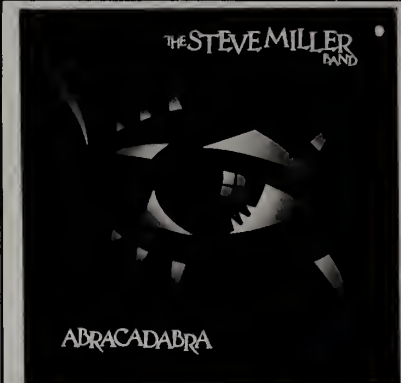
Thorogood, whose three previous LPs on the independent Rounder label have achieved gold status in the U.S., Australia and New Zealand and platinum status in Canada, flew to Europe following the signing and opened the Rolling Stones Euro-

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REVIEWS

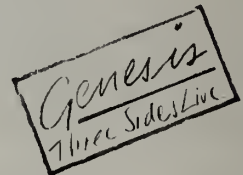
SINGLES

OUT OF THE BOX



ABRACADABRA — The Steve Miller Band — Capitol ST-12216 — Producer: John Palladino — List: 8.98 — Bar Coded

Perfectly programmable pop that's bouncy, upbeat and catchy, The Steve Miller Band's latest may very well capture the imagination of rock fans in much the same way "Fly Like An Eagle" did several years back. Though not quite as lyrically complex as earlier outings, the melodies are infectiously sweet and full of happy-go-lucky keyboard riffs. Radio PDs looking for something different should check out "Goodbye Love," a tune that combines country textures with Beach Boys-type harmonies.



THREE SIDES LIVE — Genesis — Atlantic SD 2-2000 — Producer: Genesis — List: 10.98

Since it first began as an eclectic quartet a decade ago, Genesis has emerged as a major force in the field of visionary rock, encompassing elaborate lighting, costumes and other theatrical devices in its live performances and a lysergically surreal sound quality in its technically advanced concert attraction, and on its latest double-LP, fans will be able to re-create the mood of the groups SRO 1981 tour. The fourth side of the triple-record compilation — five studio numbers never heard before on an album — is an especially tasty treat to those followers of the group.

FEATURE PICKS

POP

ON THE LINE — Gary U.S. Bonds — EMI America SO-17068 — Producers: Bruce Springsteen and Miami Steve — List: 8.98 — Bar Coded

Like Jackie Wilson, Wilson Pickett, Lee Dorsey and Solomon Burke, singer Gary "U.S." Bonds has one of those dynamic

(continued page 10)

THE SONG
MILLIONS OF LADY LOVES HAVE BEEN
WAITING FOR!

Lou Rawls



“(WILL YOU)
KISS ME ONE MORE TIME.”

14-02999



THE FIRST SINGLE FROM HIS FORTHCOMING ALBUM, "NOW IS THE TIME."
IT'S NEVER BEEN LIKE THIS BEFORE! ON EPIC RECORDS AND TAPES.

Produced by James Mtume and Reggie Lucas for Mtume / Lucas Productions. New York City and Thom Bell for Bellboy Productions Management

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BNB
the management company



REVIEWS

(continued from page 8)

voices that straddles the fine line between rhythm and blues and rock 'n' roll, capable of emoting soulful romanticism as well as youthful urgency. On this follow-up to last year's triumphant "Dedication" LP, Bonds is once again given studio support by Bruce Springsteen, Steve Van Zant and the E Street Band, with more than half the tunes here composed by the Boss including such soon-to-be classics as "Hold On," "Angelyne" and the unemployment anthem "Out Of Work." When the party seems like it's winding down at 2:45 a.m., just put this one on the turntable and keep on dancing through the night.

LIVE IT UP — David Johansen — Blue Sky/Epic ARZ-38004 — Producer: Ron Nevlson — List: None — Bar Coded

Since he left the legendary glitter-skuzz band The New York Dolls in the mid-seventies, David Johansen has enjoyed a healthy cult following as a witty, anything goes singer/songwriter influenced by a score of raunch rockers including the Stones, Animals, and Them. This live set, recorded earlier in the year at Boston's Paradise Theater, gives a comprehensive overview of the iconoclastic musician's career, containing both material from his own solo endeavors and his work with the Dolls. Progressive pop stations will find plenty of airplay items in the package, while traditional AOR outlets may want to play it safe with the three-song medley of "We Gotta Get Out of This Place/Don't Bring Me Down/It's My Life" that starts off the album.

NO FUN ALOUD — Glenn Frey — Asylum E1-60129 — Producers: Glenn Frey, Allan Blazek and Jim Ed Norman — List: 8.98

As a founding member of the Eagles, singer/composer/instrumentalist Glenn Frey was responsible for some of the most popular music of the last decade. With "No Fun ALOUD," the first solo effort by a member of the Eagles since the group disbanded, Frey explores many of the styles the band was known for — '50s rock, Tex-Mex, hook-heavy pop, and mellow ballads — in a highly personal way. Assisted by the Heart Attack Horns, sax man Ernie Watts, bassist extraordinaire Bob Glaub and background vocalists The Monstertones (featuring record company exec Irv Azoff and tennis pro John McEnroe), Frey's initial outing on his own offers a lively, rollicking good time. Most engaging tracks here are "Partytown," Frankie Ford's "Sea Cruise" and the single choice "I Found Somebody."

THE BEST — Quincy Jones — A&M SP-3200 — Producer: Quincy Jones — List: 6.98 — Bar Coded

Ashford & Simpson, Chaka Khan, Patti Austin, Minnie Riperton, James Ingram and Luther Vandross all hand in not-otch performances on this greatest hits repackaging featuring the recording work of megahit producer Quincy Jones. Blending pop, jazz, classical, soul and soundtrack influences into his own special brand of music, Jones' studio panache throughout the 1970s and '80s is well represented in the low-priced, 10-song album, including favorites from "The Dude," "Body Heat" and "Smackwater Jack." Incredible depth and power are evident in every groove, and with Jones' recent victory at the Grammy Awards, this is one disc that should be a fast and consistent seller.

COUNTRY

SOMEWHERE IN THE STARS — Rosanne Cash — Columbia FC 37570 — Producer: Rodney Crowell — List: None — Bar Coded

Rosanne Cash's 1981 album, "Seven Year Ache," was one of the biggest surprises of the year, receiving both critical acclaim and acceptance at the retail level for the unique Cash/Crowell hybrid of rock and country. Though the overall feel of

"Somewhere In The Stars" is extremely similar to the previous outing, the songstress leans a hair closer to the country persuasion in an extremely diverse and tasteful 10-song collection.

STRAIT FROM THE HEART — George Strait — MCA MCA-5320 — Producer: Blake Mevis — List: 8.98 — Bar Coded

Both this album and last year's debut offering, "Strait Country," make gimmicky reference to the artist's unique name, but George Strait's name is real, and more importantly, so is his talent. His crisp, rugged vocals are easily suited for direct two-steppin' tunes, but, through subtle inflections, he also displays a knack for creating moving ballads. The LP's monicker is appropriate enough, too, since Strait was raised on Texas swing and this collection mirrors well the Lone Star cowboy tradition embedded within the artist.

LOVE TO BURN — Ronnie McDowell — Epic FE 38017 — Producer: Buddy Killen — List: None — Bar Coded

He may have begun his career with a tributary release about Elvis Presley, but Ronnie McDowell has become the heir apparent to Conway Twitty, with an appeal squarely directed at the fairer sex. "Love To Burn" is a rather slick rendition, centered on depictions of fiery, passionate women, and the cover artwork should ignite a spark with female record buyers.

REMEMBERING — Patsy Cline & Jim Reeves — MCA MCA-5319 — Producers: Owen Bradley, Chet Atkins — List: 8.98 — Bar Coded

The technically achieved pairing of these

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SINGLES
OUT OF THE BOX

EDDIE MONEY (Columbia 18-02964)
Think I'm In Love (3:10) (Grajonca Music — BMI) (E. Money, E. Roda) (Producer: T. Dowd)

Sprightly rock pops here as Eddie Money's urgent vocal hooks are set against a wall of crunching guitars. This uptempo love song, culled from Money's "No Control" LP, kicks with energy and verve for top 40 and AOR programming.

FEATURE PICKS

POP

HERB ALPERT (A&M 2422-S)
Route 101 (3:32) (Irving Music, Inc./Calquin Music — BMI) (J.C. Calderon) (Producers: J. Quintana, H. Alpert)

This tune from the Tijuana Brass man is a breezy affair that glides aboard sparse, but sharp, horn lines by Alpert. A rolling guitar

NEW FACES TO WATCH



Trooper

A no-frills rock 'n' roll band that relies on multi-layered harmonies and a tight rhythm section, RCA recording group Trooper hails from Canada where it's garnered not only a batch of hit singles and platinum album sales, but also earned a 1980 Juno award as the Best Group of 1980. The group's most recent album, "Money Talks," is the fruition of a six-month project between the group and producer Mike Flicker, who began his own career in the band's home base of Vancouver and was responsible for the studio wizardry on Heart's debut LP.

Trooper came into being over 16 years ago when two young men — Ra McGuire and Brian Smith — joined forces with the idea of getting a small band together. The combo, originally called Winter's Green and then Applejack, was a hard-rocking outfit that played small bars and clubs around the Vancouver area and seemed destined to retain small-town status. One evening, however, the band caught the attention of Randy Bachman, then with the highly successful Bachman Turner Overdrive, and was soon signed to Bachman's own Legend label.

From that point on, things started looking up for McGuire and Smith. Due to their exhausting schedule of gigs — sometimes as many as three different performances in one day — they took on the new name Trooper and developed a

wide following in their home province, as well as the rest of Canada. Their first, self-titled album gave them two hit singles, followed up by three gold and platinum LPs, culminating in "Hot Shots," a collection of their 12 most successful single releases. "Hot Shots" reached a sales mark of 470,000 units, making it one of the top-selling Canadian-made albums in history. Critical accolades poured in along with astonishing sales figures, with both magazines and newspapers published in the Great White North applauding the band.

In 1980, Trooper released two albums that further enhanced its reputation as commercial and music press favorites. "Flying Colours," another LP which went platinum in Canada, also resulted in Smith and McGuire receiving the PRO Canada award for the smash success of its two singles, "Three Dressed Up as a Nine" and "Janine."

Hot on the heels of that effort, the group's next LP was a self-produced affair that included the single "Real Canadians," light-heartedly describing the personalities and situations the band went through on its trek from a small-time club band to a major headlining act.

Trooper's latest sojourn, "Money Talks," is a work described by the band as "basically rock music with plenty of pop edges," encompassing a wide range of styles, from the funky bass lines of "This Must Be the Place" to the hard-driving sound of "Lookin' For Trouble" to the sentimental balladry of "Could've Been Me." According to founding member McGuire, the LP's title came about as a result of litigation between the band and financial consultants.

With all of the legal matters taken care of, Trooper is now looking forward to touring America and tying its U.S. pockets of popularity together.

hook, swelling strings and horn accompaniment set the groove for A/C and pop airplay. As tasty as "Rise."

RICK BOWLES (Polydor PD 2209)
Too Good To Turn Back Now (3:57) (Muff Music — BMI) (R. Bowles, R. Putnam) (Producer: T. Darryll)

Promising newcomer Bowles comes on strong with this pop-oriented ditty that can really hit the spot. It's one of those bright, energetic numbers that will have a lot of people humming or whistling along.

MICHAEL MURPHEY (Liberty P-B-1466)
What's Forever For (2:52) (Tree Publishing Co. — BMI) (R. VanHoy) (Producer: J.E. Norman)

The bridge between pop and country is apparent on this cut as Murphey, with the aid of top Nashville producer Jim Ed Norman, comes up with a Don McLean-ish lament that should appeal equally to city folks and the good ole boys.

APRIL WINE (Capitol P-B-5133)
Enough Is Enough (3:44) (Northern Goody Two-Tunes Ltd. — ASCAP/CAPAC) (M. Goodwyn) (Producers: M. Goodwyn, M. Stone)

April Wine is a big commodity back home in Canada, and its brand of power pop should find equal acceptance here. The bright and energetic sound of this cut sounds just as good with the volume down as it does when the walls begin to shake.

CARLY SIMON (Mirage/Atlantic WTG 4051)

Why (3:33) (Chic Music, Inc. — BMI) (Bernard Edwards, Nile Rogers) (Producers: Nile Rogers, Bernard Edwards)

Pop's torch-bearer turns plaintive funk on this track from the *Soup For One* soundtrack, Masterminded by Edwards and Rogers of the Chic Organization, Simon's vocal and Chic's polyrhythm street groove proves just the right formula. A strong contender to follow this summer's crossover success of "Ebony And Ivory."

CROSBY, STILLS & NASH (Atlantic 42918)

Wasted On the Way (2:52) (Putzy Putzy Music — ASCAP) (G. Nash) (Producers: Stanley Johnson, Steve Gursky, and Crosby, Stills & Nash)

Call us old fashioned, but it just wouldn't be summer without a C,S&N single, and this reflective Nash-penned tune from the forthcoming "Daylight Again" album fits the bill quite nicely. Classic C,S&N stuff here, replete with all the familiar harmonies and polished production. "Wasted On the Way" is sure to score well with the trio's legion of fans.

COUNTRY

JOHN CONLEE (MCA MCA-52070)
Nothing Behind You, Nothing In Sight (2:55) (Tree Publ. Co., Inc. — BMI) (H. Howard, R. Peterson) (Producer: B. Logan)

John Conlee's voice is in many ways the epitome of the country singer — an unperfected means of relating a believable and common lifestyle. It's Conlee's vocal abilities that pull off "Nothing Behind You" with an emotional chorus on a simply written and simply produced outing.

GAIL DAVIES (Warner Bros. 7-29972)
You Turn Me On I'm A Radio (3:00) (Crazy Crow Music — BMI) (J. Mitchell) (Producer: G. Davies)

Drawing on early-'70s material from Joni Mitchell, Davies produces a single that remains fairly true to its original version. Davies turns in a very clear and clean vocal effort on a tune that should prove to be a favorite with radio programmers on the strength of its inherent broadcasting images. With the expansion of the country listening audience, the single should also make converted pop listeners feel right at home.

MEL MCDANIEL (Capitol P-B-5138)
Big Ole Brew (2:47) (Blendingwell Music, Inc./Bad Ju-Ju Music — ASCAP) (R. Smith) (Producer: L. Rogers)

Mel McDaniel's scratchy vocal approach has received quite a welcome from country radio programmers who seem to be look-

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The Whispers "Dimples Fields"

RADIO CITY MUSIC HALL, N.Y.C. — Only the foxiest ladies in the front rows received red roses from The Whispers at the end of their excellent headlining set at Radio City, but no one in the concert hall was short-changed in what was an extremely pleasurable evening supplied by three first-rate, well-matched acts.

Change started things off right with its 1981 hit, "Paradise," then James Robinson took over lead vocals from Deborah Cooper in a medley of tunes from the group's first album. The front line of three female vocalists and back row of two guitarists and Robinson also shifted position, and the rest of the set was marked by ever-changing choreographed formations and vocal combinations. The vocals peaked on the lush "Everlasting Love"-type ballad "Everything And More," from the new "Sharing Your Love" LP. Following the lovely romantic duet between Robinson and Cooper, the two leads separated, Cooper showcasing her talents on "Hold Tight," then Robinson concluding the set with an elongated version of the group's current dance hit, "The Very Best In You," which had most of the crowd singing and the first rows standing.

The lilting tenor croon of Richard "Dimples" Fields made for an easy transition between the two groups. Offering mostly creamy love songs from his two albums, Mr. Look-So-Good concluded his set with "Baby Work Out," his rockin' tribute to Jackie Wilson that followed "If It Ain't One Thing . . . It's Another." High point of the segment, though, was last summer's "She's Got Papers On Me," which was aided here by a woman named Topaz, who played the Betty Wright nag role from the record to the hilt. Topaz had also starred earlier with some deliciously smooth dancing during "Let The Lady Dance."

The Whispers came out strong with last year's "This Kind Of Loving," then proceeded to alternate pretty much between "dancin'" and "romancin'" tunes, the two categories of which are separated on opposite sides on their current "Love Is Where You Find It" LP. The album's romantic title track gave way to its dancing "Emergency," and the rest of the set followed in similar fashion. The Brothers Scott — Walter and Wallace ("Scotty") — proved a dynamite lead vocal pair, with Walter working the audience gently and Scotty teasing them with classically drawn-out soul endings. Together the two climbed high melodic lines while the other three Whispers — Nicholas Caldwell, Leaveil Degree and Marcus Hutson — sang flawless backup, dropping to their knees or rattling their white slacks in unison.

After a knockout "It's A Love Thing," The Whispers kept the groove with "And The Beat Goes On," which became a mini *Soul Train* when first women, then men were called up to give their names, cities, and signs before dancing with the group to thrilled audience response. The half hour was a wonderful symbolic gesture of togetherness and was cooled down by the closing "Say Yes," from the "Romancin'" side.

jim bessman

Journey

BRENDAN BYRNE ARENA, N.J. — In keeping with the broad appeal spirit of its recent album, "Escape," Columbia recording

group Journey proved it can speak with equal force to both the teenybopper and the calmer adult listener. Whether ironic or to its credit, the majority of fans in the packed 21,000-seat arena were probably barely enrolled in elementary school during the band's San Francisco days.

In a show marked by tight musicianship, slick production and a surprisingly restrained use of fireworks and other special effects, the veteran band played its more rocking numbers with enough verve and drive to satisfy the passion of any adolescent and sang its mellower songs with enough depth of feeling to convince.

The band kicked off the concert with a medley of hard rock songs exemplifying the virtuosity of lead guitarist Neal Schon, the cutting vocals of lead singer Steve Perry and the utility rhythm guitar and keyboard work of Jonathan Cain. This was especially true of their rendition of "This Ole House."

After the raucous set, the group turned the stage over to Perry, who sang a searing delivery on "Strength Of The Family." The rest of the band displayed equal reverence when it played "Who's Crying Now."

The band then switched back to its heavy metal gears and played songs like "Lovin' Touchin' Squeezin'," "Don't Stop Believin'" and "Reel To The Sky."

In keeping with the mass appeal nature of the show, a video tape displaying the band's album cover and credits resembling those on conventional television were run at the show's conclusion.

larry riggs

Don McLean

ROYAL FESTIVAL HALL, LONDON — After a couple of warm-up dates at Walt Disney World, Don McLean kicked off his "10th Anniversary World Tour" gigging around the U.K. The tour program candidly concedes that he probably retains a proportionately larger following in the U.K. than in the United States. In Ireland he is a major superstar, possibly the major superstar.

It is now 20 years since McLean's first gig, and over 10 since the closure of The Fillmore East provided the inspiration for "American Pie" and pushed him to the top of the heap throughout the English-speaking world. At the height of his fame, there was much debate as to whether "Vincent" or "American Pie" was the better song — 10 years later on this night in London, the less obscure ode to the painter had the edge.

But with a talent that spins from such songs of loss through the cynical pieces from "Prime Time" and on to the re-worked pure romance of "Castles In The Air" and stops convincingly at all points in between, it seems carping to do other than relax and enjoy the concert. No one would go to a Don McLean concert looking for shows/walls of sound/chic titillation. What this world tour had at the start, and doubtless will have at the end, is a parade of one man's ability to perform his beautifully crafted songs, suitably aided by bass and extra guitar. The high points, then, were the better songs, personal favorites and McLean's faultless a capella centerpiece.

The low point comes afterwards, no sense of having been anywhere. Surely with his notoriously large repertoire a little programming would help to make the lyrical and musical progression of the show as much of a journey as it could have been. McLean himself states that he is quite content to be left with faithful fans now that his fashionable days are over. It might be worth asking, though, if he does all he can for those fans or if he couldn't do more to attract new followers.

paul bridge

Steps To Bolster Black Retail Proposed At '82 BMA Confab

(continued from page 7)

LeBaron Taylor and an audio/visual presentation by BMA executive director George Ware on June 3, a panel carrying the theme of the conference featured representatives from manufacturing, broadcasting and retail segments of the industry. Those on the panel urged attendees to engage in a more cooperative effort and offered the assistance of their respective associations or companies in creating an environment of cooperation.

How To Get Airplay

While Pierre Sutton, president of Inner City Broadcasting and NABOB, and Wayne Cornils, radio division vice president for NAB, addressed how their groups might help improve the level of black music airplay on both general market and black radio, NARM executive vice president Joe Cohen and Hudson addressed more thorough retail penetration of the music.

Cohen said that NARM was committed to helping black music gain more prominence at pop retail outlets and offered the association's services in helping to improve the effectiveness of black retail programs. NARM has been operating a dealer certification program, whereby small retailers are schooled in the fine points of operating their outlets, and Hudson unveiled a new BMA record retailers program that would supplement such efforts.

Hudson later met with retailers, wholesalers and some manufacturers during two separate morning working sessions where specific features and goals of the program were aired.

As chief architect of the plan, Hudson said that the prime objective of the information program, to be implemented through a series of regional seminars held in key markets nationwide, would be to provide management and technical assistance to new and established dealers. Starting new businesses, acquiring and/or expanding existing retail stores, developing feasibility studies and finding new capital resources are services the BMA plan has been designed to provide.

Three areas discussed in depth during the working sessions were how to gain better financing, the development of cooperative buying groups and the improvement of the credit line extended to black dealers.

Hudson noted that the devastating problem of undercapitalization has perennially plagued black one-stops and ma & pa dealers. Aside from forging ahead in development of closer ties with the National Bankers Assn. and stepping up efforts to obtain financing from agencies like the Small Business Administration, dealers

were urged during the session to seek out financing of their operations and to avoid "the retail consumer status."

Explained Hudson: "Black dealers must change their attitude from consumer to investor/businessmen. The small black retailer has been conditioned to be a consumer, only buying product with available cash."

He said that changing that attitude would be a difficult proposition "when all things are not equal in the industry. Black dealers and one-stops can't deal with major chains on a competitive level when those outlets have high credit ceilings and can take advantage of dating and discount programs."

Co-ops Suggested

One major point those at the meeting agreed on was establishment of buying cooperatives that would add strength to dealers in local markets by "using the clout of collective action and dollars," according to Hudson.

Dealers in attendance said that they could better accomplish development of the cooperatives in various markets by using BMA chapters as a wedge toward getting credit lines from manufacturers and financing expansion through lending institutions.

BMA's national office, under the executive directorship of Ware, hopes to use the collective resources of NARM, manufacturers, financial institutions and government agencies to implement the Black Record Retailers program.

Hudson said, given the numerous problems faced by black dealers — including high unemployment in the black community, increased product costs, meager credit, cash flow problems, etc. — BMA wants to take the program to markets where it is most needed. The exact cities where the BMA program will be held are to be announced at a later time.

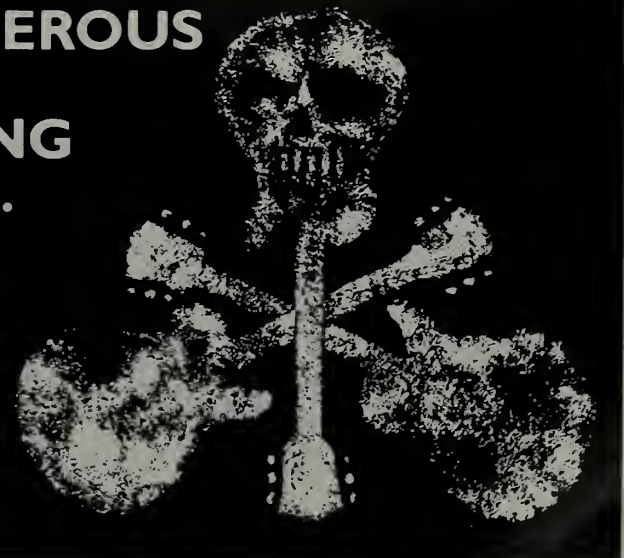
Although the clearest example of the BMA's conference goal of offering solutions and alternatives was represented by the retailer presentation, other sessions made significant gains toward providing insights into other areas of the industry.

A Friday, June 4, working session, dubbed "The Charts," examined the significance of chart research in compiling airplay and sales for use by all segments of the industry, particularly the record manufacturers. Moderating the panel was market research analyst Al Wellington of the New Jersey-based Wellington Group.

Wellington, using general market research as an example, pointed out how market information could influence consumer needs, serves as a strong behavior

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**DANGEROUS
ROCK
COMING
SOON.**



REVIEWS

ALBUMS

(continued from page 10)

late great performers, who in actuality never recorded together during their brief but productive careers, reintroduced Reeves and Cline to the country audience and garnered big sales for RCA's "Greatest Hits" collection last winter. Now, MCA takes its turn with an overdubbing on "I Fall To Pieces," plus nine other classics rendered as solos.

SHE'S NOT REALLY CHEATIN' (SHE'S JUST GETTIN' EVEN) — Moe Bandy — Columbia FC 38009 — List: None — Bar Coded

Moe Bandy is one of the nation's premier honky-tonkers, and, as usual, he delivers a set ripe with material that should be quite at home in a country bar or on any jukebox. Expectedly, the material, the production and the singer's delivery are simple and straight-forward with uncluttered arrangements backing standard country themes like cheating and a memory of ended love.

BLACK CONTEMPORARY TRUST ME — Jean Carn — Motown 6010ML — Producer: Norman Connors — List: 8.98

Possessing a superb voice that can handle funk, R&B, pop, DOR, or slow ballads with equal proficiency, Jean Carn is simultaneously boisterous and sensitive, strong enough to hold a note for a seemingly infinite time yet warm enough to sonically caress her listeners. Aided on background vocals by High Inergy and The Temptations, Carn's latest is tailor-made for B/C audiences and soul stations.

SPECIAL K — Kevin Toney — Fantasy 09616 — Producers: Orrin Keepnews and Kevin Toney — List: 8.98

Formerly the leader of the R&B/jazz fusion combo The Blackbyrds, Kevin Toney is well versed in melding various forms into one synchronous polyphony. On his first solo excursion, the multi-stylistic keyboardist/composer/arranger tackles both types of contemporary black music, with side one of the platter providing funk feelings and the flip exploring more mellow, jazzier tones. One of the many high points here is a respectful rendition of John Coltrane's delicate "Naima," the only cover cut on the album.

JAZZ LIVE! — Carla Bley — Watt/ECM W12 — Producer: Carla Bley — List: 9.98

Since emerging as one of the music's more adventurous composers during the '60s, Bley has managed to sustain a strong core of devoted followers. With "Live!" the keyboardist/composer/bandleader has clearly attempted to widen her appeal, making for a tighter, less self-indulgent outing. Dyed-in-the-wool Bley fans will still find plenty of Bley's pie-in-the-face musical humor on this outing, and the present working band, featuring Mike Mantler, Steve Swallow, Tony Dagradi and Earl McIntyre is among the best Bley has had.

NEW AND DEVELOPING

BUILT FOR SPEED — The Stray Cats — EMI America ST-17070 — Producers: Dave Edmunds, The Stray Cats and Hein Hoven — List: 8.98 — Bar Coded



Britain's premier rockabilly band's first U.S. album incorporates tunes from two earlier U.K. releases along with some newly recorded songs that should make

American audiences jump up and take notice. From the high-velocity opening track, "Rock This Town," right up until the last chord of Johnny Burnette's "Baby Blue Eyes," these guys howl with authoritative style.

SINGLES

(continued from page 10)

ing for traditionally inclined artists. Penned by former Amazing Rhythm Aces lead singer Russell Smith, "Big Ole Brew" incorporates a strong Waylonesque backbeat and throws in fiddle and harmonica.

RAY, GOODMAN & BROWN (Polydor/PolyGram 81 NP 5774)

Heaven In The Rain (4:20) (Dark Cloud Music/H.A.B. Pub., Inc./Any Other Music Co./We Got Music, Inc. — BMI/ASCAP/SESAC) (D. Thomas, L. Walter, A. Good, V. Castellano, L. Toby, H. Ray) (Producer: V. Castellano)

It opens in a rain storm. A man meets an attractive woman stranded by the road and offers a lift. Later, as the indefatigable trio of Ray, Goodman & Brown begin to sing, you realize that the man has met "Heaven In The Rain."

ROSE ROYCE (Epic 14-02996)
Still In Love (3:53) (Seven Knights Music/May 12th Music, Inc./Warner Tamlane Pub. Corp. — BMI) (M. Nash, K. Copeland) (Producer: M. Nash)

They've come a long way from the *Car Wash*, but Rose Royce still loves funky music. Consistent with their name, Rose Royce comes up with a classy, jazzy, sultry string-filled ode to the love need.

NEW AND DEVELOPING

CHARLENE (Motown 1621MF)
It Ain't Easy Comin' Down (3:25) (Stone Diamond Music Corp. — BMI) (R. Miller, K. Hirsch) (Producer: R. Miller)



The second single from Charlene's debut Motown LP, this song finds that same silky, smooth groove that propelled "I've Never Been To Me" into

national prominence. It's been a long time comin' for Charlene, but it looks as though she is here to stay.

EXECUTIVES ON THE MOVE



Gleicher Koscis Heyward Johnsen

Changes At I.R.S. — International Record Syndicate, Inc. has announced the appointment of Michael O'Brien as director of business affairs and assistant to the vice president. Prior to joining I.R.S., he worked for Proctor and Gamble for two years as field advertising supervisor. Also named was Robynne Modiano as national director of Club/Video promotion and tour coordination. Prior to joining I.R.S., she worked in personal management.

PolyGram Names Gleicher — Marvin Gleicher has been named midwest regional promotion manager for PolyGram Records, Inc. Prior to joining PolyGram, he served as associate national album promotion director for Elektra/Asylum, and before that worked in Chicago at different times as local promotion manager for Elektra/Asylum and Mercury Records.

Koscis Appointed At CBS — Susan Koscis has been appointed director, press information, CBS Masterworks. She joined CBS Masterworks in 1979 and has held the position of manager, press information.

Peoples Named — PolyGram Records, Inc. has announced the addition of Rick Peoples to the label's country music A&R department. He was named assistant, A&R, country.

RCA Promotes Heyward — RCA Records has promoted Sharon Heyward to manager, product management, black music. She joined RCA Records as a black music coordinator in March, 1976. From 1978 she served as black music field representative for New York, Boston and Connecticut.

Lazauskas Named — Vyto Lazauskas has been named district manager, Minneapolis office, Capitol Record Inc. He fills the position Joe McFadden vacated when he was promoted to manager, national marketing, CRI. Lazauskas joined Capitol in June 1975 as territory manager at the Miami office and in 1979 he was appointed district manager of the Miami office, the position he held until now.

Changes At Arista — Arista Records has announced the following changes: Joyce Johnsen has been promoted to associate director, production. Prior to this appointment, she was production manager. Also named was Ray Jenns, manager, inventory control. Before joining Arista, he was inventory control manager at GEC. Jess Auerbach has been promoted to manager, pre-production. He previously was coordinator, pre-production.

Changes At Rogers & Cowan — Sandy Friedman has been named executive vice president of Rogers & Cowan's Music Division. Joe Dera, vice president of Rogers & Cowan's east coast music division, has been promoted to senior vice president and Sarah McMullen, in the firm's west coast office, has been appointed publicity director.

ABKCO Reports Profit

NEW YORK — ABKCO industries last week reported revenues of \$4.3 million and a profit of \$445,974, or 39 cents per share, for the six-month period ending March 31, 1982. This compares favorably to revenues of \$3.9 million and a loss of \$6,926, or one cent per share, for the same period last year.

In addition, operations for the second quarter ended March 31, 1982 resulted in a profit of \$44,390, or four cents per share. During the second quarter of 1981, the company lost \$69,177 or six cents per share. 1982 second quarter revenues totalled over \$1.7 million, just ahead of the same period in 1981.

ABKCO attributed its 1982 gains to extraordinary items of \$184,946, or 16 cents per share, for the six-month period and \$19,251, or two cents per share, for the quarter.

These items represented income tax benefits from the utilization of a prior year loss carryforward. There were no extraordinary items in the 1981 periods.

CRI Bows Peru Outlet

NEW YORK — CBS Records International (CRI) has opened CBS Records Peru, a wholly-owned subsidiary of CBS Records. As the first international record company in Peru, it will promote Latin and international acts from CBS companies worldwide and will record local talent for release in Peru and elsewhere.

Augusto Sarria has been named to head the new company. Previously, he was associated with lempsa, another Peruvian record company. Sarria's staff is all Peruvian and many of them bring prior record company experience to CBS. CBS Records Peru is located in Lima at Avenida Arenales 915. The telephone number is 241845.

Botnick Relocates

LOS ANGELES — The offices of Bruce Botnick Prods. have been moved to 1800 Argyle, Suite 310, Hollywood, Calif. 90028. The new telephone number is (213) 463-0279.



TEN YEARS LATER — More than 250 industry professionals and aspiring songwriters-performers attended the L.A. Songwriters Showcase (LASS) 10th anniversary celebration, hosted by BMI June 2. Highlights of the event included performances by songwriters Jeff Barry, Ron Miller, Kenny Hirsch and Steve Dorff and a guest appearance by Flo & Eddie, who capped the evening's program by critiquing songs submitted by writers in the

audience. Pictured are (l-r): Miller; Hirsch; Dorff; Ron Anton, BMI vice president, California; Berry; Len Chandler and John Braheny, co-founders of LASS; Michael O'Connor, Michael O'Connor Music; Michael Siteman, BMI executive, writer-publisher relations; Flo (Mark Volman); BMI's Allan McDougall; and Eddie (Howard Kaylan).



NUGENT BAGS ATLANTIC — Ted Nugent has signed a long-term, exclusive, world-wide recording contract with Atlantic Records. "Nugent," his first album for the label, is set for June 18 release. The gonzo warrior wrote and arranged all 10 tunes on the album and is supported on it by his new band, which includes drummer Carmine Appice, lead vocalist Derek St. Holmes and bassist Dave Kiswiney. The group will begin a major U.S. tour in California on July 13. Pictured as the latest additions to Nugent's trophy room are Doug Morris (l), president, Atlantic; and Dave Glew (r), executive vice president/general manager, Atlantic.

Economic Revitalization Key To Black Radio's Survival In The '80s

by Michael Martinez

NEW ORLEANS — "The survival of black music and black radio is predicated upon the survival of the black community. Let it die, and black radio will die with it," cautioned Brute Bailey, program director at WYLD-FM-New Orleans, during a Black Music Assn. (BMA) Conference session held here.

Bailey's comments reflected the general attitude of the dual panels that addressed the issue, "The Survival of Black Radio: Urban Contemporary and the Numbers Game or Will We Be Alive in 1985?" Bailey served as chairman of a panel of veteran black broadcasters, who identified greater community involvement, more public affairs programming and development of better communications with broadcast management as the tools by which black radio could better serve the black community. Joining Bailey on this panel were George Woods, air personality, WDAS-FM/Philadelphia; E. Rodney Jones, program director, WYLD-AM/New Orleans; and Scotty Andrews, program director, Z-103/Atlanta.

While there was some discussion during the seminar that centered on the character of music programming on black radio — mass appeal as opposed to roots music — it was clear that the overwhelming concern rested with black radio's role in the community.

Bob Law, host of National Black Network's *Night Talk*, who moderated another panel of young black broadcasters during the session, echoed Bailey's concern over the role black radio must play when he said, "Black radio must say something to young people that makes sense. The tragedy is not that many young black people are carrying stereo boxes on their shoulders. It's that radio doesn't say anything of value to these young people, who probably consume most of their media through radio."

Law went on to say that more talk and public affairs programming and more relevant information and ideas should be developed to help people survive in the '80s.

Second Panel

Along with Law, the second panel consisted of Jim Maddox, general manager, KYOK/Houston; Jerry Mason, general manager, KYDE/Pine Bluff, Ark.; Barry Richards, program director, WAIL/New Orleans; and Carole Carper, news director, KGFJ/Los Angeles.

Z-103's Andrews said there was a need for sensitive leadership between station owners and managers. "They (management) have to be sensitive to the needs of the people who operate their stations. Management, too often, keeps their heads

into strictly business considerations. The bottom line to them is making money."

Broadcasters blamed the quest for more advertising revenue as not only the reason black radio is moving from its public service role, but also for black radio eschewing roots music for slicker, more mass appeal sounds.

"In dealing with radio and the numbers game," said WYLD's Jones, "You have to act to satisfy agencies that dole out the dollars. A lot of times we get away from our roots. There is no room for that music when you're trying to get ratings."

But WDAS's Woods said, "Sometimes I listen to the radio, and I can't tell whether I'm listening to black or white radio. I think black radio could be losing its identity."

Urban Contemporary

WAIL's Richards defended the urban contemporary format. While many on the panel noted that more records by white artists have been finding their way on to black radio playlists, Richards said, "The audience wants to hear those records. And why do you have to let them go to rock or AOR stations to hear what they want. If a record fits the sound we're trying to develop, then we play it."

But as Washington D.C. promoter Max Kidd said during a question-and-answer period regarding the mass appeal programming approach, "White people don't listen to black radio to hear white music."

Maddox said that Reaganomics could be thanked for making the need for black radio more grave. "When people get fat and things are well, we tend to forget our roots."

On the subject of improving relationships between station owners and operations personnel, Dwight Ellis, vice president, National Assn. of Broadcasters (NAB), said that his organization, in addition to the National Assn. of Black Owned Broadcasters (NABOB), hoped to create regional forums where programmers and music directors could develop a steady dialogue with station owners and management.

Regarding black radio's growing tendency to play a wider variety of music, Mason noted that "just playing black music is not what's going to save black radio; research and knowing the market you serve and what people are listening to, whether it be reggae, Japanese music or whatever, is the key to keeping listeners."

Law said that through the Black Radio Advisory Council (BRAC), broadcasters should discuss ways to make black radio more relevant than it already is. "Black radio can't afford a stepchild relationship. Black broadcasters must collectively address the needs of the black radio consumer."

TOP 30 ALBUMS

	Weeks On Chart	6/12		Weeks On Chart	6/12
1 OFFFRAMP PAT METHENY GROUP (ECM-1-1216)	1	5	16 OBJECTS OF DESIRE MICHAEL FRANKS (Warner Bros. BSK 3600)	15	21
2 WE WANT MILES MILES DAVIS (Columbia C2 38005)	2	6	17 ELECTRIC RENDEZVOUS AL DI MEOLA (Columbia FC 37654)	16	20
3 MYSTICAL ADVENTURES JEAN-LUC PONTY (Atlantic SD 19333)	3	19	18 DREAM ON GEORGE DUKE (Epic FE 37532)	20	16
4 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	4	44	19 CRAZY FOR YOU EARL KLUGH (Liberty LT-51113)	18	33
5 TELECOMMUNICATION AZYMUTH (Milestone/Fantasy M-9101)	7	11	20 SILK FUSE ONE (CTI 9006)	21	23
6 THE DUDE QUINCY JONES (A&M SP-3721)	6	63	21 RIDE LIKE THE WIND FREDDIE HUBBARD (Musician/Elektra E1-60029)	19	14
7 COME MORNING GROVER WASHINGTON, JR. (Elektra 5E-562)	5	28	22 DAN SIEGEL (Elektra E1-60037)	23	13
8 WYNTON MARSALIS (Columbia FC 37574)	9	20	23 DIRECT HIT NOEL POINTER (Liberty LT-51123)	—	1
9 RIO LEE RITENOUR (Musician/Elektra E1-60024)	10	15	24 CHARIOTS OF FIRE ERNIE WATTS (Owest/Warner Bros. OWS 3637)	24	21
10 THE GEORGE BENSON COLLECTION (Warner Bros. 2HW 3577)	8	31	25 LIVE AT THE SAVOY RAMSEY LEWIS (Columbia FC 37687)	22	16
11 HOLLYWOOD MAYNARD FERGUSON (Columbia FC 3713)	11	9	26 EARLAND'S JAM CHARLES EARLAND (Columbia FC 37573)	27	12
12 FATHERS AND SONS (Columbia FC 37972)	12	7	27 SOMETHING ABOUT YOU ANGELA BOFILL (Arista AL 9576)	28	21
13 FANDANGO HERB ALPERT (A&M SP-3731)	13	4	28 CARLA BLEY LIVE! THE CARLA BLEY BAND (Wait/ECM W 12)	—	1
14 LITE ME UP HERBIE HANCOCK (Columbia FC 37928)	17	3	29 SLEEPWALK LARRY CARLTON (Warner Bros. BSK 3635)	30	21
15 IT'S A FACT JEFF LORBER (Arista 9583)	14	13	30 WEATHER REPORT (ARC/Columbia FC 37616)	26	18

ON JAZZ

SUMMER MUSIC — The national Kool Festival series kicked-off June 5 in Washington, D.C. The weekend affair, which utilized the entire Kennedy Center (a first for any program), was highlighted by a birthday party for clarinetist **Benny Goodman**, who, believe it or not, has just turned 73. Our D.C. correspondent, **Earl Abrams**, reports that 73 or not, "when Goodman put his stick to his lips, it really went back 30 years." A fine start for an ambitious program. . . Meanwhile, back in Gotham, two more summer festival programs have been announced. The Universal Jazz Coalition's Fifth Annual Women's Jazz Festival runs all this week, with workshops, concerts and film programs. Among the artists appearing are **Phyllis Hyman**, **Sheila Jordan**, **JoAnne Brackeen**,



SOLID GOLD PONTY — Atlantic recording artist **Jean-Luc Ponty** and television hostess **Marilyn McCoo** are shown backstage at a recent taping of *Solid Gold*. Ponty's appearance on the show coincides with the opening of a major headlining North American tour this month.

Jeanne Lee and **Melba Liston** (some of whom will also participate in the workshop sessions). Also scheduled for workshops are **George Coleman**, **Morgan Ames**, **Ruth Rosen**, **Anne Ruckert** and **Helen Keane**. A film program, entitled *Women In Jazz*, will be hosted by jazz film historian **David Chertok**, from whose collection the films are drawn. More information is available from the Coalition at (212) 924-5026. . . New York Jazz publisher **Bob Freney** and WBGO disc jockey **James Brown** have organized The Greenwich Village Jazz Festival, set to run Aug. 30-Sept. 6. The Festival marks the first time we can remember Village jazz clubs banding together for a common concert program. The clubs, which at this point include the Village Gate, the Village Vanguard, Sweet Basil's Lush Life, the Jazz Forum, Seventh Avenue South and N.Y.U.'s Loeb Auditorium, will present a cooperative series, including after-hour jam sessions to be held at a different club each night. Special tickets will be sold at the participating clubs, which will enable patrons to attend several shows, with skewed discounts encouraging attendance at several shows per night. Plans also call for an opening concert in Washington Square Park, and a street fair and workshop/lecture series to be coordinated in conjunction with **Vishnu Wood** and his Safari East Prods. Sponsor for the festival is liquor firm Dewars, which will back the event with an ad campaign, and New York publicist **Dick Gersh** has been retained to handle p.r. Keep tuned for more details as they develop. . . National Public Radio's *Jazz Alive!* program will present a live broadcast of *This Time the Ladies*, a program of popular songs written by women, from the Kool Festival in New York on July 3. The show, co-produced by **Sylvia Syms**, will feature Syms along with **Carmen McRae**, **Abbey Lincoln**, **Dizzy Gillespie**, **Jimmy Rowles**, **Shelly Manne** and **Zoot Sims**. . . New York jazz fans bemoaning the fact that **Miles Davis** is slated to appear on several Kool programs but not the one in New York need

(continued on page 30)



RCA SIGNS FREDI GRACE & RHINSTONE — RCA Records has signed an exclusive worldwide agreement with Fredi Grace & Rhinstone, an Atlanta-based trio. Their first single, "Help," has already been released. Pictured seated at the signing are (l-r): Ros Sweeper, Grace and Keith Rawls, Rhinstone. Pictured standing are (l-r): Robert Wright, director, black music A&R, RCA; Ray Harris, RCA, division vice president, black music, FCA; Don Mauricio, RCA field merchandiser; Charles Hall, director, commercial sales, Southern region, RCA; Leroy Little, RCA promotion representative and Patrick Spencer, director, black music promotion, RCA.

'Peace Sunday' Raises \$200,000 For Global Disarmament Movement

by Jeffrey Ressler

LOS ANGELES — In an era supposedly marked by political apathy, nearly 90,000 people showed up at Pasadena's Rose Bowl on June 6 to support global nuclear disarmament at an event dubbed "Peace Sunday." Sponsored by several major religious, anti-nuclear and pacifist organizations, the event featured several guest speakers, including activist actress Jane Fonda, United Farm Workers leader Cesar Chavez, Rev. Jesse Jackson, the President's daughter, Patti Davis Reagan,

EMI Pact Gives Thorogood 'Best Of Both Worlds'

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pean tour in Rotterdam. The performer and his band will be opening for the Stones, with fellow EMI America act J. Geils Band, during the tour, and will then appear back in North America for a Canadian tour in August, followed by a swing through the United States from September through December. A worldwide concert schedule is planned for Thorogood and the Destroyers for 1983, and the artist also expects to do a score of in-store appearances and performance videos to promote his new LP.

According to EMIA/Liberty president Jim Mazza, the label contacted Rounder four years ago hoping to obtain an agreement with the act, but it was only recently that Thorogood gave the go-ahead for the deal to take place. Mazza stressed that the Thorogood/Rounder/EMI pact was formed so the musician could "get the best of both worlds" — the major label's international promotion resources and the indie's grass-roots sensibility.

"Intensity is something George brushes his teeth with," said Mazza. "And through this arrangement he felt he could maintain his artistic credibility without prostituting himself. Because of this arrangement, the maximum commercial benefits will be given to the artist while, at the same time, it will allow him to keep a comfortable environment sensitive to his own needs. EMI America's role in this deal will be managerial in nature, and of course he'll keep his image as a working-class rock 'n' roller."

Mazza added that because of the new association between Rounder Records and EMI America, other Rounder artists may join the major in the future for similar agreements. As of this time, however, no other Rounder acts have been signed by EMI America.

and a number of popular recording artists performing short sets.

Among the musicians who performed at the concert/rally were local L.A. latin/R&B band Tierra, Bonnie Raitt, Donovan, ex-Eagle Timothy B. Schmit, Jesse Colin Young, Gil Scott-Heron, Gary U.S. Bonds, Stevie Nicks, Bette Midler, David Crosby, Stephen Stills and Graham Nash, and Dan Fogelberg. In addition, Stevie Wonder and his group Wonderlove received an enthusiastic response from the large crowd for each of his four songs, especially an expressive number culminating in a chant for world peace that had nearly everyone in the stands joining in.

Surprise Guests

Following Wonder's appearance, Joan Baez took the stage, performing several of her ballads, including "Diamonds And Rust." During her set, there was a tremendous stir backstage and, without any warning, Bob Dylan came out to join Baez on acoustic guitar for a few numbers that dealt directly with the anti-war movement, including two early 1960s classic compositions by Dylan, "With God On Our Side" and "Blowin' In The Wind." Although the sound quality was poor during this segment of the program, just the presence of these two veteran performers — two of the biggest names associated with protest music over the last two decades — had a strong effect on the crowd and was a show of strength and solidarity for the no-nukes campaign.

When the two folk-rock stalwarts exited the stage, the sun began to set and a sedate, hushed mood fell over the audience. Dan Fogelberg, Linda Ronstadt and Jackson Browne were among the final singers to appear at the event, with Browne giving an emotional talk to the assembled masses about his commitment to the anti-nuclear cause. A surprise guest appearance by Tom Petty, who sang two Buddy Holly songs that somehow seemed highly appropriate for the occasion — "Well, Alright" and "Not Fade Away" — ended the show on an upbeat note.

Peace Sunday was the first of many events to be held last week as part of "Seven Days in June" — a week of international efforts to speak out against nuclear weapons stockpiling, and in support of the second United Nations Special Session on Disarmament, which opened in New York City June 7. Sponsored by the Alliance for Survival and the Interfaith Committee for the Year of Shalom, with a score of other co-sponsors, the Rose Bowl event raised approximately \$200,000 which will be channelled towards disarmament projects with "an emphasis on peace and justice."

COAST TO COAST

EAST COASTINGS — Capitol has inked **The Plasmatics** . . . **The Brains** to Landslide Records, with an EP, "Dancin' Under Streetlights," set for an early July release . . . *New York Times* critic **Robert Palmer** recently turned up as clarinetist with blues guitarist **Ce Dell Davis'** band at Tramps. Palmer is also reportedly seeking people interested in recording Davis and company . . . New York-based Cachalot Records is on the street this week with "Letter From America" by multi-instrumentalist **Thomas Leer**. The inexpensive two-fer is the first in a series of home-recorded albums that label honcho **Eric Dufaire** has dubbed "The Modern Renaissance Series." Prepared in conjunction with London indie **Cherry Red**, the next title will be a repackaged two-fer of albums by **Robert Derby** and **Ian North**. Also coming from Cachalot are two EPs: "On Vacation" by **The Swollen Monkeys** and "XOYO" by **The Passage**, as well as the first American compilation LP of German new music bands. Prepared by the DasBuro label, the disc is entitled "Deutschland Deutschland" (what else?) and includes tracks by **Der Plan**, **Krupps**, **Palals Schamburg**, **Malari**, **Die Doraus Und Die Marinas**, **Abwärts** and others . . . In other indie action, New York's Europa Records has just issued "D.S. Al Coda" by **National Health** and "Before A Word Is Said," the last recording by the late **Alan Gowen** . . . Plexus has hit with "Fields" by **The Individuals** . . . Rounder and Shanachie Records are both proving they're serious about their new commitments to reggae. Rounder's Heartbeat label hits with "Far Over" by **Burning Spear** and "S.W.A.L.K." by **Mikey Dread**, while Shanachie has just inked **Judy Mowatt**, formerly of **The I-Threes** . . . publicity veteran **Mickey Wallach** has jumped from Morton Wax & Assoc. to The Raleigh Group . . . **Sharon Lawrence** is now heading the managerial reins for the **Atlanta Rhythm Section**. She can be reached at (404) 449-1410 . . . A New York cattlecall for rock singers had attracted nearly 500 would-be stars at presstime for the upcoming play *Rock 'n' Roll: The First 5,000 Years*. Musical director for the show is **Michael Kamen**, founder of **The New York Rock 'n' Roll Ensemble** (there's a name from the past, eh?) . . . The **Charlie Daniels Band** recently cooked in the cooler when it performed at New York State's Attica Prison. The request performance was reportedly spurred by Daniels' "Still In Saigon" single, which refers to the plight of Vietnam vets. Approximately 300 of the prison's more than 2,000 inmates served in Vietnam . . . Sound Project Studios, New York's newest rehearsal facility, has bowed in the former home of Third Floor Studios. Among the first tenants of the space, which features an 8-track board, was **Garland Jeffreys**, rehearsing his band featuring **Dennis Davis**, **G.E. Smith**, **Tony Levin** and **Tyrone Downie**. Their LP, "Guts For Love," which features string arrangements by **Nile Rogers**, is set for September release . . . In town recently to promote their new LP, "Isles of Langerhan" with a show at the Mudd Club, several members of **The Late Bronze Age** laid siege to the *East Coastings* command post. Regaling us with tales from the road, the band mentioned that they've been drawing a mixed crowd of new listeners and old fans who remember vocalist **Hampton B. Coles** from his days with the **Hampton Grease Band**. "There are still solid pockets of Grease Band fans," drummer **Bubba Phreon** said of the cult group. "A lot of people came out here who followed the Grease Band. But that's not what we're trying to build this from — we want The Late Bronze Age to build on its own and just allow the sound to keep evolving."

fred goodman

POINTS WEST — Ever wonder how you could watch vintage films and videotapes documenting the history of popular music? Wouldn't it be wild, for example, to catch a repeat showing of the **Rolling Stones'** U.S. television debut on the old **Les Crane** show? Or **Charlie Parker** blowing sax on **Steve Allen's Tonight Show** from the 1950s? Or perhaps **John Lennon** and **Paul McCartney** announcing the formation of Apple Corp. on **Johnny Carson's Tonight Show**? Forget it. Unfortunately, each one of these important moments has been lost due to neglect or deliberate destruction — master tapes of Crane's shows were all erased to make room for segments of *The Dating Game*, *Tonight Show* episodes from 1954 to 1956 were burned in 1974, and only 15 shows of Carson's program from 1962 to 1972 are still around, the rest having been erased for storage reasons. Well, that's the bad news. The good news is a trio of historians — **Paul Surratt**, **Ron Furmanek** and **Debi Brown** — have banded together and formed The Archives of Music Preservation, a non-profit, tax-exempt group dedicated to locating, restoring and maintaining films, videos and kinescopes dealing with all types of pop music. Having preserved over 100 hours of rare footage to date, The Archives hopes to someday exhibit its wares to the public via viewing facility located in Los Angeles. Until then, the group is actively scouting for any and all music-oriented material that may be decomposing in garages, attics and warehouses. A score of record labels — MCA, Motown, A&M, Warner Bros. and others — have vowed to support the effort, and anyone who wishes to make a donation of films or financial aid is asked to write the Archives at P.O. Box 1191, Studio City, Calif. 91604 or call (213) 761-3756 . . . **The Fabulous Thunderbirds**, currently opening for **Eric Clapton** on his American tour, is starting work on a new album tentatively titled "Twisted Off." According to the band, the LP is going to be produced by **Nick Lowe** . . . A mini-album by L.A. avant-garde group **The Fibonaccis** has been released on Index Records. The seven-song record includes offbeat instrumental numbers, such as the group's tribute to spaghetti western soundtracks called "Sergio Leone," along with arty rock/poetry tunes. Quickly gaining a following around town after playing such venues as Al's Bar and Club Lingerie, the Fib's work on wax recalls the early vinyl output of **Gentle Giant** and is well worth checking into . . . Jazz/rock violinist **Jean-Luc Ponty** is offering a reward for the return of two violins and four bows stolen from him while he was en route from Phoenix, Ariz. to Albuquerque, N.M. . . . Speaking of heists, when **Donny Irls** played the Blossom Music Festival in Cleveland, Ohio, a short while back, his truck and equipment valued at approximately 80 grand were ripped off, but fortunately, **Michael Stanley** lent Iris instruments and sound equipment so he could play the next night's gig . . . **Robert Plant's** debut solo album, entitled "Pictures At Eleven," will be released on Swan Song records June 25.



WHERE THERE'S SMOKE — Motown's own **Smokey Robinson** recently brought down the house at L.A.'s Greek Theatre on a warm, pre-summer night. Pictured after the show are (l-r): **Shelly Berger**, Robinson's manager; **Robinson**; and **Allan Bregman**, vice president, *Nederlander*.

jeffrey resner

TOP 30 VIDEO CASSETTES

	Weeks On 6/12 Chart		Weeks On 6/12 Chart
1 STAR WARS 20th Century-Fox Home Video 1130	1 2	16 HALLOWEEN II MCA Distributing Corporation 77005	9 8
2 ON GOLDEN POND 20th Century-Fox Home Video 9037	2 3	17 SO FINE Warner Home Video 11143	18 4
3 ARTHUR Warner Home Video 72020	4 7	18 ROCKY II 20th Century-Fox Home Video 4565	23 2
4 STRIPES Columbia Pictures Home Entertainment 10600	3 7	19 EXCALIBUR Warner Home Video OR-72018	19 11
5 THE FRENCH LIEUTENANT'S WOMAN 20th Century-Fox Video 4868	6 10	20 ONLY WHEN I LAUGH Columbia Pictures Home Entertainment 10462	15 12
6 DRAGONSLAYER Paramount 1367	17 2	21 RICHARD PRYOR LIVE IN CONCERT Vestron VA-4000	22 12
7 TIME BANDITS Paramount Home Video 2310	5 6	22 NEIGHBORS Columbia Pictures Home Entertainment VH/BE 10445	— 1
8 SUPERMAN II Warner Home Video WB-61120	7 11	23 ALL THE MARBLES MGM/UA Home Video MV/MB 00112	25 5
9 MODERN PROBLEMS 20th Century-Fox Video 1129	12 5	24 FORT APACHE, THE BRONX Vestron VA-6000	26 12
10 BODY HEAT Warner Home Video LD-70005	8 11	25 RICH AND FAMOUS MGM/CBS Home Video MVR/MBR 00111	20 10
11 TAPS 20th Century-Fox Video 1128	11 5	26 PRINCE OF THE CITY Warner Home Video OR-72021	21 11
12 CLASH OF THE TITANS MGM/CBS Home Video 700074	13 12	27 EYE OF THE NEEDLE 20th Century-Fox Video 4581	28 12
13 FOR YOUR EYES ONLY 20th Century-Fox Home Video 1128	10 5	28 S.O.B. MGM/CBS CR 001100	24 12
14 GHOST STORY MCA Distributing Corporation 77006	16 4	29 CONTINENTAL DIVIDE Universal City Studios, Inc., MCA Distributing Corporation 71001	30 12
15 AN AMERICAN WEREWOLF IN LONDON Universal City Studios, Inc., MCA Distributing Corporation 77004	14 12	30 ATLANTIC CITY Paramount Pictures, Paramount Home Video 1450	27 12

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 various 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 — Clayton.

VSDA Gears Up For New Challenges As Video Market Continues To Grow

by Michael Glynn

CHICAGO — Approximately 100 dealers and press attended a June 7 meeting of the Video Software Dealers of America (VSDA) here during the 1982 Summer CES, in which executive vice president Joe Cohen gave an update on the group's "ongoing, productive and meaningful" programs, and members of the board addressed various issues of concern to video software dealers.

With regards to the former, VSDA's Cohen announced that, beginning this summer, A.C. Nielsen will be working in

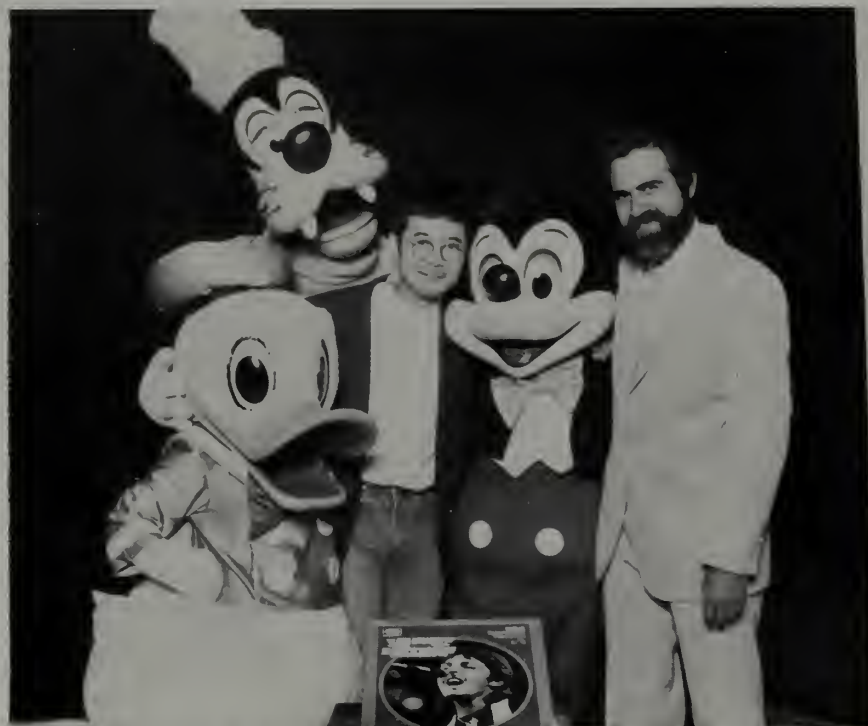
conjunction with the trade organ to gather much-needed information on video sales and rentals, among other things, while the board's Arthur Morowitz, president of New York's Video Shack chain, suggested a system to allocate store display space equitably in view of the larger packaging utilized by some studios and manufacturers.

While the VSDA could not officially endorse Morowitz's plan because it included certain aspects of pricing, it was generally hailed by retailers at the meeting. The plan was drawn up in response to the fact that certain manufacturers have gone to over-size packaging for videocassettes to obtain more in-store visibility, which has resulted in less space for the dealer to adequately display other lines. Morowitz suggested that dealers measure their total display area, count up the total number of titles and then divide the number of titles into the total area. Following that, the number of titles from each company would be counted and space allocated upon percentage, regardless of package size. In this way, he said, one company would not receive any more space than the next.

"If we can do this, we can put pressure on those companies who have tried to get more space by putting their product in a larger box," stated Morowitz.

While much of the meeting was given to a review of VSDA programs already under way, it also served as a platform to continue pitching the association. One Danbury, Conn. retailer who said that he was a mem-

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AWARD-WINNING ARTIST — Derek Chang, who attends the Art Center College of Design in Pasadena, Ca., won the first place award in the 1982 International Visual Music Festival for his film, "House is Burning." In addition to a \$500 cash prize, Chang also received an RCA Stereo VideoDisc Player and a selection of software for the unit. Pictured at the awards presentation are (l-r): Donald Duck; Goofy; Chang; Mickey Mouse; and Richard Klinger, director of programming, west coast, RCA VideoDisc.

Wide Product Range Shown At First Visual Music Fest

by Jeffrey Ressler

LOS ANGELES — The University of California at Los Angeles (UCLA), under the auspices of its Theater Arts department, played host to the first International Visual Music Festival from June 4-6, spotlighting the history of sound/image symbiosis from its earliest stages to today's technologically advanced state of the art. In addition to screening over 125 music-oriented shorts and presenting awards to promising student and independent video artists, a comprehensive series of panel discussions and guest speakers provided different points-of-view concerning the form's current and future status.

In the festival's keynote address, Stan Cornyn of Warner Communications, Inc. (WCI) presented his personal approach to visual music as a new business and a harmonizing link between two kinds of communications mediums. Entitled "Why Video Music is Like Underwater Farming," the industry executive's speech recalled how, years ago, he read about food pills, picture telephones and oceanic agriculture as the waves of the future in *Popular Science* magazine.

"How quickly the future does not arrive," said Cornyn, whose talk expressed the belief that record companies are doing little to market the visual/aural concept. "The utopia of music video may be as far off as underwater farming."

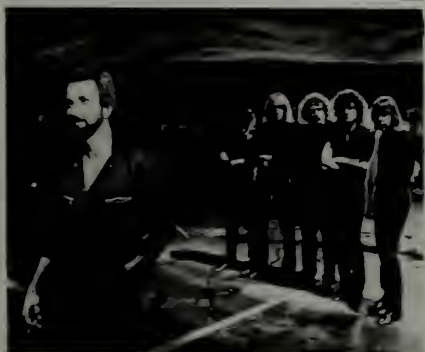
Characterizing many of the artists working in the visual music medium as "young, eyes shining, horny for the future and seducible as *Debbie Does Dallas*," Cornyn went on to say that primarily "Beverly Hills attorneys and other Porsche owners have made music video more popular than recreational pharmaceuticals." The major hurdles in visual music product thish artists must overcome, said Cornyn, include home video taping, a glut of software, the "copycat originality" and tired, "high-school" quality of three-minute promotional tapes, premature negotiation for rights, and the "over-technoed" quality of music shorts that have too much form and too little content. "I can appreciate the validity of small but loving video," he ex-

plained to the audience, telling those in attendance to "create and enjoy." "Creation is the main work of the gods. Do that and you'll be the envy of the mortal world."

As far as his own company's concerns in the field, Cornyn said that the first WEA artist to work with classical music and video would be announced shortly, calling him simply "the dancer of our time." In addition, he remarked that a 75-minute Emmylou Harris video presentation would be available soon and would contain 15 songs in various motifs blending concert footage, fictional vignettes, dance numbers and "behind-the-scenes" segments showing Harris' professional life travelling with her band on board their bus.

Along with Cornyn's speech, a screening of different music company promotional videotapes was presented at the festival, featuring such multi-media performers as David Bowie, DEVO, Laurie Anderson and Stevie Wonder & Paul McCartney, followed by a panel discussion by executives working in different facets of music television. Members of the panel included Gary Krisel, president of Disneyland-Buena Vista Records; Richard Klinger, director of programming for RCA SelectaVision Video Discs; Jo Bergman, director of film and TV for Warner Bros. Video; Bob Hart, director of video development for Capitol-EMI Records; and Jim Rissmiller, head of Wolf & Rissmiller Concerts.

Other topics covered at the festival ranged from "absolute animation" techniques to video and computer motion graphics, with screenings showcasing the musical artwork of such craftspeople as filmmaker Walt Disney, singer/choreographer Toni Basil, Gumby creator Art Clokey, cartoonist Max Fleisher, special visual effects expert Robert Abel and genre pioneer Oskar Fischinger. Awards including RCA SelectaVision VideoDisc systems and other video material were given to Dean Winkler, Tom DeWitt and Vibeke Sorensen for their first prize in the independent category and Derek Chang for first prize in the student division. Second prizes were given to independent artist Jesse Rae and student Don Diers for their work in the field.



LAST SAFE VIDEO — RCA Recording group LeRoux was recently shot by Gowers, Fields & Flattery for a video promoting its current LP "Last Safe Place." Pictured here on the set are band members (l-r): Tony Haselden, Bobby Campo, Jeff Poland, Leon Medica, Rod Roddy and Dave Peters.

Record Crowd Of 71,000 For Summer CES In Chicago

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the last couple of Consumer Electronics Shows, the audio conference panel June 7 here was resolutely optimistic, including the dealers, echoing the feeling that such new technological advances as stereo television and digital audio will undoubtedly give a shot in the arm to the business with the creation of new products and markets.

Although acknowledging that the audio business has seen a "levelling off", conference chairman Harry Elias of JVC added that "audio... has begun to go into areas where video can't compete, such as personal stereo systems." And other audio manufacturers have taken an "if you can't beat 'em, join 'em" approach to the video market, with such companies as Marantz and Jensen introducing stereo VCRs.

Some of the audio panelists may not have been as bullish as Elias on the arrival of new technology, which he said was "literally only months away." Bill Finnegan of Shure felt that the impact of digital audio would be "huge, but slow" in coming. In the meantime, Sol Boucai of Scott predicted that sales of audio cassette decks will increase 10-20% this year, while top-brand name speakers will be down.

The video business, although much healthier than audio now, is not immune to the economy and the constant development of new technologies, either, and that was reflected at the June 8 video conference. Conference chairman Ray Gates of Panasonic reported that the "almost incredible growth of the VCR is finally showing some signs of levelling off" (although the EIA's figures on sales to dealers increased from 1,361,000 in 1981 to a projected 1,900,000 this year). However, sales in virtually every sector, save black and white television units, are rosy. And it was noted that the real boom products are now color video cameras, blank videotape and video accessories.

On the horizon is the camera/video recorder combination, the acceptance of which is felt will be aided by the fact that 105 manufacturers have already banded together to support a common 8mm video format. And video components are expected to take off in short order.

Market Growth?

How big will that market be? Ed Adis of Sony Corp. said it was small right now, but growing, expecting it to be "a very, very important" part of his company's business. In Japan, he noted, it already is, accounting for "30% in color TV sales since those products were put on the market two years

ago." High-end portable VCRs, which have been receiving a lot of attention of late, are still somewhat limited in terms of total sales for panelist and retailer Tom Peterson, but he was very positive on the potential market, saying, "We're going in with both feet."

Projection TV is still too high priced for the general market, agreed retail panelists, who said that the "magic price point" was \$2,000 and not the average \$3,000 for most units. Sony's Adis stated that he saw the future in small, rear-screen projection models, but added that "the market is already overpopulated." Everyone on the panel was expecting that the stereo videodisc system should account for renewed interest in that product, but Sanyo's Art Westburg cautioned "whether or not it takes off remains to be seen." Although Panasonic's Gates felt positive about the future of the disc, he demurred on the question of his own company's VHD introduction. Tom Peterson said that CED disc sales were, for him, even better than RCA's published average, saying that his customers were buying 40 per each player sold.

Software Trends

On the software panel, Fuji's John Dale spotted among the trends the use of less tape sold for home librarying purposes, due to the proliferation of rentals, but more for home portable videotaping. Although there is an adequate supply of tape on the market, he said there were "still some spot shortages." As for lower blank tape prices, he chalked that up to "economies of scale" — with more tape being produced, manufacturers can pass along their reductions to dealers.

Retail software panelist Frank Barnako of Washington, D.C.'s Video Place said he didn't see a lot of disc sales yet for his stores, but he expected that to improve.

On the floor, Pioneer unveiled a new, improved version of its Laser-Vision disc player, as did Magnavox, and Sylvania also got into the act with its own laser-optical unit. The addition of CX noise reduction on selected disc software brought raves from dealers and other attendees.

While reports on home computer hardware and software sales from manufacturers were expectedly glowing during the June 9 personal electronics conference, some of the retailers took a decidedly more down-to-earth stance, warning that the market should be approached with caution or else problems of overstocking and a glut of video games would be the result, turning the boom quickly into a bust.



GAMES GALORE — Manufacturers of home video games displayed their wares in dramatic fashion at the Summer CES. Activision (top) Atari (below left) and Mattel had plenty of activity at their booths throughout the show's four-day run.

Film Studios Announce Pacts For Home Video Games

(continued from page 7)

were unveiled at the show last week.

Twentieth Century-Fox and MCA both announced the formation of separate video games divisions, while Thorn-EMI introduced its new line of home computer game software. Paramount Home Video also revealed its entry into video game distribution in conjunction with Sega Enterprises and Coleco Industries. Previously, the Warner Communications Inc. (WCI) distribution arm, Warner/Elektra/Atlantic (WEA) Corp., announced that it will be distributing WCI-owned Atari product on a non-exclusive basis to recorded music outlets, while CBS, in conjunction with Bally Corp., will manufacture and distribute video games through the CBS/Columbia Group.

At a press conference June 6, Paramount Video president Mel Harris called the company's link with Sega and Coleco for distribution under the Sega Distribution banner "the perfect marriage" uniting motion pictures and video game cartridges. "The crossover between (those who own) video game consoles and VCRs is extremely high," added Harris. "We're in it to stay in a very big way."

Among the initial games that Sega Distribution will receive from Coleco include a number of programs that are playable on the Atari video system, including such popular arcade items as Donkey Kong, Zaxxon and Turbo, in addition to Mousetrap, Carnival, Venture and Smurf. Sega Distribution, which is slated to begin shipping such programs as Donkey Kong as early as July, will distribute all Coleco manufactured home video game cartridges.

Even with the vast assortment of different games on the market, video software manufacturers feel confident there is still plenty of room on the bandwagon. "What's too many games?" asked Jack Dreyer, 20th Century-Fox vice president and general manager, consumer products division. "By the end of 1982, it's predicted that 18 million U.S. homes will be equipped for game cartridges. Assortment brings peo-

ple in. Some people also say that there are too many movies on the home video market, but consumers rent an average of some 30 different titles per year."

Increasing Sophistication

Dreyer, whose division handles distribution of Fox Video Games, added that with players becoming more expert at playing the games, sophistication will be a key ingredient in design for new programs to be successful. He said that feedback from some of "the sharper merchants" he deals with has been positive in regards to Fox programming.

Frank O'Connell, formerly senior vice president of sales and marketing for Mattel's Electronic Division, has been named president of the new company that will be based in Saratoga, Calif. Product marketed under the name "20th Century-Fox Video Games of the Century" will be compatible with the Atari VCS home game system. The company's four initial programs, introduced at the CES, include Worm War I, Beany Bopper, Deadly Duck and Fast Eddie.

Fox Video Games, Inc. is a wholly-owned subsidiary of 20th Century-Fox Film Corp. and is not included in the CBS/Fox proposed joint venture.

MCA Video Games has also been created as a new division of MCA, Inc., according to MCA president and chief operating officer Sidney Sheinberg. Although MCA only announced formation of the games arm at the CES and not initial programs, new president James N. Fiedler (formerly president of MCA DiscoVision, Inc.) reported, "Obviously, Universal Pictures and Universal Television have a vast library. Naturally, we will draw on these established properties, and we will also explore new concepts for the exciting video game market."

Thorn-EMI Video Programming Enterprises (TEVPE) will begin marketing more than 20 home computer games compatible with the Atari 400/800 and Commodore VIC-20 Game systems this year, in time for

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VIDEO SEMINAR — Current trends and future developments in video were explored at the CES video hardware panel. Pictured are (l-r): Ed Adis, Sony Corp. of America; Yong Lee, Samsung Electronics, Inc.; Art Westburg, Sanyo Electric, Inc.; moderator Art Levis; Ed Burnett, Foley's, Houston, Tex.; and Tom Peterson, Tom Peterson, Inc., Portland, Ore.

Film Studios Announce Pacts For New Home Video Games

(continued from page 16)

the pre-Christmas selling season. Among the initial programs, which will be priced from \$19.95 to \$39.95, are such titles as Submarine Commander and The Cube Puzzle, in addition to Soccer, Jumbo Jet Pilot, Kickback, River Rescue and actual game-based cartridges as Snooker & Billiards, Pool, Darts, Cribbage & Dominoes, British Heritage and European Jigsaw Puzzles. Self-instructional and educational programs include Home Financial Management.

Nicholas P. Santrizos has been named president of the home video division of TEVPE and, in this capacity, he will oversee all home computer video game operations, as well as Thorn-EMI videocassettes.

In a related development again bringing together the motion picture industry and home video game manufacturers, Atari, Inc. has signed an agreement with Lucasfilm Ltd. for the development and marketing of arcade video games,

Warner Home Vid Files Six Anti-Piracy Suits

NEW YORK — Warner Home Video (WHV) last week filed suits in Tampa, Fla., St. Louis, New York, Detroit, Orlando, Fla. and Cleveland as part of the video anti-piracy campaign it began in March. These actions follow an initial wave of suits filed in March in Chicago and Los Angeles on behalf of WHV, Warner Bros. and the Motion Picture Assn. of America (MPAA).

Major motion picture titles involved in the suits include *Arthur*, *Excalibur*, *Superman II* and *Outland*. In addition, *Chariots Of Fire* and *This Is Elvis*, two titles not yet released in the home video market, were also involved.

The outcome of the writs of seizure resulting from the suits were not available at presstime, although they were executed in each of the six cities.

These suits are part of Warner Home Video's anti-piracy efforts, which began in March. Other anti-piracy activities include:

- Sending out undercover investigators to shop in 4,200 videocassette stores in the past three weeks and reshop in cases where they suspected wrongdoing.

- Obtaining shopping records from video retailers and entering them into a Warner Communications data bank.

- Sending "cease and desist" letters to suspected pirates and following them up with additional visits from undercover investigators.

In addition, representatives from all major home video companies are scheduled to meet in mid-June under the auspices of the MPAA to discuss the next six months of anti-piracy activity.

home video games and home computer businesses. Announcement of the venture, bringing together leading forces of both films and video games, was made at a press conference here June 6 by Raymond E. Kassir, chairman and chief executive officer of Atari.

The association is expected to spawn video games of such Lucasfilm motion pictures as the top-grossing *Star Wars*, *Empire Strikes Back* and the forthcoming conclusion of the first *Star Wars* trilogy, *Revenge of the Jedi*. Also expected is a game version of *Raiders of the Lost Ark*.

Lucasfilm's special effects division, Industrial Light and Magic, has also completed work on three films that are expected to be among the biggest of this summer season, *Star Trek II: The Wrath of Khan*, *Poltergeist* and *E.T.: The Extraterrestrial*.

Parker Bros. is preparing to roll out its first video game product with "The Empire Strikes Back" and "Frogger" cartridges this summer. The two video games will be supported by a \$5 million advertising campaign, including network and spot TV, radio and national print.

In September, Parker Bros. is planning to release the video game cartridge "Spiderman," followed by "Amidar."

All Parker Bros. cartridges are compatible with the Atari video computer system and Sears Video Arcade. The Empire Strikes Back, Frogger and Spiderman are expected to be compatible with all leading video games systems by the fall of 1982.

CBS Cable Will Not Be Part Of CBS/Fox Deal

CHICAGO — The proposed CBS/Fox joint video venture, announced earlier this year, should formally start up by the end of this month, according to 20th Century-Fox Video chairman Steve Roberts. When it does, however, Roberts revealed that the CBS Cable operation will not be included.

Twentieth's Roberts had indicated at the 1982 International Summer Consumer Electronics Show here last week that while there is still some possibility that the highly-acclaimed but money-losing cultural cable outlet will be a part of the venture, chances are slim. Fox would seem to be hedging its bet going into the venture with CBS by structuring the deal in such a way that its newly announced Fox Video Games, which the company figures to be a big money-maker, will not be included in the arrangement, while also making sure that CBS/Fox does not assume CBS Cable's debt.

The CBS Cable service is presently received by approximately 4.5 million subscribers on 350 cable systems.



MAIN ATTRACTION — With a record-setting attendance of close to 78,000, the 1982 Summer Consumer Electronics Show was the most successful ever. Participants saw the latest audio and video equipment on display in several locations and heard reports on the latest industry trends during a comprehensive series of panel discussions. Home video games were the stars of the show, as evidenced by a \$200,000 party hosted by Activision at Chicago's Ritz Carlton.

VSDA Gears Up To Face New Challenges In Video Market

(continued from page 15)

ber of the NARDA-associated Video Retailers Assn. (VRA) asked how an organization such as VSDA could address a rival trade group such as the VRA, whose interests are basically the same. The board responded that they hoped to see just one trade group in the future, and judging from positive response and new membership signed up at the CES, the VSDA may be in the best position right now to be that group.

Among the other topics discussed at the meeting:

- The forthcoming VSDA Convention, themed "Building A Bright Future," at the Fairmont Hotel in Dallas Aug. 29-31. VSDA president Frank Barnako of Washington, D.C.'s Video Place noted that in-store design, lay-out and personnel hiring would be among the many topics discussed at the confab, while one night of the convention is slated to be devoted strictly to video games.

- Membership, according to VSDA's Cohen, is presently "hovering" around the 200 mark, which the organization expects to increase monthly through further regional meetings, which will be resumed after the CES.

- The establishment of a toll-free anti-piracy hotline. The number is (800) 257-

MCA Videocassette Lowers List Price

LOS ANGELES — MCA Videocassette will introduce a new, lower list price for its product with the release of *Cat People*, *Missing* and *The Border* at \$84.95 in the next two months. The new price is significantly lower than the \$100 list that MCA first instituted earlier this year.

The new list price will remain in effect indefinitely, according to MCA, at least until the current glut of product on the market eases.

In addition to the new list price for current product, MCA also unveiled what may develop into a "classics" line with *Abbott And Costello Meet Frankenstein* at \$42.95. If the videocassette sells well, MCA may follow up with other classics from its library featuring such old-time stars as W.C. Fields and the Marx Brothers.

5259.

- The number of board members will be increased to 15, as five more will be elected at the Dallas convention.

- Present board members, many of whom attended the meeting as well as a closed session on June 5 prior to the show, include Frank Barnako (president); Weston Nishimura, Videoplac, Inc., Bellevue, Wash. (secretary); Cheryl Benton, Video Station, Los Angeles, Calif. (treasurer); Bob Bigelow, Bigelow Video, Minneapolis, Minn.; Noel Gimbel, SoundVideo Unlimited, Niles, Ill.; Gene Kahn, Columbia Video Systems, Highland Park, Ill.; John Marmaduke, Hastings/Record Town, Amarillo, Tex.; Arthur Morowitz; George Port, Pickwick International of Minneapolis, Minn.; Gene Silverman, Record Breaker/Now Playing of Farmington, Mich.; and Bob Skidmore, Video Corner, St. Petersburg, Fla.

Blondie U.S. Tour Gets Pioneer Sponsorship

CHICAGO — Chrysalis recording group Blondie becomes the latest act to receive corporate tour sponsorship. Following such recent tour tie-ins as the Rolling Stones and Jovan Cosmetics and Rod Stewart and Sony Tape, Blondie's forthcoming U.S. tour will be underwritten by Pioneer Electronics (USA) Inc. Plans for the tour, which is scheduled to begin in July and cover some 28 cities, were revealed June 7 here at the 1982 Summer Consumer Electronics Show by Pioneer president Jack Doyle.

Deborah Harry, lead singer of Blondie, was present for the announcement of the tour, which is themed "Tracks Across America," in support of the band's newly-released LP, "The Hunter." In addition to the concerts, Pioneer is also sponsoring a two-hour nationwide radio broadcast featuring one of Blondie's early tour performances.

Tour sponsorship was coordinated through Joshua Simons, vice president, and Jay Coleman, president, of Rockbill, Inc. of New York in association with Steven Schmerler, Chrysalis director of marketing.



AUDIO UPDATE — "Home And Personal Audio" was the theme of a hi-fi audio panel held in conjunction with the Summer CES. Pictured are panelists (l-r): Ray Atkins, Yorx Electronics Corp.; Sol Boucai, H.H. Scott, Inc.; Bill Finnegan, Sure Bros., Inc.; moderator Bill Kanner; Bob Fried, Marantz Co.; and Linda Verin, Soundtrak, Oklahoma City. Not pictured is panelist Jack Carpenter, Sights And Sounds, Chicago.

MERCHANDISING

TOP 200 ALBUMS

Motown Strong With Wonder, James, Dazz Band Scoring Big

by Mark Albert and Ken Kirkwood

TOP STORY OF THE WEEK is Motown Records, currently riding the crest of one of the hottest streaks the company has enjoyed in recent years with four albums in the Top 30, three of which are bulleting. Leading the way is Stevie Wonder at #3 bullet. Although caught in a logjam in the Top Five, Wonder continues to retail extremely well in all regions and is also a strong item at the racks. His second single from the LP, "Do I Do," jumped to #17 bullet from #26 on the **Cash Box** Top 100 Black Contemporary Singles chart and moved to #49 bullet, up from #49, on the Top 100 Pop Singles chart. Next is Rick James, who jumps into the Top 20 at #18 bullet from #27 after only three weeks on the **Cash Box** Top 200 Albums chart. Sparking LP sales is James' "Dance With Me" single, which moved up two spots to #7 bullet on the Top 100 B/C Singles chart and to #59 bullet from #65 on the Top 100 Pop Singles chart. James is doing quite well everywhere, led by the South and West and good initial rack action also reported. Like Wonder and James, the Dazz Band, #21 bullet, up from #24, has enjoyed much LP success due to the strength of its strong single, "Let It Whip." The single remains at #1 on the B/C Singles chart and moves to #23 bullet from #29 on the Top 100 Singles chart. The Dazz Band shows healthy retail activity in all regions, particularly the South, West and Midwest. The Temptations, #30 this week, slipped slightly, but still have a good sales pattern, primarily in the East, Midwest and South.

TOP TEN HIGHLIGHTS — While Paul McCartney holds on to the top position for a fifth consecutive week, Asia regains its bullet at #2. Sales have picked up thanks to its Top 10 single, "Heat Of The Moment," and the group's current North American tour . . . The Human League moved up two spots to #7 bullet with extremely strong retail out of the East, West and Midwest. The album is now among the Top 50 in rack sales, and the single, "Don't You Want Me," has gone to #2 bullet with an outside chance for capturing the #1 position . . . Queen holds at #8 bullet. Retail is still strong, especially in the Midwest and West . . . Toto bullets into the Top Ten at #10, up from #11. Still a huge retail item in the West and Midwest, it is now also very strong in the South.

TOP 100 HIGHLIGHTS — .38 Special is enjoying its biggest success to date as its "Special Forces" album jumped four points to #15 bullet. Selling very well everywhere, led by the Midwest, South and West, the album is beginning to kick in at the rack level. It's "Caught Up

In You" single took another big jump, going to #15 bullet, up from #20 . . . The Gap Band takes a nice jump to #31 bullet from #47 in its second week. Good retail in all regions, led by the South, Midwest and West. The LP also went to #9 bullet from #18 on the Top 75 B/C Albums chart . . . Heart jumps 20 points to #32 bullet with strong retail in the West, Midwest and South . . . Kansas moves up 17 points into the Top 40 at #39 bullet. Best retail is in the Midwest and South . . . It has taken considerable time, but Soft Cell is again bulleting at #44, thanks to the single "Tainted Love" at #17 bullet. Best retail is in the West and Midwest . . . Ashford & Simpson jump 12 points to #48 bullet. Sales are generally good in all areas, especially the South, East and West. The album also goes to #10 bullet from #13 on the Top 75 B/C Albums chart . . . Richard Simmons, #57 bullet, up from #70, and Jane Fonda, #65 bullet, up from #75, are both exceptionally strong at the racks, with Simmons in the Top 10 and Fonda a Top 15 seller . . . Another big rack item (Top 20) is Neil Diamond, #59 bullet, up from #68. Retail is also very good in the Midwest and East . . . In its second week, The Clash jump 20 points to #67 bullet. Selling very well on the coasts, with sales activity picking up in the Midwest . . . Frank Zappa takes a 22-point jump to #77 bullet. The album is selling primarily in the West, Midwest and Northeast.

101 TO 200 HIGHLIGHTS — Eric Clapton moves to #103 bullet from #116, with good retail in the Midwest and West, and is beginning to make some noise at the racks . . . Larry Elgart's "Hooked On Swing" takes a big jump to #107 bullet from #134. Good second week sales out of the Midwest and on the coasts. Elgart's single of the same name is also bulleting, this week at #68 on the Top 100 Singles chart, up from #76 . . . The Reddings go from #130 to #115 bullet. Sparking this album is the cover version of Otis Redding's "(Sittin' On) The Dock Of The Bay" single, which moves to #39 bullet from #52 on the Top 100 B/C Singles chart and debuts on the pop singles chart at #87 bullet . . . The Monroes go to #161 bullet, up from #181 in its second week. Nice sales out of the West and South.

DEBUTS — The highest debut this week is the Alan Parsons Project at #62 bullet. Very big initially in the Midwest and West . . . Blondie, #72 bullet, had good retail action out of the West and Midwest . . . Air Supply comes in at #80 bullet. Good retail out of the South and East, with immediate rack acceptance . . . Roxy Music debuts at #89 bullet, with good sales action in the West and Midwest .



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 BLONDIE | 8 DAZZ BAND |
| 2 HEART | 9 ROXY MUSIC |
| 3 ALAN PARSONS PROJECT | 10 JUICE NEWTON |
| 4 KANSAS | 11 ANNIE |
| 5 GAP BAND | 12 GLEN FREY |
| 6 AIR SUPPLY | 13 ASHFORD & SIMPSON |
| 7 CLASH | 14 MOTELS |
| | 15 RICHARD SIMMONS |

NORTHEAST 1.

- 1 DREAMGIRLS
- 2 SQUEEZE
- 3 ANNIE
- 4 DAZZ BAND
- 5 CLASH
- 6 BLONDIE
- 7 MOTELS
- 8 ROBERTA FLACK
- 9 ROXY MUSIC
- 10 AIR SUPPLY

SOUTHEAST 2.

- 1 DAZZ BAND
- 2 KANSAS
- 3 JUICE NEWTON
- 4 GAP BAND
- 5 HEART
- 6 ALAN PARSONS PROJECT
- 7 AIR SUPPLY
- 8 ASHFORD & SIMPSON
- 9 BLONDIE
- 10 ROBERTA FLACK

BALTIMORE/WASHINGTON 3.

- 1 BLONDIE
- 2 AIR SUPPLY
- 3 CLASH
- 4 ASHFORD & SIMPSON
- 5 HEART
- 6 ALAN PARSONS PROJECT
- 7 KANSAS
- 8 RICHARD SIMMONS
- 9 ANNIE
- 10 DREAMGIRLS

WEST 4.

- 1 CLASH
- 2 HEART
- 3 GAP BAND
- 4 BLONDIE
- 5 ALAN PARSONS PROJECT
- 6 FRANK ZAPPA
- 7 SOFT CELL
- 8 MOTELS
- 9 ROXY MUSIC
- 10 KANSAS

MIDWEST 5.

- 1 GAP BAND
- 2 KANSAS
- 3 HEART
- 4 ALAN PARSONS PROJECT
- 5 JUICE NEWTON
- 6 BLONDIE
- 7 GLEN FREY
- 8 DAZZ BAND
- 9 ROXY MUSIC
- 10 NEIL DIAMOND

NORTH CENTRAL 6.

- 1 RICHARD SIMMONS
- 2 ANNIE
- 3 NEIL DIAMOND
- 4 JUICE NEWTON
- 5 JANE FONDA
- 6 AIR SUPPLY
- 7 BARBARA MANDRELL
- 8 CHIPMUNKS
- 9 CONWAY TWITTY (MCA)
- 10 CHEAP TRICK

DENVER/PHOENIX 7.

- 1 CLASH
- 2 HEART
- 3 ALAN PARSONS PROJECT
- 4 GAP BAND
- 5 ROXY MUSIC
- 6 GLEN FREY
- 7 KANSAS
- 8 BLONDIE
- 9 FRANK ZAPPA
- 10 MOTELS

SOUTH CENTRAL 8.

- 1 DAZZ BAND
- 2 GAP BAND
- 3 HEART
- 4 ALAN PARSONS PROJECT
- 5 KANSAS
- 6 BLONDIE
- 7 GLEN FREY
- 8 CHEAP TRICK
- 9 ASHFORD & SIMPSON
- 10 AIR SUPPLY

WHAT'S IN-STORE

MUSICIAN'S GUIDE — The second series of jazz releases on the Elektra/Musician label is distinguished, aside from the artists represented, by the names of the artist and album title in tiny print along the far left side of the top edge of the record jacket. According to Elektra/Musician A&R rep **Victor Chlrel**, credit for the innovation goes to Elektra/Musician president **Bruce Lundvall**, who recognized that when browsers flip through record bins they don't catch the information on the jacket's spine. Further, jazz albums in rock-oriented stores are often grouped together without being separated by bin cards, unlike rock cassettes. Thus, the top print makes it easier for customers to find and identify Musician product. . . . Coinciding with the new Musician release, a second specially-priced sampler album has been issued. Like the first volume, "Musicians Guide Volume II" contains one track from each of the artists — **Billy Cobham, Mose Allison, David Sanclous, Bobby McFerrin, Clifford Brown/Max Roach, Dexter Gordon, Bud Powell and Woody Shaw** — included in the release.

TOTE 'EMS — Hart Enterprises, Inc., has developed a nifty cassette tape mini carrying case for use with Walkman-type personal cassette machine users. Its new "Tape-Tote" holds up to four cassettes and has a loop for strapping to belts or the cassette player's shoulder strap. The tote is made of poplin and is sealed by a velcro strip. It is available, in 10 colors, from Hart Enterprises, Inc., P.O. Box 611C, Wooster, Ohio 44691. Cost for each unit is \$5.95. . . . **Murray Albert** is introducing his new "Record Jacket Hero Tote" line of canvas album tote bags. The album-sized totes are available in four colors and have a transparent plastic pocket on one side for insertion of the bearer's favorite album jacket. Albert notes that the tote easily adapts to ever-changing musical tastes — you just take out the old and slip in the new. He adds that artwork other than record jackets, such as teen mag centerfold spreads or original creations, may also be displayed, and that a smaller version for 45s, cassettes, or children's books is also available. The totes may be ordered from Paradise Creations, 7338 Varna Ave., North Hollywood, Calif. 91605, for \$48 per dozen with a two dozen minimum order.

MART-IGRAS — **National Record Mart** is in the midst of an extensive TV ad campaign for its 20 Pittsburgh stores to promote RCA, MCA, PolyGram and Capitol midline product. Entitled "Coupon Power," the promotion offers a free book of "two for the price of one" coupons for restaurants, movies, sports and entertainment events to buyers of any three midline titles for a special \$12.99 price. The Mart's **Lance Jones** reports that the coupon book is good through Nov. 1 and sells regularly for \$5, with savings within estimated at over \$500.

NEW STARS NAMED — The **J. Geils Band** and the **Police** have been added to Scripto's galaxy of Star Lights disposable butane lighters, which already include lighters with imprinted logo designs for **Journey, Foreigner, REO Speedwagon, Black Sabbath, Judas Priest, Molly Hatchet, Rush** and **Ted Nugent**. The lighters, which were conceived and licensed by Rockbill, Inc. and sell for \$1.99 (suggested), can be found at record and convenience stores, as well as other outlets selling rock-related product. Also added to the lighter line is a second **Who** logo design.

PRESIDENTIAL PROMOTION — RCA Records is kicking off what it calls a "massive" promotional effort supporting this month's release of the three-volumed "The **Dorsey/Sinatra Sessions 1940-1942**" with a special promotion-only 78 r.p.m. version of "Oh, Look At Me Now," which was originally released in 1941. The first of the thousand numbered copies of the item was presented to **President Reagan**, with the rest sent out to press, radio and retail elites.

GUITAR GIVEAWAYS — In a promotion with radio station WLPX, **Radio Doctors** gave away a Dean guitar autographed by **Triumph's Rik Emmett** at a recent Milwaukee concert appearance. . . . A **B.B. King** Gibson guitar valued at \$1,000 was awarded as the grand prize in a promotion sponsored by **Peaches** in Ft. Lauderdale and radio station WRBD. King himself attended the drawing, as he was in town for a Miami concert appearance.

jim bessman

Tenth Annual NAIRD Meet Draws 200+ To Philadelphia

(continued from page 6)

In a theme to be echoed throughout the convention, Iglauer urged labels to develop direct sales, and suggested including order forms and postcards inside album jackets. He added that a direct mail campaign also aided Alligator's catalog sales through distributors, crediting the campaign with raising interest in product already on the shelves.

An "Overseas Sales" panel moderated by Bruce Kaplan, head of Flying Fish Records, featured Bill Schubert of Philo Records; Bill Nowlan of Rounder Records; Chuck Nessa of Nessa and Steeplechase Records; and Alligator's Iglauer. With panelists reporting as much as 50% of their sales coming from overseas, companies were urged to aggressively explore both foreign distribution and licensing.

Concrete advice included moderator Kaplan's suggestion that labels always try to negotiate license deals that give the license "as small a territory for as short a period as possible for as much money as possible." Philo's Schubert recommended that indies try to attend the annual MIDEM Convention in Cannes and reported that to help defray the cost, Philo has shared a booth with other small labels at the international meet. Additionally, Schubert said he and other small labels are presently seeking to get the U.S. Export Committee to help underwrite their booth for next year's MIDEM.

Counterbalancing the rosy picture of untapped foreign markets, Nessa cautioned labels on the problems posed by currency fluctuation, warning that the present strength of the dollar can discourage foreign companies from dealing in American product.

Exclusive Licensees

Other pointers include Schubert's suggestion that labels deal exclusively with one licensee in Western Europe due to difficulty in controlling transshipping among Common Market countries. Kaplan also urged that labels try to retain control of publishing overseas, although Iglauer added that a licensee that gains sub-publishing rights has an added incentive to

promote the product.

A distribution panel, moderated by convention host Jerry Richman of Richman Bros. Records, dealt with distributors' problems as they relate to manufacturers, and featured Clay Pasternack of the Cleveland-based Action Record; Duncan Browne of Boston's Rounder Records; Richard Ferris of California's Square Deal Records; and Robin Cohn of California's City Hall Records.

Chief among the issues raised by the distributors was the need for proper documentation of shipments by the manufacturers. In addition, Pasternak and Browne both stressed the need for more information regarding new releases and catalog deletions.

Other topics covered by the panel included payment, cost-efficient shipping, packaging, and promotion. Speaking on the latter, Rounder's Browne said that in-stores and radio play were "up to label."

Additional panels heard during the meet included video, artist development, entertainment law and promotional alternatives. Time was also allocated for special interest meetings on jazz, country and blue grass, folk, blues, rock and distribution.

Also featured at the convention was the annual NAIRD Indies Awards Banquet. This year's winners and their categories were: "Looking At Bird" by Archie Shepp on Steeplechase, Jazz; "Mardi Gras in New Orleans" by Professor Longhair on Nighthawk, Historical and Best Album Design; "Everybody Needs It" by Ellen McIlwaine on Blind Pig, Rock; "Star Spangled Molly" by De Danann All Stars on Shanachie, British Isles; "After Midnight" by The Seldom Scene on Sugar Hill, String Band; "Magic Sam Live" by Magic Sam on Delmark, Blues; "Red Rocking Chair" by Doc and Merle Watson on Flying Fish, Folk; "The Klezmerim Metropolis" by Klezmerim on Flying Fish, World; "Cowboy Jubilee" by Riders In The Sky on Rounder, Country; and "At The Winery" by Stephane Grappelli on Concord Jazz, String Band Jazz.

Entertainment at the convention was provided by Folkways recording artist Kevin Roth, and Rounder recording group Cowboy Jazz.

BREAKOUTS/PLUS PROFIT

ALBUM BREAKOUT

EYE IN THE SKY — THE ALAN PARSONS PROJECT — ARISTA AL 9599

Breaking out of: Record Bar — National, Sound Unlimited — National, Musicland — National, Lieberman — Dallas/Denver/Portland, Soundtown/Hastings Book — Southwest, Everybody's — Northwest, Harmony Hut — East Coast, Tower — Los Angeles/San Diego/Campbell/Seattle, Licorice Pizza — Los Angeles, Charts — Phoenix, Mile Hi — Denver, Wilcox — Oklahoma City, Cactus — Houston, Leisure Landing — New Orleans, Turtles — Atlanta, Port 'o' Call — Nashville, Gary's — Virginia, Waxie Maxie — Washington, Record + Tape Collector — Baltimore, Crazy Eddies — New York, Sam Goody — New York, Lechmere Sales — Boston, Peaches — Columbus/Cleveland/Cincinnati, Karma — Indianapolis, Record Theatre — Cincinnati, Flipside — Chicago, Radio Doctors — Milwaukee, Streetside — St. Louis.

MERCHANDISING AIDS: Contact Your Local Arista Distributor

SINGLE BREAKOUT

EYE OF THE TIGER — SURVIVOR — SCOTTI BROS./CBS ZS5 02912

Breaking out of: Alta — Phoenix, Tower — Sacramento, Waxie Maxie — Washington D.C., Disc-O-Mat — New York City, Tower — San Jose, Radio Doctors, Cavages — Buffalo, Musicland — St. Louis, P.B. One Stop — St. Louis.

TOP SELLING ACCESSORIES *

- Allsop Cassette Head Cleaner (III)
- Audio Technica Sonic Broom (AT 6012)
- BMI Cassette Carrying Case (815)
- Bowers Outer LP Sleeves
- Discwasher D-4 1 1/4 oz. Refill Fluid
- Discwasher D-4 System Kit
- Discwasher VRP Inner LP Sleeves
- Le-Bo Outer LP Sleeves
- Maxell UDXL I C-60
- Maxell UDXL II C-90
- Maxell UDXL II C-90 (2/Bag)
- Memorex Cassette Head Cleaner (37)
- Memorex MRX I C-90 (2/Bag)
- Recoton Cassette Head Cleaner Kit
- TDK DC-90
- TDK Reel-to-Reel (LX-3590)
- TDK SAC-90
- TDK SAC-90 (2/Bag)

COMPILED FROM: Big Apple — Denver • Gary's — Virginia • Peaches — Cincinnati, Cleveland, Columbus • Karma — Indianapolis • Charts — Phoenix • Alta — Phoenix • Tower Records — Sacramento, Seattle • Licorice Pizza — Los Angeles • Lieberman — Denver, Kansas City • Musicland — St. Louis • Sound Warehouse — San Antonio • Sound Video, Unltd. — Chicago • Radio Doctors — Milwaukee • Record Theatre — Cincinnati • Cavages — Buffalo.

TOP SELLING MIDLINES

- A Flock Of Seagulls** • Jive/Arista VA 66000
- AC/DC** • Let There Be Rock • Atco SD-36151
- Tommy Bolin** • Private Eyes • Columbia C-34329
- Bow Wow Wow** • Last of the Mohicans • RCA CLP1-4314
- David Bowie** • Bertolt Brecht's "Baal" • RCA CPL-1436
- Crosby, Stills, Nash & Young** • So Far • Atlantic SD-15119
- The Doors** • Elektra EKS 74007
- Halrcut 100** • Pelican West • Arista AL 6600
- Janis Joplin** • Farewell Songs • Columbia PC-37569
- Missing Persons** • Capitol DLP-15001
- The Monroes** • Alfa AAE-15015
- Rainbow** • Jealous Lover • Polydor/PolyGram PX-1-502
- Rolling Stones** • Sucking in the Seventies • Rolling Stone/Atco COC-T6028
- Romeo Void** • Never Say Never • 415 Records/415A-0007
- Pete Shelley** • Homosapien • Arista AL 6602
- Sherbs** • Defying Gravity • Atco SD-38146

COMPILED FROM: Sound Video, Unltd. — Chicago • Radio Doctors — Milwaukee • Tower Records — Sacramento, Seattle • Record Theatre — Cincinnati • Lieberman — Portland • Musicland — St. Louis • Sound Warehouse — San Antonio • Alta — Phoenix • Peaches — Cincinnati, Columbus • Licorice Pizza — Los Angeles • Big Apple — Denver • Gary's — Virginia • Karma — Indianapolis • Charts — Phoenix

* Excludes T-Shirts & Paraphernalia

(S) Heavy Sales

Radio Stations Turn To Cable For Longer Broadcast Hours

(continued from page 7)

city is wired for cable yet."

"Cable radio is initially happening more in the medium to small markets," added Waters, "because more of them are wired for cable at the present time."

One medium market station that has used cable transmission for the past three years is country-formatted KFAY/Fayetteville, Ark. "We decided to go on the cable because we were a daytime-only station, and since the FCC wouldn't let us on the air at night, we saw this as the only way," said Pat Demaree, KFAY owner and president. "Since we've been on cable, we've been able to get about 10% of the cable subscribers here, and there are 40,000 homes that get cable," he said.

Name Game

One problem Demaree has encountered has been that of frequency indentionation on his cable channel. "During the day, we use the slogan 1250 Country, but that doesn't work at night because we're 93.1 on the cable FM dial, so we rely more on our call letters," he said.

Another recent cable convert is WFEZ/Meridian, Miss., another small daytime-only AM station that is trying to broaden its market share with cable. "We had originally used a cable FM system for an automated easy listening service, but last October, we decided to also use the Satellite Music Network's (SMN) country and adult contemporary formats on cable FM," said Carin Cowell, WFEZ acting general manager. "Because of this, we have the only A/C station in our market."

On account of perceived increases in listenership, KFAY and WFEZ have increased their advertising rates since they began feeding programming through cable lines. "Sure, we've increased the rates since the commercials now run on three instead of just one station," said Cowell. Added KFAY's Demaree, "We've increased our rates substantially, but we've done more business than ever before. In fact, 1982 has been our biggest year ever."

No Arbs

Although these stations have increased their advertising rates, George Kravis, owner of A/C-formatted KRAV/Tulsa and shareholder in United Video, a local cable company, had decided not to transmit KRAV through cable because, he said, Arbitron would give him no credit for using it. "How could we sell advertising if our audience increase from cable doesn't show up in the Arbitron reports?" asked Kravis. "I called Arbitron and asked them how they were going to deal with cable radio, but they only said they'd have to assess its impact on a market-by-market basis."

Arbitron measures radio listenership through diaries placed in listeners' homes that give no reference to how the station is received. "If someone in a radio survey is listening to a station, if they mention the fact that they heard it on channel 12, that reference is stricken from our report," said Shelly Cagney, Arbitron communications assistant. "The same would be true if there was any mention of radio in a TV survey."

No Difference

"In a market report, we don't divide up whether a station is heard on a radio or on a cable channel," said Connie Anthes, Arbitron director of communications. "We don't see whether it makes any difference if it's heard on cable or radio." She added that she expects this policy to continue.

In a slightly different vein, Chuck LeGette, executive vice president of MOR-formatted WINN/Louisville, Ky., decided one year ago to broadcast on a cable television line in order to gain an edge on his

competition. "We're only one of 17 radio stations in this market, and we needed to do something to increase our audience," said LeGette. "We feel that our broadcast of the *Music of America* MOR format on cable fills the space with the void of television programming for the upper age groups."

Unlike KFAY and WFEZ, LeGette has not increased his station's advertising rates. "Even though we've improved in the *Birch Report* and our station's use of the cable channel has given us some notoriety, we haven't raised our rates," he said. In addition, he uses a cable television channel to transmit his radio programming, in contrast to the other cable radio operators queried. "Most of the time, we run a strip with our call letters across the screen, and we're thinking of maybe running a Barry Manilow concert on both the radio and cable station and making a 3/4-inch videocassette out of it," said LeGette. "Right now, that's only on the drawing boards."

Cable companies have been using radio simulcasts and networks for the past two years, primarily because most television speakers cannot reproduce sound in stereo.

Stereo Simulcast

"I think the whole reason why we do simulcasts of our music specials with radio boils down to the fact that we don't have the capability to broadcast in stereo and the radio stations do," said Tom Tanno, senior publicist at HBO. "I'm not sure that if we were in the situation to broadcast in stereo we would be doing simulcasts." HBO began simulcasting with radio with a Linda Ronstadt special one year ago.

HBO has since run shows of the Warner Bros. recording group Simon & Garfunkel concert in Central Park on Feb. 2 and a simulcast of modern recording artist Stevie Nicks with NBC's *Source* on April 8. "Most of the time, we syndicate our own simulcasts based on marketing decisions about which station in a given market best suits our needs," said Tanno. "Our venture with the *Source* was our first involvement with a network."

Tanno added that HBO coordinates promotional efforts for each simulcast with individual radio stations, as well as the record companies. "We place cooperative ads in newspapers and get the stations to do promos announcing the simulcasts," Tanno added. "We've also found Modern/Atco and Warner Bros. to be quite helpful in terms of setting up in-store displays and posters advertising the simulcasts." While HBO currently has no new simulcasts scheduled, Tanno said that the policy of running them is still extant.

MTV also ran simulcasts of concerts by Columbia recording act REO Speedwagon last Aug. 8 and another by Barking Pumpkin recording artist Frank Zappa last Halloween. No others are currently scheduled, and one MTV source doubts there will be any in the future, as does George Taylor Morris, long-form program director at NBC's *Source*. "The radio stations look at MTV as a competitive medium, and that's probably why they're not doing any more simulcasts," said Morris.

It is currently difficult to judge how much cable radio will grow within the next few years, or whether it will ever become large enough to warrant significant national attention. "The biggest problem right now is that cable operators are generally gun-shy about entering into long-term agreements, and that's the reverse of five and six years ago," said Waters. "Cable operators had been virtually ignored and overnight became the most marketed-to group in the industry, so it takes time to adjust to the new conditions."

AIRPLAY

STATION TO STATION — When A/C-formatted KEY1/Austin, Tex., decided to sponsor a contest with Braniff Airlines that would send a lucky listener versed in travel trivia to Hawaii for a week, it had no idea of what it was in for. "We had been running the contest since April 19, so it was nearly over when we heard about the Braniff situation," KEY1 promotion director **Bonnie Startek** told *Airplay*. "So we immediately bought the trip from Continental Airlines and in one day changed the questions from ones about Braniff to ones about Hawaii." Startek declined to disclose the amount of money the station lost because it had to buy the trip. "We hope however to recover it in Braniff's bankruptcy proceedings," she said. . . Oldies-formatted **WCBS-FM**/New York has brought veteran Big Apple DJ **Bruce Morrow**, aka **Cousin Brucie**, out of on-air retirement to host an oldies show once a month on Saturday nights between 7 and 11 p.m. The show aims to bring back the atmosphere of New York radio in the late 1950s and early 1960s. "We lost **Jack Spector** to Superadio and I knew Bruce from when we were both at **WNBC** in 1976 and 1977, so one day I just got the idea to call him, thinking that he would be too busy and would say no," said **Joe McCoy** WCBS-FM program director. "So I asked him and he thought it would be a great idea but he could only do it once a month." Morrow is reportedly going to resurrect the **Murray the K-Alan Freed** style of on-air performance. His next scheduled appearance is July 3. . . In preparation for the **Rolling Stones'** upcoming European tour, AOR outlet **WPLJ**/New York is running a contest that will send 15 listeners to see the group live in concert in London at the Wembley. Entry blanks are being distributed to more than 500 record retailers, music clubs, clothing stores and Burger Kings in the metropolitan area. The winners will be drawn June 18. . . Competing AOR outlet **WNEW-FM**/New York is going one better. While its contest requires listeners to pay a bit more attention to the station, the prizes are better. During the day, air personalities will say the title of a Stones album in the course of their



EXTRATERRESTRIAL IN MANHATTAN

— During a recent in-store appearance at *Manhattan's Record Explosion*, **Tony Pigg** (r), air talent at AOR outlet **WPLJ**/New York, gave away free passes to the movie *E.T. The Extra-Terrestrial*. Pictured with Pigg is a friend of *E.T.*

When listeners hear five of them, they can send the titles into the station with date and time heard. Winners will be able to go not only to the U.K. but to Paris, Frankfurt and Vienna. Drawing for the first trip to Paris is also June 18, while the Frankfurt winner is being drawn the 23rd and the Vienna, sometime in July. . . In keeping with a recent trend towards promotions geared to helping people get through this recession, AOR-formatted **WGRQ**/Buffalo recently held a 25 cent gasoline sale. Although the location of the gas sale was reportedly revealed only one hour before it began, a line ironically reminiscent of those common during the energy crunches of the 1970s immediately materialized. . . **Zemra Z. Jones** has been named to the newly-created post of general manager at AOR outlet **WLYT**/Cleveland. Jones brings to the station radio sales experience from **WXYV-FM** and **WLPL**/Baltimore and television experience from **WJZ-TV**/Baltimore. . . **WAPP**/New York is setting up for its debut as the Big Apple's third rocker. "We expect to start it up in about a week-and-a-half," said PD **Dave Hamilton**, who comes to the station from AOR outlet **KDWB**/Minneapolis. "We plan to be somewhere in the middle between **WPLJ** and **WNEW**, and we'll be going for a core audience of about 17-25." When asked if he would play music common to the New York club scene, Hamilton replied, "We may have it in a feature program, but our mainstream programming will run right down the middle."

MOON JINGLES — On the heels of the release of the 12" novelty rap record "Valley Girl" by Barking Pumpkin recording artist **Moon Unit Zappa**, several AOR stations, including **WMMR**/Philadelphia and **WLIR**/Garden City, N.Y., have expressed interest in having the daughter of **Frank Zappa** do their station identifications. She already does them for progressive rock outlet **KROQ**/Los Angeles, the station that broke the record.

SYNDICATION INDICATIONS — In addition to providing programming materials to the Mutual Broadcasting System's **Dick Clark National Music Survey**, **Cash Box** has pacted with American Media Service for its **Coast To Coast Soul** syndicated show. . . **KREM**/Spokane has adopted **Drake-Chenault's** MOR "Hit Parade" format, following the lead of **KMPC**/Los Angeles.

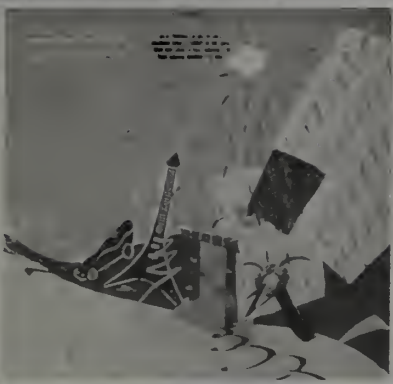
NETWORK NEWS — Beginning June 19, the NBC Radio Network will be broadcasting this year's edition of *Country Sessions*. On that date, Mercury recording artist **Jerry Lee Lewis** will be giving his concert. He is followed June 26 by Elektra recording group the **Bellamy Bros.**, by Columbia recording artist **Moe Bandy** July 13, RCA recording artist **Jerry Reed** on the 10th, Warner Bros. recording artist **Gary Morris** July 17, MCA act the **Thrasher Bros.** on July 24, RCA recording artist **Sylvia** on July 31 and EMI America/Liberty recording artist **Dottie West** on Aug. 7. So far, the show has cleared 250 stations nationwide. . . NBC's *Source* on the other hand, is running a 90-minute rebroadcast of Columbia recording artist **Paul McCartney's** interview on NBC-TV's *Today Show* during the weekend of June 18-20.

FOR YOUR INFORMATION — Arbitron's Spring rating period ended June 9, and preliminary figures are expected to become available within three to four weeks. The Summer Book seep begins June 24 and will cover approximately 15 markets . . . At 1:23 p.m. Eastern Daylight Time on Monday, June 21, when the sun reaches the optimum position over the Tropic of Cancer in the Bahamas, the solstice moment occurs. To celebrate this beginning of summer, the New Wilderness Foundation, a New York-based, non-profit, artist-run arts organization, is presenting the 1982 International Radio Solstice. It's an hour-long event linking recorded musical performances by Pueblo Indians in Albuquerque, the **Grand Conch Chorus** in Lincoln Center N.Y.C. and folk music from Halifax, Nova Scotia and Stockholm. The show will be hosted by National Public Radio's **Janet Rose** and will be fed via satellite to an undisclosed number of venues around the world. A winter solstice celebration, conceived along the same lines, is now being contemplated.

OOPS — In the June 5 edition of *Airplay*, the names of the two pioneers of satellite broadcasting to Radio Monte Carlo, were misspelled. Their names are **Roni Abitbol** and **Peter Van Raalte**. *Nous sommes tres desolees.*

larry riggs

CASH BOX ROCK ALBUM RADIO REPORT



— **THE ROLLING STONES • STILL LIFE (AMERICAN CONCERT 1981) • ROLLING STONES/ATCO**
ADDS: KBPI, KMET, WBAB, WMMS, WSHE, WGRQ, KMEL, KSHE, WCCC, KEZY, WOUR, KNAC, WLIR, WBLM, KZAM, KROQ, KMG, WABX, WKLS, WNEW. **HOTS:** KBPI, KMET, WBAB, WSHE, KMEL, WCCC, KEZY, WLIR, WNEW. **MEDIUMS:** WBLM. **PREFERRED TRACKS:** Go Go, Shattered, Thumb.
SALES: Just shipped.



20 JOHN COUGAR • AMERICAN FOOL • RIVA/POLYGRAM
ADDS: None. **HOTS:** KBPI, KSJO, KMET, WBAB, WMMS, WSHE, WGRQ, KSHE, KNCN, WCCC, KLLO, KEZY, WROQ, WOUR, WLIR, WBLM, KROQ, WABX, WKLS, WNEW. **MEDIUMS:** KZAM, KMG, KMEL. **PREFERRED TRACKS:** Hurts.
SALES: Good to moderate in all regions.

1 MOST ADDED

1 MOST ACTIVE

LP Chart Position
124 A FLOCK OF SEAGULLS • JIVE/ARISTA
ADDS: KBPI, KLLO. **HOTS:** KNAC, WHFS, KROQ, KMET. **MEDIUMS:** KNCN, WOUR, WLIR, WSHE, WMMS, KSJO. **PREFERRED TRACKS:** I Ran, Telecommunications.
SALES: Moderate in West and East; weak in others.

2 ASIA • GEFEN
ADDS: None. **HOTS:** KBPI, KMET, WBAB, WMMS, WSHE, KNCN, WCCC, KLLO, KEZY, WOUR, KSHE, WLIR, WBLM, KMG, WABX, WKLS, WNEW, WGRQ. **MEDIUMS:** KSJO, WROQ, KZAM, KROQ, KMEL. **PREFERRED TRACKS:** Heat, Sole, Dreams.
SALES: Good in all regions.

— **GARY U.S. BONDS • ON THE LINE • EMI AMERICA**
ADDS: WGRQ, WKLS, WBLM, KNCN. **HOTS:** WMMS, WBAB. **MEDIUMS:** KEZY, WOUR, WLIR, WHFS, WABX, KMET. **PREFERRED TRACKS:** Work.
SALES: Just shipped.

36 CHEAP TRICK • ONE ON ONE • EPIC
ADDS: None. **HOTS:** WGRQ, WSHE, KMET. **MEDIUMS:** KNCN, KLLO, WROQ, WOUR, KROQ, WNEW, WMMS, WBAB, KBPI. **PREFERRED TRACKS:** If, Tight, Title.
SALES: Moderate in West and Midwest, fair in others.

67 THE CLASH • COMBAT ROCK • EPIC
ADDS: WGRQ, KOME. **HOTS:** KNAC, WLIR, WHFS, KROQ, WMMS, WBAB. **MEDIUMS:** WNEW, KMET. **PREFERRED TRACKS:** Rights.
SALES: Good to moderate in all regions; weakest in South.

85 MARSHALL CRENSHAW • WARNER BROS.
ADDS: KMG, WROQ. **HOTS:** KNX, WHFS. **MEDIUMS:** KLLO, WOUR, KNAC, WLIR, WNEW, WMMS, WBAB, KBPI. **PREFERRED TRACKS:** Cynical.
SALES: Moderate to fair in all regions; strongest in East.

4 MOST ADDED

95 GLENN FREY • NO FUN ALOUD • ASYLUM
ADDS: KMEL, KZAM, KOME, WOUR, WROQ, KSHE. **HOTS:** KNX, WKLS, WMMS, KMET. **MEDIUMS:** KNCN, KLLO, WBLM, WABX, WGRQ, WBAB, KSJO, KBPI. **PREFERRED TRACKS:** Open.
SALES: Moderate breakouts in all regions.

71 HAIRCUT 100 • PELICAN WEST • JIVE/ARISTA
ADDS: None. **HOTS:** KNAC, WLIR, WHFS, KROQ, WNEW, WMMS, WBAB. **MEDIUMS:** KEZY, WOUR. **PREFERRED TRACKS:** Love Plus.
SALES: Moderate to fair in all regions; weakest in South.

32 HEART • PRIVATE AUDITION • EPIC
ADDS: None. **HOTS:** KSHE, KNCN, KEZY, KNX, WLIR, KZAM, WGRQ, WSHE, WMMS, KMET. **MEDIUMS:** KBPI, KLLO, WROQ, WOUR, WKLS, KMEL, WBAB. **PREFERRED TRACKS:** This Man, Cities.
SALES: Good to moderate in all regions.

7 THE HUMAN LEAGUE • DARE • VIRGIN/A&M
ADDS: KSJO. **HOTS:** KNCN, KNAC, WHFS, KROQ, KMG, WNEW, KMEL, WBAB. **MEDIUMS:** KSHE, KLLO, WBLM, WKLS. **PREFERRED TRACKS:** Don't You, Seconds.
SALES: Good in all regions.

5 MOST ADDED

— **DAVID JOHANSEN • LIVE IT UP • BLUE SKY/CBS**
ADDS: WMMS, WNEW, KROQ, WHFS, WLIR, KNAC. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.
SALES: Just shipped.

LP Chart Position
16 ELTON JOHN • JUMP UP! • GEFEN
ADDS: None. **HOTS:** KEZY, KNX, WBLM, WABX, WNEW, KBPI. **MEDIUMS:** WOUR, WKLS, WMMS, WBAB. **PREFERRED TRACKS:** Garden.
SALES: Good to moderate in all regions; weakest in South.

39 KANSAS • VINYL CONFESSIONS • KIRSHNER/CBS
ADDS: None. **HOTS:** KBPI, KSJO, KMET, WBAB, WSHE, WGRQ, KSHE, KNCN, KLLO, KEZY, WROQ, KNX, WBLM, KZAM, WKLS, WNEW. **MEDIUMS:** WMMS, WCCC, WOUR, WLIR, KMG, WABX, KMEL. **PREFERRED TRACKS:** Play On, Game, Pearls.
SALES: Good to moderate in all regions; strongest in Midwest.

76 GREG KIHNS BAND • KIHNTINUED • BESERKLEY/ELEKTRA
ADDS: None. **HOTS:** WLIR, KROQ, WNEW, KSJO, KBPI. **MEDIUMS:** KLLO, WBLM, KZAM, KMG, WGRQ, WMMS, KMET. **PREFERRED TRACKS:** Happy, Testify.
SALES: Fair in West and Midwest; weak in others.

1 PAUL McCARTNEY • TUG OF WAR • COLUMBIA
ADDS: None. **HOTS:** KBPI, KSHE, KNCN, KEZY, WOUR, KNX, KZAM, KMG, WABX. **MEDIUMS:** WBAB, WMMS, KLLO, WLIR, WBLM, KROQ, WKLS, WNEW, WGRQ. **PREFERRED TRACKS:** Ebony, Title.
SALES: Good in all regions.

— **FRANKIE MILLER • STANDING ON THE EDGE • MUSCLE SHOALS/CAPITOL**
ADDS: None. **HOTS:** KLLO, WMMS. **MEDIUMS:** KEZY, WOUR, WBLM, WABX, WKLS, WGRQ, WSHE, KBPI. **PREFERRED TRACKS:** Dream.
SALES: Weak in all regions.

2 MOST ADDED

— **THE STEVE MILLER BAND • ABRACADABRA • CAPITOL**
ADDS: KBPI, WBAB, WMMS, WSHE, KMEL, WNEW, KOME, WBLM, WLIR, KEZY, KNCN, KSHE. **HOTS:** WBAB, WLIR. **MEDIUMS:** KBPI, WNEW, KEZY. **PREFERRED TRACKS:** Title.
SALES: Just shipped.

29 THE MOTELS • ALL FOUR ONE • CAPITOL
ADDS: None. **HOTS:** KMET, WBAB, WMMS, WSHE, WGRQ, KEZY, WOUR, KNAC, WLIR, KZAM, KROQ, WKLS, WNEW. **MEDIUMS:** KBPI, KMEL, KSHE, KNCN, WCCC, WROQ, WHFS, WBLM, KMG, WABX. **PREFERRED TRACKS:** Lonely.
SALES: Moderate in all regions.

17 ALDO NOVA • PORTRAIT/CBS
ADDS: None. **HOTS:** KNCN, WBLM, KMG, WMMS, KMET, KBPI. **MEDIUMS:** KLLO, KEZY, WKLS, WBAB, KSJO. **PREFERRED TRACKS:** Fantasy.
SALES: Good to moderate in all regions.

62 THE ALAN PARSONS PROJECT • EYE IN THE SKY • ARISTA
ADDS: KBPI, KMET, KOME, WBLM. **HOTS:** KNX, WLIR, WGRO, WSHE. **MEDIUMS:** KNCN, KLLO, KEZY, WROQ, WOUR, WKLS, WMMS, WBAB. **PREFERRED TRACKS:** Open.
SALES: Major breakouts in all regions.

8 QUEEN • HOT SPACE • ELEKTRA
ADDS: None. **HOTS:** KSHE, KNCN, KEZY, WOUR, WLIR, KROQ, KMEL, WGRQ, WSHE, WMMS. **MEDIUMS:** KBPI, KMET, WBAB, WCCC, KLLO, WROQ, WBLM, WKLS, WNEW. **PREFERRED TRACKS:** Fire, Las, Body.
SALES: Good in all regions.

LP Chart Position
25 RAINBOW • STRAIGHT BETWEEN THE EYES • MERCURY/POLYGRAM
ADDS: None. **HOTS:** KBPI, KSJO, KMET, KNCN, KLLO, KEZY, WGRQ, WSHE, WMMS. **MEDIUMS:** KSHE, WCCC, WOUR, WLIR, WBLM, KZAM, KMG, WNEW, WBAB. **PREFERRED TRACKS:** Stone, Driver Night.
SALES: Moderate in all regions.

27 SCORPIONS • BLACKOUT • MERCURY/POLYGRAM
ADDS: None. **HOTS:** KSHE, KNCN, WLIR, WGRO, WSHE, WMMS, WBAB, KMET, KSJO, KBPI. **MEDIUMS:** KLLO, WBLM, KMG, WNEW. **PREFERRED TRACKS:** No One, Title.
SALES: Moderate in all regions.

— **707 • MEGA FORCE • BOARDWALK**
ADDS: KMET. **HOTS:** KSJO. **MEDIUMS:** KNCN, KLLO, WBLM, WSHE, WMMS, WBAB, KBPI. **PREFERRED TRACKS:** Title.
SALES: Fair initial response in Midwest.

55 SQUEEZE • SWEETS FROM A STRANGER • A&M
ADDS: None. **HOTS:** KNAC, WHFS, KROQ, WNEW. **MEDIUMS:** KEZY, WOUR, WMMS, WBAB, KBPI. **PREFERRED TRACKS:** Coffee.
SALES: Moderate in East and West; weak in others.

3 MOST ADDED

— **SURVIVOR • EYE OF THE TIGER • SCOTTI BROS./CBS**
ADDS: KBPI, KMET, WMMS, WSHE, WKLS, KMG, KOME, WBLM, WLIR, KNCN, KSHE. **HOTS:** KBPI, WLIR. **MEDIUMS:** WSHE. **PREFERRED TRACKS:** Title.
SALES: Just shipped.

15 .38 SPECIAL • SPECIAL FORCES • A&M
ADDS: None. **HOTS:** KBPI, KSJO, WBAB, WMMS, KSHE, KNCN, WCCC, KLLO, KEZY, WROQ, WOUR, WBLM, KMG, WKLS, WNEW, WGRQ, WSHE. **MEDIUMS:** KMET, KZAM, KMEL. **PREFERRED TRACKS:** Caught.
SALES: Good to moderate in all regions; strongest in Midwest.

10 TOTO • IV • COLUMBIA
ADDS: None. **HOTS:** KMET, WBAB, KSHE, KNCN, KEZY, KNX, KMG, WABX, WNEW, KMEL, WSHE, WMMS. **MEDIUMS:** KBPI, KSJO, WCCC, KLLO, WLIR, WBLM, KZAM, WKLS. **PREFERRED TRACKS:** Rosanna, Afraid, Africa.
SALES: Good to moderate in all regions; weakest in South.

4 VAN HALEN • DIVER DOWN • WARNER BROS.
ADDS: None. **HOTS:** KSHE, KNCN, WCCC, WROQ, WOUR, WLIR, WBLM, WKLS, WGRQ, WSHE, WMMS, WBAB, KMET. **MEDIUMS:** KBPI, KLLO, KMEL. **PREFERRED TRACKS:** Dancing, Where, Pretty.
SALES: Good in all regions.

— **JOHN WAITE • IGNITION • CHRYSALIS**
ADDS: KSJO, WLIR, KLLO. **HOTS:** None. **MEDIUMS:** KSHE, KNCN, KEZY, KROQ, WNEW, WMMS, WBAB, KMET, KBPI. **PREFERRED TRACKS:** Open.
SALES: Fair in West and East; weak in others.

77 FRANK ZAPPA • SHIP ARRIVING TOO LATE ... BARKING PUMPKIN/CBS
ADDS: KSJO, KMEL, WKLS, WOUR, KNCN. **HOTS:** WLIR, WHFS, KROQ, KMG, WBAB, KMET. **MEDIUMS:** WCCC, WMMS. **PREFERRED TRACKS:** Valley.
SALES: Moderate to fair in all regions; weakest in South.

15,000 Turn Out For 11th Annual Fan Fair At Tennessee Fairgrounds

by Tom Roland

NASHVILLE — More than 15,000 fans turned out for the 11th annual Fan Fair, held for the first time at the Tennessee State Fairgrounds. Co-sponsored by the Country Music Assn. (CMA) and the Grand Ole Opry, the weeklong celebration began June 7 with registration and continued through June 12, giving fans an opportunity to view showcases of country entertainers, collect autographs of the artists, and visit with representatives of various record companies, fan clubs and country-related businesses in the exhibit areas.

CMA officials had moved the event from its traditional location at Municipal Auditorium downtown because attendance had grown to much larger proportions than they felt the auditorium could support, but many fans grumbled about the heat and humidity (the temperature was as high as 95° throughout much of the first part of the week). When Ralph Emery, who emceed the RCA showcase, asked the audience whether or not it liked the new location, the response was a resounding no.

The week's official calendar started off with registration and a celebrity softball

NATD Elects '82-83 Officers

NASHVILLE — The 1982-83 officers of the Nashville Assn. of Talent Directors (NATD) were elected at the organization's recent meeting. Don Light of Don Light Talent was picked as the 50-member group's president.

Other officers elected include: Jack D. Johnson, Jack D. Johnson Talent, executive vice president; Bob Neal, The Neal Agency, Ltd., first vice president; Tony Conway, Buddy Lee Attractions, second vice president; Billy Deaton, Billy Deaton Talent, treasurer; Sonny Simmons, Century II, secretary; and Al Embry, Talenhouse, sergeant-at-arms.

Brent Expands Label Operations

NASHVILLE — After less than one year in operation, Brent Records is undergoing a major expansion, establishing a branch in St. Louis and moving the main office in Nashville to a new location.

Filling the St. Louis staff are Patt Holt, operations manager; Kim Horst, promotions director/St. Louis; Susie Rufkahr, booking agent; and Ken Roffman, booking agent. The Missouri branch is located at 209 Jefferson Street, Main Floor, St. Charles, Mo. 66301, and can be reached by telephone at (314) 947-0120.

game on Monday, June 7, with the showcases beginning Tuesday. After Tuesday's opening ceremonies, fans had access to showcases of Nashville songwriters, AMI Records, an international show and CBS Records.

Wednesday included the Plantation/Sun Records show and a bluegrass showcase, with RCA Records presenting some of their artists early Thursday morning.

In addition to the scheduled showcases, many companies and organizations held listening parties and showcases coinciding with Fan Fair. The National Assn. of Talent Directors (NATD) hosted a concert featuring Moe Bandy and the Wright Brothers at Elmer Fudpuckers; RCA showcased new artist Marlow Tackett at the Hall of Fame Motel; Con Hunley gave a performance at the Bullpen Lounge; T.G. Sheppard hosted a #1 party in honor of his single, "Finally"; PolyGram gave a listening party for the Kendalls' upcoming album, "Stickin' Together"; and Warner Bros. held a reception to announce the re-signing of John Anderson to an exclusive multi-album recording contract. In addition, *Music City News* held its annual Cover Awards ceremony June 7.

Meanwhile, exhibit booths were open from seven to nine hours daily, giving direct publicity about specific artists and industry-related businesses. Labels such as CBS, RCA, MCA, Elektra/Asylum, Warner Bros., Charta and Door Knob set up booths highlighting the artists affiliated with their labels, while many artists and fan clubs, such as Sylvia, Barbara Mandrell, Ronnie Milsap, Johnny Rodriguez, Eddie Rabbitt and the Oak Ridge Boys, sold and/or gave away souvenir paraphernalia, such as posters, bandanas, pins and playing cards.

Several consumer-oriented magazines, such as *Country Song Roundup*, *Country Rhythms* and *Music City News* also presented their publications to the Fan Fair attendees, and other businesses with a similar target audience, like the Country Wax Museum, opened booths to attract attention to their tourist-oriented services.

Attendees were seen waiting in long lines for autographs, at times without sight of the artist they were to meet, and were obliged by a number of entertainers, including Charley Pride, Bill Anderson, John Anderson, Eddy Raven, Johnny Lee, Tompall & the Glaser Brothers and Jacky Ward. Fans came from diverse locations all around the country, including Illinois, Alabama, Ohio, Minnesota, Arizona, Pennsylvania, Texas and even Ontario.

Artists like Ronnie Milsap and Louise Mandrell also took the opportunity to have meetings with their fan clubs.



SONGWRITER SHOWCASE KICKS OFF FAN FAIR CELEBRATION — A songwriter showcase featuring some of Nashville's top writing talent kicked off Fan Fair week, June 7-12. Pictured in the front row at the Tennessee State Fairgrounds are (l-r): Randy Owen of Alabama; Ron Peterson; Patsy Bruce; Jeff Cook of Alabama; Becky Hobbs; Sandy Pinkard; Maggie Cavender; and Diane Pfeifer. Pictured in the back row are (l-r): Ed Bruce; Jerri Kelly; Wayland Holyfield; Dick Feller; Larry Fullam; Razy Bailey; David Frizzell; Tom Grant; Ray Kennedy; Dallas Frazier; and Ann Stuckey.

Mandrell, Statlers, West Cop Top Cover Awards

by Tom Roland

NASHVILLE — Barbara Mandrell, the Statler Brothers and Shelly West took home eight of the 14 awards presented at the 16th annual *Music City News* Cover Awards show May 7 at the Grand Ole Opry, broadcast via satellite by some 115 television stations across the country.

Mandrell was the recipient of four awards — Female Artist of the Year, Musician of the Year; Best Country Music TV Program of the Year for the weekly variety show *Barbara Mandrell & the Mandrell Sisters*; and Comedy Act of the Year. This was the second consecutive year in which Mandrell took each of the four awards.

The Statler Brothers, who co-hosted the program with Louise Mandrell and Ed Bruce, were named Vocal Group of the Year for the 12th consecutive time in the balloting of *Music City News* subscribers. The Statlers also received their fourth consecutive award for Album of the Year in recognition of "Years Ago." In previous years, the band won the album award for "Entertainers On & Off the Road," "The Originals" and "Tenth Anniversary."

West received her first two Covers when she and David Frizzell were named Duet of the Year, and the songstress also copped the award for Most Promising Female Artist of the Year.

Other winners in the ceremony included: Marty Robbins, Male Artist of the Year; the Oak Ridge Boys, single of the year for "Elvira;" Alabama, Band of the Year; T.G. Sheppard, Most Promising Male Artist of the Year; Ricky Skaggs, Bluegrass Act of the Year; and The Hee Haw Gospel Quartet, Gospel Act of the Year. Dallas Frazier was named Songwriter of the Year in a previous *Music City News* telecast last April. The awards were the first given to the Oak Ridge Boys, Alabama, Sheppard, Skaggs and Frazier.

Alabama June Jam Draws Over 30,000

NASHVILLE — More than 30,000 people attended the first June Jam, an outdoor festival June 4 at Ft. Payne, Ala., sponsored by recording group Alabama. Artists present for the event included Alabama, the Oak Ridge Boys, Janie Fricke and Louise Mandrell & R.C. Bannon.

Attendance estimates ranged from 30,000 to 35,000 for the affair, which is projected as an annual event to benefit local charities. According to lead singer Randy Owen and attorneys for Alabama, recipients of this year's earnings will be named later in June.

More than 28,000 tickets had been sold three days prior to the concert (held in a 20-acre area near the Ft. Payne High School football field), and in spite of inclement weather, an exuberant crowd forced concert officials to open the gates two hours early. Reportedly, traffic was backed up for miles along a two-lane thoroughfare that gave primary access to the concert site, and artists, press members (purportedly about 300) and concert workers had to be escorted to and from the grounds via helicopter from the June Jam headquarters at the Ft. Payne Holiday Inn.

"It is not often that they (Alabama) get a chance to recognize their hometown," said Mayor Fred Purdy on behalf of the Ft. Payne community, which presented each of the four members of Alabama — Owen, Jeff Cook, Teddy Gentry and Mark Herndon — with plaques as a symbol of the town's appreciation. "We are so proud of them. This is the best publicity a community could ever receive."

The concept for the festival is similar to that developed by Bill Golden of the Oak Ridge Boys, who sponsored the Harvest Jam in his hometown of Brewton, Ala., last October (**Cash box**, Oct. 24, 1981). That festival drew in excess of 30,000 fans and featured the Oak Ridge clan, Alabama, the Charlie Daniels Band, Sylvia, Delbert McClinton, Cedar Creek and the Boys Band. The second annual Harvest Jam is scheduled for Oct. 9.



WHO LOVES YA, BABY? — Columbia recording group Calamity Jane recently discovered while performing at the Palomino in Los Angeles that the group has acquired a new fan — actor Telly Savalas. The female quartet performed at the club in support of its self-titled debut album. Pictured following the show are (l-r): Tommy Thomas, owner, Palomino; Linda Moore of the group; Savalas; and Pam Rose and Mary Ann Kennedy of the group.

TOP 75 ALBUMS

	Weeks On Chart	6/12		Weeks On Chart	6/12
1	14	1	ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	43	56
2	15	2	MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	39	59
3	18	5	BOBBIE SUE OAK RIDGE BOYS (MCA 5294)	34	14
4	16	4	BLACK ON BLACK WAYLON JENNINGS (RCA AHL 1-4247)	41	9
5	9	8	HIGH NOTES HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	38	44
6	10	6	LISTEN TO THE RADIO DON WILLIAMS (MCA-5306)	35	39
7	21	10	SOUTHERN COMFORT CONWAY TWITTY (Elektra E1-60005)	44	83
8	27	3	WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	45	17
9	9	7	HEARTBREAK EXPRESS DOLLY PARTON (RCA AHL 1-4289)	42	43
10	33	12	BIG CITY MERLE HAGGARD (Epic FE 37593)	47	26
11	4	16	IN BLACK & WHITE BARBARA MANDRELL (MCA-5295)	48	39
12	65	15	FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	49	18
13	12	13	THE DUKES OF HAZZARD VARIOUS ARTISTS (Scotti Bros./CBS E237712)	51	86
14	21	14	FINALLY! T.G. SHEPPARD (Warner/Curb BSK 3600)	52	2
15	11	11	CHARLEY SINGS EVERYBODY'S CHOICE CHARLEY PRIDE (RCA AHL 1-4287)	53	3
16	8	17	INSIDE AND OUT LEE GREENWOOD (MCA-5305)	54	18
17	20	18	THE DAVID FRIZZELL AND SHELLY WEST ALBUM (Warner Bros./Viva BSK 3643)	49	18
18	4	26	NUMBER ONES CONWAY TWITTY (MCA-5318)	55	8
19	29	19	STILL THE SAME OLE ME GEORGE JONES (Epic FE 37106)	56	42
20	12	20	WINDOWS THE CHARLIE DANIELS BAND (Epic FE 37694)	57	15
21	39	21	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	58	29
22	10	9	BUSTED JOHN CONLEE (MCA 5310)	59	89
23	4	27	QUIET LIES JUICE NEWTON (Capitol ST-12210)	60	12
24	8	24	WHEN WE WERE BOYS THE BELLAMY BROTHERS (Elektra E1-60019)	61	11
25	41	25	THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb E1-60019)	55	33
26	13	23	SEASONS OF THE HEART JOHN DENVER (RCA AFL 1-4256)	63	3
27	7	22	THE SURVIVORS JOHNNY CASH/JERRY LEE LEWIS/CARL PERKINS (Columbia FC 37961)	64	65
28	35	36	BET YOUR HEART ON ME JOHNNY LEE (Full Moon/Asylum 5E-541)	65	8
29	54	30	FANCY FREE OAK RIDGE BOYS (MCA 5209)	66	164
30	10	31	AIN'T GOT NOTHING TO LOSE BOBBY BARE (Columbia FC 37719)	67	36
31	102	32	MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-6644)	68	52
32	5	37	BROTHERLY LOVE GARY STEWART & DEAN DILLON (RCA AHL 1-4310)	69	3
33	7	33	LAST TRAIN TO HEAVEN BOXCAR WILLIE (Main Street ST73001)	70	28
34	3	40	SOME DAYS IT RAINS ALL NIGHT LONG TERRI GIBBS (MCA-5315)	71	5
35	36	29	STRAIT COUNTRY GEORGE STRAIT (MCA 5348)	72	203
36	9	46	I'M GOIN' HURTIN' JOE STAMPLEY (Epic FE 37927)	73	8
37	18	28	FEELIN' RIGHT RAZZY BAILEY (RCA AHL 1-4228)	74	16
38	14	38	JUICE JUICE NEWTON (Capitol ST 12136)	75	35
39	15	39	SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)		
40	18	40	WHEN A MAN LOVES A WOMAN JACK GRAYSON (Koala KOA 15751)		
41	9	41	I AM WHAT I AM GEORGE JONES (Epic FE 36586)		
42	44	42	GREATEST HITS OAK RIDGE BOYS (MCA 5150)		
43	39	43	YEARS AGO STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)		
44	83	44	GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)		
45	17	45	I LIE LORETTA LYNN (MCA 5293)		
46	43	46	STEP BY STEP EDDIE RABBITT (Elektra 5E-532)		
47	26	47	CIMMARRON EMMYLOU HARRIS (Warner Bros. BSK 3603)		
48	39	48	HOLLYWOOD, TENNESSEE CRYSTAL GAYLE (Columbia FC 37438)		
49	1	49	JUST SYLVIA SYLVIA (RCA AHL 1-4312)		
50	1	50	SHE'S NOT REALLY CHEATIN' MOE BANDY (Columbia FC 38009)		
51	86	51	KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)		
52	2	52	AMAZING GRACE CRISTY LANE (Liberty/LS LT-51117)		
53	3	53	THE MAN WITH THE GOLDEN THUMB JERRY REED (RCA AHL 1-4315)		
54	18	54	ME AND MY R.C. LOUISE MANDRELL AND R.C. BANNON (RCA AHL 1-4059)		
55	8	55	TAKE ME TO THE COUNTRY MEL McDANIEL (Capitol ST-12208)		
56	42	56	LIVE BARBARA MANDRELL (MCA 5243)		
57	15	57	GIVIN' HERSELF AWAY GAIL DAVIES (Warner Bros. BSK 3636)		
58	29	58	GREATEST HITS JIM REEVES & PATSY CLINE (RCA AHL 1-4127)		
59	89	59	GREATEST HITS ANNE MURRAY (Capitol SO-12110)		
60	12	60	LIVE TANYA TUCKER (MCA 5299)		
61	11	61	GARY MORRIS (Warner Bros. BSK 3658)		
62	33	62	DESPERATE DREAMS EDDY RAVEN (Elektra 5E-545)		
63	3	63	PISTOL PACKIN' MAMA HOYT AXTON (Jeremiah JH-5003)		
64	65	64	SEVEN YEAR ACHE ROSANNE CASH (Columbia JC-36965)		
65	8	65	IT'S A LONG WAY TO DAYTONA MEL TILLIS (Elektra E1-60016)		
66	164	66	GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)		
67	36	67	NOT GUILTY LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 37464)		
68	52	68	YOU DON'T KNOW ME MICKEY GILLEY (Epic FE-37416)		
69	3	69	SOFT TOUCH TAMMY WYNETTE (Epic FE 37980)		
70	28	70	FIRE & SMOKE EARL THOMAS CONLEY (RCA AHL 1-4135)		
71	5	71	NIGHT AFTER NIGHT JACKY WARD (Asylum E1-60013)		
72	203	72	STARDUST WILLIE NELSON (Columbia JC 35305)		
73	8	73	ENCORE MICKEY GILLEY (Epic JE-36851)		
74	16	74	HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia S2 36752)		
75	35	75	FRAGILE — HANDLE WITH CARE CRISTY LANE (Liberty LT-51112)		

COUNTRY COLUMN

WEST, GATLIN PROJECT SET — Dottie West's next album, under the direction of producer Larry Gatlin, has been completed, and officials at the Liberty offices in Nashville are targeting an August release date. Meanwhile, West will be featured in an in-depth profile on *Entertainment Tonight* June 28. She plans to spend much of the summer starring in a theater production of *The Best Little Whorehouse In Texas* during a Midwest tour. Gatlin, on the other hand, has been throwing radio receptions backstage while on tour with Kenny Rogers. The Texas native recently acquired a taste for jogging, and Gatlin has been arriving at the parties and greeting the DJs in sweats and tennies.

ELVIS ESTATE OPENS TO PUBLIC — Following a special ribbon cutting ceremony June 7, Elvis Presley's Graceland estate officially opened to the public, providing fans and visitors with guided tours of the grounds and the mansion. Officials with the estate note that the tours can accommodate more than 3,000 people per day and that a large percentage of tickets for the summer have already been sold, including every ticket for the opening week.

NASHVILLE WRITERS PROVIDE MATERIAL FOR GREASE 2 — The upcoming Paramount Pictures release, *Grease 2*, might be looked at as a pop flick, but Nashville writers have still been able to secure cuts on the movie soundtrack. More and more, Music Row writers are proving that their talents and aspirations are not limited solely to the country scene. Dennis Linde, who has had songs cut by Elvis Presley, Kenny Rogers, George Jones and Delbert McClinton, wrote "Cool Rider" and "Reproduction," performed in the movie by Michelle Pfeiffer and Tab Hunter, respectively. Bob Morrison and Johnny MacRae contributed the picture's finale, "We'll Be Together."

ASCAP HOLDS ANNUAL MEMBERSHIP MEETING — The American Society of Composers, Authors and Publishers (ASCAP) had its annual meeting Monday, June 14, at the Maxwell House Hotel in Nashville. With affiliates from some 20 states expected, the meeting, which featured slide and video presentations plus a question-and-answer session, included input from ASCAP officials Hal David, president; Gloria Messinger, managing director; Bernard Korman, general counsel; Dr. Paul Fagan, chief economist; Paul S. Adler, membership director; Connie Bradley, southern regional executive director; Karen Sherry, national director of public relations; and Toni Winter, executive secretary to the president.



RING ON HER MCFINGER? — Lee Greenwood was in at the Sound Shop recently recording commercials for the McDonald's fast food chain. Pictured listening to playbacks are (l-r): producer Jerry Crutchfield; Greenwood; and engineer Ernie Winfrey.

CONGRATULATIONS — to Gene Kennedy and Karen Jeglum of Door Knob Records, who were wed at Two Rivers Mansion May 27.

ARTISTS HEAVILY INVOLVED IN BENEFITS — A number of country artists have recently given of their time and talents to support worthy causes. Mickey Gilley, Bobby Goldsboro and Janie Fricke each performed on the National Arthritis Foundation telethon held in the Tennessee Performing Arts Center, which was fed via cable satellite to approximately 20 million homes. Gilley was the event's co-host. A June 9 show at the AmFac Hotel in Dallas, which was associated with the Danny White Celebrity Golf Classic, featured B.J. Thomas, Linda Nall, Jim Ed Brown, Dave Rowland and Trini Lopez, with proceeds headed toward the Boy Scouts of America. Nall also appeared on the Danny Thomas St. Jude telethon June 12 in Memphis. While Braniff Airlines was "up in the air" about its future, prior to filing for bankruptcy, Moe Bandy performed at Billy Bob's Texas. In return for his efforts, Bandy is hoping that the now worthless gate passes might become collectors' items.

OPRYLAND SETS OPRY STAR SHOWCASE — Opryland U.S.A. began a mid-summer series of concerts June 14, which will bring a number of country artists to the amusement park, including several Grand Ole Opry entertainers. Admission to the shows is included with the purchase of a ticket for entrance into the park. The lineup includes: Ernest Tubb, June 14; Grandpa Jones, June 15; Roy Acuff, June 16; Hank Snow, June 17; Jeanne Pruett, June 21; Jim Ed Brown, June 22; Jimmy C. Newman, June 23; Bill Monroe, June 24; Del Reeves, June 28; Bill Anderson, June 29; and Marty Robbins, June 30. Performers for July 1, 5 and 7 will be announced at a later date, with further July dates set to include: Tom T. Hall, July 6; Loretta Lynn, July 8; Roy Acuff, July 12; Charlie Louvin and Jim & Jesse, July 13; Porter Wagoner, July 14; Billy Walker, July 15; George Hamilton IV and Jerry Clower, July 19; Boxcar Willie, July 20; Roy Drusky and Wilma Lee Cooper, July 21; and Stonewall Jackson, July 22. More shows are expected between July 26 and Aug. 12.

tom roland

SINGLES TO WATCH

- GARY WOLF** — Live Never Dies (Columbia 18-02986)
STEPHANIE WINSLOW — Don't We Belong In Love (Primer PR 1007)
DONNA FARGO — It's Hard To Be The Dreamer (RCA PB-13264)
RALPH MAY — Here Comes That Feelin' Again (Primer PR 1006)
RUSSELL SMITH — What I Learned From Loving You (Capitol P-B-5124)
THE CHARLIE DANIELS BAND — Raglin' Cajun (Epic 14-02995)

TOP 100 COUNTRY SINGLES

June 19, 1982

	Weeks On 6/12 Chart		Weeks On 6/12 Chart		Weeks On 6/12 Chart
1 LISTEN TO THE RADIO DON WILLIAMS (MCA-52037)	4	10	34 HONKY TONKIN' HANK WILLIAMS, JR. (Elektra E-47462)	47	4
2 FOR ALL THE WRONG REASONS THE BELLAMY BROS. (Elektra/Curb E-47431)	3	13	35 DREAMIN' JOHN SCHNEIDER (Scotti Bros./CBS ZS5 02889)	44	6
3 I DON'T KNOW WHERE TO START EDDIE RABBITT (Elektra E-47435)	5	12	36 TAKE ME TO THE COUNTRY MEL McDANIEL (Capitol P-B-5095)	13	14
4 RING ON HER FINGER, TIME ON HER HANDS LEE GREENWOOD (MCA-52026)	7	13	37 (WHO'S GONNA SING) THE LAST COUNTRY SONG BILLY PARKER (Soundwaves NSD/SW4670)	37	8
5 SLOW HAND CONWAY TWITTY (Elektra E-47443)	9	9	38 I'M GONNA HIRE A WINO TO DECORATE OUR HOME DAVID FRIZZELL (Warner/Viva WBS 50063)	48	5
6 I DON'T THINK SHE'S IN LOVE ANYMORE CHARLEY PRIDE (RCA PB-13096)	10	9	39 AIN'T NO MONEY ROSANNE CASH (Columbia 18-02937)	52	4
7 ANOTHER CHANCE TAMMY WYNNETTE (Epic 14-02770)	8	13	40 PARADISE KNIFE AND GUN CLUB ROY CLARK (Churchill CR 94002)	41	7
8 ANY DAY NOW RONNIE MILSAP (RCA PB-13216)	12	8	41 SHE USED TO SING ON SUNDAY LARRY GATLIN & THE GATLIN BROS. BAND (Columbia 18-02910)	49	4
9 JUST GIVE ME WHAT YOU THINK IS FAIR LEON EVERETTE (RCA PB-13079)	11	13	42 TONIGHT I'M FEELING YOU JACK GRAYSON (Jice-Wes JW-81000)	45	5
10 'TIL YOU'RE GONE BARBARA MANDRELL (MCA-52038)	15	8	43 NOBODY SYLVIA (RCA PB-13223)	53	3
11 WOULD YOU CATCH A FALLING STAR JOHN ANDERSON (Warner Bros. WBS 50043)	16	11	44 THE ONE THAT GOT AWAY MEL TILLIS (Elektra E-47453)	50	4
12 EVERY TIME YOU CROSS MY MIND RAZZY BAILEY (RCA PB-13084)	14	11	45 THE GENERAL LEE JOHNNY CASH (Scotti Bros./CBS ZS5 02803)	25	13
13 TEARS OF THE LONELY MICKY GILLEY (Epic 14-02774)	1	14	46 IF YOU AIN'T GOT NOTHIN' (YOU AIN'T GOT NOTHIN' TO LOSE) BOBBY BARE (Columbia 18-02895)	54	5
14 ARE THE GOOD TIMES REALLY OVER MERLE HAGGARD (Epic 14-02894)	17	6	47 I'M NOT THAT LONELY YET REBA McENTIRE (Mercury/PolyGram 76157)	58	4
15 TAKE ME DOWN ALABAMA (RCA PB-13210)	18	4	48 I'M GOIN' HURTIN' JOE STAMPLEY (Epic 14-02791)	32	14
16 LOVE'S FOUND YOU AND ME ED BRUCE (MCA-52036)	19	9	49 WITH THEIR KIND OF MONEY AND OUR KIND OF LOVE BILLY SWAN (Epic 14-02841)	30	11
17 DON'T WORRY 'BOUT ME BABY JANIE FRICKE (Columbia 18-02859)	23	7	50 CHEATER'S PRAYER THE KENDALLS (Mercury/PolyGram 76155)	63	3
18 WHEN YOU FALL IN LOVE JOHNNY LEE (Full Moon/Asylum E-47444)	20	6	51 HEAVENLY BODIES EARL THOMAS CONLEY (RCA PB-13246)	73	2
19 I DON'T CARE RICKY SKAGGS (Epic 14-02931)	27	4	52 KANSAS CITY LIGHTS STEVE WARINER (RCA PB-13072)	39	16
20 SLOW DOWN LACY J. DALTON (Columbia 18-02847)	26	9	53 FOOL HEARTED MEMORY GEORGE STRAIT (MCA-52066)	—	1
21 FORTY AND FADIN' RAY PRICE (Dimension DS-1031)	21	13	54 I STILL LOVE YOU TOMPALL & THE GLASER BROS. (Elektra E-47461)	67	2
22 THE MAN WITH THE GOLDEN THUMB JERRY REED (RCA PB-13081)	22	11	55 WHERE THE SUN DON'T SHINE RAY STEVENS (RCA PB-13207)	55	6
23 I JUST CUT MYSELF RONNIE McDOWELL (Epic 14-02884)	29	7	56 OLD FRIENDS ROGER MILLER & WILLIE NELSON w/RAY PRICE (Columbia 18-02681)	74	2
24 ASHES TO ASHES TERRI GIBBS (MCA-52040)	24	9	57 I FALL TO PIECES PATSY CLINE/JIM REEVES (MCA-52052)	65	4
25 HEARTBREAK EXPRESS DOLLY PARTON (RCA PB-13234)	34	4	58 JUST TO SATISFY YOU WAYLON & WILLIE (RCA PB-13073)	38	15
26 I THINK ABOUT YOUR LOVIN' THE OSMONDS (Elektra E-47438)	28	8	59 EITHER YOU'RE MARRIED OR YOU'RE SINGLE MARGO SMITH (AMI 1304)	59	8
27 BORN TO RUN EMMYLOU HARRIS (Warner Bros. 7-29993)	35	5	60 JUST HOOKED ON COUNTRY ALBERT COLEMAN'S ATLANTA POPS (Epic 14-02938)	71	5
28 OH GIRL CON HUNLEY (Warner Bros. WBS 50058)	31	5	61 TALK TO ME LONELINESS CINDY HURT (Churchill CR 94004)	66	3
29 FINALLY T.G. SHEPPARD (Warner/Curb WBS 50041)	6	12	62 HURTIN' FOR YOUR LOVE TOM CARLILE (Door Knob DK 82-176)	62	7
30 LOVE'S BEEN A LITTLE BIT HARD ON ME JUICE NEWTON (Capitol PRO-9775)	33	6	63 RODEO CLOWN MAC DAVIS (Casablanca NB 2350)	75	4
31 SO FINE OAK RIDGE BOYS (MCA-52065)	40	3	64 THERE AIN'T NO COUNTRY MUSIC ON THIS JUKEBOX TOM T. HALL & EARL SCRUGGS (Columbia 18-02858)	64	7
32 SOME MEMORIES JUST WON'T DIE MARTY ROBBINS (Columbia 18-02854)	36	6	65 OUR WEDDING BAND LOUISE MANDRELL & R.C. BANNON (RCA PB-13095)	70	4
33 YOU'LL BE BACK THE STATLER BROS. (Mercury/PolyGram 76142)	2	15			
66 FRAGILE — HANDLE WITH CARE CRISTY LANE (Liberty P-B-1461)	42	8	67 I'M SO LONESOME I COULD CRY JERRY LEE LEWIS (Mercury/PolyGram 76148)	43	9
68 THE HIGH COST OF LOVING CHARLIE ROSS (TownHouse B-1057)	82	4	69 SURVIVOR BILL NASH (Liberty P-B-1463)	69	6
70 PEPSI MAN BOBBY MACKEY (Moon Shine MS 3007)	80	3	71 SHE'S PLAYING HARD TO FORGET EDDY RAVEN (Elektra E-47469)	—	1
72 SHE'S NOT REALLY CHEATIN' MOE BANDY (Columbia 18-02966)	—	1	73 SLIPPIN' AND SLIDIN' STEPHANIE WINSLOW (Primer PR-1003)	46	8
74 SPEAK SOFTLY GENE WATSON (MCA-52009)	51	17	75 A PLACE IN THE SUN SONNY JAMES (Dimension DS 1033)	56	7
76 ALWAYS ON MY MIND WILLIE NELSON (Columbia 18-02741)	57	16	77 DEALING WITH THE DEVIL MERLE HAGGARD (MCA-52020)	68	10
78 TRAIN TO DIXIE TOM GRIBBIN (Mariner MB 8201)	78	3	79 SUNDAY GO TO CHEATIN' CLOTHES DARLENE AUSTIN (Myrtle NSD/M 1002)	81	2
80 NORTH WIND JIM, JESSE & CHARLIE LOUVIN (Soundwaves NSD/SW4671)	83	3	81 FIRST TIME AROUND RONNIE ROGERS (Lifesong LS 45116)	86	2
82 DRINKING HER GONE AGAIN RONNIE RENO (KIng J C002)	85	2	83 COAL MINERS BLUES JIM OWEN (Sun 1174)	88	2
84 FRAULEIN JOE SUN with SHOTGUN (Elektra E-47467)	—	1	85 PLAY THIS OLD WORKING DAY AWAY DEAN DILLON (RCA PB-13208)	—	1
86 THINGS THAT SONGS ARE MADE OF RAY GRIFF (Vislon 442)	89	2	87 TAKE TIME WICKLINE (Cascade Mtn. CMR 2426)	87	3
88 KEEPING ME WARM FOR YOU BRENDA LEE (MCA-52060)	—	1	89 WHAT'S FOREVER FOR MICHAEL MURPHEY (Liberty B-1466)	—	1
90 BLUE RENDEZVOUS LLOYD DAVID FOSTER (MCA-52051)	—	1	91 SWEET SOUTHERN MOONLIGHT NARVEL FELTS (Lobo VIII)	91	4
92 APARTMENT #9 NOEL (Deep South A.G. 690)	90	4	93 ONE MORE BROKEN HEART NORMAN WADE (Delivery Ltd. GD 035)	—	1
94 WALKIN' AFTER MIDNIGHT CALAMITY JANE (Columbia 18-02958)	—	1	95 CHEATIN' SIDE OF LIFE DAVID KIRCHNER & TWYLA (Stargem SG 2139)	—	1
96 CHEATIN' STATE OF MIND BANDANA (Warner Bros. WBS 50046)	60	8	97 CLOSER TO YOU THE BURRITO BROS. (Curb ZS5 02835)	61	11
98 OVER THIRTY CONWAY TWITTY (MCA-52032)	77	8	99 HE'S TAKEN LANE BRODY (Liberty P-B-1457)	72	6
100 A STEP IN THE RIGHT DIRECTION JUDY TAYLOR (Warner Bros. WBS 50061)	84	6			

ALPHABETICAL TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Place In (Jobete — ASCAP/not listed — BMI) ...	75	Forty And Fadin' (Millstone—ASCAP/Chevis—BMI) 21	Love's Been A (Bobby Goldsboro/House of Gold — BMI) ...	30	Survivor (Barnwood/First Lady — BMI) ...	69
A Step In The (Tree — BMI) ...	100	Fraulein (Unart — BMI) ...	Love's Found You (Tree/Newkeys w/Sugarplum and Sister John — BMI) ...	16	Sweet Southern Moonlight (Famous/Boo — ASCAP)91	
Ain't No Money (Coolwell/Granite — ASCAP) ...	39	Heartbreak Express (Velvet Apple — BMI) ...	Nobody (Tom Collins — BMI) ...	43	Take Me Down (Chinnichap adm. in U.S. & Can.by Careers/Irving/Down 'N Dixie — BMI) ...	15
Always On (Screen Gems-EMI/Rose Bridge — BMI)76		Heavenly Bodies (Blue Moon/Merilark/April — ASCAP) ...	North Wind (Jack and Bill/Welk — ASCAP) ...	80	Take Me To (Vogue/Partner/Bibo c/o Welk — BMI/ASCAP) ...	36
Another Chance (First Lady/Sylvia's Mother — BMI) 7		He's Taken (Landers-Whiteside — ASCAP) ...	Oh Girl (Six Continents — BMI) ...	28	Take Time (Cascade Mountain — ASCAP) ...	36
Any Day Now (Intersong — ASCAP) ...	8	Honky Tonkin' (Fred Rose/Hiram/Rightsong — BMI) ...	Old Friends (Alrhond — BMI) ...	56	Talk To Me (Leona — ASCAP) ...	61
Apartment #9 (Dream City — BMI) ...	92	Hurtin' For Your Love (Opa-Locka — ASCAP) ...	One More Broken (General Delivery — BMI) ...	93	Tears Of The (Bibo c/o Welk — ASCAP) ...	13
Are The Good Times (Shade Tree — BMI) ...	14	I Don't Care (Cedarwood — BMI) ...	Our Wedding Band (Jack & Jill — ASCAP/Hall-Clement c/o Welk — BMI) ...	65	The General Lee (Holy Moley/Jodi Lynn/House of Cash — BMI) ...	45
Ashes To Ashes (Chaplin — ASCAP) ...	24	I Don't Know (Briarpatch/DebDave — BMI) ...	Over Thirty (Cross Keys — ASCAP) ...	98	The High Cost Of Loving (Rick Hall — ASCAP) ...	68
Blue Rendezvous (House of Gold — BMI) ...	90	I Don't Think (Royal Haven — BMI) ...	Paradise Knife (Uni-Chappell/Bundin — BMI) ...	40	The Man With The Golden Thumb (Fame — BMI) ...	22
Born To Run (Rondor (London-PRS) adm in the U.S. & Canada by Irving — BMI) ...	27	I Fall To Pieces (Tree — BMI) ...	Pepsi Man (Chatter Box — ASCAP) ...	70	The One That Got Away (Sawgrass — BMI) ...	44
Cheater's Prayer (Old Friends — BMI) ...	50	I Just Cut Myself (This Side Up (div. of Prestige)/Cross Keys — ASCAP) ...	Play This Old (Tree — BMI) ...	85	There Ain't No Country (Hallnote — BMI) ...	64
Cheatin' Side Of Life (Denney — ASCAP) ...	95	I Still Love You (Milene — ASCAP) ...	Ring On Her Finger (Tree/Love Wheel — BMI) ...	4	Things That Songs (Blue Echo — ASCAP) ...	86
Cheatin' State (Stan Cornnellus—ASCAP/Louisville—SESAC) ...	96	I Think About (Blackwood/Magic Castle — BMI) ...	Rodeo Clown (Songpainter — BMI) ...	63	'Til You're Gone (Rick Hall — ASCAP) ...	10
Closer To You (Atlantic — BMI) ...	97	If You Ain't (Tree — BMI/Cross Key — ASCAP) ...	She Used To (Larry Gatlin — BMI) ...	41	Tonight I'm (Lloyd of Nashville/Hinsdale/Plum Creek — BMI) ...	42
Coal Miners Blues (House of Love — BMI)/Shelby Singleton — BMI) ...	83	I'm Goin' Hurtin' (Baray/Mullet — BMI) ...	She's Not Really (Baray/Wood Hall — BMI) ...	72	Train To Dixie (Keith Sykes — BMI) ...	78
Dealing With (Acuff-Rose/Milene — BMI/ASCAP) ...	77	I'm Not That (Swallowfork — ASCAP) ...	She's Playing Hard (April — ASCAP/Blackwood — BMI) ...	71	Walkin' After Midnight (4-Star — BMI) ...	94
Don't Worry About (Old Friends/Tree/Duchess—MCA/Posey — BMI) ...	17	I'm So Lonesome (Rightsong/Fred Rose — BMI) ...	Slippin' And Slidin' (Bess/Venice — BMI) ...	73	What's Forever For (Tree — BMI) ...	89
Dreamin' (Warner-Tamerlane — BMI) ...	35	Just Give Me What (Peso — BMI) ...	Slow Down (Algee — BMI) ...	20	When You Fall (Sweet Baby — BMI/Music City — ASCAP) ...	18
Drinking Her Gone Again (Shady Del — ASCAP) ...	82	Just Hooked (Medley — Various Publishers) ...	Slow Hand (Warner-Tamerlane/Flying Dutchman — BMI/Sweet Harmony — ASCAP) ...	5	Where The Sun (Palladium — ASCAP/Gee Sharp — BMI) ...	55
Either You're Married (Intersong/Satin Pony — ASCAP) ...	59	Just To Satisfy (Irving — BMI/Parody — BMI) ...	So Fine (Eldorado — BMI) ...	31	Who's Gonna Sing (Hitkit — BMI) ...	37
Everytime You Cross (House Of Gold — BMI) ...	12	Kansas City Lights (Tom Collins — BMI) ...	Some Memories Just (House of Gold — BMI) ...	32	With Their Kind (Sherman Oaks — BMI/Music City — ASCAP) ...	49
Finally (Meadowgreen — ASCAP) ...	29	Keeping Me (Great Foreign/Skin Deep — ASCAP) ...	Speak Softly (Booth and Watson — BMI) ...	74	Would You Catch A Falling Star (Tree — BMI) ...	11
First Time Around (New Keys — BMI) ...	81	Listen To (Southwest Words and Music — BMI) ...	Sunday Go To Cheatin' Clothes (I.S.P.D. — ASCAP)79		You'll Be Back (Bibo c/o Welk/Sunflower Country — ASCAP/BMI) ...	33
Fool Hearted Memory (Make Believs/Welbeck — ASCAP) ...	53					
For All The (Bellamy Bros./Famous — ASCAP) ...	2					

⊘ = Exceptionally heavy radio activity this week

⊘ = Exceptionally heavy sales activity this week



SRM-1-4047



**Reba McEntire
"Unlimited"**

Reba McEntire's hits, like "(You Lift Me) Up To Heaven," "I Can See Forever In Your Eyes," and "Today All Over Again," made music lovers sit up and take notice of her unlimited talent. And with a new assemblage of hits, it's easy to see why "Unlimited" is also the name of Reba's new album. Featuring her new single, "I'm Not That Lonely Yet!" 76157

SRM-1-4046



**The Kendalls
"Stickin' Together"**

Radios and fans all across the country are stuck on Royce and Jeannie Kendall. Throughout their successful career, the first father and first daughter of country music have worked their special magic, racking up hit after hit after hit. Their new Mercury album is "Stickin' Together," and with cuts like the first single, "Cheater's Prayer," and "Back In The Back Of My Mind," people will be stickin' with The Kendalls. "Stickin' Together." Featuring the new single, "Cheater's Prayer." 76115

SRM-1-4048



The Statler Brothers "The Legend Goes On..."

Three Grammy Awards. Three American Music Awards. Eight Country Music Association Awards. Album of the Year and Vocal Group of the Year, 1982 Music City News Awards. That's the legend of the Statler Brothers. And they're keeping their tradition of excellence going with this superb new album. "The Legend Goes On..." Featuring the new single, "Whatever." 76162



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MOST ADDED COUNTRY SINGLES

1. FOOL HEARTED MEMORY — GEORGE STRAIT — MCA — 39 ADDS
2. SHE'S PLAYING HARD TO FORGET — EDDY RAVEN — ELEKTRA — 26 ADDS
3. SHE'S NOT CHEATIN' (SHE'S GETTING EVEN) — MOE BANDY — COLUMBIA — 23 ADDS
4. HEAVENLY BODIES — EARL THOMAS CONLEY — RCA — 19 ADDS
5. OLD FRIENDS — ROGER MILLER & WILLIE NELSON with RAY PRICE — COLUMBIA — 17 ADDS
6. FRAULEIN — JOE SUN with SHOTGUN — ELEKTRA — 13 ADDS
7. PLAY THIS OLD WORKING DAY AWAY — DEAN DILLON — RCA — 12 ADDS
8. NOBODY — SYLVIA — RCA — 12 ADDS
9. I'M NOT THAT LONELY YET — REBA McENTIRE — MERCURY — 11 ADDS
10. WHAT'S FOREVER FOR — MICHAEL MURPHEY — LIBERTY — 10 ADDS

MOST ACTIVE COUNTRY SINGLES

1. TAKE ME DOWN — ALABAMA — RCA — 59 REPORTS
2. I DON'T CARE — RICKY SKAGGS — EPIC — 56 REPORTS
3. HONKY TONKIN' — HANK WILLIAMS — ELEKTRA — 52 REPORTS
4. HEARTBREAK EXPRESS — DOLLY PARTON — RCA — 49 REPORTS
5. BORN TO RUN — EMMYLOU HARRIS — WARNER BROS. — 44 REPORTS
6. SO FINE — OAK RIDGE BOYS — MCA — 42 REPORTS
7. ARE THE GOOD TIMES REALLY OVER — MERLE HAGGARD — EPIC — 41 REPORTS
8. AIN'T NO MONEY — ROSANNE CASH — COLUMBIA — 40 REPORTS
9. OH GIRL — CON HUNLEY — WARNER BROS. — 39 REPORTS
10. SOME MEMORIES JUST WON'T DIE — MARTY ROBBINS — COLUMBIA — 37 REPORTS

MCA, Toyota Initiate "Truck Load" Cross-Promotion In 23 Markets

NASHVILLE — MCA Records has developed a cross-promotion in conjunction with Toyota Motor Co. designed to increase in-store activity at retail record locations and Toyota dealerships in 23 markets. Backed by radio advertising on selected country station, the promotion, a \$400,000 venture entitled a "Truck Load of Country," will run two weeks in the majority of markets with a July 12 kick-off date.

According to Bob Schnieders, West Coast manager, promotion and marketing MCA/Nashville, an average of 100 spots are scheduled for each market to feature two or three artists from the label's country roster and alert listeners to a sweepstakes entry blank and money-saving coupon on selected MCA albums that can be obtained by getting a poster from the local Toyota dealer. The poster, which carries on the "Truck Load" theme, depicts each of MCA's country artists and has a detachable strip at the bottom. Half of the strip is a coupon for dollars off MCA country product, while the other half is the entry

form for the sweepstakes.

National grand prize in the sweepstakes is a special limited edition Toyota truck. Local winners in each market will receive specially designed "Truck Load" satin jackets and autographed albums. Some 250,000 posters will be distributed in the campaign.

Schnieders indicated that MCA initiated the promotion after noting that country record buyers and Toyota truck buyers are demographically very similar.

The 23 radio stations involved in the campaign include: WDLW/Boston, KEEN/San Jose, WCMS-AM&FM/Norfolk, KTCR-FM/Minneapolis, WPLO/Atlanta, KHJ/Los Angeles, WMZQ-FM/Washington, D.C., WFIL/Philadelphia, KCBQ/San Diego, KRAK/Sacramento, KJJJ/Phoenix, KMAK/Fresno, KMPS/Seattle, KSOP/Salt Lake City, KBOX/Dallas, KILT/Houston, KJRB/Nashville, WMPS/Memphis, WQYK-FM/St. Petersburg, WHN/New York, WDAF/Kansas City, WMNI/Columbus and WIRE/Indianapolis.



SEATTLE AIN'T NO PLACE TO BE — Earl Thomas Conley met with officials at KMPS/Seattle recently while in the midst of a Pacific Northwest promotional tour of radio stations and retail outlets. Conley's second RCA album, "This Ain't No Place To Be," will see an early summer release. Pictured at the radio station are (l-r): Bonnie McCassy, branch manager, RCA/Seattle; Carson Schreiber, regional country promotion, RCA; Conley; and Ron Norwood, program director, KMPS.

THE COUNTRY MIKE

RKO AXES COUNTDOWN — *Country Star Countdown*, the RKO Radio Network series that Kenny Rogers' production company was associated with, has been discontinued, effective July 3. Thomas F. Burchill, president of RKO Radio Network, stated, "When we began this program, we were given the impression that Kenny Rogers would be involved in the show. We felt this association with Kenny Rogers was essential to the positioning of this product to our stations and our advertisers. Because this involvement never materialized, we received limited support from both stations and advertisers so we have decided to cancel *Country Star Countdown*". In the remaining weeks, the countdown will continue to feature as hosts some of the most popular names in country music. Recent guest hosts were RCA recording artists Earl Thomas Conley,



Bill Kelley

Leon Everette, and Sylvia . . . RKO Network plans to continue to air the remaining seven Radioshw segments, which consist of two one-hour music broadcasts on alternate weeks. RKO will continue to air *Musicstar*, *Night Time America*, *Solid Gold Saturday Night*, *The Hot Ones*, *America Overnight*, *Captured Live!* and *Weekly Music Magazine*. Burchill also explained that RKO will make minor changes in its programming format and added that the network would also cancel *Ask The Expert*, a daily 90-second advice segment that was part of RKO II's program schedule. The above mentioned *Musicstar Special* recently featured T.G. Sheppard as the special guest.

PROGRAMMER PROFILE — Starting with a commercial art job doing graphic work for a local station, Bill Kelley decided that graphics was not quite as exciting as radio work, so, at the age of 16, he started band with KNDE/Sacramento, where he stayed until his family moved to Arizona. One year later, he talked himself into an 8 p.m.-midnight shift at KVOY/Yuma, where he met Jim Stowe who he credits as being an influential figure in his radio life. At 19, Kelley moved across town to KBLU for a short time and then went back to California to work for rock outlet KRDG/Redding. Kelley then moved to Phoenix, where he spent a five-year period of being with stations just long enough to get settled then have his employer change formats. He first worked with KRIZ, then nine months later, he moved to KKKQ for a year. Later he signed up at KRUX for a stint until that station went to a big band format, then moved across town to KZZP, where he worked with Randy Stewart and John Stewart. After a successful relationship with that station, Kelley moved to his present station, KRAM/Las Vegas, nine months ago. In an effort to boost KRAM into the top of Las Vegas radio, Kelley devised a unique formatting system he calls psycho-formatics, which entails researching a listener's background and early musical influences that sometimes determine musical preference for life. Kelley breaks down the system into five formats: ethnic, A/C, teen rock, AOR rock and country that KRAM now institutes into all aspects of its programming. In using this psycho-formatics platform, KRAM now bases its promotional programs and playlists upon past listener response.

WMC NAMES NEW SALES MANAGER — Greg Hamilton has been named to be the new sales manager for WMC/Memphis, according to Dean Osmundson, general manager. Hamilton joins WMC after being with cross town WZZR, where he served in the same position. A native of Texas, Hamilton has worked with various stations in the area, as well as serving on the advisory board of the Memphis City School Broadcast Department.

WKHK ADDS TWO EXECUTIVES — Jack Maloney, general sales manager at WKHK/New York, recently reported that the station has added Davina Greenspan and Tony Odachowski as account executives. Greenspan comes to WKHK from the firm of DellaFemina, Travisano & Partners where she served as senior buyer. Odachowski joins WKHK after being at WERA/Plainfield, where he held the same position.

MUTUAL'S FOURTH OF JULY SPECIAL — Merle Haggard and Willie Nelson are set to appear in the Mutual Broadcasting System's July 4 special, according to Dick Carr, vice president, for programming Mutual. Host Lee Arnold of WHN/New York will present special exclusive interviews with Nelson and Haggard, along with some of their top singles, in the three-hour special. This special follows Mutual's successful Memorial Day airing of *Triple* with Anne Murray, Ronnie Millsap and Crystal Gayle, which featured one hour of music and exclusive interviews with each artist.

PINKHAM READIES COUNTRY MUSIC MONTH SPECIAL — *Country Star Quiz* distributor Richard Pinkham has set a Sept. 1 release date for a country music month edition of the syndicated radio show *Country Star Quiz*. The October special edition will consist of 26 various programs, each one-to-1½ minutes in length, recorded on broadcast quality discs with a commercial opening for station use on each disc. The stars saluted include Loretta Lynn, Tom T. Hall, Conway Twitty, George Jones, Kenny Rogers, Barbara Mandrell, the Oak Ridge Boys, Dolly Parton, Don Williams, T.G. Sheppard, Tammy Wynette, Ernest Tubbs, Roy Acuff, Crystal Gayle, Merle Haggard, Johnny Cash, Marty Robbins, Porter Wagoner, Charley Pride, Jerry Reed, Emmylou Harris, Eddie Rabbitt, Chet Atkins, Eddy Arnold and Charlie Daniels. A special price will be given for early orders. For further information write: Richard Pinkham, 2011 Richard Jones Rd., A-5, Nashville, Tenn. 37215.

country mike

PROGRAMMERS PICKS

Cathy Hahn	KLAC/Los Angeles	I'm Takin' A Heart Break -- Terry Gregory — Handshake
Walt Barcus	WDSB/Dover	Fool Hearted Memory — George Strait — MCA
Janet Fort	WSM/Nashville	She's Not Really Cheatin' — Moe Bandy — Columbia
Mike Lee	KVOC/Casper	The One That Got Away — Mel Tillis — Elektra
Tony Kidd	WZZK/Birmingham	Ain't No Money — Rosanne Cash — Columbia
Mark Andrews	KWJJ/Portland	Heavenly Bodies — Earl Thomas Conley — RCA

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I STEVIE WONDER (Tamla/Motown 6002TL2)	6/12	38 SOMETHING SPECIAL KOOL & THE GANG (De-Lite/PolyGram SP-1-6735)	6/12 17
2 KEEP IT LIVE DAZZ BAND (Motown 6004ML)	1 4	39 DROP THE BOMB TROUBLE FUNK (Sugar Hill SH 266)	33 8
3 REUNION THE TEMPTATIONS (Gordy/Motown 6008GL)	3 14	40 TRUST ME JEAN CARN (Motown 6010ML)	38 8
4 THROWIN' DOWN RICK JAMES (Gordy/Motown 6005GL)	2 8	41 LOVE HAS FOUND ITS WAY DENNIS BROWN (A&M SP-4886)	56 2
5 STRAIGHT FROM THE HEART PATRICE RUSHEN (Elektra E1-60015)	6 3	42 NEW DIMENSIONS THE DRAMATICS (Capitol ST-12205)	42 6
6 NIECY DENIECE WILLIAMS (ARC/Columbia FC 37952)	4 9	43 SKYYLINE SKYY (Salsoul/RCA SA-8548)	48 3
7 THE OTHER WOMAN RAY PARKER, JR. (Arista AL 9590)	5 10	44 STRONGER THAN EVER ROSE ROYCE (Epic FE 37939)	40 33
8 MY FAVORITE PERSON THE O'JAYS (Philadelphia Int'l./CBS FZ 37999)	4 9	45 I'LL DO MY BEST RITCHIE FAMILY (RCA AFL 1-4323)	50 3
9 GAP BAND IV THE GAP BAND (Total Experience/PolyGram TE 13001)	7 9	46 THE DUDE QUINCY JONES (A&M SP-3721)	45 6
10 STREET OPERA ASHFORD & SIMPSON (Capitol ST-12207)	8 6	47 HOT AND NASTY ST. TROPEZ (Destiny DLA-10004)	43 64
11 BRILLIANCE ATLANTIC STARR (A&M SP 4883)	9 11	48 YOUR WISH IS MY COMMAND LAKESIDE (Solar/Elektra S-26)	49 7
12 WHO'S FOOLIN' WHO ONE WAY (MCA-5279)	18 2	49 SOONER OR LATER LARRY GRAHAM (Warner Bros. BSK 3668)	47 26
13 ALLIGATOR WOMAN CAMEO (Chocolate City/PolyGram CCLP 2021)	13 4	50 PURE & NATURAL T-CONNECTION (Capitol ST-12191)	— 1
14 SHARING YOUR LOVE CHANGE (RFC/Atlantic SD 19342)	12 13	51 CARRY ON BOBBY CALDWELL (Polydor/PolyGram PD-1-6347)	46 17
15 JI JUNIOR (Mercury/PolyGram SRM-1-4043)	10 14	52 1982 THE STYLISTICS (Philadelphia Int'l./CBS FZ 37955)	44 12
16 LOVE IS WHERE YOU FIND IT THE WHISPERS (Solar/Elektra S-27)	9 11	53 THE POET BOBBY WOMACK (Beverly Glen GB 1000)	60 2
17 DREAMGIRLS ORIGINAL BROADWAY CAST (Geffen GHSP 20007)	15 8	54 WHY DO FOOLS FALL IN LOVE DIANA ROSS (RCA AFL1-4153)	39 32
18 FRIENDS SHALAMAR (Solar/Elektra S-28)	16 23	55 WINDSONG RANDY CRAWFORD (Warner Bros. 23687-1)	37 33
19 THE ONE GIVETH, THE COUNT TAKETH AWAY WILLIAM "BOOTS" COLLINS (Warner Bros. BSK 3667)	24 4	56 GIVE IT UP PLEASURE (RCA AFL1-4209)	— 1
20 DOWN HOME ZZ HILL (Malaco MAL 7406)	14 18	57 TOM TOM CLUB (Sire SRK 3628)	51 9
21 ATTITUDES BRASS CONSTRUCTION (Liberty LT-51121)	20 5	58 POINT OF PLEASURE XAVIER (Liberty LT-51116)	52 23
22 STEAMIN' HOT THE REDDINGS (Believe In A Dream/CBS FZ 37974)	22 19	59 SOUP FOR ONE ORIGINAL SOUNDTRACK (Mirage/Atco WTG 19353)	41 13
23 MR. LOOK SO GOOD RICHARD "DIMPLES" FIELDS (Boardwalk NB1-33249)	21 8	60 LOVE CONQUERS ALL MICHAEL WYCOFF (RCA NFL1-8004)	— 1
24 FRIENDS IN LOVE DIONNE WARWICK (Arista AL 9585)	28 4	61 LOVE CHANGES O.C. SMITH (Motown 6019)	53 12
25 I'M THE ONE ROBERTA FLACK (Atlantic SD 19354)	17 18	62 STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	66 5
26 TUG OF WAR PAUL McCARTNEY (Columbia TC 37462)	25 7	63 THE GEORGE BENSON COLLECTION (Warner Bros. 2HW 3577)	63 60
27 YOU'VE GOT THE POWER THIRD WORLD (Columbia FC 37744)	26 4	64 I AM LOVE PEABO BRYSON (Capitol ST-12179)	54 31
28 CONFIDENCE NARADA MICHAEL WALDEN (Atlantic SD 19351)	27 15	65 7 CON FUNK SHUN (Mercury/PolyGram SRM-1-14030)	58 30
29 DOIN' ALRIGHT O'BRYAN (Capitol ST-12192)	26 4	66 ANYONE CAN SEE IRENE CARA (Network/Elektra E1-60003)	69 27
30 LITE ME UP HERBIE HANCOCK (Columbia FC 37928)	23 14	67 BODY TALK IMAGINATION (MCA 5271)	55 19
31 OUTLAW WAR (RCA AFL1-4208)	31 4	68 YOUR MAN IS HOME TONIGHT TONY TROUTMAN (T. Main L-4000)	62 17
32 LADIES OF THE EIGHTIES A TASTE OF HONEY (Capitol ST-12173)	30 13	69 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	— 1
33 "D" TRAIN (Prelude PRL 14105)	57 44	70 DREAM ON GEORGE DUKE (Epic FE 37532)	57 44
34 YES IT'S YOU LADY SMOKEY ROBINSON (Tamla/Motown 6001 TL)	64 16	71 LOVE ME TENDER B.B. KING (MCA-5307)	64 16
35 JEFFREY OSBORNE (A&M SP-4896)	59 10	72 ME AND YOU THE CHI-LITES (20th CenturyFox/RCA T-635)	59 10
36 LIVE & OUTRAGEOUS MILLIE JACKSON (Spring/PolyGram SP-1-6735)	71 18	73 COME MORNING GROVER WASHINGTON, JR. (Elektra SE-562)	71 18
37 LIVE ON THE SUNSET RICHARD PRYOR (Warner Bros. BSK 3660)	65 28	74 NIGHT CRUISING BAR-KAYS (Mercury/PolyGram SRM-1-4028)	65 28
	73 38	75 IT'S TIME FOR LOVE TEDDY PENDERGRASS (Phila. Int'l./CBS TZ 37491)	73 38



CHANGE SHARES ITS LOVE — Atlantic/RFC recording group Change recently played New York's Radio City Music Hall to support its "Sharing Your Love" LP. The band was feted after the first show at S.I.R. Soundstage by Atlantic Records. Pictured standing at the affair are (l-r): Danny Buch, national secondary album promotion coordinator, Atlantic; Alfa Anderson, Atlantic recording group Chic; Jerry Ade, booking agent; Deborah Cooper, Change; Bill Cureton, director, A&R, R&B product, Atlantic/Cotillion; Aziz Goksel, A&R staff member, Atlantic; James Robinson and Richard Walters, Change; Michael Murphy, Little Macho Music; and Joe Iannello, Atlantic promotion rep. Pictured kneeling are (l-r): Everett Smith, vice president, promotion, Atlantic; and Ray Caviane, president, RFC.

THE RHYTHM SECTION

POWER OF THE AIRWAVES — Throughout the Black Music Assn. Conference '82, held June 3-6 at the New Orleans Hilton & Towers, there was an almost grim determination among participants to address the economic problems that affect blacks in all segments of the music industry. But there was also a great deal of attention paid to how the current recessionary climate and the conservative backlash in this country will affect the black community from which so much of the talent and resources keeping black music alive springs. Many feel there is more than just dollars and cents and music at stake — that the essence and history of black America is also in jeopardy. During a seminar conducted by panels of black broadcasters, **Bob Law**, host of National Black Network's *Night Talk*, pointed out the responsibility that black broadcasters have to protect and preserve the interests of the black community. He pointed out as an example of how, recently, Memphis station WDIA rallied to the support of Mt. Biyou, the country's oldest black township, when the courts threatened to sell the town property to settle a civil suit. Law said that only after WDIA exposed the circumstances surrounding the unusual case did the mainstream press carry the story nationally. He said that this example reflected the power of black radio to be more than a tool for record sales. During the convention, **Charles Scruggs**, general manager, WDIA, talked about black radio rallying to help preserve another historical monument of the black American experience, the Lorraine Hotel in Memphis where late civil rights leader **Dr. Martin Luther King** was assassinated. Scruggs, who is chairing a non-profit group known as the Martin Luther King Memphis Memorial Foundation (MLKMMF), and others are trying to prevent the auction of the hotel and property. Carrying a purchase price of \$240,000, the owner is being forced to sell the property because of debt. The foundation managed to prevent initial efforts to sell the hotel by entering a contract to purchase the building and property by July 26, 1982. Scruggs said many in the community feel that if sold to unconcerned parties, the Lorraine legacy will be forgotten and another bit of King memorabilia could give way to a condo or shopping center. Scruggs also said that if the foundation is successful, the hotel would be converted to a museum documenting the development of the civil rights movement, in addition to creating a Memphis legacy for the fallen leader. Broadcasters are being urged by the foundation to solicit support for the purchase of the Lorraine through tax-deductible contributions sent to the Martin Luther King Memphis Memorial Foundation, P.O. Box 12044, Memphis, Tenn. 38112.

NEW GIGS — Changes at CBS Records: **Doug Wilkins**, who has been serving as Columbia's West Coast director of black music promotion, has been upped to national director of jazz/progressive promotion for the label. Wilkins will continue to report to **Vernon Slaughter**, vice president of Columbia's black music promotion, and will work more closely with Columbia's vice president of jazz A&R, **Dr. George Butler**. Also moving to a new post is **Shirley Brooks**, who has been with CBS International's West Coast office the past three years. She was recently promoted to manager of overseas press & publicity for the CBS International West Coast office. She will report directly to **Mauri Lathower**, vice president, creative operations, CBS International.

PRESIDENTIAL GENIUS — **Tom Tom Club's** "Genius Of Love" single released on Sire Records has not only taken the aggregation's self-titled LP to RIAA gold status, but the music has served as the backdrop for at least three rap songs. Sugarhill's **Grand Master Flash** and Profile Records' **Dr. Jekyll and Mr. Hyde** jumped the cover derby early with versions of the song. But now Tom Tom's message has been drafted into service by the "White House." Boardwalk Records' comedic talent **Rich Little** has released a 12" single titled "President's Rap." Genesis for the idea came from **Bobby Magic**, PD at WDMT/Cleveland, who started experimenting with Little's "First Family Rides Again" comedy album, mixing cuts from the album with pre-recorded funk tracks. Boardwalk president **Irv Biegel** noted that Cleveland's black listeners responded favorably to the mix and had another Boardwalk artist, **Lonnie Jordan**, cut a special rhythm track for the release. Word has it that the single is garnering a healthy share of black radio airplay. When the President speaks, people listen?

ONE-STOP — L.A.'s City One-Stop recently hosted a luncheon honoring black music. About 400 City One-Stop customers joined record company execs and several artists — including **Sister Sledge**, **Jeffrey Osborne**, **Ray Parker, Jr.**, **High Inergy**, **Ronnie Laws**, **Michael Wycoff** and others — for drink, food and conversation.

SHORT CUTS — **Rita Marley**, wife of the late reggae proponent **Bob Marley**, recently flew to New York from her Jamaican home with her group the **Fabulous Five**, to join **Linda Ronstadt**, **Jackson Browne** and **James Taylor** in the Anti-Nuke Disarmament Concert Rally in New York City's Central Park. **Lionel Hampton** is to be honored on Hollywood's Walk of Fame with a star, June 14, directly in front of the Roosevelt Hotel. **Luscious duo Stargard** recently signed a recording agreement with MCA Records. The group's debut album for the label, "Nine Lives," is set for release during the first week in July.

michael martinez

TOP 100 BLACK CONTEMPORARY SINGLES

June 19, 1982

	Weeks On Chart	6/12
1 LET IT WHIP	15	1
2 EARLY IN THE MORNING	9	4
3 IT'S GONNA TAKE A MIRACLE	14	2
4 WE GO A LONG WAY BACK	12	5
5 STANDING ON THE TOP — PART 1	9	6
6 FORGET ME NOTS	15	3
7 DANCE WIT' ME	6	9
8 THE OTHER WOMAN	14	8
9 STREET CORNER	10	10
10 I REALLY DON'T NEED NO LIGHT	7	16
11 EBONY AND IVORY	10	12
12 WORK THAT BODY	9	13
13 SOUP FOR ONE	8	17
14 THE VERY BEST IN YOU	11	14
15 CUTIE PIE	7	18
16 MURPHY'S LAW	16	7
17 DO I DO	3	26
18 OLD FASHIONED LOVE	10	19
19 A NIGHT TO REMEMBER	12	11
20 TOO LATE	6	24
21 IF IT AIN'T ONE THING . . . IT'S ANOTHER	18	20
22 EMERGENCY	8	25
23 DON'T STOP WHEN YOU'RE HOT	7	23
24 CIRCLES	17	15
25 KEEP ON	4	28
26 YOU'RE #1	8	29
27 FRIENDS IN LOVE	10	27
28 I JUST WANT TO SATISFY	13	21
29 SOMETHING ABOUT THAT WOMAN	7	32
30 JUST BE YOURSELF	13	22
31 CHEATING IN THE NEXT ROOM	7	43
32 I SPECIALIZE IN LOVE	10	37
33 GET DOWN ON IT	14	31

	Weeks On Chart	6/12
34 (AEROBIC DANCIN) KEEP DANCIN	7	40
35 LIVE IT UP	11	35
36 MAKE THE LIVING WORTHWHILE	8	39
37 MONEY'S TOO TIGHT (TO MENTION)	9	38
38 TRY JAH LOVE	14	34
39 (SITTIN' ON) THE DOCK OF THE BAY	4	52
40 NINE TIMES OUT OF TEN	6	42
41 I'LL DO MY BEST (FOR YOU BABY)	6	46
42 I'LL TRY SOMETHING NEW	15	33
43 LOVE HAS FOUND ITS WAY	9	50
44 ALL THE MAN I NEED	7	48
45 MAKING LOVE	16	36
46 BODY LANGUAGE	6	54
47 FEELIN' LUCKY LATELY	6	51
48 STILL WATER (LOVE)	5	56
49 LET'S CELEBRATE	14	30
50 PLANET ROCK	3	64
51 MUST BE THE MUSIC	21	41
52 THANKS TO YOU	5	60
53 FEMMES FATALES	6	58
54 WHERE DO WE GO FROM HERE	13	44
55 AND I AM TELLING YOU I'M NOT GOING	3	73
56 DO IT TO THE MAX	6	57
57 I JUST WANNA (SPEND SOME TIME WITH YOU)	5	62
58 FIRST IMPRESSIONS	6	61
59 INSTANT LOVE	3	71
60 HEART TO HEART	6	66
61 LOVE ME DOWN	2	79
62 SHOW ME WHERE YOU'RE COMING FROM	4	68
63 I DON'T NEED YOUR LOVE	4	69
64 IN THE NAME OF LOVE	7	67
65 SHE'S WRAPPED TOO TIGHT	5	65
66 OUTLAW	2	84

	Weeks On Chart	6/12
67 LOVE YOU MADLY	3	76
68 FLIRT	2	87
69 LOOKING UP TO YOU	3	75
70 DO WHAT YOU WANNA DO	6	70
71 WON'T YOU LET ME LOVE YOU	2	72
72 JUST AN ILLUSION	2	86
73 LETTIN' IT LOOSE	4	74
74 I'M A WONDERFUL THING, BABY	4	80
75 WIDE SHOT	4	78
76 ONE HELLO	3	82
77 DON'T HOLD BACK	2	85
78 THANG (GIMME SOME OF THAT THANG)	2	88
79 TAKE SOME TIME OUT (FOR LOVE)	3	81
80 PRESIDENT'S RAP	2	90
81 DIDN'T WE DO IT	5	83
82 INSIDE OUT	2	89
83 DON'T MAKE ME WAIT	7	91
84 FLAMETHROWER RAP	1	—
85 TAKING APPLICATIONS	1	—
86 DANCE LIKE CRAZY	9	45
87 LET ME GO	1	—
88 HOT FUN IN THE SUMMERTIME	1	—
89 IF THIS WORLD	1	—
90 STRAIGHT FROM THE HEART	1	—
91 CAN YOU SEE THE LIGHT	13	53
92 YOUR MAN IS HOME TONIGHT	3	94
93 LOVE CHANGES	5	95
94 I KNOW YOU GOT ANOTHER	13	47
95 HELP (. . . SAVE THIS FRANTIC HEART OF MINE)	8	49
96 THAT GIRL	23	55
97 BEFORE THE NIGHT IS OVER	1	—
98 I THINK YOU'RE OUT OF THIS WORLD	4	77
99 THE GIGOLO	23	59
100 FREAKY BEHAVIOR	13	63

ALPHABETIZED TOP 100 R&B (INCLUDING PUBLISHERS AND LICENSEES)

A Night To Remember (Silver Sounds/Spectrum VII/Satellite III — ASCAP)	19	Flamethrower Rap (Center City — ASCAP)	84	I'll Do My Best (Little Macho/Fonzworth — ASCAP)	41	Show Me (Silver Sounds/Spectrum VII — ASCAP)	62
Aerobic Dancin (Arrival — BMI)	34	Flirt (All Seeing Eye/Cameo 5 — BMI)	68	I'll Try Something New (Jobete — ASCAP)	42	Sittin' On (Irving — BMI)	39
All The Man (Fifth of March/Body Electric/Warner-Tamerlane — BMI)	44	Forget Me Not (Baby Fingers — ASCAP/Freddie Dee — BMI)	6	Just An Illusion (MCA — ASCAP)	72	Something About That (Spectrum VII/Circle L — ASCAP)	29
And I Am (Dreamgirls — ASCAP/Dreamettes — BMI)	55	Freaky Behavior (Cessess/Electric Apple — BMI)	100	Just Be Yourself (All Seeing Eye — BMI)	30	Soup For One (Chic — BMI)	13
Before The Night (Smilin' Eyes/Hollywood Allstar — BMI)	97	Friends In Love (Garden Rake/Foster Frees — BMI/JSH — ASCAP)	27	Keep On (Tromar/Huemar/Jawil — BMI)	25	Standing On The Top (Jobete/Stone City — ASCAP)	5
Body Language (Queen — BMI)	46	Get Down On It (Delightful/Second Decade — BMI)	33	Let It Whip (Ujima/Macvacalac — ASCAP)	1	Still Water (Jobete/Stone Agate — ASCAP/BMI)	48
Can You See The Light (One To One — ASCAP)	91	Heart To Heart (Interworld Groove Tunes/Friday's Child/Unart — BMI)	60	Let Me Go (Raydiola — ASCAP)	87	Straight From (Val-Is Joe/Felstar — BMI)	90
Cheating In (Malaco/Gorilla Queen — BMI)	31	Help (Virginia C. — ASCAP)	95	Let's Celebrate (Alligator — ASCAP)	49	Street Corner (Nick-O-Val — ASCAP)	9
Circles (Almo/Jodaway — ASCAP)	24	Hot Fun (Warner-Tamerlane — BMI)	88	Lettin' It Loose (Rod Songs-PRS adm. by Almo — ASCAP)	73	Take Some Time (Lucky Tree — BMI)	79
Cutie Pie (Duchess/Perk's — BMI)	15	I'm A Wonderful (Schott in the Dark — ASCAP/Cri Cri/Perennial August — BMI)	74	Live It Up (Dramatica/Ron \$Banko\$ — BMI)	35	Taking (On The Boardwalk/Dat Richfield Kat — BMI)	85
Dance Like Crazy (Bee — Germaine/George — BMI)	86	I Don't Need (Sugar Hill — BMI)	63	Looking Up (Almo — ASCAP/Irving/Medad — BMI)	69	Thang (Funtown/Shindler/Mannish Kidd — BMI)	78
Dance Wit Me (Jobete/Stone City — ASCAP)	7	I Just Wanna (Colgems-EMI — ASCAP)	57	Love Has Found (Irving/Joe Gibbs — BMI)	43	Thanks (Amber Pass/Darryl Payne/Eric Matthew/Keith Diamond — BMI)	52
Didn't We Do (Poppa Willie/Always/Tender Tunes/Loaded Lyrics — BMI)	81	I Just Want (Mighty Three — BMI)	28	Love Me Down (Almo/Jodaway — ASCAP)	61	That Girl (Jobete & Black Bull — ASCAP)	96
Do I Do (Jobete & Black Bull — ASCAP)	17	I Know You Got (Dexotis/Band Og Angels — BMI)	94	Love You Madly (Grandma Rosalee — BMI)	67	The GigoLO (Cortez — ASCAP)	99
Do It To The Max (Terry Phillips — ASCAP)	56	I Really Don't (Overdue adm. by Warner Bros./Almo/March 9 — ASCAP)	10	Make The Living (Gaetana/Ensign/Cachand — BMI)	36	The Other Woman (Raydiola — ASCAP)	8
Don't Hold Back (Colgems/Mibren — ASCAP)	77	I Specialize (Next Plateau — ASCAP/STM — BMI)	32	Making Love (20th Century Fox Film/New Hidden Valley — ASCAP/Begonia Melodies/Fedora — BMI)	45	The Very Best (Little Macho/Different Strokes/GS Euro-America — ASCAP)	14
Don't Make Me (Peech Boys/Dez Bee — BMI)	83	I Think You're (Far Out/L.A.I.M./River Jordan — ASCAP)	98	Money's Too Tight (Stan/Flo — BMI)	37	Too Late (Junior/Sam — PRS)	20
Don't Stop When (Graham-O-Tunes — BMI)	23	If It Ain't (On The Boardwalk/Dat Richfield Kat — BMI)	21	Murphy's Law (Hygroton/Lopressor-PRO/Paddie — BMI)	16	Try Jah Love (Jobete/Black Bull — ASCAP)	38
Do What (Harrindur/Licyndiana adm. by Ensign — BMI)	70	If This World (Jobet — ASCAP)	89	Must Be The Music (Trumar/Smootie — BMI)	51	We Go A Long Way (Triple Three — BMI)	4
Early In The Morning (Total Experience — BMI)	2	Inside Out (Major Toms — BMI/Luzuli — ASCAP)	82	Nine Times (Might Three — BMI)	40	Where Do We Go (Ashtray/MI-Alma)	54
Ebony And Ivory (MPL Communications — ASCAP)	11	Instant Love (April/Uncle Ronnie's/Sunset Burgundy — BMI)	59	Old Fashioned Love (Chardax — BMI)	18	Wide Shot (We Are Starbound/Burnt Out — BMI)	75
Emergency (Spectrum VII/Silver Sounds — ASCAP)	22	In The Name (Point/ATC — BMI)	64	One Hello (20th Century-Fox — ASCAP)	76	Won't You (Ola's Kid/Roaring/Rod/Nodlew — BMI)	71
Feelin' Lucky Lately (Little Macho — ASCAP)	47	It's Gonna Take (Vogue — BMI)	3	Outlaw (Far Out — ASCAP/Milwaukee — BMI)	66	Work That Body (Songs Of Manhattan Island/Olga Ray-Han/Koppelman-Bandier/Rossville — BMI)	12
Femmes Fatales (De Note — BMI)	53			Planet Rock (Shakin' Baker — BMI)	50	You're #1 (Gratitude Sky — ASCAP/Irving/Ink/Baby Shoes — BMI)	26
First Impressions (Bobby Goldsboro — ASCAP/House Of Gold — BMI)	58			President's Rap (Marvin Gardens/Far Out — ASCAP/Milwaukee — BMI)	80	Your Man (Malaco/Bill Lowery — BMI)	92
				She's Wrapped (Edwin Birdsong — ASCAP)	65		

MOST ADDED SINGLES

- HOT FUN IN THE SUMMERTIME — DAYTON — LIBERTY**
WAIL, WLUM, WWRL, WTLC, WCIN, WBMX, KDAY, WPAL, KDKO, WGPR-FM, WDAS-FM, WGIV, WDAO
- LET ME GO — RAY PARKER, JR. — ARISTA**
KPRS, WPAL, WGCI, WWDM, KATZ, WEDR, WYLD-FM, WIGO, WDAO, WOKB, WRBD, WAIL
- FLIRT — CAMEO — CHOCOLATE CITY/POLYGRAM**
WAWA, WRBD, WOKB, WTLC, WIGO, WEDR, KSOL, WJMO, WPAL, KDKO, WSOK, WGPR-FM
- LOVE ME DOWN — ATLANTIC STARR — A&M**
WGPR-FM, WJMO, WPAL, KMJQ, KATZ, WCIN, WAWA, WENZ
- INSTANT LOVE — CHERYL LYNN — COLUMBIA**
WSOK, KSOL, OK100, WDAO, WBMX, WLUM, WCIN
- LOVE YOU MADLY — CANDELA — ARISTA**
KATZ, WATV, WYLD-FM, OK100, WGIV, WWRL, WLUM
- HEART TO HEART — RONNIE DYSON — COTILLION/ATCO**
KDAY, WDIA, WCIN, WGIV, WLUM, WAIL

MOST ADDED ALBUMS

- JEFFREY OSBORNE — A&M**
WHRK, WGPR-FM, WPAL, WEDR, WATV, WTLC, WRBD, WYLD-FM, WWRL, WJLB, WAWA, WLUM, WAIL
- SOONER OR LATER — LARRY GRAHAM — WARNER BROS.**
WWRL, WGIV, WRBD, WOKB, KACE, WSOK, WYLD-FM, KPRS, WHRK, KDKO
- I'M THE ONE — ROBERTA FLACK — ATLANTIC**
WENZ, WJLB, WTLC, WYLD-FM, WIGO, WATV, WLLC, KPRS, WGPR-FM

UP AND COMING

- KEEP IN TOUCH (BODY TO BODY) — THE SHADES OF LOVE — VENTURE**
SO FINE — HOWARD JOHNSON — A&M
DIRECT HIT — NOEL POINTER — LIBERTY
BURNIN' LOVE — PLUSH — RCA

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — GAP BAND
 HOTS: One Way, Dazz Band, P. McCartney, D. Williams, R. James, J. Osborne, Bloodstone, Ashford & Simpson, Temptations, Skyy, B.B. King, "Dreamgirls," S. Wonder, Taste Of Honey, "D" Train, T. Troutman, P. Rushen, R. Parker, Reddings, Sister Sledge.

WIGO — ATLANTA — QUINCY JASON, PD — #1 — SOUL SONIC FORCE
 HOTS: Gap Band, Temptations, D. Williams, J. Osborne, O'Jays, R. James, P. McCartney, Shalamar, One Way, High Fashion, Ashford & Simpson, Third World, Chic, S. Robinson, Dazz Band, Bloodstone, B. Womack. ADDS: "Dreamgirls," R. Parker, Queen, Xavier, Cameo, Isley Brothers, Shades Of Love. LP ADDS: R. Flack.

WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — THIRD WORLD
 HOTS: Legacy, Dolette McDonald, Gap Band, S. Wonder, Sinnamon, Was (Not Was), C. Lucas, J. Osborne, Bloodstone, C. Jankel, D. Warwick/J. Mathis, Dazz Band, Reddings, Human League, Temptations, "D" Train, Imagination, O'Bryan, "Dreamgirls," P. Austin, Secret Weapon. ADDS: Isley Brothers, Soul Sonic Force, Peech Boys, Plus, R. Little, B. Ocean, Video. LP ADDS: H. Hancock.

WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — GAP BAND
 HOTS: Temptations, Dazz Band, Shotgun, Soul Sonic Force, Kleeer, Bloodstone, One Way, J. Osborne, Ashford & Simpson, L. Graham, R. Parker, R. James, D. Brown, R.J.'s Latest Arrival, Grand Master Flash, Starpoint, Sylvia, O'Bryan, Lakeside, Felix & Jarvis, Bohannon, G. Chandler, Plus, J. Butler. ADDS: Atlantic Starr, J. Spicer, Cameo, General Cane, J. Taylor, R. Fields, B. Wright, R. Parker, N. Pointer, High Inergy, G. Duke, Dayton. LP ADDS: J. Osborne, Crusaders, L.A. Connection, Moments.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — DAZZ BAND
 HOTS: Bloodstone, Gap Band, Temptations, ZZ Hill, D. Williams, P. Rushen, Skyy, Ashford & Simpson, Shalamar, Lakeside, G. Chandler, R. James, Taste Of Honey, Chic, J. Osborne, Junior, Xavier, S. Brown, S. Wonder, Sinnamon, St. Tropez, Kid Creole & The Coconuts. ADDS: "D" Train, Dayton, C. Lucas, Imagination, C. Lynn, Odyssey, Bar-Kays, One Way, Chi-Lites, J. Simon. LP ADDS: Gap Band, Dazz Band, O'Jays.

WGCI — CHICAGO — PAM WELLES, PD — #1 — R. JAMES
 HOTS: Gap Band, J. Osborne, Secret Weapon, Junior, Dazz Band, "D" Train, Imagination, "Dreamgirls," St. Tropez. ADDS: Videoe, Chi-Lites, R. Parker, Human League, Dunn & Bruce Street, Magnum Force. LP ADDS: T-Connection, Temptations, B. Griffin, Candela.

WCIN — CINCINNATI — EVERETT CORK, PD — #1 — TEMPTATIONS
 HOTS: M. Walden, J. Osborne, Gap Band, R. James, Lakeside, One Way, Bloodstone, Whispers, L. Graham, Change, S. Robinson, Ashford & Simpson, Dramatics. ADDS: C. Lynn, R. Dyson, War, RGB, O.C. Smith, Dayton, R. Crawford, Atlantic Starr, M&B Sutton. LP ADDS: R. James, Gap Band.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — DAZZ BAND
 HOTS: R. Parker, Bloodstone, Ashford & Simpson, Gap Band, R.J.'s Latest Arrival, S. Robinson, D. Warwick/J. Mathis, Change, J. Osborne. ADDS: D. Brown, O'Bryan, High Fashion, Thompson Twins, C. Lucas, Superior Movement, M. Wycoff, Atlantic Starr, Cameo, R.G.&B., Shock, Coffee.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — REDDINGS
 HOTS: Dramatics, Temptations, Gap Band, R.J.'s Latest Arrival, Bloodstone, R. James, J. Osborne, Felix & Jarvis, Sinnamon, Soul Sonic Force. ADDS: Sequence, Atlantic Starr, H. Johnson, Cameo, Plush, Deodato, B. Wells, J. Spicer, Skys The Limit, Learners Permit, Dayton. LP ADDS: R. Flack, J. Osborne, Mighty Fire, N. Pointer, Steve & Sterling, Odyssey.

WJLB — DETROIT — JOHN EDWARDS, PD — #1 — ASHFORD & SIMPSON
 HOTS: R. Parker, Bloodstone, Dazz Band, Junior, McCrarys, Bloodstone, P. Rushen, S. Wonder, Chic, D. Williams, Imagination, R. James, J. Osborne, R.J.'s Latest Arrival, One Way, Dramatics, Temptations, Gap Band, "D" Train. ADDS: M.&B. Sutton, H. Johnson, C. Lucas. LP ADDS: J. Osborne, R. Flack.

KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — GAP BAND
 JUMPS: 7 To 4 — Bloodstone, 12 To 9 — S. Wonder, 15 To 10 — R. James, 29 To 23 — S. Robinson, Ex To 29 — Cameo, 35 To 30 — Imagination, Ex To 32 — "Dreamgirls," Ex To 38 — Reddings. ADDS: Soul Sonic Force, ZZ Hill, Atlantic Starr, M. Franks, Isley Brothers. LP ADDS: Gap Band, Dazz Band.

WTLC-FM — INDIANAPOLIS — KELLY CARSON, MD — #1 — TEMPTATIONS
 HOTS: D. Byrd, Gap Band, Shotgun, Ashford & Simpson, S. Robinson, R.J.'s Latest Arrival, Bloodstone, M. Walden, R. James, J. Osborne, F. Grace & Rhinestone, Klas, Dramatics, Whispers, S. Brown, Lakeside, Mighty Fire, Valentine Brothers, Chic, L. Graham. ADDS: Cameo, Dayton, P. Funk All Stars. LP ADDS: J. Osborne, R. Flack, Revelation.

KPRS — KANSAS CITY — DELL RICE, PD
 JUMPS: 10 To 7 — Temptations, 11 To 8 — J. Osborne, 12 To 9 — O'Jays, 14 To 10 — Change, 15 To 11 — Shotgun, 16 To 12 — One Way, 19 To 13 — B. Wright, 20 To 14 — Ashford & Simpson, 21 To 15 — Junior, 23 To 17 — S. Robinson, 26 To 16 — B. Lavette, 25 To 18 — C. Earland, 27 To 19 — Chic, 28 To 20 — M. Walden, 29 To 21 — R. James, 30 To 22 — High Fashion, 33 To 23 — Max Groove, 34 To 24 — St. Tropez, 35 To 25 — D. Brown, 38 To 26 — D. Lasley, 39 To 27 — Queen, 40 To 28 — Jewel, Ex To 29 — C. Hammond, Ex To 30 — Superior, Ex To 31 — L. Graham, Ex To 32 — G. Chandler, Ex To 33 — Klique, Ex To 34 — B. McClure, Ex To 35 — Thompson Twins, Ex To 36 — Redd Hott, Ex To 37 — A. Edwards, Ex To 38 — "D" Train, Ex To 39 — F. Grace & Rhinestone, Ex To 40 — O'Bryan. ADDS: McCrarys, Isley Brothers, R. Parker, Felix & Jarvis, Kid Creole & The Coconuts, N. Pointer, Sadane, Taste Of Honey, Odyssey, C. Beverly, T-Connection, J. Lorber. LP ADDS: Ashford & Simpson, Kid Creole & The Coconuts, L. Graham, R. Crawford, R. Flack.

KDAY — LOS ANGELES — JON BADEAUX, MD — #1 — ONE WAY
 HOTS: Chic, R. James, P. McCartney, Temptations, Gap Band, J. Osborne, S. Wonder, Change, Lakeside. ADDS: L. Jordan, R. Little, Dayton, Kid Creole & The Coconuts, Imagination, R. Dyson.

WLou — LOUISVILLE — NEAL OREA, PD — #1 — P. AUSTIN
 HOTS: B. Always, One Way, Ashford & Simpson, J. Osborne, M. Walden, Chic, Gap Band, Junior, Noel Pointer, L. Graham, Shalamar, Candela, Starpoint, Superior Movement, C. Earland, D. Ross, "D" Train, S. Robinson, Klique, Whispers. ADDS: Videoe, Isley Brothers, Salsoul Orchestra, Fatback Band.

WDIA — MEMPHIS — CARL CONNER, PD
 HOTS: One Way, Gap Band, Dazz Band, R. James, Cameo, Temptations, J. Osborne, Bloodstone, Reddings, S. Wonder, Dazz Band, Gap Band, B. Always, R. Parker. ADDS: High Fashion, Ritchie Family, R. Dyson. LP ADDS: Temptations.

WHRK-FM — MEMPHIS — JIMMY SMITH, MD — #1 — GAP BAND
 HOTS: Dazz Band, Temptations, S. Wonder, O'Jays, Superior Movement, M. Walden, J. Osborne, "Dreamgirls," Reddings, Imagination, Atlantic Starr, Soul Sonic Force, Kid Creole & The Coconuts, "D"

Train, Ritchie Family, Secret Weapon, Junior. ADDS: G. Bonds, Isley Brothers, Fatback Band, St. Tropez, Plush. LP ADDS: L. Graham, J. Osborne, R. Crawford, Heatwave.

WEDR — MIAMI — GEORGE JONES, PD — #1 — DAZZ BAND
 HOTS: Cameo, P. Rushen, Bloodstone, Gap Band, O'Jays, Change, Ashford & Simpson, L. Graham, Temptations, F. Grace & Rhinestone, W.A.G.B. Band, B. Caldwell, Junior, R.J.'s Latest Arrival, R. James, Whispers, L. Jordan, Ritchie Family, One Way, War. ADDS: Cameo, High Inergy, M. Wycoff, Shades Of Love, Isley Brothers, H. Johnson, D. Brown, Mike Anthony, R. Parker. LP ADDS: B. Bland, B. Griffin, Side Effect, Odyssey, J. Osborne, L.A. Connection.

WAWA — MILWAUKEE — JIMMY GOODYME, PD — #1 — DAZZ BAND
 HOTS: Temptations, D. Williams, R. Parker, Bloodstone, P. Rushen, J. Osborne, Cheri, Gap Band, Ashford & Simpson, R. James, D. Ross, S. Robinson, Junior, Skyy, Chic, Reddings, Secret Weapon, High Inergy, One Way, Brass Construction. ADDS: J. Ross, Starpoint, Mass Production, Atlantic Starr, S. Wonder, Odyssey, Fatback Band, Cameo. LP ADDS: J. Osborne.

WLUM — MILWAUKEE — JIMMY GOODYME, MD — #1 — DAZZ BAND
 HOTS: D. Williams, Temptations, Ashford & Simpson, R. Parker, Chic, P. Rushen, Whispers, High Inergy, S. Robinson, Skyy, D. Brown, Bloodstone, J. Osborne, P. McCartney. ADDS: A. Bofill, G. Chandler, C. Lynn, R. Dyson, "Dreamgirls," Dayton, Candela, O'Bryan, Gap Band. LP ADDS: R. James, Dramatics, Temptations, J. Osborne.

WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — DAZZ BAND
 HOTS: D. Williams, Gap Band, P. McCartney, P. Rushen, Temptations, Queen, Atlantic Starr, Ashford & Simpson, Human League, Bloodstone, S. Robinson, Thompson Twins, Third World, S. Wonder, J. Osborne, Soul Sonic Force, Sequence, Cheri, Chic, Taste Of Honey. ADDS: R. Dyson, Hail & Oates, R. Little, R. Parker, Dayton, G. Bonds, St. Tropez. LP ADDS: J. Osborne.

WYLD-FM — NEW ORLEANS — TONY BROWN, MD — #1 — BLOODSTONE
 HOTS: Ashford & Simpson, D. Williams, Dazz Band, P. Rushen, J. Osborne, P. McCartney, Cheri, Change, O'Jays, Temptations, D. Brown, Taste Of Honey, S. Robinson, Third World, B. Womack, Whispers, Chic, D. Warwick/J. Mathis, S. Wonder, B. Caldwell. ADDS: R. Parker, R. Fields, Candela, Howard Johnson, Level 42. LP ADDS: Randy Crawford, J. Osborne, L. Graham, R. Flack.

WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — P. McCARTNEY
 JUMPS: 5 To 2 — Booker T., 13 To 9 — Imagination, 17 To 14 — "D" Train, 29 To 15 — S. Wonder, 20 To 17 — Ritchie Family, 22 To 19 — D. Warwick/J. Mathis, 30 To 22 — Dazz Band, Ex To 27 — A. Clemmons, Ex To 29 — Junior, Ex To 30 — J. Osborne. ADDS: H. Johnson, L. Taylor. LP ADDS: S. Robinson.

WWRL — NEW YORK — WANDA RAMOS, MD — #1 — P. McCARTNEY
 HOTS: Bloodstone, Temptations, D. Williams, Ashford & Simpson, Booker T., Gap Band, T. Pendergrass, R. James, Dazz Band, O'Jays, High Fashion, "Dreamgirls," Whispers, J. Osborne, Junior. ADDS: Cerrone, Dayton, T-Connection, F. Ray, Norwood B., C. Lucas, M.&B. Sutton, E. Birdsong, Candela, Sequence, R. Lewis. LP ADDS: R. Crawford, J. Osborne, L. Graham.

WRAP — NORFOLK — JIMMY WILLIAMS, PD — #1 — ONE WAY
 HOTS: Gap Band, R. James, Shalamar, Ashford & Simpson, Temptations, J. Osborne, Dazz Band, Junior, Cameo, Cheri, Change, D. Williams, R. Parker, S. Robinson, Atlantic Starr, P. Rushen, P. McCartney, O'Jays, Bloodstone. ADDS: Sinnamon, S. Woods, Coffee, Soul Sonic Force, Reddings, S. Wonder.

WOKB — ORLANDO — BILLIE LOVE, PD — #1 — GAP BAND
 JUMPS: 11 To 6 — One Way, 27 To 9 — Felix & Jarvis, 26 To 10 — R.J.'s Latest Arrival, 24 To 11 — O'Bryan, 16 To 13 — J. Osborne, 28 To 21 — S. Wonder, 34 To 22 — Junior, 29 To 24 — B. Summers, 33 To 25 — ZZ Hill, 32 To 26 — Lakeside, Ex To 27 — D. Hollinger, 35 To 29 — War, Ex To 31 — Atlantic Starr, Ex To 32 — Live, Ex To 33 — Taste Of Honey, Ex To 35 — R. Fields. ADDS: R. Parker, Reddings, RGB, Isley Brothers, Skyy, Cameo, Murphys, R. Little. LP ADDS: McCrarys, L. Graham, J. Carn.

WLLC — RALEIGH — CHESTER DAVIS, PD — #1 — ONE WAY
 HOTS: Temptations, Gap Band, O'Jays, Dazz Band, R. James, Ashford & Simpson, Atlantic Starr, J. Osborne, Cameo. ADDS: J. Butler, Magic Lady, Videoe, Felix & Jarvis, Sequence, Don Hollinger, T. Troutman, Norwood "B," LTD, "Dreamgirls." LP ADDS: Gap Band, J. Carn, R. Flack, M.&B. Sutton.

WENZ — RICHMOND — PAUL CHILDS, PD — #1 — DAZZ BAND
 JUMPS: 10 To 6 — Gap Band, 11 To 8 — Bloodstone, 22 To 14 — R. James, 25 To 18 — One Way, 27 To 22 — S. Robinson, 30 To 25 — J. Osborne, Ex To 27 — L. Graham, Ex To 29 — M. Walden, Ex To 30 — Whispers. ADDS: Cameo, C. Lynn, E. Birdsong, O'Bryan, Heatwave, St. Tropez, G. Chandler, War. LP ADDS: Dramatics, D. Warwick, M. Walden, Atlantic Starr, Soul Sonic Force, Sinnamon. LP ADDS: R. Flack.

KATZ — ST. LOUIS — A.J. KEMP, PD — #1 — THE TIME
 JUMPS: 17 To 4 — P. McCartney, 11 To 6 — B. Caldwell, 14 To 7 — T. Pendergrass, 15 To 8 — J. Osborne, 18 To 9 — O'Jays, 21 To 10 — S. Robinson, 25 To 11 — LTD, Ex To 15 — R. Crawford, Ex To 16 — Sequence, Ex To 20 — M. Wycoff, Ex To 27 — "Dreamgirls," Ex To 28 — St. Tropez, Ex To 30 — J. Butler. ADDS: Atlantic Starr, S. Wonder, R. Parker, Candela, F. Hubbard, Elusion.

WSOK — SAVANNAH — JAY BRYANT, PD — #1 — GAP BAND
 JUMPS: 14 To 9 — One Way, 16 To 10 — R.J.'s Latest Arrival, 22 To 12 — Kleeer, 19 To 13 — Jones Girls, 25 To 14 — R. James, 18 To 15 — Chic, 28 To 16 — S. Wonder, 27 To 18 — Atlantic Starr, 26 To 20 — "D" Train, 30 To 24 — Coffee, Ex To 22 — Sadane, Ex To 25 — Reddings, Ex To 26 — War, Ex To 27 — C. Lucas, Ex To 29 — L. Graham, Ex To 30 — R. Crawford. ADDS: Cameo, G. Duke, Fatback Band, Isley Brothers, C. Lynn, L. Smith. LP ADDS: L. Graham.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — T-CONNECTION
 HOTS: P. Rushen, Temptations, Bloodstone, P. McCartney, Gap Band, Ashford & Simpson, R. James, M. Walden, Change. ADDS: C. Lynn, Cameo, Reddings, R. Parker, O'Jays.

WWDM — SUMTER — BARBARA TAYLOR, PD
 HOTS: T-Connection, Dazz Band, Gap Band, Ashford & Simpson, D. Brown, L. Graham, J. Osborne, Junior, Sinnamon, One Way. ADDS: Shock, "D" Train, R.J.'s Latest Arrival, Jones Girls, Cerrone, J. Simon, R. Parker. LP ADDS: Heatwave, Crusaders, Kid Creole & The Coconuts, R. Crawford, K. Toney, B. Griffin, L. Smith.

OK100 — WASHINGTON, D.C. — JOHN TURK, MD
 HOTS: R. Graham, Cheri, Dazz Band, Whispers, Lakeside, "D" Train, One Way, High Fashion, F. Grace & Rhinestone, Atlantic Starr, S. Robinson, J. Osborne, Junior, Ritchie Family, Sinnamon. ADDS: Dramatics, High Inergy, Valentine Brothers, Dreamgirls, One Way, Isley Brothers, C. Lynn, Reddings, Candela, Clarsel. LP ADDS: Temptations, Gap Band.

TOP 15 ALBUMS

Spiritual

	Weeks On	6/12	Charts
1 HIGHER PLANE AL GREEN (Myrrh MSB 6665) "His Name Is Jesus"	2	30	
2 WHEN ALL GOD'S CHILDREN GET TOGETHER REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	3	27	
3 IT'S GONNA RAIN MILTON BRUNSON (Myrrh MXSB 6696) Title Cut	4	6	
4 IS MY LIVING IN VAIN CLARK SISTERS (New Birth 7056) "Expect Your Miracle"	1	59	
5 LORD, FROM THE DEPTHS OF MY HEART JAMES CLEVELAND AND THE WASHINGTON D.C. CHAPTER (Savoy SL-14654) Unavailable At Press Time	6	7	
6 GO SHIRLEY CAESAR (Myrrh MSB 6665) "I'm Determined"	5	33	
7 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) Unavailable At Press Time	9	6	
8 A TOUCH OF CLASS JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	7	7	
9 WHERE IS YOUR FAITH JAMES CLEVELAND & THE SO CALIFORNIA COMMUNITY CHOIR (Savoy SGL 7086) Title Cut	8	39	
10 EVERY TIME I FEEL THE SPIRIT DR. CHARLES HAYES & THE COSMOPOLITAN CHURCH CHOIR (Savoy SGL 7076) Unavailable At Press Time	11	5	
11 MIRACLE MAN MIGHTY CLOUDS OF JOY (Myrrh MSB 6694) Title Cut	12	6	
12 YOU BROUGHT THE SUNSHINE CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	—	1	
13 WHEN I GET TO HEAVEN JIMMY JONES (Savoy SL-14687) Unavailable At Press Time	13	3	
14 UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time	10	13	
15 I FEEL LIKE SINGING WALTER HAWKINS (Elektra/Light E1-60038) "Heaven"	14	4	

Inspirational

	Weeks On	6/12	Charts
1 I SAW THE LORD DALLAS HOLM (Greentree R 3723) Title Cut	1	27	
2 UNFAILING LOVE EVIE TORNUST (Word WSB 8867) "How I Love You Lord"	3	27	
3 MIRACLE B.J. THOMAS (Myrrh 6705) "I'm In Tune"	4	9	
4 THE VERY BEST OF THE IMPERIALS (Dayspring SST 4025) "Same Old Fashion Way"	2	23	
5 BLESS THE LORD WHO REIGNS IN BEAUTY BILL GAITHER TRIO (Word 8870) "A Perfect Heart"	6	13	
6 THE TRAVELER DON FRANCISCO (New Pax NP 33106) "Traveler Joy"	7	35	
7 AGE TO AGE AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	9	5	
8 AMAZING GRACE B.J. THOMAS (Myrrh 6675) Title Cut	5	43	
9 AMY GRANT IN CONCERT VOL. II (Myrrh MSB 6677) "I'm Gonna Fly"	8	28	
10 BUBBLIN' HINSONS (Calvary STAV-5178) "God's Gonna Do The Same"	11	5	
11 HOLM, SHEPPARD, JOHNSON (Greentree R 3583) "Drawin' From The Well"	10	12	
12 PRIORITY IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	12	7	
13 COLLECTIONS KEITH GREEN (Sparrow SPR 1055) "Rushing Wind"	13	10	
14 JONI'S SONG JONI EARECKSON (Word WSB 8856) "Joni's Waltz"	14	27	
15 TOWN TO TOWN PHIL KEAGGY (Sparrow SPR 1053) "Wished You Were There"	15	9	

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.

Steps To Bolster Black Retail Proposed At '82 BMA Confab

(continued from page 11)

modification tool for market-oriented companies and can "mean the difference between life and death" by the way its presented.

He also stressed that most market samplings, which he said is a key element when developing a study, usually under-represent blacks, who comprise 12% of the entire U.S. population, but have considerably more impact on music than the population percentage would indicate.

"Black music is the driving force in what is considered pop music today," Wellington said. "Charts are no different from any other measurement system in that they can govern the life and death of the music."

Other panelists during the session — including Wink Sims, managing editor of *Jack The Rapper*, Walt Love, black music editor for *Radio and Records*, and Tom Noonan, associate publisher of *Bilboard*, stressed their publications' commitment to improving research on black product and urged all segments of the industry to provide accurate and consistent information to all trade publications providing market information.

During a question and answer period following the panel presentation, members of the audience raised other points such as the need for a larger sampling of black retail and radio, particularly in the South where most feel there are a greater number of radio outlets, as well as a large volume of sales.

A Friday afternoon session on "The World Black Music Market," which was moderated by Solar Records president Dick Griffey, stressed the importance of exploiting the international market for black music and the areas of the globe that are ripe for such marketing efforts.

Of chief concern among the panel, which consisted of Rod McGrew, president of Unlimited Gold Records; David P. Leonard, executive director of the TREBAS Institute of Recording Arts in Quebec, Canada; Tony Head, Washington, coordinator of the National Alliance of Third World Journalists; and Jose Rota, director of International affairs for DGT, Inc. of Brazil; was opening new markets, particularly the development of South America and Africa.

It was pointed out during the session that South America, particularly Brazil, is becoming a sales hotbed for U.S. black music. Also stressed was the importance of developing the market in Africa, which many during the session contended was a fertile market for the sale of American black music of all kinds.

Still another session on Friday, which proved to offer the most wide-ranging viewpoints, alternatives and solutions was the dual radio panel, one chaired by black radio veteran Brute Bailey, program director at WYLD-FM/New Orleans, and the other by Bob Law, host of *Night Talk*, a National Black Network show, and a BMA board member.

Throughout both sessions, the emphasis

remained on how black radio stations could preserve their ethnic character without sacrificing financial benefits. While the urban contemporary format controversy was covered during the sessions, the focus was on how more direct public and community affairs could be programmed in order to help the listening audience better deal with social and economic issues that would hinder the ongoing support of black radio and its credibility in the community (see separate story).

The BMA conference, however, did not entirely deal with the social and economic issues that currently impact the music industry. Ware's opening day presentation also pointed to the importance of blacks in the industry paying closer attention to technological developments. The tone of Ware's presentation centered on how involvement in new technology by blacks — whether it be related to the music industry directly or not — would determine the music's ongoing success.

In another important development, the BMA revealed during the conference intentions to hold open elections for membership on its board of directors. Six of the board's 18 members are leaving, and the vacancies are to be filled by an election using ballots mailed to the BMA general membership. The association's executive council will select the nominees for the board positions. By-laws changes are also being examined by the BMA's executive council.

On the entertainment front, a wide variety of sounds were presented during the conference, from the exotic and traditional in New Orleans music to slick and sophisticated black pop music.

Dave Clark's Malaco Records hosted a night of roots music with label group Z.Z. Hill, A&M's New Orleans-based outfit the Neville Brothers and veteran crooner Sam Moore. A Saturday (June 6) luncheon sponsored by CBS Records, dubbed "A Salute to New Orleans," featured a local dixie aggregation and a special guest appearance by Columbia artist Cheryl Lynn.

The major highlights of entertainment presentations during the conference consisted of the "Bahamian Nights" dinner on Friday and the Saturday night WEA dinner, where PolyGram Records presented The Four Tops. Sponsored by the Bahamian Musicians and Entertainers Union, the Friday affair was lavishly catered by Bahamian cooks and barkeeps, with entertainment provided by some of the island's most accomplished talent. Among those performing were King Eric & His Knights, Count Bernadino, Peanuts Taylor, Maureen Duvalier (better known as "Bahama Mama") and, what proved the most engaging offering, the Junkanoo starring Dr. Offfff.

The Four Tops rendering of "Catfish" on Saturday night illustrated why this quartet of slick roots crooners has remained pertinent to the black music experience.

ON JAZZ

(continued from page 13)

cry no more: his bad self will appear as part of the Dr. Pepper Music Festival on the Pier on July 17.

RECORDS RECORDS RECORDS — As promised, the second batch of Elektra/Musican albums are out, and there are more than a few dandies. For the historical buffs, there are previously unissued recordings by **Bud Powell** ("Inner Fires") and **Clifford Brown/Max Roach** ("Pure Genius"). The traditionally-minded will also find what they're looking for in **Dexter Gordon's** "American Classic" and **Woody Shaw's** "Master of the Art." The former features special guest shots by saxophonist **Grover Washington** and organist **Shirley Scott**, while the latter features vibraphonist **Bobby Hutcherson**. Somewhat more commercial fare is offered by multi-instrumentalist **David Sancious** on "The Bridge" and drummer **Billy Cobham's Glass Menagerie** on "Observations &." Also here is "Middle Class White Boy," the first album in five years by pianist/vocalist/songwriter **Mose Allison**, which includes several outstanding new compositions, as well as some old favorites like "Hello There, Universe." Last, but certainly not least, is the self-titled debut album by **Bobby McFerrin**. **fred goodman**



KYMS HOSTS 'BOB BENNETT DAY' ON SEVENTH BIRTHDAY — Priority recording artist Bob Bennett was recently given a day in his honor at KYMS/Santa Ana, Calif., when the station hosted a "Bob Bennett Day" featuring the world premiere of his "Matters of the Heart" album and an in-person, on-air interview with the artist. Several days later, the station celebrated its seventh birthday. Pictured are (l-r): Arnie McClatchey, chief executive officer, Interstate Broadcasting Systems; Paul Toberty, president, Interstate Broadcasting Systems; and Bennett.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — As a result of the war confrontation with England, local radio stations are playing no more music in English, opening thus a lot of spinning time to tunes in Italian, Portuguese, French and even German, which was musically unknown until recent dates. Local artists, of course, have been occupying most of the radio time, although the sales slump in the industry (sales are running at 60-70% below the normal level of the market) makes it difficult to ascertain the added value of this exposure. A difference with previous periods of local music enforcement is that rock artists are receiving very strong backing this time. Years ago, the government chose to establish fixed percentages for folk, tango and Latin American music; in this case, there are no guidelines and stations are free to choose the music they like.

One of the consequences of this turn in radio promotion is that the record companies are hurrying the release of Spanish-sung product and delaying albums and singles sung in English. Brazilian artists are profiting from the situation, with pop & rock stations choosing MPB names like **Chico Buarque** and **Maria Bethania**, while melodic outlets prefer **Roberto Carlos**. Salsa artists, for the first time, are getting a fair coverage from programmers.

Rock star **Lito Nebbia** will start two dates at the Obras Stadium this week, with the music from his latest album, released through RCA. Nebbia lived several years in Mexico, with trips to Brazil and the States, and started in Mexico City his own label, which now licenses the product to RCA in Argentina. Nebbia, one of the leaders of the first rock wave in 1968 through group **Los Gatos**, has been performing in smaller halls with success during the past six months.

CBS has released an album by folk group **Los Trovadores**, who were recently re-linked by the label. **miguel smirnoff**

Italy

MILAN — DJs representing 85 radio stations from all Italy attended the first radio convention organized in Milan by WEA Italiana May 26-27. **Luciano Giacotto**, WEA promotion manager, told **Cash Box** that the event had a great interest and immediate results are expected in terms of sales, concerning the new WEA releases.

Piero La Falce, CBS Dischi managing director, announced the signing of an agreement with the French label Carrere (previously represented by Fonit Cetra) for the distribution of its catalog on the Italian market, starting June 1. Among the Carrere recording acts are **Shiela** and the group **Saxon**.

G. Ricordi & C. Editori announced the imminent publication of a complete catalog of classical recordings, including all labels on the market, called "Discoteca Classica"

and distributed through the record retailers. The issue will be published once a year.

The "Disco per l'estate" festival is scheduled in St. Vincent from June 3-5. At the song contest this year are expected many foreign artists (**Randy Crawford**, **Leo Sayer**, **Nina Hagen**, **Genesis**, **Miguel Bose**, **Rick Springfield** and others) and Italian stars like **Umberto Tozzi**, **Patti Pravo**, **Rettore** and **Riccardo Cocciante**.

mario de luigi

United Kingdom

LONDON — The financial aspects of the industry continue to be dominated by the bite of the recession despite hard times now being an accepted part of life in the U.K. Numerous "children of the recession," embryo companies barely get off the ground before it's time to call it a day. Equally worrisome are companies that manage to establish a business base only to be driven to the wall by the strict financial climate. Two such companies are **Straight Music** and **Ellie Jay Prods.**, both of which have recently ceased trading. Detailed financial analyses of the late '70s now available reveal that even the largest companies were decimated, as regards their profits, during that period.

Straight Music, which promoted concerts over the last six years, was ordered to be wound up in the High Court when creditors led by **The Boomtown Rats** presented a petition. **Straight** head **John Curd** chose not to be in Court when the court order was made on the basis of unpaid debts approaching 13,000 pounds (\$23,400) nearly half of which was owed to the **Boomtown Rats**, who were the principle petitioners.

Ellie Jay Prods. is not actually bankrupt, but had to cease trading to remain within company law as its cash-flow ground to a halt, mainly on the basis of one of its own customers being unable to pay an 8,000 pound (\$14,400) account. The company does custom pressing and undertook work for large and small companies alike.

ICC Business Ratios recently published its 1982 report, which includes financial analysis of 100 top companies from all areas of the music business for a three-year period ending October 1980, over 25% of the companies surveyed are shown to be taking a loss for the period.

Amongst the report's conclusions, which polarize the growing difficulty of maintaining profits in the industry, are the falling ratio of sales to fixed assets, which indicates that sales are so much more difficult to secure. Like all areas of business, profits are sure to be eroded by high interest payments.

The **ICC Business Ratio Report 1982** is available from them at 23 City Road, London EC1. **paul bridge**



BIENVENIDOS — The administrative staff of CBS Records Chile recently gathered outside the company's newly opened offices. Pictured are (l-r): **Hector Ormeno**, administration clerk, CBS; **Mauriceo Diaz**, promotion manager, CBS; **Ramon Saabadra**, administration manager, CBS; **Maria Adrina Diaz**, secretary, CBS; **Guillermo Vera**, marketing director, CBS; **Ramon Munoz**, finance director, CBS; and **Luis Nalle**, warehouse manager, CBS.

Indie Group Formed To Get Airplay In U.K.

LONDON — There are now over 1,500 independent record labels in the U.K. that originate up to 50% of new singles released here. Prompted by a survey that revealed that a full 84% of the general public believed they heard all new releases on the radio, two label owners have now started the **Independent Record Label Assn. (ILA)**, with the initial intention of gaining more acknowledgment from the mass media, and national **BBC Radio** in particular, and to provide a central London contact address for labels which are based far outside the capital.

John Bassett of **Penthouse Records**, (no connection with the girlie magazine of the same name) and **Sabrina Rooles** of **Observation Records** have spent six months investigating both the public's attitude to new records and the needs of independent labels.

Membership of the **ILA** is proposed at three different levels. Full membership will be available to labels that are independently distributed. Other forms of membership will be available to those labels with distribution through a major and to those licensed to majors.

The facilities of the **ILA** will be available, too, for companies based outside the U.K. Amongst the services that full membership would include is the inclusion of product in a weekly package of indie product delivered each week to radio stations nationwide.

Membership fees will vary according to the company concerned, but the **ILA** expects standard charge to be around 50 pounds (\$90) for a year during which three singles would be serviced to the radio stations. The **ILA** will be a non-profit group and will be negotiating for discounts at studios and pressing plants for members.

The **ILA** office in London can be contacted by calling 01-505-4732. The address is c/o 5 Weymouth Mews, London W1, England.

Loverboy Tops CRIA May Certifications

TORONTO — A quintuple platinum award for **Loverboy's** self-titled LP and a flock of awards for the **J. Geils Band** highlighted the certifications of the **Canadian Recording Industry Assn. (CRIA)** for May. Altogether, there were one quintuple platinum, one quadruple platinum, one triple platinum, three double platinum, three platinum and seven gold albums certified; as well as two double platinum, one platinum and five gold singles.

Canadian act **Loverboy's** self-titled LP on **CBS** lead the pack with its quintuple platinum certification, signifying sales of at least 500,000 units. Not too far behind was **Olivia Newton-John's** "Physical" LP on **MCA**, which was certified quadruple platinum, signifying sales of at least 400,000 units.

Scoring with four certifications in one swoop for its "Freeze Frame" LP, capitol recording group **J. Geils Band** received gold, platinum, double platinum and triple platinum awards. In addition, the band picked up a platinum certification for its "Centerfold" single, as well as gold recognition for "Centerfold" and "Freeze Frame."

Double platinum album certifications, signifying sales of at least 200,000 units, went to **April Wine** for its "Greatest Hits" on **Aquarius**; "Bella Donna" by **Stevie Nicks** on **WEA Music**; and "Freeze Frame."

Platinum album certifications, signifying sales of at least 100,000 units, went to "Freeze Frame," **Aldo Nova's** self-titled LP on **CBS** and **Quarterflash's** self-titled LP on **WEA Music**.

Gold LP certifications, signifying sales of at least 50,000 units, went to "Freeze Frame"; "Chimeres" by **Diane Tell** on **PolyGram**; **Ozzy Osbourne's** "Diary Of A Madman" on **CBS**; and **Nazareth's** "No Mean City," **Peter Pringle's** "Pour une Femme," **Hotel Orchestra's** "Swings Digital" and **Bryan Adams' "You Want It You Got It,"** all on **A&M**.

A double platinum singles certification, signifying sales of at least 200,000 units, went to **Olivia Newton-John's** "Physical."

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 **Marcha De Las Malvinas** — Banda Columbia — CBS
- 2 **Hermanita Perdida** — Lolita Torres/Ariel Ramirez — Microfon
- 3 **Puerto Pollensa** — Sandra Mihanovich — Microfon
- 4 **Si La Vieras** — Dyango — EMI
- 5 **Cama Y Mesa** — Roberto Carlos — CBS
- 6 **Oe Oe, Las Malvinas** — Cacho Castana — Interdisc
- 7 **Quizas Si, Quizas No** — Cris Manzano — Interdisc
- 8 **Physical** — Olivia Newton-John — EMI
- 9 **La Gata** — Rocio Durcal — Microfon
- 10 **Envoltorio De Palabras** — Zum Zum — Interdisc; Tom Tom Club — CBS

TOP TEN LPs

- 1 **En Argentina** — Mercedes Sosa — PolyGram
- 2 **18 Grandes Exitos** — Fausto Papetti — Music Hall/ATC
- 3 **Tiempos Dificiles** — Juan Carlos Baglietto — EMI
- 4 **Estilo** — Maria Martha Serra Lima — CBS
- 5 **A Toda Cumbia** — various artists — ATC/K-tel
- 6 **Canclonespara Tu Fiesta** — various artists — Tonodisc/ATC
- 7 **Esencia Romantica** — Los Panchos/M. Martha Merra Lima — CBS
- 8 **Desafio Nacional** — various artists — EMI
- 9 **Charlots Of Fire** — soundtrack — PolyGram
- 10 **Bolero** — New State Orchestra — Interdisc

— Prensario

Italy

TOP TEN 45s

- 1 **Paradise** — Phoebe Cates — CBS
- 2 **Ebony And Ivory** — McCartney & Wonder — EMI/Capitol
- 3 **Just An Illusion** — Imagination — F1 Team
- 4 **Survival** — America — EMI/Capitol
- 5 **Harden My Heart** — Quarterflash — CBS/Geffen
- 6 **Non Succedera Plu** — Claudia Mori — CGD/Clan
- 7 **Lady Oscar** — I Cavalieri Del Re — RCA
- 8 **She's A Lady** — Richard Sanderson — PolyGram/Philips
- 9 **Don't You Want Me** — Human League — Ricordi/Virgin
- 10 **Il Ballo Del Qua Qua** — Romina Power — Baby

TOP TEN LPs

- 1 **La Voce Del Padrone** — Franco Battiato — EMI
- 2 **Tug Of War** — Paul McCartney — EMI/Capitol
- 3 **Cocciante** — Riccardo Cocciante — RCA
- 4 **Body Talk** — Imagination — F1 Team
- 5 **Sotto La Ploggia** — Antonello Venditti — Sotto La Pioggia
- 6 **Allibi** — America — EMI/Capitol
- 7 **The Concert In Central Park** — Simon & Garfunkel — CBS/Geffen
- 8 **Tutto Sanremo** — Es. Vari — EMI
- 9 **Hollywood Hollywood** — Roberto Vecchioni — CGD
- 10 **Bollettino Del Naviganti** — Gianni Togni — CGD/Paradiso

Musica e Dischi

United Kingdom

TOP TEN 45s

- 1 **House Of Fun** — Madness — Stiff
- 2 **Torch** — Soft Cell — Some Bizzare
- 3 **The Look Of Love** — ABC — Neutron
- 4 **Goody Two Shoes** — Adam Ant — CBS
- 5 **Hungry Like The Wolf** — Duran Duran — EMI
- 6 **Mama Used To Say** — Junior — Mercury
- 7 **Fantasy Island** — Tight Fit — Jive
- 8 **Only You** — Yazoo — Mute
- 9 **I've Never Been To Me** — Charlene — Motown
- 10 **Forget Me Nots** — Patrice Rushen — Elektra

TOP TEN LPs

- 1 **Rio** — Duran Duran — EMI
- 2 **Complete Madness** — Madness — Stiff
- 3 **Avalon** — Roxy Music — Polydor
- 4 **Night Birds** — Shakatak — Polydor
- 5 **Tug Of War** — Paul McCartney — Parlophone
- 6 **Combat Rock** — The Clash — CBS
- 7 **Stevie Wonder's Original Musiquarium I** — Motown
- 8 **Sulk** — Associates — Associates
- 9 **Hot Space** — Queen — EMI
- 10 **The Hunter** — Blondie — Chrysalis

— Melody Maker

CASH BOX TOP 100 ALBUMS

June 19, 1982

		Weeks On Chart	6/12
1	TUG OF WAR PAUL McCARTNEY (Columbia TC 37462)	6	1
2	ASIA (Geffen SHS 2008)	12	2
3	STEVIE WONDER'S ORIGINAL MUSIQUARIUM I STEVIE WONDER (Tamla/Motown 6002TL2)	4	3
4	DIVER DOWN VAN HALEN (Warner Bros. BSK 3677)	7	4
5	ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	14	5
6	SUCCESS HASN'T SPOILED ME YET RICK SPRINGFIELD (RCA AFL 1-4125)	13	6
7	DARE THE HUMAN LEAGUE (Virgin/A&M SP-6-4892)	17	9
8	HOT SPACE QUEEN (Elektra E1-60128)	4	8
9	CHARIOTS OF FIRE ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor/PolyGram PD-1-6335)	36	7
10	IV TOTO (Columbia FC 37728)	10	11
11	I LOVE ROCK 'N ROLL JOAN JETT & THE BLACKHEARTS (Boardwalk NB1-33243)	28	12
12	GET LUCKY LOVERBOY (Columbia FC 37638)	32	13
13	FREEZE-FRAME THE J. GEILS BAND (EMI America SOO-17062)	32	10
14	THE OTHER WOMAN RAY PARKER, JR. (Arista AL 9590)	10	14
15	SPECIAL FORCES .38 SPECIAL (A&M SP-4888)	4	19
16	JUMP UP! ELTON JOHN (Geffen GHS 2013)	7	16
17	ALDO NOVA (Portrait/CBS ARR 37498)	18	17
18	THROWIN' DOWN RICK JAMES (Gordy/Motown 6005GL)	3	27
19	BEAUTY AND THE BEAT THE GO-GO'S (I.R.S./A&M SP 70021)	47	15
20	AMERICAN FOOL JOHN COUGAR (Riva/PolyGram RVL 7501)	8	22
21	KEEP IT LIVE DAZZ BAND (Motown 6004ML)	14	24
22	ESCAPE JOURNEY (Columbia TC 37408)	46	21
23	MOUNTAIN MUSIC ALABAMA (RCA AHL1-4229)	15	18
24	STRAIGHT FROM THE HEART PATRICE RUSHEN (Elektra E1-60015)	9	20
25	STRAIGHT BETWEEN THE EYES RAINBOW (Mercury/PolyGram SRM-1-4041)	8	25
26	QUIET LIES JUICE NEWTON (Capitol ST-12210)	4	30
27	BLACKOUT SCORPIONS (Mercury/PolyGram SRM-1-4039)	13	28
28	NIECY DENIECE WILLIAMS (ARC/Columbia FC 37952)	10	26
29	ALL FOUR ONE THE MOTELS (Capitol ST-12177)	8	33
30	REUNION THE TEMPTATIONS (Gordy/Motown 6008GL)	8	23
31	GAP BAND IV THE GAP BAND (Total Experience/PolyGram TE-1-3001)	2	47
32	PRIVATE AUDITION HEART (Epic FE 38049)	2	52
33	HOOKEED ON CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4194)	31	31

		Weeks On Chart	6/12
34	GHOST IN THE MACHINE THE POLICE (A&M SP-3730)	35	29
35	DREAMGIRLS ORIGINAL BROADWAY CAST (Geffen GHSP 2007)	6	40
36	ONE ON ONE CHEAP TRICK (Epic FE 38021)	4	38
37	BELLA DONNA STEVIE NICKS (Modern/Atco MR 38-139)	45	36
38	WHO'S FOOLIN' WHO ONE WAY (MCA-5279)	13	35
39	VINYL CONFESSIONS KANSAS (Kirshner/CBS FZ 38002)	2	56
40	THE CONCERT IN CENTRAL PARK SIMON AND GARFUNKEL (Warner Bros. 2BSK 3654)	15	34
41	4 FOREIGNER (Atlantic SD 16999)	48	44
42	ANNIE ORIGINAL SOUNDTRACK (Columbia JS 38000)	5	50
43	EXTRATERRESTRIAL LIVE BLUE OYSTER CULT (Columbia KG 37946)	6	32
44	NON-STOP EROTIC CABARET SOFT CELL (Sire SRK 3647)	22	51
45	BRILLIANCE ATLANTIC STARR (A&M SP-4883)	13	45
46	THE INNOCENT AGE DAN FOGELBERG (Full Moon/Epic KE2 37393)	40	37
47	FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	67	48
48	STREET OPERA ASHFORD & SIMPSON (Capitol ST-12207)	4	60
49	I'VE NEVER BEEN TO ME CHARLENE (Motown 6009ML)	11	49
50	ALLIGATOR WOMAN CAMEO (Chocolate City/PolyGram CCLP 2021)	11	41
51	STANDING HAMPTON SAMMY HAGAR (Geffen GHS 2006)	22	42
52	TUTONE 2 TOMMY TUTONE (Columbia ARC 37401)	20	39
53	OFFRAMP PAT METHENY GROUP (ECM-11216)	5	58
54	AEROBIC SHAPE UP JOANIE GREGGAINS (Parade/Peter Pan 104)	10	55
55	SWEETS FROM A STRANGER SOUZZE (A&M SP-4899)	4	61
56	PHYSICAL OLIVIA NEWTON-JOHN (MCA-5229)	34	43
57	REACH RICHARD SIMMONS (Elektra E1-60122F)	3	70
58	SOMETHING SPECIAL KOOL & THE GANG (De-Lite/PolyGram DSR 8502)	36	53
59	12 GREATEST HITS VOL. II NEIL DIAMOND (Columbia TC 38066)	4	68
60	MY FAVORITE PERSON THE O'JAYS (Philadelphia Int'l./CBS FZ 37999)	6	46
61	BROADSWORD AND THE BEAST JETHRO TULL (Chrysalis CHR 1380)	9	59
62	EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AL 9599)	1	—
63	WINDOWS THE CHARLIE DANIELS BAND (Epic FE 37694)	12	54
64	SHARING YOUR LOVE CHANGE (RCA/Atlantic SD 19342)	7	66
65	JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054)	4	75
66	TIME AND TIDE SPLIT ENZ (A&M SP-4894)	8	67

		Weeks On Chart	6/12
67	COMBAT ROCK THE CLASH (Epic FE 37689)	2	87
68	PAC-MAN FEVER BUCKNER & GARCIA (Columbia XRC 37941)	14	57
69	PICTURE THIS HUEY LEWIS AND THE NEWS (Chrysalis CHR 1340)	17	74
70	WILD HEART OF THE YOUNG KARLA BONOFF (Columbia FC 37444)	12	72
71	PELICAN WEST HAIRCUT 100 (Arista AL 6600)	11	78
72	THE HUNTER BLONDIE (Chrysalis CHR 1384)	1	—
73	THE DUDE QUINCY JONES (A&M SP-3721)	64	69
74	DIARY OF A MADMAN OZZY OSBOURNE (Jet/CBS FZ 37492)	31	63
75	FRIENDS SHALAMAR (Solar/Elektra S-28)	18	64
76	KIHNTINUED GREG KIHN BAND (Beserkley/Elektra E1-60101)	11	62
77	SHIP ARRIVING TOO LATE TO SAVE A DROWNING WITCH FRANK ZAPPA (Barking Pumpkin/CBS FW 38066)	4	99
78	WALT DISNEY PRODUCTIONS' MOUSERCISE (Disneyland 62516)	14	65
79	SEASONS OF THE HEART JOHN DENVER (RCA AFL1-4256)	15	73
80	NOW AND FOREVER AIR SUPPLY (Arista AL 9587)	1	—
81	JI JUNIOR (Mercury/PolyGram SRM-1-4043)	8	82
82	YOU'VE GOT THE POWER THIRD WORLD (Columbia FC 37744)	14	79
83	LIVE ON THE SUNSET STRIP RICHARD PRYOR (Warner Bros. BSK 3660)	10	76
84	LADIES OF THE EIGHTIES A TASTE OF HONEY (Capitol ST-12173)	8	84
85	MARSHALL CRENSHAW (Warner Bros. BSK 3673)	5	97
86	ABACAB GENESIS (Atlantic SD 19313)	36	80
87	20 AEROBIC DANCE HITS MARCY MUIR (Parade/Peter Pan 101)	23	91
88	MEMORIES BARBRA STREISAND (Columbia TC 37678)	28	83
89	AVALON ROXY MUSIC (Warner Bros. 9 23686-1)	1	—
90	THE ONE GIVETH, THE COUNT TAKETH AWAY WILLIAM "BOOTS" COLLINS (Warner Bros. BSK 3667)	5	92
91	CHIPMUNK ROCK THE CHIPMUNKS (RCA AFL1-4304)	6	105
92	THE NUMBER OF THE BEAST IRON MAIDEN (Harvest/Capitol ST-12202)	11	81
93	IN BLACK AND WHITE BARBARA MANDRELL (MCA-5205)	5	102
94	D.E. 7TH DAVE EDMUNDS (Columbia FC 37930)	8	71
95	NO FUN ALOUD GLENN FREY (Asylum E1-60129)	1	—
96	HIGH NOTES HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	9	77
97	WORKING CLASS DOG RICK SPRINGFIELD (RCA AFL 1-3697)	64	88
98	I'M THE ONE ROBERTA FLACK (Atlantic SD 19354)	1	—
99	PRIVATE EYES DARYL HALL & JOHN OATES (RCA AFL1-4028)	40	96
100	QUARTERFLASH (Geffen GHS 2003)	35	93

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A CAPITOL OCCASION — On the heels of a successful sales season that saw strong performances by both established and new & developing acts, the Capitol Records Group gathered at the Sheraton Plaza Hotel in Palm Springs amidst a festive atmosphere. Corporate executives and field promotion staffs from the Capitol, EMI America and Liberty labels were treated to a week of sun, meetings, product presentations and a gala awards banquet. Pictured in the top row are (l-r): Don Zimmermann, president, Capitol Records Group, and Jim Mazza, president, EMI America/Liberty; Mike Harris, Alan Johnston, Jimmy Dodson, district manager Vyto Lazauskas and Bill Bartlett of the Miami branch, Capitol national field marketing's Joe McFadden, Lee Zimmerman of the Miami branch, Capitol sales vice president Sam Citro, EMIA/Liberty sales director Bob Singer and Capitol marketing vice president Walter Lee at the presentation of the Number One District Performance to Percent of Quota award to the Miami branch, and Capitol promotion vice president Bruce Wendell, Jack Wellmon and Capitol national R&B promotion's Rusty Moody at the presentation of the Capitol R&B Promotion Manager of the Year award to Wellmon. Pictured in the middle row are (l-r): Ken Bolden receiving the EMIA/Liberty R&B Promotion Man of the Year from EMIA/Liberty national R&B promotion director Ronnie

Jones; Howard Bernstein (holding award) receiving the EMIA/Liberty Pop Promotion Man of the Year award from EMIA/Liberty promotion vice president Dick Williams; and Wendell, Wellmon and Capitol national AOR promotion's Ray Tusken presenting the Capitol AOR Promotion Manager of the Year award to Randy Robbins. Pictured in the bottom row are (l-r): Wendell, James Waugh, Capitol national AOR pop promotion's Steve Meyer, Wellmon, Tusken and Randy Robbins (behind Tusken) presenting the Capitol Pop Promotion Manager of the Year award to Waugh, the Capitol R&B Promotion Manager of the Year award to Wellmon and the Capitol AOR Promotion Manager of the Year award to Robbins; country promotion director Gerri McDowell presenting the Country Promotion Manager of the Year award to Steve Powell; and EMIA/Liberty promotion vice president Dick Williams and EMIA/Liberty national AOR promotion director Ken Benson presenting the EMIA/Liberty AOR Promotion Manager of the Year award to Howard Lesnick. Other award winners not pictured were Jack Reynolds (Detroit), District Manager of the Year; Ronnal Cotherine, Number One Salesman Performance to Percent of Quota; and Don Kewkirk, Capitol Salesman of the Year. In addition to the awards, the meeting featured a recap of the year's successes.

CASH BOX

June 19, 1982

AROUND THE ROUTE

by Camille Compasio

Bally Midwest president Jerry Marcus really tells it like it is in his recently issued newsletter, which focused on current business conditions at the distrib, the various problems facing the industry at this time and the outstanding range of equipment on the availability list at Bally Midwest. In his opening paragraphs he touches on the weather-related "turndown" of business in January of this year, which was shortlived, showing signs of dispelling the predictions that '82 would be "not as great as '81". "Since February, business has been brisk," he said, "and we now find ourselves with shortages of many of the 'hot' games. . . and there appears to be quite a few games in the 'hot' category." He also states that "despite the continuing high level of business" there are certain problems threatening the industry's existence and livelihood, among which are legislative proposals in some communities restricting hours of play and establishing age limits, and even banning games; increased license fees spurred by "exaggerated earnings reports being banded about by the media"; and the prevalence of "blue suede operators", influenced by the publicity the industry has

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Congressman Uses 'Pac-Man' To Raise Funds For Re-election

by Jeffrey Ressler

LOS ANGELES — Bored with the traditional type of political fund-raising affairs held in Washington, D.C., a United States congressman hired five "Pac-Man" machines from a local distributor to entice lobbyists to attend his event held in the nation's capitol on June 2. Republican Rep. James Coyne, a freshman from suburban Philadelphia who's up for re-election this fall, invited contributors to pay \$200 each for a party on the top floor of the Capitol Hill Club for hors d'oeuvres, drinks and unlimited play on the Bally Midway arcade machines, with a table-top Coleco model of the game going to the person with the highest score of the evening.

"I got the idea for the fund-raiser when I was playing Pac-Man with my five-year-old son at a family restaurant in my district of Bucks County, Penn.," said the 35-year-old politico. "Most fund-raising events for the past decade or so have been awfully boring and they all look alike. I wanted to do something that would put a little fun into fund-raising.

"Most politicians who have small children have been exposed to the game, although not everyone in Congress is a video game addict," Rep. Coyne continued. "I've certainly been impressed by them. In fact, I guess I've used up about two or three weeks of my allowance over the last couple of months playing Pac-Man, Ms. Pac-Man, Space Invaders and Asteroids. The one I don't like is Donkey

Kong, because when you're a republican donkeys have a negative connotation."

Rep. Coyne told *Cash Box* that he'd been practicing his video game prowess both in Pennsylvania arcades as well as in Washington D.C. game palaces for the event, and the only person at the fund-raiser who topped his score was an eight-year-old girl, the daughter of a guest, who garnered the table-top prize.

'Simile For Politics'

"Now I'm looking for someone in Congress to beat me at the game," said Rep. Coyne proudly. "I got up to 30,000 points so far. The only problem, though, is that some of the machines have been programmed to make it a

(continued on page 37)

AMOA Urges Compliance With New Jukebox Fees

CHICAGO — Operators are being urged to comply with the new jukebox royalty fee requirements, pending the outcome of AMOA's appeal to the Supreme Court. In accordance with a recent decision by the U.S. Court of Appeals for the Seventh Circuit (*Cash Box*, May 8) upholding the Copyright Royalty Tribunal's rate structure for the jukebox royalty fees, an additional \$17 (to the \$8 already accessed for this year) must be paid. The CRT's rate formula requires \$25 per machine for the year 1982 with the fee being

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COIN MACHINE

AROUND THE ROUTE

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been getting, "who are operating out of motels and taking advantage of gullible individuals." Sales of machines direct to locations is another problem tied in with the blue suede operators, according to Marcus, and he also points out that copied machines made by small overseas and domestic factories are continuing to spread. The market is being saturated with "too many machines in too many locations." He cautions operators to resist the demands of location owners and refrain from placing an expensive, new machine in a mediocre or low earning location. With regard to commissions, "operators are still not getting their fair share and are still giving away at least 50% of the take," according to Marcus. The most effective approach in combating these problems is active participation in the various trade organizations — on the operator, distributor and manufacturer level. "Join the association that you are closest to and help support it," he suggested. "Send out letters to aldermen, committeemen, etc. . . use the telephone. . . let the people who are making the legislation and licensing matters know that you exist." He also pointed out that several manufacturers have taken steps to help combat the industry's problems; Atari has made available a 17-minute public relations film that stresses the positive side of the industry, and manufacturers have been diligently spending time and money to rid the industry of rip-off machines. In the final analysis, "we must all pitch in and work together to preserve the industry and rid it of its problems," said Marcus.

Dateline San Diego, home of SEGA/Gremlin and the hot "Zaxxon" video game. At its present rate of popularity "it should be the biggest selling game we've ever made," to quote director of sales Jack Gordon. Earnings reports have been "phenomenal," he said, from both arcade as well as street locations — and its appeal for players runs the gamut from young people to adults of all skill levels. Another biggie out there is "Turbo," which made a terrific impact as a sit-down piece, subsequently started catching on in the standard upright version and is now being sample shipped to distributors in a mini cabinet model.

Topping the best seller list at Mondial (Springfield, N.J.) are Gottlieb's "fantastic" new "Caveman" video/pin; Gremlin's hot selling "Zaxxon" and Taito America's popular new "Wild Western" — as we learned from company exec Tony Yula. He's anxiously awaiting delivery of the new Gottlieb "Reactor" video and getting some nice reaction to the Seeburg "VMC" phono which is currently gracing the showroom floor. Tony plans to be on hand in Lancaster, Penn. during the June 24-27 Cigarette Merchandisers Assn. annual outing when prominent operator Al Miniaci will be saluted as "Man of the Year." Event will be held at the Host Corral out there. Our congratulations to Miniaci who'll be coming in from Florida to accept the honor.

'How's Business' Vending Survey Results Are Released By NAMA

CHICAGO — Slightly over half of the vending companies reported higher net profits for 1981 (compared to 1980), although 68.8% achieved sales increases, according to the annual "How's Business" Survey conducted by the National Automatic Merchandising Association.

In commenting on the results, NAMA president G. Richard Schreiber observed, "Geography made a big difference in the survey results, as member firms in New England, the Southwest and in the Rocky Mountain states reported better sales results than the national average."

The nationwide study, conducted by the NAMA statistical and research department, covered reports from 276 operating company member firms.

Vended product sales were reported higher by 68.8% of the participating firms, 14.5% were even with 1980 and 16.7% had lower sales in 1981.

Net profits were reported higher by 52.7% of the companies, lower by 31.5% and 15.8% said there was no change in profits from 1980 to 1981.

Recession

"It is obvious that the effect of the recession was selective in 1981, hitting some parts of the country severely while others nearly escaped its effect," Schreiber noted.

Net profits were better than the average in the East, New York and New Jersey, and in the Southeast, according to the survey. The

profit picture was least favorable in the Northwest (only 18.2% did better than in 1980), in the Rocky Mountain area and in the Great Lakes area, where 43.7% had increased profits but 35.2% had lower net profit (compared to the 31.5% lower national average).

Those reporting higher volume credited primarily high prices (76.3% of those reporting) and new accounts (71.6% of those reporting), while 28.4% cited greater unit volume of vended products per machine.

Vending companies which reported "manual" sales (foods and beverages sold other than through vending machines) said volume was up for 60% of the participants, 21.2% held even with 1980 and 18.8% reported lower "manual" service sales.

Asked to estimate sales forecasts for 1982, 60.8% of the companies expected higher volume, 21.2% expect to stay even with 1981 and 18% foresee lower volume.

Reports of unit sales by product categories (asked for the first time in the current survey) were mixed but unit sales of confections and snacks were improved for most of the reporting companies.

Vending machine buying plans were most favorable for glassfront snack machines (79% plan to purchase) and hot beverage venders (76.3%). At the lower end of buying plans, 44.4% expect to buy can or bottle beverage machines, 37.8% will purchase canned juice/milk machines and 27% plan to purchase pastry venders.

AGMA Taps Braswell

CHICAGO — The Amusement Game Manufacturers Assn. (formerly Amusement Device Manufacturers Assn.) announced the appointment of Glenn Braswell as the association's executive director. Braswell was formerly senior vice president and counsel of the U.S. Brewers Assn. in Washington, D.C. He joined the Brewers in 1970 and had held every legal and legislative position culminating a 12 year career as senior vice president.

Braswell is a native of North Carolina, a graduate of the University of North Carolina at Chapel Hill, and holds a Doctor of Law degree from Emory University in Atlanta, Ga. A resident of Springfield, Va., he is married and has two children.

The Amusement Game Manufacturers Assn. is composed of 17 manufacturers of amusement games, mainly video, in the U.S. and is now headquartered in the Chicago area but will be relocating its main office to the Washington, D.C. area.

Paul Huebsch, who formerly held the executive director position, is credited by AGMA for organizing and operating the trade association during its initial period of inception. He will be leaving the association to pursue other interests in the industry.

The current officers of the association are: Joseph Robbins, president; Michael Stroll, vice president and Duane Blough, secretary/treasurer.

Gordon Promoted At Aladdin's Castle

CHICAGO — William T. O'Donnell, Jr., vice president of Bally Manufacturing Corp. and president of Bally's Aladdin's Castle, Inc., has announced the appointment of Myrel A. (Murph) Gordon as executive vice president of Bally's Aladdin's Castle, Inc.

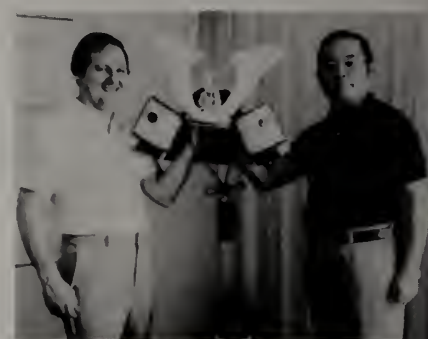
In his new position, Gordon will direct all of Bally's Aladdin's Castle leasing activities in order to meet the company's ambitious expansion and diversification programs. Bally's Aladdin's Castle now owns 341 family amusement centers throughout the country and expects that number to grow to 500 within the foreseeable future.

Prior to joining the firm in 1974, Gordon held sales and management positions with several subsidiaries of Bally Manufacturing Corp. His most recent position was vice president-leasing for Bally's Aladdin's Castle.

Gordon attended Roosevelt University and DePaul University in Chicago. He is a member of the International Council of Shopping Centers, as well as the National Assn. of Corporate Real Estate Executives. Gordon, 42, is married and currently resides in Chicago.



Myrel Gordon



Marofske (l) and Nakamura are pictured in the accompanying photo during the award presentation.

Marofske Feted By Namco, Nakamura

CHICAGO — Masaya Nakamura, president of Namco Ltd. of Japan presented David Marofske, president of Bally Midway Mfg. Co., with an ancient Japanese Warrior Helmet (Kabuto) and a specially framed letter of appreciation prepared in English and Japanese, "in acknowledgement and in a token of our gratitude," declared Mr. Nakamura.

The award was a result of the efforts and contributions made by Mr. Marofske and Bally Midway in the manufacturing, promotion and sales of the highly successful "Pac-Man" video game. "The Decisive actions you have taken to preserve and protect Pac-Man has stimulated the development of further creativity to our industry, has set a new standard for our industry code and reflects great credit on yourself and Bally Midway Manufacturing Company," Mr. Nakamura told Mr. Marofske.

The award presentation took place during a meeting of the two presidents in Hawaii, where the two companies further solidified their relationship. Discussions were held concerning many industry topics including the protection of licensed games and continued opportunities of working with one another.

"We believe that the entire industry can grow even more successfully with our kind of cooperation," Marofske said, as he accepted the gift and the award from Namco, which is known as one of the world's most respected game creators.

Atari Taps Gray

SUNNYVALE — Helen M. Gray has been named to the newly created position of vice president/corporate communications of Atari, Inc. The appointment is effective immediately.

Prior to coming to Atari, Gray served for seven and a half years as the executive director of the Horatio Alger Assn. of Distinguished Americans, Inc., a New York-based service organization serving America's top men and women in business, industry and politics.

Gray's background includes senior public relations positions within merchandising and retailing, including such firms as Burlington Industries, Offray Inc., and Simplicity Patterns.

INDUSTRY CALENDAR

June 17-19: Illinois Coin Machine Operators Assn.; annual convention; Eagle Ridge Inn; Galena.

July 16-17: Montana Coin Machine Operators Assn.; annual convention; Outlaw Inn; Kallispell.

Sept. 10-12: North & South Carolina state associations joint meeting; Radisson Plaza Hotel; Charlotte.

Sept. 24-25: West Virginia Music & Vending Assn.; annual convention; Ramada Inn; South Charleston.

Oct. 7-10: NAMA national convention; The Rivergate; New Orleans.

Nov. 17-20: AMOA international convention; Hyatt Regency Hotel; Chicago.

Nov. 18-20: IAAPA annual convention; Bartle Hall; Kansas City.

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THE JUKEBOX PROGRAMMER

June 19, 1975

* indicates new entry

POP

- 1 **DON'T YOU WANT ME**
THE HUMAN LEAGUE (A&M/Virgin 2397)
- 2 **CRIMSON AND CLOVER**
JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-144)
- 3 **ROSANNA**
TOTO (Columbia 18-02811)
- 4 **EBONY AND IVORY**
PAUL McCARTNEY (Columbia 18-02860)
- 5 **HEAT OF THE MOMENT**
ASIA (Geffen GEF 50040)
- 6 **LOVE'S BEEN A LITTLE BIT HARD ON ME**
JUICE NEWTON (Capitol P-B-5120)
- 7 **IT'S GONNA TAKE A MIRACLE**
DENIECE WILLIAMS (ARC/Columbia 18-02812)
- 8 **HURTS SO GOOD**
JOHN COUGAR (Riva/PolyGram R 209)
- 9 **THE OTHER WOMAN**
RAY PARKER, JR. (Arista AS 0669)
- 10 **WHEN IT'S OVER**
LOVERBOY (Columbia 18-02814)
- 11 **CAUGHT UP IN YOU**
.38 SPECIAL (A&M 2412)
- 12 **BODY LANGUAGE**
QUEEN (Elektra E-47452)
- 13 **RUN FOR THE ROSES**
DAN FOGELBERG (Full Moon/Epic 14-02821)
- 14 **LET IT WHIP**
DAZZ BAND (Motown 1609MF)
- 15 **ONLY THE LONELY**
THE MOTELS (Capitol PB-5114)
- 16 **I'VE NEVER BEEN TO ME**
CHARLENE (Motown 161MF)
- 17 **STILL IN SAIGON**
THE CHARLIE DANIELS BAND (Epic AE7-1414)
- 18 **PLAY THE GAME TONIGHT**
KANSAS (Kirshner/CBS ZS5-02903)
- 19 **867-5309/JENNY**
TOMMY TUTONE (Columbia 18-02646)
- 20 **DANCING IN THE STREET**
VAN HALEN (Warner Bros. WBS 7-29986)
- 21 **ALWAYS ON MY MIND***
WILLIE NELSON (Columbia 18-02741)
- 22 **ISLAND OF LOST SOULS**
BLONDIE (Chrysalis 2603)
- 23 **BREAK IT UP**
FOREIGNER (Atlantic 4044)
- 24 **EYE OF THE TIGER***
SURVIVOR (Scotti Bros./CBS ZS5-02912)
- 25 **FANTASY**
ALDO NOVA (Portrait/CBS 24-02799)
- 26 **THIS MAN IS MINE**
HEART (Epic 14-02925)
- 27 **MAIN THEME FROM "CHARIOTS OF FIRE"**
VANGELIS (Polydor/PolyGram 2189)
- 28 **AFTER THE GLITTER FADES**
STEVIE NICKS (Modern/Atco MR 7405)
- 29 **MAN ON YOUR MIND**
LITTLE RIVER BAND (Capitol P-B-5061)
- 30 **WAKE UP LITTLE SUSIE**
SIMON AND GARFUNKEL (Warner Bros. WBS 50053)

COUNTRY

- 1 **LISTEN TO THE RADIO**
DON WILLIAMS (MCA 52037)
- 2 **SLOW HAND**
CONWAY TWITTY (Elektra E-47443)
- 3 **ANY DAY NOW**
RONNIE MILSAP (RCA PB-13216)
- 4 **I DON'T THINK SHE'S IN LOVE ANYMORE**
CHARLEY PRIDE (RCA PB-13096)
- 5 **FOR ALL THE WRONG REASONS**
THE BELLAMY BROS. (Elektra/Curb E-47431)
- 6 **EVERYTIME YOU CROSS MY MIND**
RAZZY BAILEY (RCA PB-13084)
- 7 **I DON'T KNOW WHERE TO START**
EDDIE RABBITT (Elektra E-47435)
- 8 **RING ON HER FINGER, TIME ON HER HANDS**
LEE GREENWOOD (MCA-52026)
- 9 **TEARS OF THE LONELY**
MICKY GILLEY (Epic 14-02774)
- 10 **TAKE ME DOWN**
ALABAMA (RCA PB-13210)
- 11 **'TIL YOU'RE GONE**
BARBARA MANDRELL (MCA-52038)
- 12 **FINALLY**
T.G. SHEPPARD (Warner Bros./Curb WBS 50041)
- 13 **ANOTHER CHANCE**
TAMMY WYNETTE (Epic 14-02770)
- 14 **LOVE'S BEEN A LITTLE BIT HARD ON ME**
JUICE NEWTON (Capitol P-B-5120)
- 15 **DON'T WORRY 'BOUT ME BABY**
JANIE FRICKE (Columbia 18-02859)
- 16 **WOULD YOU CATCH A FALLING STAR**
JOHN ANDERSON (Warner Bros. WBS 50043)
- 17 **HONKY TONKIN'**
HANK WILLIAMS, JR. (Elektra E-47462)
- 18 **SLOW DOWN**
LACY J. DALTON (Columbia 18-02847)
- 19 **ALWAYS ON MY MIND**
WILLIE NELSON (Columbia 18-02741)
- 20 **ARE THE GOOD TIMES REALLY OVER**
MERLE HAGGARD (Epic 14-02894)
- 21 **SO FINE**
OAK RIDGE BOYS (MCA-52065)
- 22 **LOVE'S FOUND YOU AND ME**
ED BRUCE (MCA-52036)
- 23 **JUST GIVE ME WHAT YOU THINK IS FAIR**
LEON EVERETTE (RCA PB-13079)
- 24 **HEARTBREAK EXPRESS**
DOLLY PARTON (RCA PB-13234)
- 25 **JUST TO SATISFY YOU**
WAYLON & WILLIE (RCA PB-13073)
- 26 **OH GIRL**
CON HUNLEY (Warner Bros. WBS 50058)
- 27 **YOU'LL BE BACK**
THE STATLER BROS. (Mercury/PolyGram 76142)
- 28 **CHEATER'S PRAYER**
THE KENDALLS (Mercury/PolyGram 76155)
- 29 **NOBODY***
SYLVIA (RCA PB-13223)
- 30 **AIN'T NO MONEY***
ROSANNE CASH (Columbia 18-02937)

BLACK CONTEMPORARY

- 1 **LET IT WHIP**
DAZZ BAND (Motown 1609MF)
- 2 **EARLY IN THE MORNING**
THE GAP BAND (Total Experience/PolyGram TE-8201)
- 3 **WE GO A LONG WAY BACK**
BLOODSTONE (T-Neck/CBS ZS5-02825)
- 4 **STANDING ON THE TOP — PART 1**
THE TEMPTATIONS featuring RICK JAMES (Gordy/Motown 161GE)
- 5 **STREET CORNER**
ASHFORD & SIMPSON (Capitol P-B-5109)
- 6 **DANCE WIT' ME**
RICK JAMES (Gordy/Motown 161GF)
- 7 **CUTIE PIE**
ONE WAY (MCA-52049)
- 8 **IT'S GONNA TAKE A MIRACLE**
DENIECE WILLIAMS (ARC/Columbia 18-02012)
- 9 **THE OTHER WOMAN**
RAY PARKER, JR. (Arista AS 0669)
- 10 **WORK THAT BODY**
DIANA ROSS (RCA PB-13201)
- 11 **EMERGENCY**
WHISPERS (Solar/Elektra S-48008)
- 12 **THE VERY BEST IN YOU**
CHANGE (RFC/Atlantic 4027)
- 13 **FORGET ME NOTS**
PATRICE RUSHEN (Elektra E-47427)
- 14 **SOMETHING ABOUT THAT WOMAN**
LAKESIDE (Solar/Elektra S-48009)
- 15 **EBONY AND IVORY**
PAUL McCARTNEY (Columbia 18-02860)
- 16 **I REALLY DON'T NEED NO LIGHT**
JEFFREY OSBORNE (A&M 2410)
- 17 **OLD FASHIONED LOVE**
SMOKEY ROBINSON (Tamla/Motown 1615TF)
- 18 **DO I DO**
STEVIE WONDER (Tamla/Motown 1612TF)
- 19 **MURPHY'S LAW**
CHERI (Venture V-149)
- 20 **SOUP FOR ONE**
CHIC (Mirage/Atlantic WTG 4032)
- 21 **I JUST WANT TO SATISFY**
THE O'JAYS (Phila. Int'l./CBS ZS5-02834)
- 22 **KEEP ON**
"D" TRAIN (Prelude PRL 8049)
- 23 **TOO LATE**
JUNIOR (Mercury/PolyGram 76150)
- 24 **A NIGHT TO REMEMBER**
SHALAMAR (Solar/Elektra S-48005)
- 25 **NINE TIMES OUT OF TEN**
TEDDY PENDERGRASS (Phila. Int'l./CBS ZS5-02856)
- 26 **(SITTIN' ON) THE DOCK OF THE BAY**
THE REDDINGS (Believe In A Dream/CBS ZS5-02836)
- 27 **CHEATING IN THE NEXT ROOM**
ZZ HILL (Malaco 2079)
- 28 **LOVE ME DOWN***
ATLANTIC STARR (A&M 2420)
- 29 **JUST BE YOURSELF**
CAMEO (Chocolate City/PolyGram CC 3231)
- 30 **CIRCLES**
ATLANTIC STARR (A&M 2392)

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EYE OF THE TIGER — Survivor — Scotti Bros./CBS

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Players can maneuver in 8 directions and aim and fire in 8 directions. A bullet will do them in and so will riding recklessly into a cactus, rock, riderless horses, the train itself or the fort walls, or riding off the bridge into the river.

If a low-down varmint jumps on top of the train, the only way players can get him is to jump on the train themselves and gun him down. But if the train's passing a low water pipe, players must quickly lie down or be thrown from the train. When their horse gallops close to the train, they can jump back in the saddle again. If 3 hombres get on top of the train or players get knocked off their horse 3 times (adjustable) in this saddle-up shoot-'em-up, it's Boot Hill!

Each time players wipe out a band of outlaws, they get to practice their aim. Their horse will toss a silver dollar in the air and they'll get 1 chance to shoot it for bonus points. A total of 50,000 points (adjustable) earns them another chance to knock out the gunslingers.



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INDUSTRY NEWS

New Equipment

Up And Down

"Electric Yo Yo," the latest video game released by Taito America, offers flashing, energetic play patterned after the familiar kid's toy and embellished



with numerous challenges and scoring features.

The player utilizes a joystick to maneuver a yellow and red yo yo that strings out to erase as many "blox" on the screen as possible. The longer the

string, the more points the player can score — between 10-500 — depending on the length; and with every 50,000 points (adjustable) an extra yo yo is earned.

There are eight different fields of configurations to challenge the player and such obstacles as deadly trions and bions that can explode the yo yo and must, thus, be avoided by the player. For double trouble, a trion can pick up a bion and head right in the direction of the yo yo.

When a trion touches a blox, the blox becomes super charged. If the yo yo erases this charged blox, it changes color and has the power to pass over a bion without danger and can score double point values.

The last 20 blox on the screen are worth five times their normal value, giving the player an extra chance to score more points.

In commenting on the very favorable initial response to the new game, Taito America's sales manager Mike Von Kennel said, "I don't know of anyone who hasn't tried to master a yo yo, and the Electric Yo Yo gives players the ultimate challenge."

Electric Yo Yo is a one or two player game, measuring 67 inches x 24 inches x 30 inches.

'Zaxxon' Cocktail

A cocktail table model of SEGA/Gremlin's highly successful "Zaxxon" space game is now available for shipment from the factory's new manufacturing facilities in Rancho Bernardo, Calif.

Distributor reports on sales of the upright Zaxxon version indicate it to be a "smash hit," according to SEGA/Gremlin and the factory expects the cocktail table model to be extremely popular for its capability of attracting a broad base of players.

In addition to the game's exciting play features, Zaxxon offers a three-dimensional-like effect that is produced by projecting the picture at a slant on the screen. The new technique moves a player space craft in a unique left to right diagonal perspective through a number of action-packed scenes.

"Zaxxon realism and sophistication make it extremely appealing to adults and exceptionally strong as a cocktail



table game," commented Duane Blough, president of Gremlin Industries, Inc.

The objective of the one or two player game is to guide the player's fighter plane, using an eight-way pilot's control stick, to attack a giant floating enemy fortress, to bring down a fleet of enemy warplanes, to invade the enemy headquarters, and finally to destroy the enemy's lethal armored robot.

Triple Fun

The object of "Triple Punch," the latest video game from Thomas Automatics, is to capture territory by enclosing squares and rectangles while avoiding contact with four moving objects, since, if contact is made the player is knocked out.

The moving objects, which all react in a different fashion to challenge the player's skill, are Gorilla, Ghost, Broom and Fire. The Gorilla runs around with a hammer and tries to hit the player on the head, while constantly in pursuit; the Ghost moves randomly around the screen, sometimes pursuing the player and sometimes avoiding him; and the Broom erases the trail made by the player to enclose the squares.

Gorilla, Ghost and Broom can be "punched" by pressing the game's fire button. If pressed once or twice, the object is temporarily immobilized and the player can proceed unharmed. If the fire button is pressed three times in succession, the object is then "punched out" and an ambulance will come to remove it.



If a second moving object is punched out before an ambulance can remove the first, the player gets twice as many points. Fire cannot be punched out and must be avoided at all times. It always moves downwards, and once it has reached the bottom of the screen, it reappears at random at the top of the screen.

Escape routes allow the player to move right or left to a similar screen, which will have the same captured territory blocked out. This allows the player to capture the remainder of the screen from either direction. Bonus points are awarded after all the squares have been enclosed on the screen. A new screen then appears which has increased difficulty due to the appearance of a second Fire and the more aggressive movements of the other objects.

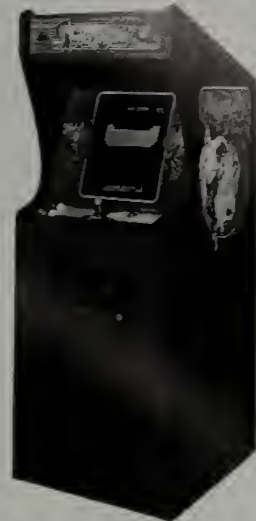
Triple Punch is available in both upright and cocktail table versions. Further information may be obtained by contacting Thomas Automatics, Inc., 3310 Woodward Ave., Santa Clara, California 95050.

Naughty Video

Cinematronics, Inc. is currently in full production on "Naughty Boy," a fun-filled action game licensed by the company from Japan Leisure Co., Ltd. The new model is available in both upright

and cocktail table models.

The play theme involves an action packed adventure through forest and field to the pirate's fortress with various



obstacles along with way to add challenge and excitement to the game. During the course of his journey Naughty Boy must avoid monsters, goblins and robots that chase him; his only defense being a pocket-full of rocks which he throws at his adversaries. Naughty Boy must also avoid the fire-breathing dragon that appears periodically. Once he reaches the fortress, however, he hurls his rocks at the flags and when all the flags are destroyed the fortress bursts into flame and Naughty Boy begins another adventure.

There are abundant challenges and high scoring opportunities during play and the game has four different playfields as well as a bonus round and 50 difficulty levels to provide players with new and progressive challenges. Operators have maximum flexibility with four coinage settings, four extra man settings, four lives per game settings and an easy/hard option.

Unique Desk

A new product for home or office has been introduced by The Valley Company of Bay City, Mich. It's the "Exec-Cue-Tive" desk and it features the "Cougar" look in a functional yet entertaining appearance. As observed by Richard B. Shelton, Valley's vice president-manufacturing, the new desk



"has so many of the features of our pool tables that it's fooled some people. But we believe we've created a unique piece of furniture that will enhance the decor, and efficiency, wherever it's used — in the home or at the office."

The desk features four ample drawers including a center drawer, two on the left hand side and one full depth legal-sized drawer on the right. Each drawer is equipped with slides and unique 8-ball pulls. The stainless steel corner caps are stamped with the well known Valley Cougar symbol.

Valley Opens Hot Line For Pool Cue Orders

CHICAGO — A new service to provide cue buyers with fast response to orders has been inaugurated by The Valley Company of Bay City, Mich. The firm has cue manufacturing facilities in Shakopee, Minn. By dialing 1-800-248-CUES (toll free), the buyer can be assured an order for any of the Valley, America-made one and two-piece cues will be shipped, usually within 48 hours.

"When a cue buyer needs his order, he's needs it fast," stated Valley president Charles P. Milhem. "We've always prided ourselves on both the quality of our products and the service we provide, and this new 'hot line' is one more way that says Valley cares about our customers."

The new hot line service has been made even more effective by "personalizing" it, he added. An inside sales person has been assigned the responsibility of expediting orders coming in on the 1-800-248-CUES line. Customers are instructed to ask for "Melody", who will process the order and make certain it is shipped within the specified time.

AMOA Urges Compliance With New Jukebox Fees

(continued from page 35)

increased to \$50 for 1984-86 and subject to an inflation adjustment in 1987.

The following statement was issued by AMOA: "AMOA will be filing a petition for a writ of certiorari with the U.S. Supreme Court pertaining to the decision reached by the U.S. Court of Appeals for the Seventh Circuit. If the U.S. Copyright Office notifies operators currently in compliance with the law for the additional \$17.00 per license, AMOA advises its members to pay the additional amount. Operators are urged to send a letter to the Copyright Office with their payment indicating they are paying under protest and expect a refund, with interest, if the U.S. Supreme Court should overturn the decision upholding the legality of the fee."

INDUSTRY NEWS



SEGA/GREMLIN SHOWCASE — "Zaxxon," the challenging space theme video game from SEGA/Gremlin, was officially introduced at the recent AOE convention in Chicago where it proceeded to attract standing room only visitor traffic, according to Gremlin president Duane Blough. "Distributors and operators were standing in line to play it," he said. "Field test reports confirm that Zaxxon is a hit with players as well, and we were in fullscale production of the game one week following the show," he added. "The introduction of Zaxxon, our new trade show exhibit, distributor meeting and hospitality suite combined to make this an exceptionally successful show for SEGA/Gremlin." As depicted in the accom-

panying photos, the newly designed SEGA/Gremlin "trade show center" is a 60 by 23 foot island booth. At the AOE, a total of 24 slave monitors were mounted above the games display and atop the 12 foot high archway to allow showgoers to view Zaxxon in play at any distance. Also featured at the convention were "Frogger," "Turbo," the 4-player "Eliminator" and the "005" secret agent game. Pictured in the accompanying photos are (l-r): a view of the factory's new island exhibit booth; a bank of Turbo cockpit and upright models that were featured in the exhibit; and show participants, testing their skill on the popular Zaxxon video.

Congressman Uses 'Pac-Man' To Raise Funds For Re-election

(continued from page 35)

little tougher on the player; my original patterns don't seem to be working as well as they used to. It's a bit like Congress — they change the rules on you after a while, you're going through a maze with opponents chasing you, but then sometimes your opponents turn into your victims. Really, Pac-Man is a good simile for politics."

Using video games to raise money for a congressional campaign in Washington seems ironic, because there the word PAC is a common governmental term referring to "Political

Action Committees," groups which are formed to donate money to specific candidates running for office. Thousands of organizations, companies and unions have created PACs over the years to legally channel funds to favored politicians. Coyne himself has raised about \$100,000 for his campaign, more than half from corporate PACs. And, while most standard fund-raising events raise approximately \$10,000 for candidates, Coyne reports that his one-night Pac-Man extravaganza is expected to net his drive \$15,000 or more.

Because of his fascination with vid games and his role as a political representative in Congress, Coyne has a unique perspective about the current furor concerning perspective who attempt to get legislation passed that would close down arcades and forbid children to play games during school hours. The Congressman feels that, like any other form of youthful entertainment, there's no harm in playing video games as long as they don't become an all-out obsession.

No Harm In Games

"Parents should be free to determine how children spend their time," he said. "Obviously the burden of parenting encompasses making sure that children don't devote an inordinate amount of time to anything. I would hate to have a parent see their children devote 80% of their time reading comics, or sitting in front of a television. Anything in moderation,

however, can be a good experience for children.

"I don't see how playing one game of Pac-Man is worse than playing one game of ping-pong or one game of checkers. They're all games which, if played occasionally, there's nothing wrong with. But if they're being played around the clock, seven days a week, parents should try to steer their children away. As a general rule, I wouldn't view these video games as any more threatening to the well-being of a young mind than a pinball machine."

Rep. Coyne is due to face former Rep. Peter Kostmayer in the November elections, and from all indications, Kostmayer will prove to be a far more formidable opponent than either Inky, Blinky, Pinky or Clyde — the four ghost monsters who antagonize the yellow Pac-Man gobbler.

Promotions Announced At Bally Midway

CHICAGO — Dave Marofske, president of Bally Midway Mfg. Co., announced a promotion and key staff appointments in the firm's engineering department. "This move is in keeping with our continued focus on the importance of engineering in the development and production of our products," said Marofske.

John Pasierb, former chief electronic engineer, has been elevated to the position of vice president of engineering; William Adams has been named director of game programming; and Allen Ryan, director of mechanical engineering.

Pasierb assumed the position of chief electronic engineer two years ago and began the initial steps of expansion within the Electronic Engineering Department. This group has increased five times its original size with more emphasis being placed on research and development. Pasierb has been able to develop electronic hardware systems that are consistently ahead of competing systems. He has been with Bally Midway for six years and earned his B.S. and M.S. in Electrical Engineering from Western Michigan University.

Adams, a Bally Midway employee for four and a half years, has been the nucleus of a strong software development group, Marofske pointed out. Adams and his staff's

most recent accomplishment was the development of "Tron", the first video game designed in conjunction with a full length motion picture. The film is produced by Walt Disney Productions and will be released in July of this year.

The software development group at Bally Midway has also increased five fold over the past 24 months. With the appointment of Adams as director of game programming, the outlook for even faster expansion in this area is most favorable, according to Marofske.

Adams holds a B.S. in Mathematics from Aurora College and a M.S. in Computer Science from the University of Illinois.

Ryan has been with Bally Midway for nine years. During this time he has successfully directed his mechanical engineering staff from the solely mechanical design to the current use of mechanical devices within video games. In his new position, he will continue to be responsible for helping his mechanical engineering group keep pace with the present technology explosion in electronics. Ryan attended Western Michigan University.

"I have complete confidence that these three men will continue to be the leaders we need to maintain our position in the video games industry well into the future," concluded Marofske.

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