

# CASHBOX

November 27, 1982

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Reba McEntire

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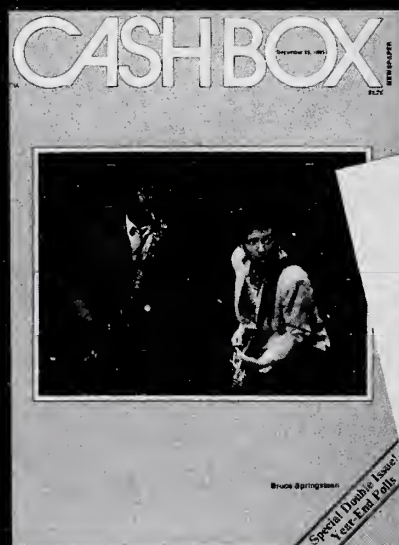
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## EDITORIAL

Within the past week-and-a-half, dealers of prerecorded videocassettes have been seeing something that many of them don't see very often. That's sales, and it's all due, amazingly enough, to one title, *Star Trek II: The Wrath of Khan*. According to Paramount, the company releasing the film to the home market, orders have topped 80,000, and are expected to surpass 100,000 by the end of the year. Even the mom & pop stores report selling 100 or more units in the first week, an unprecedented feat in the home video business. No longer are vid dealers simply "rental agents"; they're full-fledged retailers.

The reason for this phenomenon? A combination of price and product, with an emphasis on price. *Star Trek II* is a proven box office hit with a built-in audience, assuring its collectability among a certain group. But the numbers would seem to indicate that there are many consumers beyond that group will-

## Video Sales Wanted

ing to buy good prerecorded cassette product at the right price.

At the recent ITA "Update '82" in N.Y., Viacom's Charles Toleps noted that *Jane Fonda's Workout* (on KVC) has proved that original programming can sell. But he also added that consumers were being asked to pay too much for product. "We need to assess the product and the cost," said Toleps, criticizing the presently high royalty structures and costs from distributors.

Many of those in the business say they'd like to see sales; but what are they actually doing to promote it? Dealers are doing all that they can, but the reality is that lower prices on good product are needed. Some of the problems mentioned at the ITA Update have to be dealt with for this to happen, however. Otherwise, as Paramount's Mel Harris noted at the VSDA Conference, we'll all have to be content with "a limited lending library business."

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## ON THE COVER

In the matter of a few short years, Reba McEntire has become one of the premier female country singers with her convincing renditions of solid material. While most female entertainers in the country field over the past few years have taken country tunes and shaded them with pop effects and generic mass appeal textures, McEntire has gone the other route, placing a country "feel" into songs like "I'm Not That Lonely Yet" and "Only You" that could easily be pop numbers.



She is probably the most underrated singer in country, with a vocal style that captures the essence of loneliness, the sweetness of desire and, at times, the pain of an enraged lover. While she remains red-headed, she is quickly becoming anything but a stranger to listeners with a string of Top 10 singles, including "Today All Over Again," "Sweet Dreams" and "You Lift Me Up To Heaven," along with her current release, "Can't Even Get The Blues." As the title to her latest album indicates, the boundaries of Reba McEntire's talent and appeal are "Unlimited."

## TOP POP DEBUTS

### SINGLES

71 HEART TO HEART — Kenny Loggins — Columbia

### ALBUMS

62 HELLO, I MUST BE GOING — Phil Collins — Atlantic

## POP SINGLE

**GLORIA**  
Laura Branigan  
Atlantic

## B/C SINGLE

**SEXUAL HEALING**  
Marvin Gaye  
Columbia

## COUNTRY SINGLE

**WE DID BUT NOW YOU DON'T**  
Conway Twitty  
Elektra

## JAZZ

**TWO OF A KIND**  
Earl Klugh/Bob James  
Capitol

# NUMBER ONES



Laura Branigan

## POP ALBUM

**BUSINESS AS USUAL**  
Men At Work  
Columbia

## B/C ALBUM

**LIONEL RICHIE**  
Motown

## COUNTRY ALBUM

**HIGHWAYS & HEARTACHES**  
Ricky Skaggs  
Epic

## GOSPEL

**PRECIOUS LORD**  
Al Green  
HI/Myrrh

# CASH BOX TOP 100 SINGLES

November 27, 1982

	Weeks On Chart	11/20 Chart		Weeks On Chart	11/20 Chart		Weeks On Chart	11/20 Chart
<b>1 GLORIA</b> LAURA BRANIGAN (Atlantic 4048)	7	22	<b>35 YOU CAN'T HURRY LOVE</b> PHIL COLLINS (Atlantic 7-89933)	52	4	<b>68 GOODY TWO SHOES</b> ADAM ANT (Epic 34-03367)	81	2
<b>2 TRULY</b> LIONEL RICHIE (Motown 1644)	3	8	<b>36 ROCK THE CASBAH</b> THE CLASH (Epic 34-03245)	42	8	<b>69 I KNOW THERE'S SOMETHING GOING ON</b> FRIDA (Atlantic 7-89984)	72	4
<b>3 UP WHERE WE BELONG</b> JOE COCKER AND JENNIFER WARNES (Island/Atco 79996)	1	14	<b>37 WHAT ABOUT ME</b> MOVING PICTURES (Natwork/Elektra 7-69952)	40	11	<b>70 I GOTTA TRY</b> MICHAEL McDONALD (Warner Bros. 7-29862)	77	3
<b>4 HEART ATTACK</b> OLIVIA NEWTON-JOHN (MCA-52100)	2	13	<b>38 BABY, COME TO ME</b> PATTI AUSTIN (Owest/Werner Bros. QWE50036)	49	9	<b>71 HEART TO HEART</b> KENNY LOGGINS (Columbia 38-03377)	—	1
<b>5 MANEATER</b> DARYL HALL & JOHN OATES (RCA PB-13354)	8	7	<b>39 A PENNY FOR YOUR THOUGHTS</b> TAVARES (RCA PB-13292)	43	10	<b>72 FOREVER MINE</b> THE MOTELS (Capitol B-5182)	79	3
<b>6 WHO CAN IT BE NOW?</b> MEN AT WORK (Columbia 18-02888)	4	21	<b>40 EVERYBODY WANTS YOU</b> BILLY SOUIER (Capitol B-5163)	44	9	<b>73 WAKE UP MY LOVE</b> GEORGE HARRISON (Dark Horse/Werner Bros. 7-29864)	80	3
<b>7 STEPPIN' OUT</b> JOE JACKSON (A&M 2428)	11	15	<b>41 HAND TO HOLD ON TO</b> JOHN COUGAR (Riva/PolyGram R211)	47	4	<b>74 MEMORY</b> BARRY MANILOW (Ariste AS 1025)	86	2
<b>8 MICKEY</b> TONI BASIL (Chrysalis 2638)	16	12	<b>42 WHATCHA GONNA DO</b> CHILLIWACK (Millennium/RCA TB-13110)	46	7	<b>75 GOODBYE TO YOU</b> SCANDAL (Columbia 38-03234)	82	3
<b>9 THE GIRL IS MINE</b> MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)	17	4	<b>43 LET'S GO DANCIN' (OOH LA, LA, LA)</b> KOOL & THE GANG (Da-Lite/PolyGram DE824)	48	5	<b>76 VALARIE</b> STEVE WINWOOD (Island/Warner Bros. 7-29879)	78	4
<b>10 MUSCLES</b> DIANA ROSS (RCA PB-13348)	12	9	<b>44 A LOVE SONG</b> KENNY ROGERS (Liberty B-1485)	45	8	<b>77 SPACE AGE LOVE SONG</b> A FLOCK OF SEAGULLS (Jive/Ariste VS2003)	87	2
<b>11 NOBODY</b> SYLVIA (RCA PB-13223)	9	15	<b>45 YOU GOT LUCKY</b> TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52144)	59	3	<b>78 THE ELVIS MEDLEY</b> ELVIS PRESLEY (RCA PB-13351)	85	2
<b>12 IT'S RAINING AGAIN</b> SUPERTRAMP (A&M 2502)	15	5	<b>46 DESTINATION UNKNOWN</b> MISSING PERSONS (Capitol B-5161)	50	8	<b>79 ALLENTOWN</b> BILLY JOEL (Columbia 38-03413)	—	1
<b>13 HEARTLIGHT</b> NEIL DIAMOND (Columbia 18-03219)	10	12	<b>47 YOU AND I</b> EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)	51	7	<b>80 (YOU'RE SO SQUARE) BABY, I DON'T CARE</b> JONI MITCHELL (Geffen 7-29849)	88	2
<b>14 DIRTY LAUNDRY</b> DON HENLEY (Asylum 7-69894)	27	5	<b>48 I'M SO EXCITED</b> POINTER SISTERS (Planet/RCA JH-13317)	33	11	<b>81 YOU'VE GOT ANOTHER THING COMIN'</b> JUDAS PRIEST (Columbia 18-03168)	89	2
<b>15 SEXUAL HEALING</b> MARVIN GAYE (Columbia 38-03302)	28	5	<b>49 AMERICAN HEARTBEAT</b> SURVIVOR (Scotti Bros./CBS ZS4 03213)	39	10	<b>82 THEME FROM DYNASTY</b> BILL CONTI (Ariste AS1021)	90	2
<b>16 ROCK THIS TOWN</b> STRAY CATS (EMI America B-8132)	25	11	<b>50 LOVE COME DOWN</b> EVELYN KING (RCA PB-13273)	41	14	<b>83 HEART OF THE NIGHT</b> JUICE NEWTON (Capitol B-5192)	—	1
<b>17 THE LOOK OF LOVE (PART ONE)</b> ABC (Mercury/PolyGram 76168)	24	12	<b>51 SOMEBODY'S BABY</b> JACKSON BROWNE (Asylum 7-69982)	31	18	<b>84 LOVE IN STORE</b> FLEETWOOD MAC (Warner Bros. 7-29848)	—	1
<b>18 SOUTHERN CROSS</b> CROSBY, STILLS & NASH (Atlantic 7-89969)	18	11	<b>52 THE OTHER GUY</b> LITTLE RIVER BAND (Capitol B-5185)	74	2	<b>85 SO MUCH IN LOVE</b> TIMOTHY B. SCHMIT (Full Moon/Asylum 7-69939)	75	9
<b>19 I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR)</b> MICHAEL McDONALD (Warner Bros. 7-29933)	6	17	<b>53 USED TO BE</b> CHARLENE & STEVIE WONDER (Motown 1650)	58	5	<b>86 RIGHT BEFORE YOUR EYES</b> AMERICA (Capitol B-5177)	—	1
<b>20 SHADOWS OF THE NIGHT</b> PAT BENATAR (Chrysalis CHS 2647)	30	6	<b>54 I DO</b> THE J. GEILS BAND (EMI America B-8148)	69	2	<b>87 NOWHERE TO RUN</b> SANTANA (Columbia 38-03376)	—	1
<b>21 I.G.Y. (WHAT A BEAUTIFUL WORLD)</b> DONALD FAGEN (Warner Bros. 7-29900)	23	8	<b>55 BREAK IT TO ME GENTLY</b> JUICE NEWTON (Capitol B-5148)	34	15	<b>88 TWILIGHT ZONE</b> GOLDEN EARRING (21/PolyGram T1103)	—	1
<b>22 LOVE ME TOMORROW</b> CHICAGO (Full Moon/Warner Bros. 7-29911)	22	10	<b>56 GYPSY</b> FLEETWOOD MAC (Warner Bros. 7-29918)	35	13	<b>89 BAD BOY</b> RAY PARKER, JR. (Ariste AS1030)	—	1
<b>23 HEARTBREAKER</b> DIONNE WARWICK (Ariste AS 1015)	26	8	<b>57 EYE IN THE SKY</b> THE ALAN PARSONS PROJECT (Ariste AS 0696)	32	21	<b>90 PUT IT IN A MAGAZINE</b> SONNY CHARLES (Highrise SHR-2001)	—	1
<b>24 THE ONE YOU LOVE</b> GLENN FREY (Asylum 7-69974)	14	15	<b>58 DOES IT MAKE YOU REMEMBER</b> KIM CARNES (EMI America B-8147)	65	4	<b>91 ABRACADABRA</b> THE STEVE MILLER BAND (Capitol P-5126)	71	27
<b>25 YOU DON'T WANT ME ANYMORE</b> STEEL BREEZE (RCA PB-13282)	19	14	<b>59 SHOCK THE MONKEY</b> PETER GABRIEL (Geffen 7-29883)	64	5	<b>92 PLEDGE PIN</b> ROBERT PLANT (Swan Song/Atco SS 7-99952)	97	3
<b>26 JACK &amp; DIANE</b> JOHN COUGAR (Riva/PolyGram R-210)	5	19	<b>60 1999</b> PRINCE (Warner Bros. 7-29896)	68	4	<b>93 TOUGH WORLD</b> DONNIE IRIS (MCA-52127)	63	6
<b>27 MISSING YOU</b> DAN FOGELBERG (Full Moon/CBS 34-03289)	29	8	<b>61 NEW WORLD MAN</b> RUSH (Mercury/PolyGram 76179)	56	11	<b>94 BAD BOY/HAVING A PARTY</b> LUTHER VANDROSS (Epic 14-03205)	96	2
<b>28 GET CLOSER</b> LINDA RONSTADT (Asylum 7-69948)	20	9	<b>62 I RAN (SO FAR AWAY)</b> A FLOCK OF SEAGULLS (Jive/Ariste VS 102)	54	21	<b>95 ATHENA</b> THE WHO (Warner Bros. 7-29905)	66	13
<b>29 AFRICA</b> TOTO (Columbia 38-03335)	38	5	<b>63 STATE OF INDEPENDENCE</b> DONNA SUMMER (Geffen 7-29895)	55	9	<b>96 I NEED YOU</b> PAUL CARRACK (Epic 14-03146)	57	13
<b>30 DOWN UNDER</b> MEN AT WORK (Columbia 38-03303)	53	4	<b>64 SHAKIN'</b> EDDIE MONEY (Columbia 38-03252)	62	7	<b>97 JUMP TO IT</b> ARETHA FRANKLIN (Ariste AS 0699)	76	15
<b>31 YOU CAN DO MAGIC</b> AMERICA (Capitol B-5142)	13	18	<b>65 DON'T FIGHT IT</b> KENNY LOGGINS WITH STEVE PERRY (Columbia 18-03192)	60	14	<b>98 HOLD ON</b> SANTANA (Columbia 18-03160)	67	16
<b>32 ON THE WINGS OF LOVE</b> JEFFREY OSBORNE (A&M 2434)	36	9	<b>66 I WOULDN'T BEG FOR WATER</b> SHEENA EASTON (EMI America B-8142)	70	5	<b>99 COOL MAGIC</b> THE STEVE MILLER BAND (Capitol B-5162)	61	8
<b>33 PRESSURE</b> BILLY JOEL (Columbia 38-03244)	21	10	<b>67 TWO LESS LONELY PEOPLE IN THE WORLD</b> AIR SUPPLY (Ariste AS1004)	73	3	<b>100 THE ONLY WAY OUT</b> CLIFF RICHARD (EMI America 8135)	91	9
<b>34 BE MY LADY</b> JEFFERSON STARSHIP (Grunt/RCA FB-13350)	37	8						

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

A Love Song (Music Corp. Of America/Sycamore Valley — BMI) . . . . .	44	A Penny For (Kenny Nolan/Downtown — ASCAP) . . . . .	39	Abracadabra (Sailor — ASCAP) . . . . .	91	Africa (Hudmar/Cowbells — ASCAP) . . . . .	29	Allentown (Joel Songs — BMI) . . . . .	79	American Heartbeat (Holy Money/Rude — BMI/WB/Easy Action — ASCAP) . . . . .	49	Athena (Tower Tunes — BMI) . . . . .	95	Baby, Come To Me (Rodsongs — PRS) . . . . .	38	Baby I Don't Care (Glady's — ASCAP) . . . . .	80	Bad Boy (Raydiola — ASCAP) . . . . .	89	Bad Boy (Legs — ASCAP/ABCKO — BMI) . . . . .	94	Be My Lady (Allen — BMI) . . . . .	34	Break It To Me Gently (Northern (MCA) — ASCAP) . . . . .	55	Cool Magic (Silk Stocking — BMI) . . . . .	99	Destination Unknown (Private Life/Life After Music/Private Parts — ASCAP/BMI) . . . . .	46	Dirty Laundry (Cass Country/Kortchmer — ASCAP) . . . . .	14	Does It Make (Moonwindow — ASCAP) . . . . .	58	Don't Fight It (Milk Money — ASCAP/Lacey Blvd./Warner-Tamerlane/Body Electric — BMI) . . . . .	65	Down Under (Blackwood — BMI) . . . . .	30	Elvis Medley (Various — BMI/ASCAP) . . . . .	78	Everybody Wants You (Songs Of The Knight — BMI) . . . . .	40	Eye In The Sky (Woolfsongs Ltd./Careers — BMI) . . . . .	57	Forever Mine (Clean Sheets — BMI) . . . . .	72	Get Closer (Cherry Lane — ASCAP) . . . . .	28	Gloria (SugarSongs — BMI) . . . . .	1	Goodbye To You (Zacko Songs) . . . . .	75	Goody Two Shoes (EMI/Colgems — EMI — ASCAP) . . . . .	68	Gypsy (Fleetwood Mac/Welsh Witch — BMI) . . . . .	56	Hand To Hold On To (Riva — ASCAP) . . . . .	41	Heart Attack (Stephen A. Kipnar/April/Paul Bilis — ASCAP) . . . . .	4	Heart Of The Night (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI/ASCAP) . . . . .	83	Heart To Heart (Milk Money/Genevieve — ASCAP/Foster Fraes — BMI) . . . . .	71	Heartbreaker (Gibb Brothers (Admin. By Unichappell) — BMI) . . . . .	23	Heartlight (Stonebridge/New Hidden Valley — ASCAP/Carole Bayer Sagar — BMI) . . . . .	13	Hold On (Over The Rainbow — ASCAP/Merk-Celn — CAPAC) . . . . .	98	I.G.Y. (Freejunktet — ASCAP) . . . . .	21	I Do (Music Corp. of America — BMI) . . . . .	54	I Gotta Try (Genevieve/Milk Money — ASCAP) . . . . .	70	I Keep Forgettin' (Yellow Dog — ASCAP) . . . . .	19	I Know There's (Russ Ballard Ltd./Island Ltd.) . . . . .	69	I'm So Excited (Braitree/Til Dawn/Blackwood — BMI) . . . . .	48	I Need You (Plantent Visions — ASCAP) . . . . .	96	I Ran (Zomba Ent. — BMI) . . . . .	62	It's Raining Again (Delicate — ASCAP) . . . . .	12	I Wouldn't Beg (Unichappell — BMI) . . . . .	66	Jack & Diane (Riva — ASCAP) . . . . .	26	Jump To It (Uncle Ronnie/April/Sunsat Burgandy — ASCAP) . . . . .	97	Let's Go Dancin' (Delightful — BMI/Double F — ASCAP) . . . . .	43	Love Come Down (Music Corp. Of America/Kashif — BMI) . . . . .	50	Love In Store (Fleetwood Mac — BMI) . . . . .	84	Love Me Tomorrow (Doubla Virgofoster Freas/Irving — BMI) . . . . .	22	Maneater (Fust Buzza/Hot-Cha/Unichappell — BMI) . . . . .	5	Memory (Koppelman — Bandier — BMI) . . . . .	74	Mickey (Chinnichap/Careers — BMI) . . . . .	8	Missing You (Hickory Grova — ASCAP) . . . . .	27	Muscles (Mijac — BMI) . . . . .	10	New World Man (Core — ASCAP) . . . . .	61	1999 (Controversary — ASCAP) . . . . .	60	Nobody (Tom Collins — BMI) . . . . .	11	Nowhere To Run (April/Russell Bailerd Ltd. — ASCAP) . . . . .	87	On The Wings (Lincoln Pond/Almo/Merch 9 — ASCAP) . . . . .	32	Pledge Pin (Flames Of Ablon/Bey Ltd. — ASCAP) . . . . .	92	Pressure (Joel Songs — BMI) . . . . .	33	Put It In (Pari-Wex/Sun Hill — ASCAP) . . . . .	90	Right Before (Mark-Celn — CAPAC) . . . . .	86	Rock The Casbah (Nineden Ltd. — PRS) . . . . .	36	Rock This Town (Zomba — BMI) . . . . .	16	Sexual Healing (April — ASCAP) . . . . .	15	Shadows Of The Night (Inner Sentum — BMI) . . . . .	20	Shakin' (Grajonca — BMI/Eilzebeth Myers — ASCAP) . . . . .	64	Shock The Monkey (Petar Gabriel Ltd. — ASCAP) . . . . .	59	So Much In Love (ABKCO — BMI) . . . . .	85	Somebody's Baby (Jackson Browne/Kortchmer — ASCAP) . . . . .	51	Southern Cross (Kanwon/CatPetch — BMI/Gold Hill — ASCAP) . . . . .	18	Space Age Love Song (Zomba Ent. — BMI) . . . . .	77	State Of Independence (WB — ASCAP/Spharic B.V. Buma/Toughnot Ltd. — PRS) . . . . .	63	Steppin' Out (Ablon — ASCAP) . . . . .	7	The Girl Is Mine (Mijec — BMI) . . . . .	9	The Look Of Love (Virgin/Chappell — ASCAP) . . . . .	17	The One You (Rad Cloud/Night Rival — ASCAP) . . . . .	24	The Only Way Out (WB — ASCAP) . . . . .	100	The Other Guy (Screen Gems — EMI/BMI) . . . . .	52	Theme From Dynasty (SVO — ASCAP) . . . . .	82	Tough World Bema — ASCAP) . . . . .	93	Truly (Brockman — BMI) . . . . .	2	Twilight Zone (Fever — ASCAP) . . . . .	88	Two Less Lonely (Uknaft/Big Parade — BMI) . . . . .	67	Up Where We (Famous — ASCAP/Ensign — BMI) . . . . .	3	Used To Be (Stone Diamond — BMI) . . . . .	53	Valarie (Island/Blue Sky Rider — BMI) . . . . .	76	Wake Up My Love (Gange BV — BMI) . . . . .	73	What About Me (Australien Tumbleweed — BMI) . . . . .	37	Whatcha Gonna Do (ATV Of Canede/Soma Sung Songs/18 Karat Gold/P.R.O. — BMI) . . . . .	42	Who Can It Be (April Music Pty. — BMI) . . . . .	6	You And I (Four Way — ASCAP) . . . . .	47	You Can Do (April/Russell Bailerd Ltd. — ASCAP) . . . . .	31	You Can't Hurry Love (Stone Agate — BMI) . . . . .	35	You Don't Want (Tonemen/Wood Straet — ASCAP) . . . . .	25	You Got Lucky (Gona Getor/Wild Gator — ASCAP) . . . . .	45	You've Got Another (Blackwood/G. Tipton/R. Halford/K.K. Downing — BMI) . . . . .	81
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= Exceptionally heavy radio activity this week = Exceptionally heavy sales activity this week

## ITA Meet Focuses On New Computer, Delivery Systems

by Jim Bessman

NEW YORK — The effect of the rapid proliferation of both personal computers and video programming delivery systems on the video industry was explored in depth at last week's International Tape/Disc Association (ITA) "Update-'82" seminar, held at the New York Sheraton Hotel.

Reports presented at the seminar indicated that the video and computer games industries would change drastically as relatively inexpensive computer hardware increased in sophistication and sales of video games consoles leveled off. Experts also suggested that new methods of distribution for computer games and other electronic software would form with increased market penetration of hardware and the achievement of compatibility between varying hardware and software formats. As for the advent of new home video delivery systems, manufacturers of both

home video hardware and software appeared ready and willing to adapt to new challenges.

The seminar was an adjunct to the ITA annual membership meeting. Attendance was restricted to 140 personnel from ITA member companies as part of an experiment linking the two functions.

In the past, the membership meeting was part of an extensive two-day home video seminar. Now, however, ITA holds the home video seminar in Europe in October, so this year's New York meeting tested the feasibility of holding a members-only informational seminar in conjunction with the annual membership meeting. After the seminar, ITA's executive vice president Henry Brief said that based on the positive response which he received from the members, the combined format would likely be repeated next year.

The update seminar covered two topics and followed the half-hour membership meeting, which was closed to the press. The morning session was entitled "Personal Computers: A New Wave of Electronic Entertainment/New Opportunities for the Video Industry." It was the first ITA

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## Sales, Coupons, Mailers Help Boost Pre-Christmas Traffic

by Jim Bessman

NEW YORK — With Christmas just five weeks away, many record retailers are preparing special sales and coupon promotions to aggressively exploit the gift-giving season. Some merchandisers contacted by **Cash Box** are trying different sales ideas and themes than those of past years, while others are tying-in Christmas promotions with simultaneous store openings and still others have moved up their Christmas programs to closely follow Thanksgiving, the traditional start of the Christmas sales season.

In Phoenix, Circles is taking out full-page ads in both the *Phoenix Republic* and *Gazette* dailies the day after Thanksgiving. The Los Angeles-based Licorice Pizza chain is also kicking off its holiday season immediately following Thanksgiving.

"We're beginning promotion for Christmas right after Thanksgiving to expose people to Licorice Pizza early

enough," said vice president of marketing Lee Cohen, who went on to describe the chain-wide "Super Sale" set for the weekend of Nov. 27-28 when every LP and cassette will be at least \$1 off. "We have never started the holiday season off with a price promotion," he continued, noting that "Super Sale" promotions are traditionally held in the spring and summer. "We felt that there is a lot of good music out for the holiday, and we wanted to make a big splash before Dec. 23 and 24, when our customers usually do their shopping. This way they can stock up early."

In addition, Licorice Pizza's annual "Pizza Saver" discount card promotion will commence right after Thanksgiving, but with a heavier emphasis this year. The giveaway cards have offered \$1 off on each of six LP/cassette sales, but this year the discount-eligible product has expanded to include any item \$4.99 or more. They will be given out from Thanksgiving through the end of the year, and are then good for the first three months of 1983. Cohen said that this year more cards were printed up and that they would be pushed more aggressively, since items like coupons and rebate offers were "more meaningful" to people this year.

### Important Tool

"The cards are an important customer service tool," continued Cohen. He said that employees would be directed to hand out the cards personally to customers, and that those buying gifts would get two cards — one each for giver and recipient.

Both the Waxie Maxie and Record Bar chains are also using customer service tools in the form of "Gift Guides" this year. As it did last year, Waxie Maxie is sending out a foldout listing containing approximately 140 album titles grouped by category and including capsule descriptions and reviews and recommendations for specific gift targets like moms, dads and

(continued on page 22)



**ATV CONFAB** — New uniform company philosophy was formulated recently at the ATV Music mini-convention in Los Angeles, where topics such as licensing of video and development of a policy on cable and satellite transmissions were explored. ATV Music Group executive president Sam Trust said the conference was arranged to discuss direction following changes occurring in the parent company (ACC) during the past year. Also discussed during the gathering were plans for expansion in Germany, Scandinavia, Italy and possibly Spain, and new executive appointments.



Pictured in the **first photo** at ATV's cocktail reception are (l-r): Tim Davies, Tony Colton and Sally Perryman, ATV writers; Jerry Teifer, vice president of operations; and Peter Cornish, managing director U.K. Shown in the **second photo** at the ATV luncheon conference on copyright law are (l-r): Richard Laws, director of copyright and licensing; Steve Love, vice president of creative operations; Trust; Owen Sloane, general counsel at Garey, Mason & Sloane; Cornish; and Julian Appleson, financial comptroller. The meeting was held at the Universal Sheraton hotel.

## Dealers Augment Label Ad Dollars With In-House Funds

by Michael Martinez

LOS ANGELES — Identifying the right media to use, tailoring the campaigns to suit the individual characteristics of their specific markets, backing the rationales for the campaigns with a greater and more sophisticated use of market research and submitting the entire package well in advance has long been the route most retailers used to obtain co-op advertising funds from the labels for the critical Christmas season. However, according to a **Cash Box** survey, the soft sales climate, continued uncertainty over the general economy and label advertising budget cutbacks have combined to throw a monkey wrench into the works this year.

Citing the soft sales of the first three quarters of the year, many labels have cut back their co-op advertising support for retail, preferring instead to pursue specific campaigns aimed at particular markets or acts. Thus, instead of the blanket co-op support of more prosperous times, many labels have been waiting until the last possible moment before deciding where and to what degree they allocate the limited co-op funds available.

However, for retailers, many of whom submitted plans for Christmas sales season programs as far back as August, the more cautious approach of the labels has begun to cause some concern. With the Christmas sales season fast approaching

(it traditionally begins the day after Thanksgiving), many retailers have still not been notified if their plans have been accepted by the labels, and many have had to seriously consider the possibility that they might have to support their programs out-of-pocket.

"Not all the dollars for our proposals are in yet, which is a bad sign," said Joe Andrulis, vice president/general manager of Miami-based Spec's Music. "With some companies closing their branches here and others changing their branch personnel, there is an uncertainty over what we will actually receive."

### Hedge Against Cutbacks

Andrulis, like other dealers contacted, said that as a hedge against cutbacks in label co-op ad expenditures, Spec's had "already contracted for time on radio and space in some publications to get prime time and good placement . . . (and) we hope we can support these arrangements with the labels' help." However, he added, Spec's will support these commitments with its own resources, if necessary.

Most labels contacted by **Cash Box** said that the fourth quarter programs developed and in effect for current hot product, superstar releases and cassettes already approached the scope of promotions proposed by many retailers throughout the country.

The manufacturers added that retailers

should recognize that the flow of advertising dollars diminish to a degree due to sagging sales. "You don't give accounts a lot of dollars during the years that sales are soft," explained Vic Faraci, executive vice president of marketing at Elektra/Asylum Records.

All manufacturers contacted, though, said that many ongoing ad programs would continue during the fourth quarter, allowing dealers to build holiday promotions around these existing resources.

In describing his company's fall program, Faraci said that many promotions on E/A and associated label product have been run on a regional basis, such as promotions involving Pieces Of A Dream and Don Henley. He noted that Pieces Of A Dream has been the subject of an extensive campaign with the company's major East Coast accounts. Special radio and print ads and in-store promotions have formed the bulk of the support.

For Henley, Faraci detailed a specific campaign run in Boston with radio station WBCN, the Boston *Phoenix* and the six-store Lechmere Sales chain. Keying on the title of Henley's current album, "Dirty Laundry," E/A and the retail chain waged a "Dirty Laundry Got You Down?" contest where the first prize was \$1,004 in dry cleaning credit to clean the winning filthy garb, while the second prize winner was invited to "throw away those dirty clothes" and take a \$400 gift certificate to a Good Times Fashion store in Boston.

Faraci said that other E/A programs have centered on radio and in-store merchandising. Pegging an Eddie Rabbitt

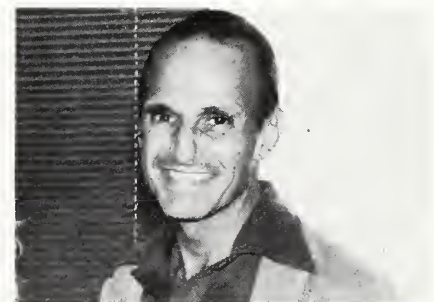
(continued on page 12)

## Fleischman Will Direct Audio/Video Sales At Cash Box

LOS ANGELES — **Cash Box** president and publisher George Albert has announced the appointment of Joe Fleischman as Director of Marketing-Audio/Video. In his new position, Fleischman will oversee sales and marketing for the home video and pro audio industries.

Fleischman comes to **Cash Box** with over 10 years experience in advertising and marketing, specializing in audio and video. Prior to joining **Cash Box**, he was an account executive at *Billboard*.

Commenting on the appointment, Albert stated, "We are fortunate to have someone with Joe's background and experience to direct our marketing efforts in these two important areas. His appointment underscores our commitment to expanding our coverage of the home video and pro audio industries."



Joe Fleischman

## BUSINESS NOTES

## WEA To Lower Catalog List To \$6.98

LOS ANGELES — In a move designed to counter what WEA Distributing Corp. president Henry Droz described as "price sensitivity" and "price resistance" on the part of consumers, the suggested list price of approximately 1,100 frontline catalog LPs and cassettes from the Warner Communications, Inc. (WCI) labels will be reduced to \$6.98 from \$8.98, effective Jan. 3, 1983.

In addition, approximately 80 multi-record frontline catalog titles will be reduced in price from \$1-\$4 each, and the Light Records catalog of approximately 30 titles will go to \$6.98 from \$7.98. The only price increase announced will involve approximately 200 \$5.98 midline titles that will go to \$6.98.

With this move, "approximately 90%" of the WCI labels' frontline catalog (not counting multi-record sets) will bear a suggested list price of \$6.98, according to Droz.

The price reductions will encompass product from Atlantic, Elektra/Asylum/Nonesuch, Geffen and Warner Bros., as well as all other affiliated labels.

In addition, Droz also announced that concurrent with the price reduction, the "base customer cost" would be increased one cent, the open tape merchandising program would be discontinued and the WCI returns policy would be modified to change the break-even point for wholesalers from 22% to 20% and for retailers from 18% to 16%.

Addressing the increase in the base customer cost, Droz said, "The one cent increase is just a token to let our customers know that our costs increase too. Our costs, in fact, have gone up much more than this one cent, but we're not going to pass them on to our customers."

richard imamura

## WB, Par, MCA Join The Movie Channel

LOS ANGELES — Warner Bros., Paramount Pictures Corp. and MCA Inc. agreed in principle Nov. 11 to become partners in The Movie Channel, the nation's third largest pay television service. American Express, which has had an interest in The Movie Channel through Warner Amex Satellite Entertainment Corp. (WASEC), will maintain part ownership, but exactly what percentage was not revealed.

WASEC, the joint venture between Warner Communications and American Express, and the three studios attempted to join as partners in The Movie Channel late last summer. However, negotiations in the deal, which would've given each a 25% share in the service for \$25 million, fell apart.

Although American Express is directly involved in the new arrangement, Warner Communications is not. Its subsidiary Warner Bros. is a full partner.

The movie companies emphasized that exclusivity, a factor which contributed to the downfall of the proposed Premiere pay-TV more than a year and a half ago, would not be part of the new set-up. Paramount and MCA were two of the studios, along with 20th Century-Fox and Columbia, involved with Getty Oil in the ill-fated Premiere, which was blocked on antitrust grounds.

According to the studios, they will continue to deal with competing networks, such as the top-ranked HBO and number two Showtime. (HBO brought the charges against Premiere when it was announced that the service planned to institute a nine month window on programming from the studios involved.)

HBO currently claims some 11 million subscribers, while Showtime says that it has about 3.5 million.

The executive operating structure of WASEC is expected to remain the same, with John Schneider continuing as president and chief executive officer and John Lack as executive vice president. Among the other services that WASEC operates are Nickelodeon, the Young People's Channel and MTV: Music Television.

## Memorex Changes Name To Memtek

LOS ANGELES — Memorex Consumer Products, producer and marketer of Memorex blank audio and video tapes, has changed its company name to Memtek Products.

The name change, which applies to all its worldwide operations, coincides with the recently completed acquisition of the Memorex Consumer Products business by Tandy Corp. of Ft. Worth, Tex.

As a new division of Tandy, Memtek Products will operate independent of other Tandy activities, will continue to manufacture and sell Memorex brand audio and video tapes from its current Santa Clara, Calif. facilities and will also retain some executives of the company.

"We are already beginning an aggressive expansion of our highly successful, quality audio and video lines," said John Humphreys, who will continue to direct Memorex audio and video tape operations as vice president/general manager of Memtek Products.

Also continuing in their respective positions at Memtek Products are Jack Battaglia, national sales manager; Alan Davis, audio products marketing manager; and Joe Petite, video products manager.

Humphreys said, "In the next few months we are introducing four new VHS and Beta video cassettes, two new lines of audio cassettes, and a full line of microcassettes," adding that there are plans to expand into other consumer electronics products.

## American Music Awards Sets Anniversary Show

LOS ANGELES — The tenth anniversary of the American Music Awards will be televised "live" during prime time, Monday, Jan. 17, from the Shrine Auditorium here. The Dick Clark Teleshows, Inc. production will also feature a look at the 10-year history of the American Music Awards via film clips from previous shows.

Nominees for awards in three categories — Including pop/rock, country and soul — will be announced in December. Five awards will be given in each category, including favorite male and female vocalist, favorite group and favorite album and single.

A cross-section of the American record-buying public, polled via ballot by the Herbert Altman Communications Research firm, will determine winners of the awards. Nominees for the awards are selected from the year-end charts of major music industry trade publications. Results of the vote, tabulated by the Peat, Marwick & Mitchell accounting firm, are kept secret until presentation of the awards.

Additionally, a member of the musical community will receive a special Award of Merit for outstanding contributions, over an extended period, to the musical entertainment of the American public.

Producing the two-hour special for the seventh time is Al Schwartz; the director will be Jeff Margolis. Dick Clark will serve as executive producer.

## Retailers Respond Enthusiastically To Supertramp Tape

by Jeffrey Ressler

LOS ANGELES — Retail chains carrying the audiophile quality prerecorded cassette of Supertramp's new LP, "Famous Last Words," which was released by A&M Records on Oct. 26 carrying the standard list price of \$8.98, have high hopes for the holiday season. According to a sampling of major music webs around the country, the chromium dioxide (CrO2) tape has already been featured in some special promotions and sales and will undoubtedly be highlighted by stores over the Christmas season. Although a majority of the chains surveyed claim the Supertramp LP (pressed on superior-quality Keyser 600 material) has outsold the tape to date, several buyers expect brisk action on the cassette to be imminent.

At Durham, N.C.-based Record Bar, director of purchasing Steve Bennett reports a "very favorable" reaction to the Supertramp CrO2 tape. The tape is being featured in radio advertising as part of a month-long cassette sale, and will also be spotlighted in Record Bar's Christmas gift guide, which is slated to be in-store and direct-mailed by Thanksgiving. Although the tape is being sold by the outlet for \$8.69 as its standard shelf price, special ads will enable the consumer to purchase the cassette for \$6.99-\$7.49 during the tape sales on Nov. 18-24 and Dec. 2-4.

"We bought equal amounts of the tape and LP right out of the box, which is not standard practice," says Bennett. "So far the LP is outselling the tape around 2-to-1, but it's not unusual for tape sales to kick in later on, after the first few weeks that the product's been in the stores."

'Good Bargain'

Minneapolis, Minn.'s Musicland Group will have a series of print Christmas ads, which begin running Nov. 28, to promote the cassette, specifically pointing out the audiophile quality. According to national LP and tape buyer Jim Haldeman, the cassette isn't selling as well as the record just yet, but he stresses this is the "normal trend for new product on out of the box sales for the first three-to-four weeks of release. "So far, the tape has been selling very well for us," Haldeman remarks. "It's an extremely good bargain for the consumer. I certainly think that better quality control helps the entire industry as long as it doesn't raise costs for customers, which the Supertramp cassette doesn't. The quality of the tape speaks for itself, and I see nothing but positives for it."

Vice president of purchasing for the Cameiot Music chain, Joe Bressi, anticipates "more than normal sales" on the cassette, claiming, "It's something new,

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## Canadian Report Advances Blank Tape Voucher Plan

by Kirk LaPointe

OTTAWA — A long-awaited federal arts inquiry report recommends the creation of a blank tape levy and voucher system to combat the effects of home taping on record companies and also urges stronger government support for the recording industry and artists through tax incentives and direct funding.

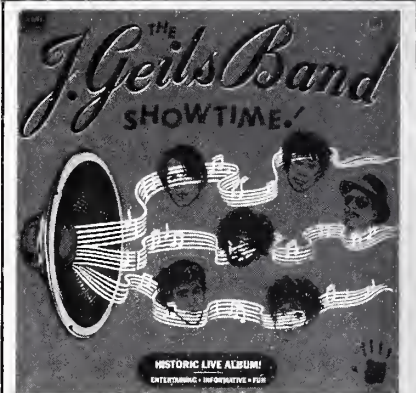
The two-year Applebaum-Hebert Federal Cultural Policy Review Committee concluded that the recording business has been badly overlooked by government, even though it makes a profound cultural contribution. The committee called for a government assistance to independent

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## REVIEWS

## ALBUMS

## OUT OF THE BOX



SHOWTIME — The J. Gells Band — EMI America SO-17087 — Producer: Seth Justman — List: 8.98 — Bar Coded

Recorded at the Pine Knob Music Theater in Detroit, Mich., late this summer, the rowdy Beantown rockers get down cut after cut with their devastating brand of white R&B. Though it has had other memorable live records before (notably the excellent two-record "Blow Your Face Out" set), this LP catches the group at full-throttle following the success of last year's "Freeze Frame." Cynical romantic tomes like "Love Stinks" and "Centerfold" show the band strutting its recent stuff, while a scorching cover of "Land Of A Thousand Dances" climaxes this slickly produced concert package.

## FEATURE PICKS

## POP

GREATEST HITS — Little River Band — Capitol ST-12247 — Producers: John Boylan, Little River Band and others — List: 8.98 — Bar Coded

This is a unique "best of" package in that it serves to close the door of one era of this most popular Australian band's career while ushering in another. Glenn Shorrock, the "voice" of LRB for so many years, has departed for a solo flight, while the "new" lineup with lead singer John Farnham is represented here by the currently rising Top 40 tune "The Other Guy" and "Down On The Border." Fans of LRB can reminisce over "Reminiscing," "Lady," "Help Is On The Way," "Lonesome Loser," "Happy Anniversary," "Night Owls" and the more recent hits, "Man On Your Mind" and "Take It Easy On Me."

LIVING MY LIFE — Grace Jones — Island/Atlantic 90018-1 — Producers: Chris Blackwell and Alex Sadkin — List: 8.98 — Bar Coded

Grace Jones entered the recording industry as one of the disco era's most enigmatic iconoclasts, and over the years has firmly established herself as more than just a weird singer of dance floor hits, branching out into diverse musical areas such as salsa, funk, reggae and art-rock. Recorded at Nassau's Compass Point Studios with the cream of the Caribbean's session musicians, including Sly Dunbar, Robbie Shakespeare, Mikey Chung and Sticky Thompson, this LP boasts some of Jones' most accessible material to date.

THE KIDS FROM FAME SONGS — Original Television Soundtrack — RCA AFL1-4525 — Producer: Mel Swope — List: 8.98 — Bar Coded

The second album taken from the NBC-TV series about a school for artistically talented teenagers in New York City has

(continued on page 8)

MIDEM '83

# THEIR POINT IN COMMON IS THEIR DESIRE TO SUCCEED IN BUSINESS

- A.D.I.S.O. (CANADA)  
A.P.R.S. (UNITED KINGDOM)  
A.S.C.A.P. (USA)  
ALLO MUSIC (FRANCE)  
ALSHIRE INTERNATIONAL (USA)  
AMBASSADE D'AUSTRALIE (FRANCE)  
AMBASSADE DE L'URSS (FRANCE)  
AMBASSADE DE TCHECOSLOVAQUIE (FRANCE)  
AMBASSADE DU CANADA (FRANCE)  
APRIL MUSIC LIMITED (UNITED KINGDOM)  
APYMEF (SPAIN)  
ARCADE RECORDS INTERNATIONAL (UNITED KINGDOM)  
ARENA INT'L MERCHANDISING SERVICES (UNITED KINGDOM)  
ARIOJA BENEJIX BV (NETHERLANDS)  
ARIOJA EURODISC GmbH (GERMAN FEDERAL REPUBLIC)  
ARIOJA INTERNATIONAL (GERMAN FEDERAL REPUBLIC)  
ARIOJA/ARISTA RECORDS LTD (UNITED KINGDOM)  
ARISTA RECORDS INC. (USA)  
ARISTON Srl (ITALY)  
ARPEGE (GALLIPE) (FRANCE)  
ART MUSIC FRANCE (FRANCE)  
ARTIA FOREIGN TRADE CORPORATION (CZECHOSLOVAKIA)  
ARTS INTERNATIONAL LTD (UNITED KINGDOM)  
ATLAS RECORDS & MUSIC (ITALY)  
AUDIO INTERNATIONAL PRODUCTIONS (USA)  
AUDIOFIDELITY ENTERPRISES INC. (USA)  
AUTOBAHN MUSIKVERLAG (GERMAN FEDERAL REPUBLIC)  
AUVIOIS (FRANCE)  
AVATAR RECORDS LTD (UNITED KINGDOM)  
CASY RECORDS Srl (ITALY)  
BBC RECORDS/BBC ENTERPRISES LTD (UNITED KINGDOM)  
BELFERN MUSIC LTD (UNITED KINGDOM)  
BELSIZE MUSIC LTD (UNITED KINGDOM)  
BENSON & ELLIS (USA)  
BERKLEY AIR SERVICES CORP. (USA)  
BERWIN LEIGHTON (UNITED KINGDOM)  
BIG "R" RECORDS (EUROPE) (UNITED KINGDOM)  
BIXIO CEMSA SPA/CINEVOX RECORDS SPA (ITALY)  
BROADCAST MUSIC INC. (USA)  
BRUCE WELCH MUSIC & PRODUCTIONS LTD (UNITED KINGDOM)  
BUG MUSIC GROUP (USA)  
C.I.R.P.A. (CANADA)  
C.R.I.A. (CANADA)  
C&M s.p.a. (ITALY)  
CANADIAN BROADCASTING CORP. MERCHANDISING (CANADA)  
CARLIN MUSIC CORPORATION (UNITED KINGDOM)  
CARDLINE EXPORTS LTD (UNITED KINGDOM)  
CARRERE (NETHERLANDS)  
CARRERE (USA)  
CARRERE (UK) (UNITED KINGDOM)  
CARRERE BELGIOUE (BELGIOUE)  
CARRERE DISQUES (FRANCE)  
CARRERE GERMAN (GERMAN FEDERAL REPUBLIC)  
CBS DISQUES (FRANCE)  
CBS RECORDS (UNITED KINGDOM)  
CBS RECORDS SPECIAL PRODUCTS (USA)  
CGD MESSAGERIE MUSICALI SPA (ITALY)  
CHAPPELL & CO. HOLLAND BV (NETHERLANDS)  
CHAPPELL & COMPANY GmbH (GERMAN FEDERAL REPUBLIC)  
CHAPPELL MUSIC LTD (UNITED KINGDOM)  
CHAPPELL PTY LTD (AUSTRALIA)  
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CHERRY RED RECORDS LTD (UNITED KINGDOM)  
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The list as at 15 October 1982

The statistics established from the 300 companies who first registered for the MIDEM '83, show an average increase of 36 % in the exhibition surface area that each participant has reserved.

Young and modern, the Record industry should remain optimistic and adopt aggressive marketing techniques. So, for your own sake, don't wait for too long joining them at the MIDEM '83.

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## REVIEWS

(continued from page 6)

already become a #1 charted LP over in the United Kingdom and should pull in a healthy domestic business here, particularly at the racks. Session players such as guitarist Jeff "Skunk" Baxter, keyboardist Robbie Buchanan, bassman Neil Stubenhaus and saxman Ernie Watts help this assignment garner top grades as far as instrumentation goes, while Gene Anthony Ray passes with his vocals on the lively urban pop number, "Mannequin." Colorful cover and gatefold graphics make the package visually appealing.

**BLACK CONTEMPORARY**

**DON'T PLAY WITH FIRE** — Peabo Bryson — Capitol ST-12241 — Producer: Peabo Bryson — List: 8.98 — Bar Coded

"My songs involve emotional music," Peabo Bryson once said. "What I intend with my music is to put some of the romance and emotion back into people's thoughts." Well, Bryson's accomplished his goals and much more with this LP of romantic ballads and mid-tempo torch tunes. Whether performing bouncy, finger-poppin' numbers like "Go For It" or mellowing into a sentimental mood on selections such as "Let Me Be The One You Need," Peabo proves he is love.

**SOLAR'S GREATEST HITS** — Various Artists — Solar/RCA BXL1-4390 — Producers: Dick Griffey and others — List: 8.98 — Bar Coded

While Solar's "best of" collection spotlights some of the "Sounds Of Los Angeles Records" label's fine B/C tracks, it also features a host of crossover successes, such as The Whispers' "And The Beat Goes On" and "Lady" and Shalamar's "The Second Time Around." Dance, funk, soul and R&B are all represented in this nine-song set, which also includes offerings from Carrie Lucas, Lakeside and Dynasty. Not a piece of filler on this to-the-point retrospective of Solar's brief, five-year history with RCA.

**COMPUTER GAMES** — George Clinton — Capitol ST-12246 — Producer: George Clinton and others — List: 8.98 — Bar Coded

With his mondo bizzaro arrangements, outrageous vocal extrapolations and juicy lyrical jibes, George Clinton is certainly unique in the world of Funk, and on his latest platter, he gets down on "Computer Games," asking listeners, "Can I invade your space?" B/C and some alternative outlets will groove on Clinton's wild electronic visions, especially on "Pot Sharing Tots" and the title cut. Cartoonish cover art, complete with puns about integrated circuitry and other electro-jargon, is a certain eye-catcher.

**GOSPEL**

**25 SONGS OF CHRISTMAS FROM SPARROW** — Various Artists — Birdwing/Sparrow BWP 2042 — Producer: None Listed — List: \$0.00

Some of the biggest names in gospel music — including Barry McGuire, 2nd Chapter of Acts, Wendy & Mary, Phil Keaggy and John Michael Talbot & Terry Talbot — contribute yuletide carols to this seasonally priced, two-record set from Sparrow's Birdwing division. A perfect gift for those who understand and cherish the true meaning of Christmas, the package includes a cornucopia of traditional songs like "God Rest Ye Merry Gentlemen," "Silent Night" and "O Come All Ye Faithful."

**TOGETHER** — Various Artists — Elektra/Light 60212-1C — Producer: None Listed — List: 8.98 — Bar Coded

All of the illustrious gospel performers who appear here — Andrae Crouch, B.J. Thomas, Walter Hawkins and Barbara Mandrell, among others — have donated their talents to this LP, with its profits to be channeled to World Vision, the world's

largest Christian missionary/relief organization. Although every track here has been previously released on the individual artists' own albums, the package gives listeners a good cross-section of contemporary Christian works that are both musically proficient and spiritually satisfying.

**NEW AND DEVELOPING**

**I COULD RULE THE WORLD IF I COULD ONLY GET THE PARTS** — Waitresses — Ze/Polydor PX-1-507 — Producers: Mike Frondelli and Chris Butler — List: 8.98



To fill the gap until the release of its second full-fledged studio LP, the Waitresses delivered this specially priced mini-album, which features frenetic new pop instrumentation and the smart-alecky yapping of lead vocalist Patty Donahue. Because the mini-disc is such a hodgepodge of songs — including a previously released Ze rap single called "Christmas Wrapping," a live version of the title track recorded earlier this year and the theme song to the television series *Square Pegs* — the recording doesn't have the unity of the band's first album, which creatively delved into the 1980s woman's psyche. Still, fans of the group will find this package hard to resist.

**SINGLES****OUT OF THE BOX**

**THE STEVE MILLER BAND** (Capitol 5194)

**Give It Up** (3:35) (Sailor Music — ASCAP) (S. Miller) (Producers: S. Miller, G. Mallaber)

The a cappella opening is just half the fun of the third single from the "Abracadabra" LP, as the Steve Miller Band takes the listener on a musical carousel ride, tossing in Four Seasons-like vocal moves and other pop tidbits. Calliope-like keyboards keep things moving.

**FEATURE PICKS****POP**

**BILLY JOEL** (Columbia 38-03413)  
**Allentown** (3:50) (Joel Songs — BMI) (B. Joel) (Producer: P. Ramone)

The "Nylon Curtain" opens this time upon the depressed factory town of Allentown, Pa., with out-of-work iron workers standing on the unemployment line while the general citizenry waits for things to get better. The melody is a great deal more up-

**NEW FACES TO WATCH****Janet Jackson**

Janet Jackson, the latest and youngest member of the talented Jackson family to launch a career in music, is quickly making up for lost time. The debut single from Janet, "Young Love," is currently bulleting up the **Cash Box** Black Contemporary Singles chart at #11. And although the 16-year-old's self-titled debut LP, currently #14 bullet on the **Cash Box** B/C Albums chart, represents her first foray into a recording career, Janet is actually a veteran performer, having first entered the entertainment world at age seven as part of the Jackson family revue in Las Vegas at the MGM Grand Hotel.

By age 10, she was selected to play Penny Gordon on the popular television situation comedy *Good Times* and is now a frequent member of the cast on the *Different Strokes* sitcom. In this sense she is not a new face. But while she has grown as a dramatic and comedic talent, new horizons are emerging in the form of a music career.

Her television career has served as a conduit by which the public first learned that this Jackson could sing. She performed the song "Magic Is Working" on *Different Strokes* last year. But it was the Jackson patriarch, Joe Jackson, who decided that now was the time for her to

put the talent on vinyl.

"My father felt it was time," says Janet. "I never really thought I would be coming out with my own album this soon. I was really into acting and really didn't know if I was ready or not for a singing career."

Though she says she never really prepared for this new facet of her career, Janet admits that she has been writing songs and doodling at the piano steadfastly in the late hours of the night around the Jackson home in Encino, Calif. After hearing a demo tape she did with sister LaToya (who has two LPs on the racks), her father knew conclusively it was time for her to ply her skills professionally.

The senior Jackson went to a Los Angeles studio and emerged with a demo tape featuring Janet. The tape was first offered to A&M Records, which quickly responded.

But Janet balked at making her recording debut a family affair. Absent from the LP are brothers Michael, Jermaine, Tito, Jackie and the rest. Instead, two sets of producers were employed to extract and capture the music identity of this young talent.

With sounds ranging from smoothly tailored bubble-gum R&B/pop to jagged, high-energy rock and funk, Foster Sylvers and Jerry Weaver produced one side of the eight-song LP while the recording duo of Rene and Angela controlled the knobs on the other.

"I was very lucky to have the producers and players I did," she says, "or it would have been much harder recording this album. Having acted on TV also made the studio easier."

Janet will continue her acting career as a recurring character on *Different Strokes*, but will also go on writing songs for future recordings. Juggling such an active and demanding work and school schedule does not bother her, though. "People think you miss out on a lot of things, but I don't feel I have," says Janet, adding, "I love what I'm doing, what my family is doing."

beat than the lyrics would indicate, but the message comes through nonetheless. A bold pop statement.

**THE BEATLES** (Capitol 5189)  
**Love Me Do** (2:19) (Beechwood Music Corp. — BMI) (J. Lennon, P. McCartney) (Producer: G. Martin)

The real thing. This, for all the non-Beatlephiles, is the very first single ever released by the Fab Four, 20 years ago, and Capitol has reissued it on the company's original yellow and orange swirl label and packaged it in a picture sleeve depicting the lads in their teddy boy outfits (Ringo even has a D.A.!).

**UTOPIA** (Network 7-69859)  
**Feet Don't Fall Me Now** (3:06) (Void Music, Inc./Fiction Music, Inc. — BMI/Avoid Music, Inc./Fourth Floor Music, Inc. — ASCAP) (Utopia, D. Howard) (Producers: T. Rundgren, Utopia)

This could've been an outtake from "Deface The Music," Utopia's playful homage to The Beatles. The references will surely drive a fan of the Fab Four crazy, such as the handclaps from "I Want To Hold Your Hand." Unabashedly pure pop fun.

**JUICE NEWTON** (Capitol 9864)  
**Heart Of The Night** (3:50) (Warner-Tamerlane Publishing Corp./Flying Dutchman Music/Sweet Harmony Music, Inc. — BMI/ASCAP) (M. Clark, J. Bettis) (Producer: R. Landis)

A graceful folk pop intro brings the listener into a still darkness, but soon we're rushing headlong into the "Heart Of The Night" in the brisk mid-tempo pop/rock chorus. Already on the pop charts, it should easily hit the Top 40.

**REO SPEEDWAGON** (Epic 34-03400)  
**The Key** (3:26) (Fate Music — ASCAP) (K. Cronin) (Producers: K. Cronin, G. Richrath, K. Beamish, A. Gratzner)

REO gets into more "Good Trouble" here with a tune that alternates between sparkling piano verse and a thumping pop/rock chorus where the group flies. For both pop and AOR.

**GLENN FREY** (Asylum 7-69857)  
**All Those Lies** (4:42) (Red Cloud Music — ASCAP) (G. Frey) (Producers: G. Frey, A. Blazek, J.E. Norman)

Frey and Bob Seger's "That Girl" is technically the "A" side, but radio is also on this hushed, moody tune about all those lies that are "coming back to haunt me." It builds in intensity with the chorus, while throughout the rest of the song it smolders with a bluesy Hammond organ.

**GOLDEN EARRING** (21/PolyGram T1 103)  
**Twilight Zone** (4:44) (Fever Music, Inc. — ASCAP) (G. Kooymans) (Producer: S. Schellekens)

The journeyman Dutch rock band hasn't made much noise here since "Radar Love" off "Moontan," although it has put out a number of LPs, most recently on MCA. Now, on 21 Records, the band may be staging a bit of a comeback with this thumping rocker complete with gunslinging guitar.

**THE CHIPMUNKS** (RCA JH-13374)  
**E.T. & Me** (3:11) (Karman Ross Music — BMI) (R. Bagdassarian, J. Karman, J. Silverman) (Producers: J. Karman, R. Bagdassarian)

Alvin "communicates" with E.T., asking the extra-terrestrial "come visit me... just follow the Reese's Pieces to my house." A cute sing-song type of children's tune that could easily cash in on the E.T. craze.

**LITTLE RIVER BAND** (Capitol 5185)  
**The Other Guy** (2:49) (Screen Gems/EMI Music Inc. — BMI) (G. Goble) (Producers: E. Rose, Little River Band)

The inevitable "new material" on the "Little River Band's Greatest Hits" package is an unusually breezy pop plea from an estranged husband to his wife to "try again." It's lead singer John Farnham's debut, with the rest of LRB contributing harmonies on the chorus.

**BLACK CONTEMPORARY**  
**EVELYN KING** (RCA JB-13398)  
**Betcha She Don't Love You** (3:59) (Music Corp. of America, Inc./Kashif Music —

(continued on page 10)



## ITA Meet Focuses On New Computer, Delivery Systems

(continued from page 5)

discussion devoted to personal computers. The second topic, "New Delivery Systems . . . Threat or Opportunities," addressed the impact of cable, pay cable, pay-per-view and subscription TV, and direct broadcast satellite on sales of VCRs, blank and prerecorded tape, videodiscs, and duplication.

After welcoming remarks from Sam Burger, senior vice president, manufacturing operations, CBS Records, and ITA chairman of the board; Marty Polon, co-founder of *Computer Merchandising* and *Software Merchandising* magazines, thoroughly outlined the broad computer world of today and its immediate future. He said that the personal computer would function as a "control box" for numerous services affecting every area of home life. He added that all of the services required software in the form of blank and prerecorded magnetic media, the market for which has "nowhere to go but up." He concluded by estimating that by 1990, the total computer hardware and software market would total \$100 billion.

### Personal Computers

Following his remarks, Polon was joined by Bruce Apar, editor of *Video Magazine*, and Paul McGinnis, East Coast representative for *Software Merchandising*, for a panel discussion of personal computers, video games, and computer games. McGinnis began by noting that as of last July, there were 2.3 million microcomputers in the country, and that since then 500,000 units were being produced a month, with half going to the home. He said that the average home system contains 28 floppy discs, five of which were game programs.

Apar said that the future of electronic games was in computer games as opposed to video. He estimated that the 10-12 million video game consoles in use now would go to 15-20 million next year, but after that point sales would flatten considerably due to increased computer gaming capability. While a 25 million "installed base" of consoles would ensure video game viability, he expected that their function would "mutate" to instructional and how-to programs.

The panel then noted a major transition in distribution of computer and video games. Besides being available at almost any retail outlet imaginable, "video supermarkets" may emerge to carry every form of home programming. In addition, the European concept of one-stop video marketing at gas stations and supermarket

checkout counters may become practical in the U.S. if prices are low enough.

Future games were also discussed. McGinnis expects to see computer game diversification to include other media including booklets and game pieces. Such "multi-dimensional, multi-media computer games" would also include vocal interaction with the computer, a higher level of onscreen action and graphic resolution, and the ability to work out several solutions to "live action" games such as a "mystery disc" based on an Agatha Christie murder story.

Polon noted the problem of the incompatibility of machines and software, but felt that interface devices would become available as the technology progresses. Responding to a question regarding piracy, he said that there were enough protective devices available to prevent counterfeiting.

Isaac Asimov, the luncheon speaker, offered his own whimsical vision of future computer games with his description of "Reality," a game which sets up images and rules to approximate real life. Asimov listed several recent world crises that could have been prevented by playing "Reality" in advance. "This way we can try things out on the computer and use only what makes sense," he explained. "It can save us a lot of trouble."

The afternoon session was conducted by various manufacturers and marketers of VCRs, video discs, blank tape, prerecorded videocassettes, and duplicators. Tony Mirabelli, general manager, TV division of Quasar Co., outlined the current programming and delivery systems available and said that the explosion of new programming would make consumers even more selective, increasing demand for hardware. He depicted a VCR cycle where the continued decrease in VCR price leads to greater penetration and frees up discretionary income for additional cable services, thus leading to discretionary viewing habits and increased VCR use.

Thomas G. Kuhn, division vice president, RCA VideoDiscs, noted a "press turnaround" in favor of the discs and said that while delivery systems will "go head to head with each other in the next few years," the collectibility of discs would ensure their viability. As for the availability of disc fare on other home video media, Kuhn cited "radio as the key reason why people buy records" and said that cable, satellite, and other delivery of programming served as "electronic billboards for video disc product."

Kuhn further claimed that discs were an important hedge against programming piracy due to the prohibitive cost of disc duplication. He suggested that singling out a release of a new title on disc only could lead to tracing of any existing cassette product, which would be illegal.

(continued on page 13)

## Roy Clark Rodney Lay

LONE STAR CAFE, N.Y.C. — A full and festive house was on hand at the Lone Star for Roy Clark's fast-paced show, which was broadcast live on New York country music powerhouse WHN. Following host Lee Arnold's introduction, Rodney Lay & The Wild West, who back Clark up on record, road and *Hee Haw*, performed a brief set that included the group's recent recession smash, "I Wish I Had A Job To Shove." Then perky little Cindy Hurt, who like the rest of the show records for Churchill Records, hopped on stage for a sassy set of her recent charters.

The revue continued with "Blue Eyes Cryin' In The Rain" sung by double-neck guitar player Vernon Sandusky, who handed the vocal back to Lay for a warm rockabilly version of "Livin' In The U.S.A." Then it was Henley time with little Jimmy Henley, now all of 19 years old after six years' service as Clark's crack banjoist and comic foil, teaming with rhythm guitarist and dad James on a pair of Earl Scruggs instrumental breakdowns and then singing solo on a Ricky Skaggs song. Drummer Terrill Glaze took a song, then Sandusky went back a bit with "Alley Oop," which he cut with the Hollywood Argyles in 1960. Lay followed suit with a pair of classics by Jerry Lee Lewis, whom he once played bass behind. Femme backup trio Fancy closed the first part of the show with a rollicking "Queen Of Hearts."

When Clark and his country-swinging band came out after a short break, the tiny Lone Star stage crammed together three singers, two fiddlers, a drummer, piano player, pedal steel player and a formidable lineup of five guitarists. After a boldly picked instrumental version of "Ghost Riders In The Sky," Clark sang his latest single, "Here We Go Again," then challenged young Henley to a "Dueling Banjos" showdown after discovering that the boy didn't have a *Roy Clark Big Note Guitar Book*. After a first funny, then fierce volleying of increasingly complex riffs, the two wisely called it a draw.

Then Clark, who is almost humble to a fault, stretched out a "medley of my hit" to include four picks of plenty possible, capped by his signature "Yesterday When I Was Young," which rang the only melancholy note of the night. Clark then switched to 12-string for an instrumental version of "Somewhere My Love," in which his shimmering balalaika-like strumming was harmonically mirrored by Sandusky. Another switch to fiddle led to a ferocious three-fiddle "Orange Blossom Special." A final switch to 12-string acoustic brought a solo guitar finale from Clark, which combined classical, Spanish, and country playing styles.

There was a lot of hearty back-slapping of Clark by exuberant fans within reach as he was hustled out of the joint.

Jim Bessman

## Novo Combo

CANTRELL'S, NASHVILLE — It's disappointing that a group with as much talent as PolyGram recording act Novo Combo receives little if any airplay, because a group of such potential deserves to play to larger audiences than the one that turned out at Cantrell's on this occasion.

The band should be a highly palatable offering for American musical tastes, a veritable re-working of the Police, with improved melodies. While both bands provide

a white adaptation of the Rastafarian persuasion, the Police rely on material that is brooding and contemplative, restraining the energy inherent in the reggae beat. Backed by the solid bass work of Stephen Dees, who brings a jumpy nature both musically and physically to the band's persona, Novo Combo weaves melodies which are more spirited and infectious, especially on the single "Too Long Gone."

Vocalist Pete Hewlett adds snatches of R&B influences to the four-man combo, which also boasts former Santana drummer Michael Shrieve and blistering guitarist Carlos Rios. Mixing tunes from its self-titled debut album and the current "De-Animation Generation" LP, the band delivered a consistent set that, even after more than an hour of relentless playing, was too short. The highlight of the evening was "Citybound (E Train)," an interpretive piece that captured the essence of New York, echoing the isolation and frustration of the subway, while retaining the frenzied and often pointless hustle and bustle of the complex web of brick and concrete.

Novo Combo must have been the catalyst for that age-old adage, "Where have you been all my life," for its sound is both commercial and refreshing, one that has the potential to explode given the foresight of creative programmers and aggressive touring.

tom roland

## Public Image Ltd. ESG

PASADENA CIVIC CENTER — There was good cause for wariness in approaching Public Image Ltd.'s second show in the L.A. area Nov. 8. Reports of the preceding night indicated poor management of the promoter's part, with doors opening later than scheduled, contributing to a near-suffocating crush near the entrance. Pasadena police, who didn't like the looks of the punky assemblage, responded with a good macing (that'll serve those punks, many of whom had waited for hours!)

The problems didn't end there. Public Image didn't show up on stage until nearly 11:30 (the concert was scheduled to begin at 8:00), which gave plenty of time for restless fans to vent their hostilities, misdirecting them at each other. Several fights were reported between punks and the more straight-looking concert goers, with more than one punk kicking a "straight" in the head. Word was that by the time PIL was playing, there was a good-sized pool of blood near the front of the stage.

Happily, none of this occurred the second night, as only a few hundred in attendance gave everyone plenty of room to wander about at the hangar-like civic center and PIL took the stage close to the appointed time. After a set of funk minimalism by N.Y.'s ESG, four black sisters whose only similarity to other young black family R&B acts was cute matching outfits, guitarist Keith Levene, drummer Martin Atkins (aka Brian Brain) and new bassist Peter Jones took the stage, followed by John Lydon (nee Johnny Rotten) in black PIL T-shirt and baggy black pajama pants.

At a press conference the week before, Levene, who seems to serve as co-spokesman for the group, indicated the band was "into the first album right now" and the force with which PIL hurtled through "Public Image" bore that out. Indeed, it was the only moment of the night that served as a reminder of Lydon's Sex Pistol days and punk rock power chord fury.

With a few new cuts from the forthcoming "Commercial Zone" LP and a percussive encore, PIL delivered a completely enjoyable show from start to finish that allayed any of the fears those of us had coming in.

michael glynn



RCA SIGNS HAZARD — Philadelphia rocker Robert Hazard has signed with RCA Records, which will release a self-titled five-song mini-LP by the artist late this month. Pictured at RCA's New York offices are (l-r): attorney Alan Spielman; Hazard; Joe Mansfield, division vice president, contemporary music, RCA Records; and Bill Elb, Hazard's manager.

## REVIEWS

## SINGLES

(continued from page 8)

BMI) (Kashif) (Producer: M. Brown)

Steeped in a bouncing funk schematic, King's follow-up to "Love Come Down" is a come-hither, torch dance ballad, which is already heating up playlists. King's steadfastly maturing vocal presentation easily meshes here with Morrie Brown's sparse, keyboard-laden arrangements. This record is unavoidable for B/C and dance lists.

**STACY LATTISAW** (Cotillon 7-99943)

**Hey There Lonely Boy** (3:54) (Famous Music — ASCAP) (E. Shuman, L. Carr) (Producer: N.M. Walden)

The swaying, "slo-dance" sensuousness of this song, frequently covered by male singers and soul groups, is enough to bring back those steamy house party nights. But Narada Michael Walden's production of Lattisaw's "Attack Of The Name Game" follow-up makes greater use of dreamy, swooning, cascading string arrangements. Lattisaw turns the tables on this version, but not the sentiment or the soul.

**THE WEATHER GIRLS** (Columbia 38-03354)

**It's Raining Men** (3:31) (Songs of Manhattan Island Music Co./Olga Music — BMI, Postvalda Music ASCAP) (P. Jabara, P. Shaffer) (Producers: P. Jabara, B. Esty)

These girls seem overwhelmed with the prospect of men falling from the sky, bringing relief from the drought of love. They just can't get enough. The big beat, rhythm exercise is propelled by tickling synth lines atop a rock bottom bass and the churchy vocals of The Weather Girls. This seamless record should excite dance and urban programmers alike.

**DUNN & BRUCE STREET** (Devaki DK 1014)

**I Owe It To Me** (5:19) (Murlos Publishing, Inc./Davahkee Music — ASCAP) (D. Pearson, Jr., B. Gary) (Producers: D. Pearson, Jr., B. Gary)

The keyboard work recalls the Doobie Brothers (or even Robbie Dupree's "Steal Away"). There are also elements of Stevie Wonder on this longish (over five minutes) tune from Dunn & Bruce Street that lead one to believe the duo is looking to cross with this celebratory pop/R&B number.

## NEW AND DEVELOPING

**LITTLE SEVEN AND THE DISCIPLES OF SOUL** (EMI America 8144)

**Forever** (3:53) (Blue Midnight — ASCAP) (S. Van Zandt) (Producer: Miami Steve)

Little Steven, of course, is The Boss' right hand man Miami Steve, whose vocal on the first single from "Men Without Women" sounds curiously like Tom Petty's. The production is neo-Spectorian, and the song seems like it might've been something that Southside Johnny would've done.

## Jobete Signs Garrett

LOS ANGELES — Bob Garrett, who penned the theme from the popular TV sitcom *Gimme A Break*, recently signed an exclusive writers contract with Jobete Music Company, Inc., it was jointly announced by Robert L. Gordy, executive vice president and Jay S. Lowy, vice president of the publishing company.

## WEA Closes U.K. Pressing Plant

by Nick Underwood

LONDON — WEA Records U.K. this week announced the imminent closure of its record manufacturing factory just outside London at West Drayton. Starting February 1983, WEA will no longer be operating its manufacturing facility.

The principal reason cited for the factory closure was the continuing decline of the U.K. record market, which WEA claimed was primarily caused by the increase in home taping.

When announcing the closure, WEA chairman Charles Levison stated: "Reasons for the closure are self-evident, when one looks at the U.K. trade figures for the entire British industry for disc records over the last five years. In 1978, the U.K. trade deliveries of singles were 88.8 million and of LPs, 86 million. In 1981, the deliveries of singles were 77.4 million and of LPs, 64 million. In 1982, we believe there will be a further one million decrease in singles and two million decrease in albums, and these could well be optimistic estimates. At the same time, the number of blank cassettes sold in the U.K. has risen for 50 million in 1978 to 73.4 million in 1981, and we will probably see a further large increase in this figure by the end of 1982."

Levison has pointed out that many key U.K. record industry figures have tried hard to lobby the government to bring in some form of legislation to alleviate this problem. Recently, the government endorsed the concept of a levy on blank audio and visual tape (*Cash Box* Nov. 13), though as a means of aiding the arts including the record business, rather than direct lost copyright compensation to record companies.

Commenting on government action, Levison said: "West Drayton's local M.P. (Member of Parliament) Michael Shersby, who recently put through a bill improving legislation dealing with video piracy, is tabling a motion in the House of Commons, expressing concern at the extent and effect of

(continued on page 27)

## K-Tel Net Sales Decline

LOS ANGELES — Minnesota-based K-Tel International, Inc. registered net sales of \$163.7 million in year ended June 30, compared to a tally of \$178.1 million in 1981, a decline of eight percent. Net sales was raised against operating income for year ended June 30 of \$160.1 million, down from \$168.1 million in 1981.

Net income for that period was \$1.3 million, or 38 cents a share, down from 1981 figures of \$5.1 million, or \$1.54 per share. Dividends in year ended June 30 were 40 cents, remaining even with 1981 figures.

K-Tel's music division tallied net sales of \$153.3 million in fiscal year ended 1982, compared to \$167.5 million in 1981. Identifiable assets for the music division fiscal year ended June 30, were \$63.3 million, compared to \$47.8 million in 1981. Operating profit for 1982 was \$5.9 million, compared to \$11.7 million in 1981.

## Jazz Hounds Moves

NEW YORK — Jazz Hounds Records has moved its facilities from Los Angeles and Los Gatos, Calif. to one building combining offices and warehouse space. The northern California location is at 502-D Vandell Way, Campbell, Calif. 95008. The telephone number is (408) 866-0906/0907.

## Bruce Merrin Relocates

LOS ANGELES — Bruce Merrin Public Relations, which specializes in corporate, entertainment, literary and sports publicity campaigns, has relocated offices to 6400 Canoga Ave., suite 311, in Warner Center, Woodland Hills, Calif.

## EXECUTIVES ON THE MOVE

**Changes At Capitol** — Capitol Industries-EMI, Inc. has announced the appointment of Ralph E. Cousino as division vice president, technology development. He joined Capitol in 1970 as manager, electronic development and engineering and was previously vice president, engineering and studios. Succeeding Cousino in his present position as vice president, engineering and studios, will be Tad Anderson, who returns to Capitol after two and a half years in London where he served as director, manufacturing and distribution resources, EMI Music — Europe & International.

**Lieberman Named** — Anne V. Lieberman has been named associate director, program acquisition for Twentieth Century-Fox Telecommunications. She previously was manager of programming for CBS/Fox Video.

**Mazzoni Named At 3M** — James N. Mazzoni has been named business development manager for the professional video equipment area of 3M's Broadcast and Related Products Department. Prior to this appointment he had been market development manager for the program's graphic systems area.

**Backer Appointed** — Arista Records has announced the promotion of Jeff Backer to director, national promotion. Prior to this appointment, he was Arista's regional promotion director, east coast.

**Brenner Appointed** — Accord/Townhouse has announced the appointment of Haakon Brenner as director of International operations of Accord/Townhouse Records.

**Ross Promoted** — Ken Ross has been promoted to assistant product manager for CBS/Fox Video. It was announced today by Ed Walsh, vice president of marketing for CBS/Fox Video. He was formerly senior sales administrator for CBS/Fox Video in Farmington Hills, MI and prior to that he was with The Rainbow Collection, an artist management and production company in New York City.

**Changes At WEA** — The following promotions in the data processing department have been announced by Warner/Elektra/Asylum Corp. Coleman Rehn has been promoted to systems analyst. Rehn, who joined WEA in 1975, will be involved primarily in the design of new software systems. Chuck Lomas, who has been with WEA since 1979, has been promoted to senior programmer. Bill Moonly, who joined WEA in 1980, has been promoted to lead programmer.

**Two Named at I.R.S.** — The International Record Syndicate, Inc. has announced two appointments to the label's staff. Karen Kelly has been promoted to tour coordinator/tour publicist. She has been with I.R.S. since January working in publicity. Prior to joining I.R.S., she was associate chairperson of the concert promotion committee at the University of Southern California. Steve Tipp has been promoted to director of dance club/video promotion. Prior to this, he was office manager at I.R.S. for several months. Before he joined I.R.S., he was director of music and promotions at KCR, San Diego State University.

**Strazzabosco Named** — Statesboro Records, Ltd., has announced the appointment of Janet M. Strazzabosco to director of promotion.

**Luhrs Named** — Videotape Production Association, Inc. has announced the appointment of Janet Luhrs as executive director of the association. She heads her own New York-based communications consulting firm, The Janet Luhrs Company.

**Figlio Joins Indigo** — Indigo Music Corporation has announced the addition of Mike Figlio to its staff. He is a 25-year veteran in the music industry with past affiliations including CBS Records, Music City Workshop and Koala Records.

## MCA Revenues Up, But Records Down

NEW YORK — Although its records and music publishing division reported declines, MCA, Inc. last week reported overall operating revenues of \$469.6 million for the quarter ended Sept. 30, a gain from the \$320.7 million posted for the comparable period in 1981. Operating income from the 1982 third quarter was \$108.5 million, compared to \$10.3 million for the prior-year period. Net income equalled \$73.9 million, or \$3.10 per share, compared with \$20.6 million, or 86 cents per share, garnered during 1981's third quarter.

For the nine months ended Sept. 30, MCA's revenues totalled \$1.1 billion, up from the \$990.2 million posted during the prior-year period. Operating income was \$193.6 million as compared to \$75.0 million for 1981. Net income equalled \$136.8 million, or \$5.73 per share, compared with

\$75.6 million for the comparable 1981 period.

The company attributed the operating income increases over the past year to a substantial increase in the estimated effective annual income tax rate. MCA also attributed the rise to the box office success of the motion picture *E.T. The Extra-Terrestrial*, which reportedly earned it the highest domestic revenues of any film in its history.

In contrast, the company reported operating income of \$4.23 million for the third quarter, 1982 for its record and music division, down from the \$7.0 million reported in the comparable period in 1981. Third quarter 1982 revenues equalled \$38.7 million, down from \$44.5 million in 1981. For the first nine months, operating income was reported at \$16.3 million, down from \$18.2 million posted for the comparable period in 1981. Revenues for the first nine months of 1982 dropped to \$118.3 million from \$125.5 million in the same period last year.

## Noble Vision Formed

LOS ANGELES — Don Tolle recently announced the formation of Noble Vision Records, which Tolle will head as president with partner Hal Oven. The new company will be located at 3109 Maple Dr. N.E. Suite 300, Atlanta, Ga. 30305. The telephone number is (404) 266-0177.

## National Entertainment Group, Inc. Relocates

NEW YORK — Entertainment marketing company National Entertainment Group, Inc. has moved to a new office. It is now located at 660 Madison Ave., Suite 1300, New York, N.Y. 10021, telephone is (212) 758-4040.

## Waxie Maxie Reports Earnings Up In 1982

NEW YORK — The 18-store Waxie Maxie chain based in Washington, D.C., reported a 43% increase in earnings for the fiscal year ended July 31. Earnings for fiscal 1982 were \$107,965 or \$.65 per share, up from \$75,426, or \$.37 per share, in fiscal 1981. Sales for fiscal 1982 showed a slight 3.4% increase from the year before.

President Mark Silverman said that the earnings increase was due to "carefully watching all operations and reviewing programs." He added that the chain will continue expansion next year in its primary market areas of Northern Virginia and Southern and Central Maryland.

In addition, Silverman said that David Blaine has been appointed a vice president at the company.



Little Steven, of course, is The Boss' right hand man Miami Steve, whose vocal on the first single from "Men Without Women" sounds curiously like Tom Petty's.

The production is neo-Spectorian, and the song seems like it might've been something that Southside Johnny would've done.



**LIBERTY INKS SCHUYLER** — Thom Schuyler recently signed a recording pact with Liberty Records. Schuyler is set to release a debut LP in January. Pictured at the signing are (l-r): Steve Wax, Schuyler's manager; Schuyler; producer David Malloy; and Don Grierson, vice president of A&R for EMI America/Liberty.

## Canadian Report Advances Blank Tape Voucher Plan

(continued from page 6)

Canadian-owned companies to distribute and market pop music and urged greater government support for Canadian record producers to improve the international marketing of their recordings.

The committee recognized the home taping problem and came up with an unusual solution. A fixed levy, to be assigned to a fund administered by a non-government body, would be paid by every purchaser of blank tape. In return, the buyer would receive a voucher redeemable at the value of the levy (or a multiple thereof) towards the purchase of a Canadian recording.

Retailers would be reimbursed for the value of the voucher by the record companies, and the record companies would be reimbursed by the fund.

The 400-page report, now being studied by a special cabinet committee following its release Nov. 16, devoted most of its attention to television and film. Of the 101 recommendations, only a half dozen or so had much bearing on the recording industry.

The committee called for the immediate

## 32 New Vid Clips Are Available From Atlantic

NEW YORK — Atlantic/Atco/Cotillion & Custom labels currently have 32 new video clips by 22 company acts available for multiple uses. Among the acts represented are Phil Collins; Crosby, Stills & Nash; Genesis; The Rolling Stones; Henry Paul; Peter Townshend; Gary Numan; ABBA; AC/DC; Ted Nugent; Manhattan Transfer; Michael Rutherford (of Genesis); Frida (of ABBA); Rose Tattoo; Cheetah; The Sherns; The Dukes; and Schneider with The Kick.

"We are constantly seeking new avenues of exposure for our artists and their music," said Perry Cooper, Atlantic senior director of artist relations/publicity/television. "Unquestionably, the television area is now providing the most exciting, diverse and expanding opportunities of the '80s. We are very fortunate that the majority of our artists are being represented by new video. . . This, combined with regular live appearances on a wide variety of national programs, has brought television coverage of Atlantic artists to an all-time high."

The label reports that "no less than 30" videos of the company's acts are being aired by MTV.

revision of the Copyright Act, which hasn't been changed since 1924. The report said, "It has long been evident that the Act needs extensive revision." But the committee did not make specific recommendations.

The report said the Canadian Radio-Television and Telecommunications Commission (CRTC) should more strictly enforce broadcast licenses promise of performance.

It said the CRTC should continue to apply Canadian content regulations to AM radio programming, but the stipulation dealing with the Canadian creative components of recording should be strengthened. It said more weight should be given to compositions by Canadians and performed by Canadians. Under current regulations, a Canadian can perform music written by a non-Canadian — and vice versa — and it still qualifies as Canadian content.

Canadian-owned recording studios should be assisted in acquiring and upgrading their equipment through an expansion of existing federal loan programs, the report said.

Producers should be helped by the federal government to attend annual trade fairs like MIDEM and others in the United States, the report added.

A new non-government agency will be set up to help sell cultural products in Canada and abroad, and more encouragement should be given to album jacket designers through increased exhibition of their work, the report said.

## Bossin Named VP, Marketing, For Vestron Video

LOS ANGELES — Gordon Bossin has been appointed to the newly created position of vice president, marketing, for Vestron Video. In this post, he will have responsibility for the development and implementation of Vestron's marketing planning and programs, as well as coordinating the activities of the sales and creative services departments.

### Company Liaison

In addition, Bossin will also serve as the company's liaison with other home video companies whose product is distributed by Vestron.

Most recently, Bossin served as vice president, sales, for Arista Records. He previously served as vice president, marketing, for United Artists Records, Bell Records and RCA Records in various management positions.

Bossin reports to Vestron president Jon Peisinger.

# TOP 30 ALBUMS

	Weeks On Charts	11/20	11/20	Weeks On Charts	11/20
<b>1</b> TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244)	1	4		<b>15</b> WINTER INTO SPRING GEORGE WINSTON (Windham Hill C-1019)	15 18
<b>2</b> INCOGNITO SPYRO GYRA (MCA-5368)	2	7		<b>16</b> TOUCH THE FEELING STIX HOOPER (MCA-5374)	17 3
<b>3</b> CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23650-1)	3	5		<b>17</b> CITYSCAPE CLAUS OGERMAN/MICHAEL BRECKER (Warner Bros. 9 23698-1)	16 9
<b>4</b> AS WE SPEAK DAVID SANBORN (Warner Bros. 9 23650-1)	4	22		<b>18</b> DESIRE TOM SCOTT (Musician/Elektra 9 60162-1)	19 13
<b>5</b> HANDS DOWN BOB JAMES (Tappan Zee/Columbia FC 38067)	5	21		<b>19</b> LIVE AT THE PLUGGED NICKEL MILES DAVIS (Columbia C2 38266)	26 2
<b>6</b> OFFRAMP PAT METHENY GROUP (ECM-1-1216)	7	28		<b>20</b> HEATWAVE CAL TJADER and CARMEN McRAE (Concord Jazz CJ-189)	16 8
<b>7</b> WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1)	6	19		<b>21</b> RIT/2 LEE RITENOUR (Elektra 9 60186)	— 1
<b>8</b> LET ME KNOW YOU STANLEY CLARKE (Epic FE 38086)	10	15		<b>22</b> TOUR DE FORCE — "LIVE" AL DI MEOLA (Columbia FC 38373)	— 1
<b>9</b> KENNY G (Arista AL 9608)	11	7		<b>23</b> BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	23 67
<b>10</b> OFF THE TOP JIMMY SMITH (Musician/Elektra 9 60175-1)	9	14		<b>24</b> TOUCHSTONE CHICK COREA (Warner Bros. 9 23699-1)	21 11
<b>11</b> WORDS, SOUNDS, COLORS, AND SHAPES DONALD BYRD and 125TH STREET, N.Y.C. (Elektra 9 60188-1)	12	6		<b>25</b> LOOKING OUT McCOY TYNER (Columbia FC 36053)	27 21
<b>12</b> MOVING TARGET GIL SCOTT-HERON (Arista AL 9506)	8	10		<b>26</b> OUT OF THE SHADOWS DAVE GRUSIN (GRP/Arista 5510)	13 19
<b>13</b> CHANCE ENCOUNTER RAMSEY LEWIS (Columbia FC 38294)	30	2		<b>27</b> ROYAL JAM THE CRUSADERS (MCA 2-8017)	24 23
<b>14</b> RADIANCE JEFF TYZIK (Capitol ST-12224)	14	6		<b>28</b> COME MORNING GROVER WASHINGTON, JR. (Elektra 5E-562)	28 51
				<b>29</b> LEARNING TO LOVE RODNEY FRANKLIN (Columbia FC 38136)	—
				<b>30</b> THE DUDE QUINCY JONES (A&M SP-3721)	25 86

## ON JAZZ

**OUT OF THE VAULTS & ONTO THE STREETS** — Aside from the musical bonanza which PolyGram Classic's Verve Import series has bestowed on jazz fans in this country, the label's unique distribution program has given the industry some food for thought. By limiting runs and sending product through the already established Classics distribution pipeline, the company has side stepped the problem of forcing jazz to compete with pop product at the branches. While no major label will argue against the musical merits of jazz, the PolyGram plan offers a unique alternative to the problem of getting more staffers to work on Ella Fitzgerald reissue when it makes much more economic sense for them to concentrate on John Cougar. While the Import Series continues, PolyGram has now shifted its domestic Verve two-fer series to the Classics



**DECODING AT DE PUBLIC** — Antilles recording group Ronald Shannon Jackson and the Decoding Society recently played two nights at New York's Public Theatre in support of their label debut, "Man Dance." Shown backstage with Jackson (r) is Walter Combs, national promotion and marketing director, black music and jazz, Island Records.

system as well, with the first titles shipping this week. And unlike the previous titles in the series, many of the new collections contain previously unissued tracks, with one, "California Here I Come" by Bill Evans, composed entirely of newly unearthed recordings. Culled from '67 performances at New York's Village Vanguard, the set features the pianist with bassist Eddie Gomez and drummer Philly Joe Jones and is a real find. "The Cool Rage" by tenor giant Illinois Jacquet features the wailer in good company, including Ben Webster, Joe Newman, Leo Parker, Art Blakey, Shadow Wilson, Chano Pozo, Count Basie, Freddie Green, Cecil Payne and others. The settings range from quartet to big band, with Jacquet swinging, screaming and stomping through it all. "Paradise Squat" by Count Basie features the early '50s big band with Marshall Royal, Ernie Wilkins, Paul Quinichette, Charlie Shavers, Benny Powell, Henry Coker and Gus Johnson as well as small group recordings featuring Basie on organ. The services of arrangers Neal Hefti and Ernie Wilkins are in evidence here, with the band sporting one of its strongest books, including the Andy Gibson/Teddy McRae tune "Cash Box." Unlike the Basie set, "The Blues Ain't News To Me" by vibraphonist Lionel Hampton is all big band, cut in the mid- and late-'50s. Featured sidemen include Benny Bailey, Idrees Sulleman, a young Quincy Jones, Milt Buckner, Eddie Chamblie, Buddy Rich, Jerome Richardson and Rufus Jones. "Once In A Lifetime" is a straight repackaging of "Turn It Over" and "Emergency!" by the Tony Williams Lifetime, featuring a pre-Mahavishnu Orchestra John McLaughlin on guitar and Larry Young on organ. The power trio is augmented by a post-Cream Jack Bruce on one track. Rounding out the release are two albums by Ella Fitzgerald, "The Duke Ellington Songbook, Volume Two," and "Ella Wishes You A Swinging Christmas." The

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**JEFFERSON NIGHTWATCH** — Grunt recording group Jefferson Starship was recently filmed by CBS-TV for its Nightwatch program. The filming, which is set to air Nov. 26 at 2 a.m., took place at a backstage party celebrating the group's performance at the Brendan Byrne Meadowland Arena in New Jersey. Pictured are (l-r): Vince Pellegrino, division vice president, merchandising, RCA Records; Craig Chaquico, of the group; Joe Mansfield, division vice president, contemporary music, RCA Records; Bill McGathy, national album director, contemporary music, RCA-Records; and Felicia Jeter, CBS Nightwatch interviewer.

## Retailers Respond Enthusiastically To Supertramp Tape

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and people are always curious about something new." Though no concrete plans have been formulated yet, Bressi expects the tape will be featured in Christmas print ads, since it is already being showcased in stores through special signage.

"We're involved with this product a little more than with other tapes," explains Bressi. "In addition to using the posters and P-O-P's supplied to us by A&M, we've also manufactured a special browser card ourselves for use on the counter and/or in baskets. The card is featured in all of our stores and explains the quality of the LP and tape."

Southern California's Licorice Pizza retail network has placed the Supertramp release in its Top Ten best-selling album list ever since it came out, and the product has consistently sold 500-600 units each week.

The LP to cassette sales ratio figures to be approximately 2-to-1 at Licorice Pizza outlets, but buyers there claim the response to the cassette has been exceptional, nevertheless. "We've seen a lot of reorders on the product, which we really didn't expect so quickly after shipping a high number of initial orders to stores," says A&M/RCA buyer for licorice Pizza, Angelea Restivo. Tape buyer Larry Foster adds that the record and tape sold for \$7.99 each during the first week of release, but was then sale-priced to its current \$6.99 figure. "Everybody around here is very excited about it," says Foster, "and our sales peo-

## Labels Augment Co-op Ad Dollars

(continued from page 5)

promotion around the title of his current LP, "Radio Romance," the company has been running spots on radio with its major accounts in Philadelphia and New York. Hank Williams, Jr. and Rabbitt have had their product promoted through an in-store merchandising contest within the Stark/Camelot Music chain. A similar program was developed in conjunction with rack jobber Lieberman Enterprises in Kansas City, Dallas and Atlanta.

Pointing out that advertising and promotion programs for his company's product were set as early as mid-September, Harry Losk, senior vice president, PolyGram, said, "What we did was identify items we felt we should heavily promote. Our position was that we had a certain amount of bucks for the markets where we had targeted

ple in stores have really been talking it up to customers."

North Miami, Fla.'s Vibrations stores report that the record to cassette sales ratio at its three outlets usually sits at 60-40, but with the Supertramp release has maintained a 50-50 level. Bobby Pascolia, pre-recorded product buyer for the chain, says the tape sales have been "great" and the album has been one of the top ten items in the stores over the past few weeks, selling for \$7.89.

A&M is strongly committed to the album, providing retailers with a three-foot mylar banner that looks like a strip of chrome tape for use in cassette departments; stickers that spotlight the audiophile cassette; two different 2'x3' four color posters that feature photos from the LP jacket and gatefold; and header cards that fit in m-caps. All of the retail materials specifically mention the high-quality chromium tape is available at no extra cost to the consumer.

In addition to the in-store promotional merchandise, A&M national sales manager Larry Hayes states a comprehensive media campaign will make consumers aware of the special value available on the CrO2 pre-recorded product. Beginning Thanksgiving week, a series of radio spots will advertise the Supertramp release on AOR stations, and then CHR outlets, presenting information on the chromium dioxide tape process. The radio spots will be followed by three weeks of national television ads in the top 12 TV markets, starting Dec. 1. The TV spots will run 30 seconds and feature a dramatization of the album's cover design depicting a tightrope walker. Hays says that a band tour in late winter/early spring of 1983, as well as a major radio special featuring the group next year, will also spur sales.

promotions."

While he said that "virtually every LP is the recipient of some kind of promotion," Losk added that there were particular promotions being run on releases by Kool & the Gang, Rush, John Cougar, The Bar Kays, Con Funk Shun and ABC. The executive added that "very seldom does a release have ubiquitous break-out," which is why some promotion is earmarked for specific regions where a record can use added support.

MCA, conversely, is running a theme program, "Galaxy of Stars," which field staffs have developed regionally to fit the specific needs of individual dealers. The bulk of the program lies in radio and print advertising, and some television. Ac-

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## COAST TO COAST

**EAST COASTINGS** — Latest scuttlebutt has New York's Peppermint Lounge folding, or at the very least drastically changing its music policy. . . Mix-master **Arthur Baker** ("Planet Rock") has struck a production deal with Atlantic Records. Meanwhile, Baker has just issued a rap cover of **Manu Dibango's** "Soul Makossa" by **Nairobi & The Awesome Foursome** on his own Street Wise label. Other rap news includes the release of "The Challenge" by **Dr. Jekyll & Mr. Hyde** on Profile, an answer to what **Vanity 6** did on the "Nasty Girl" track, and "Chinese Rap" by **The Aural Exciters** on **Skyy's** "Call Me." The Aural Exciters' rap is one of the first releases from the newly formed Top Flight Records, headed by former Arista/Buddah/Becket marketing man **Jack Kreisberg**. Also out on the label is "Bring Your Love Back" by vocalist **Mike McCray**. The new outfit



**ASCAP GREETES KENNY LOGGINS** — **Kenny Loggins** (l), member of the American Society of Composers, Authors and Publishers (ASCAP), was greeted by the licensing agency's East Coast director of repertoire **Lisa Schmidt** (r) after his recent concert at New York's Radio City Music Hall.

is based at 160 5th Ave., suite 723, New York, N.Y., telephone (212) 807-7822. . . Stiff may have pulled up roots here in the States, but the label's London home office apparently hasn't given up totally on the American market: **The Belle Stars** will soon begin touring here with the reported purpose of landing an American contract. By-the-by, the group's latest single is a remake of "The Clapping Song," which has also just been covered by **Connie Brighton** on Handshake. . . CBS Records has gone to court to try and block continued release of "The E.T. Storybook" on MCA. CBS claims that MCA has violated terms of the agreement under which it allowed **Michael Jackson** to appear on the album. Meanwhile, MCA is milking the Jackson connection for all it's worth, including a cover picture of Jackson and his little alien buddy on the cover of this month's **Ebony**. . . **David Bowie** will launch his first tour in five years, beginning in spring '83. The world tour will include North America. . . Island has signed British duo **Blancmange** for the U.S. . . Ze Records' latest distribution deal is with Passport Records. Set for release this week are the American debut of "A Christmas Record" featuring **August Darnell, Was (Not Was), Nona Hendryx, The Waitresses, James White and Crislina**; and "Music For A New Society" by **John Cale**. Although this is Cale's first release for Ze, he was reportedly one of the first artists that Ze had planned to record when it was first formed. . . **Gary U.S. Bonds** has been hopscotching around the New York area. Although the singer recently headlined the Meadowlands, he's been on a 12-date blitz of small tri-state area clubs. "I felt I wanted to do a series of shows that gave the people a chance to see a show without it breaking their bank accounts," he said. . . The buzz from "No-Man's-Land": We were recently surprised to pick up the phone and find **Lene Lovich** on the other end. In town to work on her new LP, "No-Man's-Land," the singer filled us in on both the LP, and her recent London theater debut, **Mata Hari**. "I always want as much control as I can get when I'm making an album," she told us, "but I have a lot to learn. I mixed this record with **Bob Clearmountain**, and I was able to work with a lot of very good people when we recorded it." As for her role as the romantic and romanticized spy, Lovich said she was drawn to **Mata Hari** because she felt she was "an intensely creative person who believed in her own desires — so much so that she made them happen." Billed as an "operina," the musical production is unique in that the lead character sings but never speaks, although other characters in the production speak. "I was interested in taking music into the theater, not being an actress," said Lovich. "In the theater situation, you have the freedom to tell a story, and it was sort of like doing a conceptual album." Lovich added that there have been some tentative offers to bring the show to the U.S.

**POINTS WEST** — An opening bid of \$150,000 will be asked for a life-sized bronze sculpture of **John Lennon**, now on display at the L.A. City Hall Plaza, during the World's First Rock 'n' Roll Auction and Collector's Marketplace presented by the Museum of Rock Art in Hollywood. Also set for the block are 500 pieces of the **Crosby, Stills, Nash & Young** archives, 10 lithographs by **Joni Mitchell** and several paintings by **Alan Aldridge**, who edited **The Beatles Illustrated Lyrics**. To be held at the Berwin Entertainment Complex, Dec. 10-12, the action donates its first day earnings to UCLA's **Jim Morrison** Scholarship Fund. . . **Men At Work's** next album, due in '82, will again be produced by **Peter Dinklage**. "Looking For The Stranger," a tune **Dinklage** and **Franne Golde** penned for her LP, was covered by **Pat Benatar** on her new "Get Nervous" disc. . . Rumors claim

**Mick Jagger** is planning to bring out a line of kids' clothes under a "Rolling Stone" designer label next year. . . E/A chairman **Joe Smith** has been pegged as guest auctioneer/emcee at a charity men's fashion show on Dec. 1 at Trumps Restaurant in West Hollywood. Tickets are \$30 and can be purchased from the Cystic Fibrosis Foundation. For more info, call (213) 994-7465. . . **Moon Martin** is out of his deal with Capitol and is looking for a new label. . . Crooning "Living In The Sky," a tune about life on a space station, **Paul Korda** nabbed first prize at the Japan Expo, which took place at the L.A. Convention Center recently. . . KCRW jock and Islander **Roger Steffens** hosted the second annual L.A. Reggae Festival Oct. 20 at the Hollywood Palladium, where **Mighty Diamonds, Eek-A-Mouse, Blue Riddim, Rebel Rockers, Rastafarians, Babylon Warriors** and others brought the audience to irie ites. . . **Boz Scaggs** is scoring **Dustin Hoffman's** new film, **Tootsie**. . . The recently re-formed **Vanilla Fudge** should have a new album out on Atlantic by early spring of next year. Band member **Mark Stein** tells us that the LP will feature a batch of original material in addition to the electric covers



**GOLD MAGIC** — **Steve Miller** (l) was recently honored by ASCAP for his gold-selling "Abracadabra" single and LP. Presenting the awards is **Julie Horton**, ASCAP director of contemporary music.

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## TOP 30 VIDEOCASSETTES

	Weeks On Chart	11/20		Weeks On Chart	11/20
<b>1 CONAN THE BARBARIAN</b> MCA Distributing Corporation 77010	1	10	<b>16 THE AMATEUR</b> 20th Century-Fox Video 1147	16	4
<b>2 VICTOR VICTORIA</b> MGM/UA 00151	10	3	<b>17 AUTHOR AUTHOR</b> CBS/Fox Video 1181	25	2
<b>3 QUEST FOR FIRE</b> 20th Century-Fox Video 1148	2	5	<b>18 JANE FONDA'S WORKOUT</b> KVC/RCA Karl Video Corporation 042	14	22
<b>4 DEATHTRAP</b> Warner Home Video 11256	4	8	<b>19 NICE DREAMS</b> Columbia Pictures Home Entertainment 10456	9	8
<b>5 THE SWORD AND THE SORCERER</b> MCA Distributing Corporation 71010	6	4	<b>20 BODY HEAT</b> Warner Home Video 70005	18	3
<b>6 ON GOLDEN POND</b> 20th Century-Fox Video 9037	5	26	<b>21 SHARKEY'S MACHINE</b> Warner Home Video 72024	17	17
<b>7 STAR TREK II: THE WRATH OF KHAN</b> Paramount Home Video PA 1180	—	1	<b>22 THE THING</b> MCA Distributing Corp. 77009	—	1
<b>8 DEATH WISH II</b> Warner Home Video 26032	3	8	<b>23 THE SEDUCTION</b> Media Home Entertainment M-196	19	9
<b>9 CHARIOTS OF FIRE</b> Warner Home Video 70004	7	14	<b>24 PARTNERS</b> Paramount Home Video 1446	20	11
<b>10 THE COMPLEAT BEATLES</b> MGM/UA 00166	11	4	<b>25 WRONG IS RIGHT</b> Columbia Pictures Home Entertainment 10565	27	3
<b>11 DEAD MEN DON'T WEAR PLAID</b> MCA Distributing Corporation 77011	12	4	<b>26 GREASE 2</b> Paramount Home Video PA 1193	—	1
<b>12 STAR WARS</b> 20th Century-Fox Home Video 1130	8	25	<b>27 RAGTIME</b> Paramount Home Video 1486	22	20
<b>13 ESCAPE FROM NEW YORK</b> Embassy BA 1601	21	2	<b>28 FIREFOX</b> Warner Home Video 11219	—	1
<b>14 CAT PEOPLE</b> MCA Distributing Corporation 77008	13	26	<b>29 SOME KIND OF HERO</b> Paramount Home Video 1118	26	15
<b>15 ARTHUR</b> Warner Home Video 72020	15	30	<b>30 PRIVATE LESSONS</b> MCA Distributing Corporation 71008	23	23

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; Video Library-San Diego; Video Media-Chatsworth; Wonderful World of Video-Chattanooga; 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.

## ITA Meet Focuses On New Computer, Delivery Systems

(continued from page 9)

Viacom's vice president of licensing and merchandising Charles Tolep lauded *Jane Fonda's Workout* video cassette as proving that non-feature cassettes can sell. But he was highly critical of distributors. "We're not permitting the retailer a necessary profit margin of 30-35%," he said. "The retailer has to make a dollar and the distributor has to realize that he has to make a dollar."

Tolep said that a major problem was the 15-20% royalty from the copyright holder to distributors, which he said should be 6-8%. He added that consumers were being asked to pay too much for product. "We need to assess the product and the cost,"

he said, noting that Viacom has licensed seven Elvis Presley titles to CBS/Fox Video for release and distribution at \$29.98. "I think \$29.98 is a good number. Blank tape costs \$14-16 anyway so they're only investing \$15. I keep hearing comments like 'Damned if I'll pay \$50 for a feature!' We have to bring down prices to where they should be."

Ed Pessara, national video products manager at TDK Electronics Corp., noted the rapid market penetration of cable and pay cable. "People will spend more for blank tape to take advantage of more programming sources becoming available," he said, projecting sales of blank tape units to fall between 72.5 million and 103.5 million in 1985, excluding those sold to duplicators.

The 13th Audio/Video Update — 1983 Session has been scheduled for March 6-9 at the Diplomat Resort & Country Club in Hollywood, Florida.

## Most Video Products Up In Sales For October

LOS ANGELES — Sales of B&W televisions, video cassette recorders (VCRs) and color video cameras to dealers were up in October, leading video products for the month.

According to the Electronic Industries Assn.'s Consumer Electronics Group, video cassette recorder sales registered the most sizeable gains in October, increasing 45.5% to 207,750 units. Ten-month sales of VCRs to dealers grew 43.3% to 1,470,529 units, compared with 1,360,988 sold during all of last year. Camera sales, correspondingly, were up 48.3% to 23,451 units, with year-to-date figures standing at 229,091, a 65.6% improvement over the first ten months of 1981.

Monochrome TV sales to dealers, which have registered some drops in the past or at least had relatively flat sales, were up 14.4% last month, from 462,797 to 529,371.

Monochrome sales for the year to date were also up slightly, from 4,533,992 to 4,596,493. Color TV sales were up only 0.5% to 1,075,241, while the figure for the year to date was 9,156,867, also a fractional gain.

The economy has cut heavily into sales of projection TVs, which had seen tremendous growth in the past. Last month, 14,384 units were sold to dealers, compared to 17,548 for October of last year. On the year to date, sales, were off 12.8% from 99,806 to 87,012.

**THE WRATH OF KHAN IS FELT THROUGHOUT VID BIZ** — In contrast to the death and destruction caused by the evil character played by Ricardo Montalban in *Star Trek II*, the prerecorded videocassette of the recent box office hit is proving to be a life-giving force to retail sales, much like Project Genesis in the film (**Cash Box**, Nov. 20). According to Paramount Home Video, the company shipped 80,490 units of the \$39.95 title on Nov. 8 and expects total orders to top 100,000 by the end of the year. The first shipment was scheduled to reach stores on Nov. 12 and everyone is predicting it to fly out dealers' doors at warp speed, based on pre-orders. *Wrath of Khan* cassettes certainly spent no time lying around distributors' warehouses. Said a representative of Sound Video Unlimited's Los Angeles office, "We moved more than 5,500 pieces since



**JACKSON ON TAPE** — Spring/PolyGram recording artist Millie Jackson was recently in Nashville to shoot videos of the songs "Special Occasion" and "Hard Times" from her current "Hard Times" LP. The shoot, at Nashville's Municipal Auditorium, was done by Soundshop Prods.

Pioneer Imports label, is releasing "The Creative Camera," an interactive laserdisc that serves as "a primer of single lens reflex photography offering a practical and detailed introduction to SLR photographic techniques." The program, conceived and produced by Jac Holzman and directed by Frank Besz, is divided into 10 chapters (and including an introduction). Chapters cover such general and specific areas as the camera itself, the lens, film, light, exposure, accessories, people, photographing sports and action, photographing places and special effects. The concluding segment covers "Five Photo Assignments," detailing a professional photographer's approach to such subjects as glamour, architecture and nature. The program runs one hour in length and utilizes the two separate sound tracks of the LaserDisc system. Sound track "A" contains basic information and sound track "B" contains more technical details. In order to differentiate between the two, a male narrates sound track "A" while a female voice is used for sound track "B." Foreign language versions of the disc, including Japanese, are being planned. . . VHD Programs, Inc. and Pacific Arts Corp. have pacted to produce the first interactive comedy videodisc. Entitled *The Yolkes of Oxnard*, it stars the zany veteran comedy troupe *The Firesign Theatre* as a truly "interactive" family which lives through its TV set. Firesigners *Phil Proctor*, *Phil Austin* and *Peter Bergman* plan to include two of their most popular characters — Nick Danger and Rocky Rocco — in the script. *The Yolkes of Oxnard* is expected to be released in "linear, noninteractive" prerecorded videocassette format on Pacific Arts Video Records in February of next year and it will be available as an interactive disc on VHD in the summer of 1983 (should the launch of VHD go off as planned). *Bill Dear* is currently directing the Firesigners at the Pacific Arts Monterey Soundstage, with *Nancy Mosher* producing and *Michael Nesmith* and *Kevin McCormick* are co-executive producers. Ironically, word is that the Firesign Theatre has been working on the development of interactive video games for Mattel's Intellivision wing.

**VIDEO SOFTWARE NOTES** — Billing and Koo-ing Dept: Wouldn't ya know it. The flick that caused such a commotion on London's Fleet Street, due to Prince Andy's brief island dalliance with American actress *Koo "Who?" Stark*, is being released to the home video market. Of course, the company doing the releasing, MGM/UA Home Video, is playing up the well-publicized vacation on Mustique (you remember, don't you?) with promotion materials dubbing the motion picture, *Emily*, and the character (played by Stark) "a real royal turn-on!" The company also emphasizes that the soft porn "story of a young girl's awakening" (sounds like *Bilitis* with Patti D'Arbanville) contains the "famous steamy shower scene" between Stark and another actress that had journalists arching their eyebrows over the lesbian implications. If you're still curious as to what happens in this film (which we suspect would never have been released if not for Randy Andy's filing), it'll be available in December for a suggested list price of \$59.95. . . Other December releases of note include Paramount's *Reds*, which will arrive mid-month, and Warner Home Video's *A Midsummer Night's Sex Comedy*. As reported previously, WHV will also issue *Chariots of Fire*, *Superman* and *Superman II* in the sales mode for Christmas as well. . . The rumor mill has it that Paramount will be shipping *Blade Runner*, the film adaptation of sci-fi writer Philip K. Dick's "Do Androids Dream Of Electric Sheep?," in January.

**PROMOTING THE BODY BEAUTIFUL** — Karl Video Corp. is embarking on a holiday sales push for its *Jane Fonda's Workout* title. The program, entitled "Keep Your Sales In Shape With The Fonda's Workout," includes three kits, which will be available to retailers, containing Jane Fonda T-shirts (for either the retail salesperson or to be used as giveaways), personalized Jane Fonda autographed posters, a large quantity of posters for in-store display and a door decal signifying that the dealer carries the tape. Now that Fonda's husband *Tom Hayden* has waged a successful campaign for election to the California State Assembly (representing Santa Monica), she is back on the in-store appearance trail, drawing more than 1,000 people to American Home Video's Denver store and she was scheduled to do a similar in-store at Video Shack's Broadway store in N.Y.C. on Nov. 19, according to KVC's *Court Shannon*. . . It was only a matter of time, we suppose, before beefy *Arnold Schwarzenegger* had his own fitness tape on the market. Full Throttle Films is distributing the film *Shaping Up With Arnold* in the home videocassette. It also stars Miss Olympia, *Rachel McLish*, and *Roger Menache*, who join Arnold in illustrating three complete workouts (novice and advanced for both men and women, plus workout with weights). Eighty-five minutes in length, *Shaping Up With Arnold* is available from Video Network in Glendale.

michael giynn

## TOP 200 ALBUMS

### Stray Cats Rock The Chart And Burst Into Top Five

by Mark Albert and Ken Kirkwood

**TOP STORY OF THE WEEK** is Stray Cats and its "Built For Speed" LP which, after 23 weeks, takes a six-point jump to #4 bullet, up from #10. Strong sales at the retail level in all regions led by the Midwest, West and East. Continued strong rack growth as well. The single, "Rock This Town," takes a nine-point jump to #16 bullet.

**TOP TEN HIGHLIGHTS** — Men At Work remain at the number one spot for the second week in a row. The group's second single, "Down Under," had a tremendous week at both the radio and retail levels and jumps 23 points to #30 bullet on the **Cash Box** Pop Singles chart in its fourth week. . .Lionel Richie moves two places to #2 bullet with very strong retail action in the South, Midwest and East to go along with Top 10 rack reports. The album goes to #1 on the Black Contemporary Albums chart. . .Olivia Newton-John moves up a notch to #6 bullet based primarily on Top 5 rack sales to go along with moderate retail activity. . .Joe Jackson is this week's only debut in the Top 10 as he explodes at #8 bullet, up six points from #14. Huge retail item in the East, West and Midwest. His "Steppin' Out" single also jumps into the Top 10 at #7 bullet, up from #11.

**TOP 100 HIGHLIGHTS** — Supertramp looks like a sure bet to crack the Top 10 next week as it jumps to #11 bullet from #19 in its third week. Selling very well in the West, South and Midwest. Showing much growth at the racks. . .Marvin Gaye has one of the hotter new albums as it moves to #18 bullet, up from #31 in only his second week. Best retail out of the South, East and Midwest. The album also goes to #3 bullet, up from #7 on the B/C Albums chart. His "Sexual Healing" single stays at #1 bullet for the third week in a row on the B/C chart, and moves to #15 bullet from #28 on the Pop Singles chart. . .Dan Fogelberg climbs to #25 bullet, up from #38 in his third week. Retail activity very strong in the Midwest, South and West. The LP is already garnering Top 20 rack sales reports. . .Pat Benatar goes to #27 bullet from #41. Very good second week sales in the West, Midwest and South. Her "Shadows Of The Night" single takes a 10-point jump to #20 bullet. . .Tom Petty and The Heartbreakers moves to #29 bullet from #45 in its second week. Strong retail in the West, Midwest and East. The group's single, "You Got Lucky" goes to #45 bullet, up from #59. . .Prince takes a 32-point jump to #45 bullet in his second week behind strong sales action in the South, Midwest and West. His album jumps to #9 bullet, up from #31 on the B/C Albums chart. . .Joni Mitchell takes a big 36-point jump to #57 bullet in her second week. Selling best on the coasts and in the Midwest. Her "(You're So Square) Baby, I Don't Care" single goes to #80 bullet, up from #88. . .Devo breaks into the Top 100 with a jump to #74 bullet from #107 in its second week. Immediate retail acceptance in the Midwest, West

and South. . .George Harrison takes a 30-point jump to #80 bullet. Retail action is good in the East, West and South. . .Rod Stewart also breaks into the Top 100 at #83 bullet, up from #102. Good second week sales in the South, West and East. . .Two B/C albums jumping into the Top 100 this week are by the Bar-Kays and Con Funk Shun. The Bar-Kays, at #86 bullet, up from #111, is selling quite well in the South, Midwest and the West. The album goes to #20 bullet, up from #34 on the B/C Albums chart. Con Funk Shun jumps 18 points to #96 in its third week. Best retail activity in the West, East and South. On the B/C Albums chart, Con Funk Shun goes to #25 bullet, up from #42. . .Saga takes a 26-point leap into the Top 100 to #92 bullet behind good retail in the Midwest, South and West.

**RECORDS TO WATCH** — The Beatles' "20 Greatest Hits" jumps to #115 bullet from #136 in its second week. Nice retail strength in the East and Midwest and beginning to make progress at the rack level. A single, "Love Me Do," has been released from this compilation package. . .Janet Jackson moves to #118 bullet, up from #129 in her fifth week. Her album also goes to #14 bullet, up from #19 on the B/C Albums chart. Showing good retail, particularly in the East, South and West. Her "Young Love" single goes to #11 bullet from #17 on the B/C Singles chart. . .Skyy takes an 11-point jump to #134 bullet in its second week. Best retail activity in the East, South and West. The album also goes to #35 bullet, up from #53 on B/C Albums chart. The group's single, "Moving Violation," jumps to #38 bullet from #48 on the B/C Singles chart.

**DEBUTS** — The top debut of the week is Phil Collins' "Hello, I Must Be Going," which comes in at #62 bullet. Off to a good start in the Midwest, West and the East. His "You Can't Hurry Love" single had a strong week and moves to #35 bullet, up from #52. . .John Lennon comes in at #87 bullet. Selling best in the East, West and South. This should be a strong rack item for the upcoming holiday season. . .Crystal Gayle debuts at #126 bullet with her first outing on Elektra Records. Initial reaction is very good in the South and Midwest. Her single "Til I Gain Control Again," moves to #57 bullet from #74 on the Country Singles chart. . .Lee Ritner hits the charts at #154 bullet. Best initial response reported in the West and in the South. The album also debuts at #21 bullet on the **Cash Box** Jazz Albums chart. . .The S.O.S. Band debut at #161 bullet. Selling well in the South and West. The LP also debuts at #50 bullet on the B/C Albums chart. . .Al DiMeola debuts at #165 with best retail in the Midwest and West. He debuts at #22 bullet on the Jazz Albums chart. . .Chic hits the charts at #170 bullet behind retail action noted in the Midwest and West. The album debuts at #57 bullet on the B/C Albums chart. . .The other debuts this week include Patti Austin at #179, and Charlene at #183.



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 PAT BENATAR    | 9 DEVO                        |
| 2 DAN FOGELBERG  | 10 MISSING PERSONS            |
| 3 TOM PETTY      | 11 AN OFFICER AND A GENTLEMAN |
| 4 JONI MITCHELL  | 12 BEATLES                    |
| 5 PRINCE         | 13 BAR-KAYS                   |
| 6 PHIL COLLINS   | 14 JEFFERSON STARSHIP         |
| 7 DIONNE WARWICK | 15 TONI BASIL                 |
| 8 JOHN LENNON    |                               |

### NORTHEAST 1.

- 1 DAN FOGELBERG
- 2 JONI MITCHELL
- 3 TOM PETTY
- 4 PAT BENATAR
- 5 JOHN LENNON
- 6 PHIL COLLINS
- 7 BEATLES
- 8 DEVO
- 9 GEORGE HARRISON
- 10 PRINCE

### SOUTHEAST 2.

- 1 PAT BENATAR
- 2 PRINCE
- 3 DAN FOGELBERG
- 4 TOM PETTY
- 5 BAR-KAYS
- 6 ROD STEWART
- 7 PHIL COLLINS
- 8 EARL KLUGH/BOB JAMES
- 9 DIONNE WARWICK
- 10 AN OFFICER AND A GENTLEMAN

### BALTIMORE/WASHINGTON 3.

- 1 PAT BENATAR
- 2 JONI MITCHELL
- 3 TOM PETTY
- 4 PHIL COLLINS
- 5 DAN FOGELBERG
- 6 AN OFFICER & A GENTLEMAN
- 7 VANITY 6
- 8 PRINCE
- 9 LAURA BRANIGAN
- 10 DIONNE WARWICK

### WEST 4.

- 1 PAT BENATAR
- 2 TOM PETTY
- 3 JONI MITCHELL
- 4 MISSING PERSONS
- 5 DAN FOGELBERG
- 6 ABC
- 7 DEVO
- 8 PRINCE
- 9 EMMYLOU HARRIS
- 10 PHIL COLLINS

### MIDWEST 5.

- 1 DAN FOGELBERG
- 2 PAT BENATAR
- 3 TOM PETTY
- 4 PRINCE
- 5 PHIL COLLINS
- 6 JONI MITCHELL
- 7 DEVO
- 8 JOHN LENNON
- 9 LAURA BRANIGAN
- 10 DIONNE WARWICK

### NORTH CENTRAL 6.

- 1 DAN FOGELBERG
- 2 DIONNE WARWICK
- 3 PRINCE
- 4 PAT BENATAR
- 5 TOM PETTY
- 6 JEFFERSON STARSHIP
- 7 BEATLES
- 8 JONI MITCHELL
- 9 AN OFFICER AND A GENTLEMAN
- 10 EDDIE RABBIT

### DENVER/PHOENIX 7.

- 1 DAN FOGELBERG
- 2 PAT BENATAR
- 3 MISSING PERSONS
- 4 TOM PETTY
- 5 JEFFERSON STARSHIP
- 6 JONI MITCHELL
- 7 CON FUNK SHUN
- 8 PHIL COLLINS
- 9 TONI BASIL
- 10 JOHN LENNON

### SOUTH CENTRAL 8.

- 1 PAT BENATAR
- 2 TOM PETTY
- 3 TONI BASIL
- 4 PRINCE
- 5 JONI MITCHELL
- 6 ADAM ANT
- 7 JOHN LENNON
- 8 DAN FOGELBERG
- 9 BAR-KAYS
- 10 MISSING PERSONS

WHAT'S IN-STORE

**SPECIAL SERVICE FOR THE BEAT** — "Disturb the Rhythm — Break the Beat" is the name of I.R.S. Records' latest push, which kicked off two weeks back when key A&M and I.R.S. figures dined with the **English Beat** in Chicago prior to the group's performance at the Park West. According to I.R.S. national director of sales **Barbara Bolan**, the band's new album, "Special Beat Service," which was released just over a month ago, came out at a difficult time of year in terms of breaking new material, so the goal of the new campaign is to support the record well enough so as to be able to "go into January with a live and kicking record." Particulars of the campaign are being left to the sales and promotion people with the focus being on both retail and radio. Retailers will be provided with merchandising aids including two-color buttons, album flats and posters, ad mats and album minis, and label staff is encouraged to set up consumer contests as well as competitions among themselves. The **Strawberries** chain is already on board as the locations for registering to win a trip for two in a "Special Beat Service to England" contest co-sponsored by I.R.S., Boston's progressive rock station WBCN and The Channel, a local nightclub which is presenting the Beat at its upcoming tour stop at the Opera House.



**MIDDLE EARTH BLAST**—Members of *Slash/WB* recording group *The Blasters* recently visited *Middle Earth Records* in Downey, Calif. to sign autographs and chat. Pictured is *Bill Bateman* of the group signing an autograph for a fan while fellow *Blaster* *Phil Alvin* looks on.

**SWEET SIXTEEN** — The Miami-based **Spec's Music** chain will open its sixteenth outlet this week at the 163rd St. Mall in North Miami. The older mall is being renovated, and "we're part of the renovation," says the chain's vice president, general manager **Joe Andrules**. . . . Meanwhile, the chain's 12,000 sq. ft. main store in Miami was "wall-to-wall people" at last week's "pizza sale." Spec's runs these events — which feature pizza and soda giveaways plus the entire stock on sale — from time to time. Andrules says that the weekend sale was the only one of its type this year and was a big success. They even brought out searchlights to illuminate the location during evening hours.

**SORRY GIRLS** — **Licorice Pizza's** vice president of marketing **Lee Cohen** finally said "I do!" to **Lols Sarkislan**, thus meriting a hearty *What's In-Store* congratulations!

**TURTLE TIE-IN** — Atlanta's 19 **Turtle's Records** stores along with MTV, station 94Q, and CBS Records, are co-sponsoring an "MTV **Billy Joel** Extravaganza" based on MTV's "One Night Stand" national promotions. The grand prize winner gets to take three friends along on a chauffeured trip to dinner, Joel's Nov. 24 concert in Atlanta and back home. Besides the opportunity to meet Joel backstage, the foursome will also receive MTV T-shirts and Billy Joel albums; in addition, the winner gets an MTV tour jacket and Atari video game. To promote the event, Turtle's has MTV/Billy Joel displays set up in all of the Atlanta locations.

**BRINGING BERLITZ** — Intercom Music Corp. in Carlstadt, N.J., has been appointed sales representative for Berlitz Publications, and will be responsible for merchandising its line of pre-recorded language product to record and tape retailers.

**HERE IN STARK/CAMELOT** — With the openings of four new locations in the last two months, the **Stark/Camelot** chain can boast of having opened 18 stores in the last 18 months. The latest are Wilkes Mall in Wilkesboro, N.C., managed by **Kurt Dietz**; Westgate Mall in Amarillo, Tex., managed by **Ray Watkins**; Melbourne Square in Melbourne, Fla., managed by **Dolores Ryall**; and Towne East Square in Wichita, Kan., managed by **Jeff Kuykendall**. . . . During the Camelot Music Octoberfest last month, Classical Club members were offered a 20% discount on all Pfanstiehl phonograph

(continued on page 30)

Dealers Augment Label Ad Dollars With In-House Funds

(continued from page 12)

According to John Burns, vice president of sales for MCA Distributing, point-of-purchase display, bag stuffers and other in-store merchandising are also being heavily emphasized.

While noting that MCA "always tries to tailor its umbrella programs to the individual account's needs," Burns also said that most of the company's TV advertising will be market or institutional oriented, rather than tagging specific accounts, citing cost as a factor.

Many dealers contacted in the **Cash Box** survey noted that they have scaled down their proposals this year to reflect economic circumstances and declining advertising budgets. But many are still concerned that some labels have not reacted promptly to the more prudent requests.

"Last year I handed in programs to manufacturers, and within a day or two I had an idea of what we'd have to work with," said Alan Schwartz, Show Industries, which operates L.A.-based City One Stop and the Music Plus chain. "This year, even though we've scaled down our requests, it has taken longer than ever before to get an answer."

"Everything we've planned is in the works, but nothing is definite," added Marcy Penner, director of advertising for the Washington promotion this season, and the pressure is usually on this time of year.

Penner, like other dealers, said that aggressive promotion and advertising will be key to moving product this holiday sales season. And like many other dealers, she said that in order to take full advantage of this critical Christmas sales season, they would have to pick up the money slack left by label programs.

"We'll be concentrating on less media this year," said Show Industries' Schwartz, adding, "We'll be buying fewer stations, fewer print ads, etc."

"(The City One Stop) accounts have always come up with their own ideas for promotions; but this year they may have to pay for some of it themselves."

Schwartz also noted that "whether we can get 100% funding for some of our programs or not, we plan to go ahead with some of them. If the funds aren't available,

we'll have to augment (our portion of) our radio buys. In a market like ours, we can't just buy two radio stations or take ads in just one newspaper. We'll just have to spend the money to cover the broadest base possible."

If the extra money just isn't available, some dealers contacted said they would attempt to make wider use of alternative media and in-store merchandising. "We can't afford to do anywhere near the amount of advertising (without the manufacturers' support), said Calvin Simpson, owner of Simpson's Wholesale and the Bad Records chain in Detroit, "but we still look for cheaper ways to promote records such as suburban or neighborhood

"Penner, like other dealers, said aggressive promotion is the key to moving product this holiday season."

papers and campus newspapers. We also plan to make wider use of flyers developed in-house."

Not all retailers, however, have had problems obtaining co-op ad support from the labels. "I don't think there is a lack of support from the manufacturers. There isn't any resistance to our requests for ad dollars," said Michael Vassen, director of advertising for the Durham-based Record Bar web's Ad-Ventures. "When they (the labels) have hits, there's no trouble getting advertising dollars," he said, explaining that volume sales increase the flow of co-op advertising.

But Schwartz, representing what appeared to be the typical experience, said, "everybody (manufacturers) has been pleading tremendously about the shortage of ad money this year. And although they viewed our (Show Industries) proposals as reasonable, given the present realities, they still haven't let us know how much money will actually be available."

Faraci, noting that he "didn't think anybody was getting the same level of ad money" as in previous years, added, "I think dealers understand the kind of year it is. But most of them have committed themselves to attacking the heavy sales season aggressively."

PLUS PROFIT

TOP SELLING VIDEO GAMES

- 1 Pitfall • Activision AX018
- 2 Frogger • Parker Brothers 5300
- 3 Donkey Kong • Coleco 2451
- 4 Berzerk • Atari CX2640
- 5 Pac-Man • Atari CX2646
- 6 Mega Mania • Activision AX017
- 7 Zaxxon • Coleco 2435
- 8 Earthworld • Atari CX2656
- 9 The Empire Strikes Back • Parker Brothers 5050
- 10 Lock 'N Chase • Mattel 5663
- 11 Carnival • Coleco 2468
- 12 Demon Attack • Imagic 3200
- 13 Defender • Atari CX 2609
- 14 Real Sports Baseball • Atari CX 2640
- 15 Venture • Coleco 2457

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

TOP SELLING ACCESSORIES \*

- Allsop III Cassette Head Cleaner
- Carroll County 45 Record Crates
- D-Stat Record Mat
- Discwasher D-4 1 1/4 oz. Refill Fluid
- Discwasher D-4 System Kit
- Maxell LNC-90
- Maxell UD-90 (3-Bag)
- Maxell UDXL II C-60
- Maxell UDXL II C-90
- Maxell T-120 (Videocassette)
- Memorex C-90 (3-Bag)
- Memorex Cassette Head Cleaning Kit
- Scotch T-120 (Videocassette)
- TDK ADC-90
- TDK Cassette Head Cleaning Kit
- TDK DC-90 (2-Bag)
- TDK SAC-90
- TDK SAC-90 (2-Bag)
- TDK T-120 (Videocassette)

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

TOP SELLING MIDLINES

- The Blasters** • Over There — Live at the Venue, London • Slash/Warner Bros. 1-23735
- Kurtis Blow** • Tough • Mercury/PolyGram MX 1-505
- T-Bone Burnett** • Trap Door • Warner Bros. 9 23691-1B
- Paul Carrack** • Suburban VooDoo • Epic/CBS ARE 38161
- Crosby, Stills and Nash** • Atlantic SD-8229
- The Doors** • Elektra EKS 75007
- Duran Duran** • Carnival • Capitol ST-15006
- Dan Fogelberg** • Souvenirs • Full Moon/Epic PE 33137
- Crystal Gayle** • Classic Crystal • United Artists LOO-982
- Janet Jackson** • A&M SP-6-4907
- Joe Jackson** • Look Sharp! • A&M SP-4743
- The Jam** • The Bitterest Pill (I Ever Had to Swallow) • Polydor/PolyGram PXI 506
- Billy Joel** • Piano Man • Columbia PC 32455
- Carole King** • Tapestry • Epic PE 34946
- Missing Persons** • DLP-15001
- Tom Petty and the Heartbreakers** • MCA SR 52006

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

\* Excludes T-Shirts & Paraphernalia

Heavy Sales

## Labels Push For Last Minute Adds Before Playlists Close

by Larry Riggs

NEW YORK — Major labels are demonstrating differing approaches for promoting their product at Top 40 and other pop stations before playlists are frozen for Christmastime. A **Cash Box** survey of label promotion executives and program directors shows that while some labels are stepping up their efforts to persuade those stations to program their singles in time to generate Christmas sales,

## Paley Calls For Repeal Of Content Rules For Broadcasting Media

NEW YORK — CBS chairman William S. Paley last week called on Congress to eliminate the provisions of the Communications Act of 1934 relating to equal time, reasonable access and the Fairness Doctrine. Because abolishing those provisions is such a massive undertaking, Paley urged Congress to begin the process now by suspending them for the 1984 Presidential campaign, as it had done for the 1960 campaign. That allowed the networks to produce the debates between John F. Kennedy and Richard Nixon.

"The public interest was served," Paley stated, "because broadcast journalists were allowed to exercise their news judgments. We were allowed to make choices. Although we could not have scheduled similar debates for the 20 or more fringe candidates, with this suspension we were able to broadcast the debates that the public did want and need to hear."

Paley spoke before the 20th annual award dinner of the Society for the Family of Man in New York, after receiving the organization's Gold Medallion award which was presented by former Secretary of State Henry Kissinger.

The outgoing CBS chairman told the audience of 1,500 that the equal time and reasonable access clauses and the Fairness Doctrine have achieved the opposite result of their original intent. "The broadcasting of diverse public and political programming has been diminished because of them," he said.

### First Amendment Threat

He added that government regulation of the broadcasting industry in the U.S. makes it difficult for this country to set an example to nations where freedom of the press is limited or non-existent. "Throughout the world today," he continued, "we see growing limitations upon human liberty, and those limitations always include restrictions upon the press. Clearly, the free flow of ideas and the truth are dangerous to despots. Yet even our own freedom is fragile. If we are to lead by example, we need to recognize that there are clouds scattered across the domestic horizon. It's too early to forecast what they will bring, but the threat to the First Amendment remains real in America."

Citing the Fairness Doctrine as an example of such a threat, Paley said that "at issue is not the goal of fairness, a principle which CBS is proud to have adopted decades ago through our internal standards of fairness and balance. At issue is the threat to freedom that arises from government's enforcement of what it decides fairness to be. In addition, judged by the stated purpose of increasing debate on controversial issues, program regulation actually has been counterproductive."

If Congress were to eliminate the provisions he spoke of, Paley said that "broadcasting would produce a greater abundance of diverse and informative programming."

others are doing nothing out of the ordinary.

Top 40 stations have traditionally frozen their playlists during the Christmas season partly because the labels generally do not release new product at that time. But at stations with pop formats like Mike Joseph's high turnover "Hot Hits," this practice is apparently going into decline.

One record label that is launching an intense effort to get airplay is Capitol Records. "We've released every major single on Capitol off of an album and our field people have begun to blitz the radio stations," said Bruce Wendell, Capitol vice president of promotion. "Our game plan is to get every single onto the stations prior to a shutdown. Naturally, we're going on our big acts."

Capitol's game plan also includes different promotional tactics. "Instead of pushing six or eight singles, we'll push extra hard on two or three," added Wendell. "Other than that, there's not much we can do because dollars are tight and that's part of the reason that we're working on our established acts." Those would include the likes of Billy Squier, Steve Miller and the Beatles, whose single, "Love Me Do," has been re-released as part of a greatest hits package.

### Christmas 'Naturals'

Another label making a major push for airplay before the freeze is MCA Records. "I think a lot of our product will be natural for Christmas airplay," said Pat Pippolo, MCA vice president of promotion. "One record we're pushing hard at the Top 40s is the soundtrack to *E.T.*, which has Michael Jackson singing 'Someone In The Dark.' At the CHRs, we've also got 'Pass the Dutchie' by Musical Youth, which has broken here in Los Angeles and at KTFM in San Antonio." Unlike Capitol's national strategy, MCA is leaving the promotion up to its local distributors. "It's all being done on the local level," continued Pippolo. "As soon as the record ships, our branch people handle the promotion."

While unwilling to disclose his specific strategy, Bill Cataldo, director of national promotion at PolyGram Records, is making a heavy push on his product in time for Christmas. "At the AORs, we'll be concentrating on John Cougar, Golden Earring, ABC, Yaz and, of course, the Waitresses, who have their Christmas song on their new EP," said Cataldo. "We've got our troops out in the field working on our big acts."

Atlantic Records is also relying on Christmas music and music from established acts to see it through the playlist closing, according to Vic Faraci, senior vice president of promotion. "People are still doing adds as late as the 24th of December, and I don't think that you can stop something that's already in motion," he said. "As far as I can tell now, five weeks before Christmas our priorities will be 'The Best of Foreigner,' the new Led Zeppelin album and Phil Collins. Firefall also has a gorgeous song called 'Christmas In Love,' which ships the first week in December."

### Pressure Varies

Faced with both the recession in the record industry and the usually heavy pushes from record promotion people at this time of year, the stations have reported different results. One program director who felt a strong push from the labels was Ric Lippincott of Top 40 outlet WLS/Chicago. "Even though we close our list for just one week between Christmas and New Year's, we've been kind of inundated," said Lippincott. "The record companies are under a lot of pressure to get their product onto the air and each year, it seems to get worse. Just

(Continued on page 30)

## AIRPLAY

**STATION TO STATION** — On Dec. 17, AOR station KLOS/Los Angeles and subscription TVers ON-TV and SelecTV will simulcast what is billed as **The Who's** last North American concert live from Toronto's Maple Leaf Gardens. Current plans call for a nationwide stereo simulcast and the possibility of satellite transmissions to Australia, Japan and Latin America was also mentioned. Also carrying the concert will be Top 40 station **WRQX**/Washington, D.C. . . **WMAD**/Madison, Wisc., the AOR station that resurrected radio soap opera for its morning drive show (**Cash Box**, Sept. 11) has bowed an advice column using characters from the soap dubbed *Relating To The '80s with That Bob and Gene*. The pair asks listeners to write in their problems which are read over the air at 9:10 a.m. weekdays. Perhaps this will spur a national trend since **Dwight Douglas** of Burkhart-Abrams Associates, WMAD's consultant, was reportedly pleased with what he heard on a recent visit to the station. . . Meanwhile, back in the Big Apple, **Kevin Metheny** has been named to the newly created position of director of programs and operations at A/C station **WNBC**. He moves up from the PD post. At the same time, **Lyndon Abel**, who had been music coordinator, moves up to administrator of programming. . . At the same time, **John DeBella**, who had been an air personality at **WLIR**/Garden City, L.I., N.Y., before its format change (**Cash Box**, Nov. 20), has become morning drive man at Philadelphia rock powerhouse **WMMR**. DeBella had been at WLIR for the past six years. . . Down in D.C., **John Hellwell**, saxophone player for A&M recording group **Supertramp**, visited the studios of **WRQX** during **Dave Thompson's** p.m. drive show. . . In the Motor City, AOR station **WABX** in conjunction with Tubby's Submarine Shops has launched a holiday food drive, collecting non-perishable items for needy families. All the food will be donated to the local Salvation Army churches. . . A similar promotion is being conducted by B/C station **WBMX**/Chicago. Running its second annual *Mountain of Food Drive*, the station got national acts such as the **Staple**



**TREACLING ONTO THE AIR** — *Sting* (l), lead singer of *The Police* and star of the film, *Brimstone and Treacle*, recently visited the studios of **WPLJ**/New York for an interview with *Pat St. John*. The interview, which touched on the film, its soundtrack and the future of the film, will air in one minute segments from Nov. 24-29 over the affiliates of the **ABC Rock Radio Network**.

**SYNDICATION INDICATIONS** — Westwood One is premiering *The Rock Chronicles*, a one-hour-a-week rock variety show hosted by **WNEW-FM**/New York air personality **Dave Herman** and **KMET**/Los Angeles DJ **David Perry**. It will cover such topics as regional rock, rock on the road and festivals as well as the usual artist interviews. Written and produced by **Karen Shearer**, it will be available in January. . . A previously unreleased concert by **Led Zeppelin** is being released to U.S. radio stations Dec. 16-18. The 90-minute show, performed in 1969 at London's *Paris/BBS Theatre*, features such songs as "Dazed And Confused," "White Summer" and "Communication Breakdown." It is available from London Wavelength on a trade/barter basis.

**NETWORK NEWS** — The Top 10 artists of all time who will be featured on Dick Clark's Top 30 artists of all time were released last week. They are, according to a survey of over 400 program directors, **The Beach Boys**, **The Beatles**, **Chicago**, **Eagles**, **Elton John**, **Elvis Presley**, **Fleetwood Mac**, **The Rolling Stones**, **Simon & Garfunkel** and **Stevie Wonder**. The three-hour music and interview show airs during the Thanksgiving weekend. . . **Chris Gable** has been named program director at A/C station **WAIA**/Miami. He replaces **Alan Anderson** who left the tropical outpost to become PD at similarly formatted **WPIX**/New York. . . **Tommy Jett** has joined the air staff at **WDXB**/Chattanooga after crosstown station **WFLI** recently switched formats. He will do afternoon drives. . . And you thought news was dead on rock stations. Well, the answer is yes and no. **ABC Radio News** last week formed a new unit to cover events, stories and trends of interest to the listeners or the **ABC Rock Radio** web. A series of spot news feeds skewed to the audience will be fed to the affils. The department also has created a roving reporter job to cover topical stories. As yet, the job is unfilled. . . Meanwhile, the **ABC-FM** net has added **WUSL**/Philadelphia, **WWDC**/Washington, **WXRT**/Chicago, **WYYS**/Cincinnati, **WZZR**/Grand Rapids, Mich., **KMBY**/Monterey, Calif. and **KOWN**/Escondido, Calif. to its roster.

**NAB NOTES** — The National Assn. of Broadcasters (NAB) has asked a Federal Appeals Court to uphold the Federal Communications Commission (FCC) decision not to initiate a rulemaking proceeding that would lead to a rule prohibiting common ownership, operation or control of more than one AM or FM station per market and requiring divestiture of existing AM-FM combinations. The National Association for the Advancement of Colored People (NAACP) had previously requested the FCC to begin the proceeding and when it refused, went to court. NAB believes that the FCC is wholly justified in not starting up the proposed proceeding for several reasons: a wide diversity of broadcasting stations, the pendency of ongoing FCC proceedings, established policies such as AM-FM non-duplication rules, tax certificates and distress sale policies have reportedly helped establish greater minority station ownership. . . And, at a recent luncheon speech before the University of Kansas, NAB president **Edward Fritts** urged Congress to reconsider the full implications of government restraints on the First Amendment rights of broadcasters. Fritts told the audience of journalism students that government regulations like the Fairness Doctrine are "stifling, rather than enhancing the free flow of broadcast information to the public." Although there are at least three bills pending in Congress that would accomplish that, it is unclear whether they stand much chance of passage because of the make-up of the next Congress (**Cash Box**, Nov. 20).

Larry Riggs



# CASH BOX ROCK ALBUM RADIO REPORT



— **THE J. GEILS BAND • SHOWTIME • EMI AMERICA**  
**ADDS:** WROQ, WOUR, WNEW, KBPI, KMET, WBLM, WABX, WGRQ, WYFE, WLIR, WCCC, KNAC, KLLOL, KEZY, KNCN. **HOTS:** WNEW. **MEDIUMS:** KLLOL, KEZY. **PREFERRED TRACKS:** I Do. **SALES:** Just shipped.



**29 TOM PETTY & THE HEARTBREAKERS • LONG AFTER DARK • BACKSTREET/MCA**  
**ADDS:** None. **HOTS:** WROQ, WOUR, WSHE, WNEW, KBPI, KMET, WPLR, WGRQ, WYFE, WMMS, KNAC, KLLOL, KEZY, KNCN. **MEDIUMS:** WBLM, WABX, WHFS. **PREFERRED TRACKS:** Lucky. **SALES:** Good in all regions.

## # 1 MOST ADDED

## # 1 MOST ACTIVE

LP Chart Position

**31 A FLOCK OF SEAGULLS • JIVE/ARISTA**  
**ADDS:** WABX. **HOTS:** WLIR, WHFS. **MEDIUMS:** KNAC, KEZY, WROQ. **PREFERRED TRACKS:** Space, I Ran. **SALES:** Moderate to fair in all regions.

### # 4 MOST ADDED

**58 ADAM ANT • FRIEND OR FOE • EPIC**  
**ADDS:** WROQ, WGRQ. **HOTS:** WMMS, WHFS, KNAC, KEZY, WSHE. **MEDIUMS:** KBPI, WPLR, WLIR, WCCC, KLLOL, WOUR. **PREFERRED TRACKS:** Goody, Hello, Title. **SALES:** Good to moderate in all regions.

**27 PAT BENATAR • GET NERVOUS • CHRYSALIS**  
**ADDS:** None. **HOTS:** KBPI, KMET, WBLM, WPLR, WABX, WGRQ, WYFE, WMMS, WCCC, KLLOL, KEZY, KNCN, WSHE, WROQ. **MEDIUMS:** None. **PREFERRED TRACKS:** Shadows. **SALES:** Good in all regions.

— **CHILLIWACK • OPUS X • MILLENNIUM/RCA**  
**ADDS:** WSHE, WPLR. **HOTS:** WSHE, KBPI, KNX, WMMS. **MEDIUMS:** KMET, WBLM, WGRQ, KEZY. **PREFERRED TRACKS:** Gonna. **SALES:** Fair in East.

**21 THE CLASH • COMBAT ROCK • EPIC**  
**ADDS:** WABX. **HOTS:** WGRQ, WYFE, WLIR, WHFS, KNAC, KEZY, WSHE, WOUR, WROQ. **MEDIUMS:** KBPI, WBLM, WMMS, WCCC, KLLOL. **PREFERRED TRACKS:** Casbah, Should. **SALES:** Good to moderate in all regions.

### # 3 MOST ADDED

**62 PHIL COLLINS • HELLO, I MUST BE GOING • ATLANTIC**  
**ADDS:** KNCN, KMET. **HOTS:** WOUR, WSHE, WNEW, KBPI, WGRQ, WYFE, WMMS, WLIR, WCCC, WHFS, KEZY. **MEDIUMS:** WBLM, WPLR, WABX, KLLOL, WROQ. **PREFERRED TRACKS:** Hurry, Wall. **SALES:** Major breakouts in all regions.

— **BUCK DHARMA • FLAT OUT • PORTRAIT/CBS**  
**ADDS:** None. **HOTS:** WMMS. **MEDIUMS:** KBPI, KMET, WPLR, KLLOL, KEZY, KNCN, WOUR. **PREFERRED TRACKS:** Open. **SALES:** Fair in East and West.

**23 DIRE STRAITS • LOVE OVER GOLD • WARNER BROS.**  
**ADDS:** None. **HOTS:** WROQ, WNEW, KMET, WPLR, WGRQ, WHFS. **MEDIUMS:** WOUR, WSHE, KBPI, WBLM, WYFE, WMMS, KNAC, KLLOL, KEZY, KNCN. **PREFERRED TRACKS:** Private. **SALES:** Good to moderate in all regions.

**13 DONALD FAGEN • THE NIGHTFLY • WARNER BROS.**  
**ADDS:** None. **HOTS:** WNEW, KBPI, KNX, WPLR, WYFE, WMMS. **MEDIUMS:** WBLM, WABX, WCCC, KNCN. **PREFERRED TRACKS:** I.G.Y. **SALES:** Good in all regions.

**171 THE FIXX • SHUTTERED ROOM • MCA**  
**ADDS:** KMET. **HOTS:** WNEW, WPLR, WGRQ, WMMS, WLIR. **MEDIUMS:** KBPI, WABX, WYFE, WHFS, KLLOL, KEZY, KNCN, WOUR, WROQ. **PREFERRED TRACKS:** Stand. **SALES:** Fair in all regions.

— **FOGHAT • IN THE MOOD FOR SOMETHING RUDE • BEARSVILLE**  
**ADDS:** None. **HOTS:** KMET. **MEDIUMS:** KBPI, WBLM, WGRQ, WMMS, KEZY, KNCN, WOUR. **PREFERRED TRACKS:** Open. **SALES:** Fair in Midwest.

LP Chart Position

**35 PETER GABRIEL • GEFEN**  
**ADDS:** None. **HOTS:** WOUR, KMET, WPLR, WGRQ, WMMS, WLIR, WHFS, KNAC, KEZY, WSHE. **MEDIUMS:** WROQ, WNEW, KBPI, WBLM, WYFE, WCCC. **PREFERRED TRACKS:** Monkey. **SALES:** Moderate to fair in all regions.

### # 5 MOST ADDED

— **GOLDEN EARRING • CUT • 21/POLYGRAM**  
**ADDS:** WGRQ, WNEW. **HOTS:** None. **MEDIUMS:** KBPI, KMET, WYFE, WMMS, KEZY, KNCN, WSHE, WOUR, WROQ. **PREFERRED TRACKS:** Twilight, Batteries. **SALES:** Fair in West.

**15 DARYL HALL & JOHN OATES • H2O • RCA**  
**ADDS:** None. **HOTS:** WNEW, KNX, WPLR, WYFE, WMMS. **MEDIUMS:** WABX, KNAC, KEZY, WOUR. **PREFERRED TRACKS:** Maneater. **SALES:** Good in all regions.

**80 GEORGE HARRISON • GONE TROPPO • DARK HORSE**  
**ADDS:** None. **HOTS:** WNEW, KBPI. **MEDIUMS:** KMET, WGRQ, WYFE, KEZY. **PREFERRED TRACKS:** Wake. **SALES:** Good to moderate in all regions.

**19 DON HENLEY • I CAN'T STAND STILL • ASYLUM**  
**ADDS:** None. **HOTS:** WNEW, KBPI, KMET, WBLM, WYFE, WMMS, KEZY, WOUR. **MEDIUMS:** KNX, WPLR, WABX, WCCC. **PREFERRED TRACKS:** Laundry, Title, Johnny. **SALES:** Good in all regions.

**144 DONNIE IRIS • THE HIGH AND THE MIGHTY • CAROUSEL/MCA**  
**ADDS:** None. **HOTS:** WMMS, WOUR. **MEDIUMS:** WNEW, KBPI, WBLM, WPLR, KEZY. **PREFERRED TRACKS:** Tough. **SALES:** Fair in Midwest.

**8 JOE JACKSON • NIGHT AND DAY • A&M**  
**ADDS:** None. **HOTS:** WNEW, WMMS, WLIR, WCCC, WHFS, KNAC, KEZY. **MEDIUMS:** KMET, WBLM, KLLOL. **PREFERRED TRACKS:** Steppin'. **SALES:** Good to moderate in all regions.

**43 JEFFERSON STARSHIP • WINDS OF CHANGE • GRUNT/RCA**  
**ADDS:** None. **HOTS:** KBPI, KMET, KNX, WGRQ, WMMS, KLLOL, KEZY, KNCN. **MEDIUMS:** WBLM, WPLR, WABX, WSHE, WOUR. **PREFERRED TRACKS:** Lady. **SALES:** Good to moderate in all regions.

**5 BILLY JOEL • THE NYLON CURTAIN • COLUMBIA**  
**ADDS:** None. **HOTS:** WNEW, KNX, WBLM, WPLR, WGRQ, WYFE, WMMS, WCCC, KEZY, WSHE. **MEDIUMS:** KMET, WABX. **PREFERRED TRACKS:** Pressure, Allentown. **SALES:** Good to moderate in all regions.

**1 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA**  
**ADDS:** None. **HOTS:** WROQ, WOUR, KBPI, WGRQ, WYFE, WMMS, WCCC, KNAC, KLLOL, KEZY, KNCN, WSHE. **MEDIUMS:** KMET, WBLM, WABX, WLIR. **PREFERRED TRACKS:** Down, Who. **SALES:** Good in all regions.

**34 MISSING PERSONS • SPRING SESSION M • CAPITOL**  
**ADDS:** None. **HOTS:** KBPI, KMET, WPLR, WGRQ, WMMS, WLIR, WCCC, WHFS, KNAC, KEZY. **MEDIUMS:** WROQ, WOUR, WSHE, WABX, WYFE, KNCN. **PREFERRED TRACKS:** Destination, Walling, Words. **SALES:** Good to moderate in all regions.

LP Chart Position

## # 2 MOST ADDED

— **HENRY PAUL • ATLANTIC**  
**ADDS:** WROQ, WYFE, KMET. **HOTS:** None. **MEDIUMS:** KBPI, KEZY, WOUR. **PREFERRED TRACKS:** Open. **SALES:** Fair in South and West.

**17 RUSH • SIGNALS • MERCURY/POLYGRAM**  
**ADDS:** None. **HOTS:** KBPI, KMET, WBLM, WGRQ, WMMS, KLLOL, KEZY, KNCN, WSHE, WOUR. **MEDIUMS:** WROQ, WNEW, WPLR, WABX, WYFE, WCCC. **PREFERRED TRACKS:** New World. **SALES:** Good to moderate in all regions.

**92 SAGA • WORLDS APART • PORTRAIT/CBS**  
**ADDS:** None. **HOTS:** KBPI, KMET, WBLM, WABX, WGRQ, WMMS, WCCC, KEZY, KNCN, WSHE, WOUR, WROQ. **MEDIUMS:** WYFE, KLLOL. **PREFERRED TRACKS:** Open. **SALES:** Moderate in all regions.

**10 BILLY SQUIER • EMOTIONS IN MOTION • CAPITOL**  
**ADDS:** None. **HOTS:** KMET, WGRQ, KEZY, WOUR. **MEDIUMS:** WBLM, WYFE. **PREFERRED TRACKS:** Every, Title. **SALES:** Good to moderate in all regions.

**83 ROD STEWART • ABSOLUTELY LIVE • WARNER BROS.**  
**ADDS:** None. **HOTS:** WNEW, KMET, KEZY. **MEDIUMS:** WBLM, WPLR, WABX, KNCN. **PREFERRED TRACKS:** Open. **SALES:** Moderate to fair in all regions.

**4 STRAY CATS • BUILT FOR SPEED • EMI AMERICA**  
**ADDS:** None. **HOTS:** WOUR, WSHE, WNEW, KBPI, KMET, WYFE, WMMS, WLIR, WHFS, KNAC, KEZY, KNCN. **MEDIUMS:** WBLM, WPLR, WABX, WCCC. **PREFERRED TRACKS:** Town, Strut. **SALES:** Good in all regions.

**11 SUPERTRAMP • FAMOUS LAST WORDS • A&M**  
**ADDS:** None. **HOTS:** WOUR, WSHE, WNEW, KBPI, KMET, KNX, WGRQ, WYFE, WMMS, KLLOL, KEZY, KNCN. **MEDIUMS:** WROQ, WBLM, WPLR, WABX, WCCC. **PREFERRED TRACKS:** Raining. **SALES:** Good in all regions.

**148 TALK TALK • THE PARTY'S OVER • EMI AMERICA**  
**ADDS:** None. **HOTS:** WNEW. **MEDIUMS:** KBPI, WPLR, WLIR, WHFS, KNAC, KEZY, WSHE, WOUR, WROQ. **PREFERRED TRACKS:** Talk, Serious, Title, Today. **SALES:** Fair in East and West.

**90 PAT TRAVERS' BLACK PEARL • POLYDOR/POLYGRAM**  
**ADDS:** None. **HOTS:** None. **MEDIUMS:** KBPI, KMET, WBLM, WPLR, WGRQ, WMMS, KEZY, KNCN. **PREFERRED TRACKS:** Rather. **SALES:** Fair in Midwest.

**104 UTOPIA • NETWORK/ELEKTRA**  
**ADDS:** None. **HOTS:** None. **MEDIUMS:** WNEW, KBPI, KMET, WBLM, WPLR, WMMS, KEZY. **PREFERRED TRACKS:** Feet. **SALES:** Fair in Midwest.

**26 THE WHO • IT'S HARD • WARNER BROS.**  
**ADDS:** None. **HOTS:** KMET, WBLM, WPLR, WGRQ, WMMS, KEZY, KNCN, WSHE, WOUR, WROQ. **MEDIUMS:** WABX, WYFE, KNAC. **PREFERRED TRACKS:** Cry, Man, One, Title. **SALES:** Moderate to fair in all regions.

## Nashville Music Community Unites For NMA-Sponsored Expo '82

by Tom Roland

NASHVILLE — In its biggest endeavor to date, the Nashville Music Assn. (NMA) co-sponsored the Entertainment Expo '82 with *The Tennessean* at Municipal Auditorium, Nov. 12-14, displaying the wares of the Nashville music community to the public and to other businesses within the city.

More than 14,200 people attended the function, including exhibitors, with over 170 booths rented at \$350-425 per booth, providing a massive cross-section of record companies, studios, publishers and related organizations, as well as a handful of outside businesses interested in making contact with the Music Row community. While the actual amount of money raised to benefit the NMA is as yet unknown, estimates have placed the figure between \$10,000 and \$15,000.

"We were basically this year focusing on three directions," said Dale Franklin-Cornelius, executive director of the NMA, of the purpose of the Expo. "First was to the people of Nashville, because everything usually done in Nashville by our industry is done for tourists. We wanted to, in our second direction, focus on the business leaders of Nashville so we can bridge that separation, that gap that's been between us, and really join together for the growth of Nashville, because we're actively trying to have our industry grow here. Also, the wonderful thing for our industry was the interaction between our industry. We're all so busy in our jobs most of the time that we don't necessarily get to know about all the companies that really are here or meet all the people that you don't usually come in contact with in your day-to-day work."

### Grand Plans

A report in *The Tennessean* on the Expo gave the impression that beginning with next year, the function, tentatively scheduled for Nov. 13-15, will be aimed at unseating the Musexpo engagement held annually in Miami by MIDEM. Franklin-Cornelius, however, suggested that while it is hoped that the Entertainment Expo will take on an international scope in ensuing years, the motive is to stir up interest in Nashville and not to conquer already established trade shows.

"We don't want to take away anyone else's function," she said. "What we do want to do is have an exhibition/convention the size of MIDEM here, getting worldwide industry to come to Nashville, spending money in Nashville, and seeing what we do here. Whether we can grow to that level before the convention center is accomplished I don't know, but we can definitely start growing in that direction and definitely invite industry personnel from around the world, because there are a lot of publishers, performing rights organizations and record companies that want those European people to come here. There's not much more room on the floor of the auditorium that we can sell — we can't grow further than the facility can handle — but we are definitely going to attract international attention to it next year."

Among the 170 exhibitors, 90% of which have indicated a desire to return, was Dick James Music, the London-based publishing company which has set up United States headquarters in Nashville. Arthur Braun, general manager of the company's U.S. operations, indicated that to rent the space, design the booth, transport materials and staff the booth, the total cost to the firm was in the neighborhood of \$2,000.

"I have kind of a mixed feeling," he commented. "One thing that maybe is not clear to me — I don't know what it was all about. There seemed to be nobody there except people coming off the street, just coming

and nosing around. I know the participation was great from the industry, but I don't understand the purpose whatsoever. It reminded me of a small-scale MIDEM without having all the people there from all over the world to bargain with. I think the NMA wanted to show the general Nashville community what we're all about. Why?"

Braun noted that his company "didn't do one bit of business," but he added that with his firm's relatively recent arrival in Nashville, it provided an excellent opportunity for him to speak with industry leaders associated with other firms, and he suggested that next year, officials with the Expo should "try to make it like a MIDEM. Nashville is the healthiest music city in the world, and we need to attract international attention to expand our image and creativity."

Mason Cooper, professional manager for Debdave/Briarpatch Publishing, said that the event turned out to be "more worthwhile than we thought. We didn't really know why we were in it." Cooper stated that while the Expo proved beneficial to the NMA, it also lent his firm an opportunity to improve relations with other companies. "It brought us together, whereas we probably would not have gotten together on our own," he noted.

Additionally, he cited the goodwill displayed by the music community as a whole to the Nashville public. For \$4 per day, or \$10 for the entire three-day activity, consumers were given an opportunity to visit the booths and learn more about what the music industry in Nashville had to offer, while many walked off with free albums and graphic promotional goods, such as *E.T.* soundtracks and Eddie Rabbitt 1'x1' flats.

Although Cooper found the company's expenditure on the booth and promotion to have a small return, he considered the cost "an investment into further Expos. We don't get any monetary value, per se, back directly; it's an investment into building it. You have to start somewhere. Next year it will be bigger, and, in coming years, maybe there will be a way for it to be worth more to each individual."

PolyGram Records utilized the Expo as an opportunity to feature its product in what marketing director Joe Polidor terms a "basic concept." The label gave away posters and albums, and used a big screen television to feature video presentations on all genres of music, including R&B, rock and country. Whether or not the company experienced a return on its investment, Polidor suggested that participation in the Expo is vital to the image of a company.

"I think it's always important to let the community at large know what you as an industry are doing in the community and how you contribute to the overall interests and goals of the community at large," he said.



**INAUGURAL ENTERTAINMENT EXPO** — The debut of the Nashville Music Assn. (NMA) Entertainment Expo was attended by more than 15,000 from both within and outside the industry. Pictured at the Expo are (L-r): William Lee Golden of the Oak Ridge Boys, Nashville mayor Richard Fulton and Charlie Daniels at the presentation of the Metronome Awards; and NMA president and Tree International vice president Roger Sovine, Connie Bradley of ASCAP, Mayor Fulton and Nashville chamber of Commerce president Bill Trickett at the ribbon-cutting ceremonies.



## Music City Chosen As Site Of 1984 Grammy Awards Show Telecast

by Tom Roland

NASHVILLE — The 1984 broadcast of the Grammy awards will emanate from Nashville, according to National Academy of Recording Arts and Sciences (NARAS) president Bill Ivey. Ivey said the board of trustees had voted last May to hold the 1984 Grammys in Nashville and that Pierre Cossette, the executive producer, is making preliminary plans to shoot the national telecast at the Tennessee Performing Arts Center (TPAC) in late February of that year.

While he noted that the board "normally works year-to-year" in determining the location for the awards ceremony, it had decided a year in advance to hold the event in Nashville as a change in venue often stimulates excitement in the production team and eventually helps the program's ratings. The 25th Grammy presentation, scheduled for late February, 1983, will emanate from Los Angeles.

## Bradley Inks Exclusive RCA Production Pact

NASHVILLE — When Jerry Bradley relinquishes his position as vice president of operations for RCA Nashville to Joe Galante in March, he will begin an exclusive production agreement with RCA Records, providing production expertise to the label as an extension of the company's A & R department.

In the new relationship, Bradley will produce acts and work with independent producers in finding new artists for the RCA country division, augmenting the label's efforts. While the company is yet unnamed, Bradley indicated that he will house the firm in a building that will be constructed in a lot adjacent to Gayle Enterprises, which is located at 51 Music Square East.

"I don't want to do anything to try and upset what Joe might be trying to do," emphasized Bradley. "It has nothing to do with what Joe Galante's goals and responsibilities toward new acts might be. This is entirely separate."

Although Ivey admitted that the board had determined to use Nashville seven months ago, he said the board of trustees will meet again this coming May, and that with new board members, they could rescind that decision. CBS-TV, which also must give its approval to the final location, has not yet been contacted by NARAS regarding the matter.

### Two Sites Available

Nashville houses two venues that could accommodate such a production — the TPAC and the Grand Ole Opry House. Ivey indicated that the TPAC had been selected because Cossette was familiar with the facility. Andrew Jackson Hall, the largest auditorium in the TPA, seats 2,442 people, and the Opry seats 4,424.

The Grammy awards were held in Nashville once before in 1973. According to Ivey, NARAS has stayed away from the city since that time because it was unable to efficiently handle the influx of people from both coasts. In 1973, it was held at the Tennessee Theater and hotel accommodations and production facilities were not on the same level as New York and Los Angeles venues. Ivey suggested, however, that that situation has "completely changed."

## Hummingbird Changes Name To Eagle Studios

NASHVILLE — Hummingbird Studio, which has recorded a number of nationally utilized commercials for such companies as McDonalds, 7-11, Exxon and Kellogg, has changed its name to Eagle Studios and will act in unison with Eagle Communications to produce video promotion packages for radio stations.

The Nashville-based cutting room, run by studio manager Lynn Fuston, is once again in operation following a reorganization period, and the first album recorded at the studio, "The Wordbirds Of Radio J-O-Y," a children's gospel comedy LP produced by studio owner Bob Farnsworth, will be released next spring.



**GALANTE LAUDED IN PROMOTION PARTY** — RCA Records recently held a reception at the Hermitage Hotel on behalf of Joe Galante, who was recently named to succeed Jerry Bradley as the vice president of Nashville operations for the label. Bradley has reached an exclusive production agreement with the Nipper, which will go into effect when he relinquishes his position in March. Cash



**Box recognized Galante with a "Tele-Tune" proclaiming the executive as "Somebody" to the tune of Sylvia's "Nobody." Pictured are (l-r): Jack Craigo, division vice president, RCA, USA and Canada; Jessi Colter; Dolly Parton; Waylon Jennings; Galante; and Galante and the "Tele-Tune" delivery girl. Galante was formerly division vice president, marketing, RCA Nashville.**

TOP 75 ALBUMS

	Weeks On Chart	11/20		Weeks On Chart	11/20
1	2	9	38	38	6
2	1	38	39	31	52
3	3	34	40	33	18
4	4	13	41	39	15
5	5	37	42	42	41
6	6	8	43	43	3
7	7	8	44	44	3
8	8	56	45	47	13
9	9	6	46	58	2
10	12	6	47	—	1
11	13	6	48	49	4
12	10	50	49	—	1
13	15	21	50	50	7
14	14	8	51	41	22
15	19	7	52	52	89
16	16	11	53	56	2
17	17	14	54	54	43
18	18	27	55	46	32
19	11	15	56	53	77
20	23	6	57	51	20
21	21	88	58	57	64
22	22	20	59	59	3
23	20	23	60	60	2
24	24	12	61	61	2
25	28	52	62	62	2
26	40	2	63	48	6
27	27	31	64	55	33
28	26	14	65	63	52
29	29	11	66	64	17
30	30	26	67	67	24
31	36	6	68	68	33
32	32	125	69	69	33
33	35	6	70	70	16
34	34	6	71	65	18
35	25	23	72	66	27
36	45	2	73	73	32
37	37	4	74	71	50
			75	72	34

**TREE, SKAGGS HOT ON THE CHARTS** — As expected, the Tree Publishing Group remains one of the strongest pubberles in Nashville with three songs in the Top 5 on the Cash Box Country Singles chart. "War Is Hell (On The Homefront Too)" by T.G. Sheppard leads the way at #2, from the collective pens of Curly Putman, Dan Wilson and Bucky Jones; while Ed Bruce's "Ever, Never Lovin' You", which he co-wrote with his wife, Patsy, and Glenn Ray, is bulleting at #4. "Step Back," the third song, has taken Ronnie McDowell to #5 with a tune written by Craig Morris. Both "War Is Hell" and "Step Back" were produced by Buddy Killen, the president of the Tree Music Group. Ricky Skaggs moved into the top position on the Country Albums chart as "Highways & Heartaches" marked its ninth week on the listing. Skaggs' first LP, "Waitin' For The Sun To Shine," also was lodged at #1 as recently as Aug. 21. Skaggs' next single is scheduled to ship in early December.

**NOBLE VISION TAKES ITS TOLLE** — Behind the guidance of label president Don Tolle, who stopped in recently at the Cash Box office in Nashville, Noble Vision Records has made quite an impressive debut. Jim Glaser's solo debut, "When You're Not A Lady," reached #71 on the Country Singles chart this week, and the label is working on an entire LP, which should see a release date sometime in 1983. Tolle noted that although Noble Vision is a small company, a lot of attention was drawn to the company by the label, which features a white, winged stallion (Pegasus, for Greek mythology buffs) against a blue background as opposed to the standard labels. Meanwhile the musical content finds Glaser, a member of Tompall & The Glaser Brothers, stepping out of character himself, although he intends to continue his career with the band. Future signings can be expected from the Atlanta-based label.

**PADUCAH, HERE WE COME** — Nashville has its fair share of songwriters and more than its fair share of writer's nights, but Leslie Thomasson has developed a unique idea



**KILLER SIGNING** — Jerry Lee Lewis (r) recently signed an exclusive recording contract with MCA Records. Lewis, whose next album will be ready in late December, is pictured above with Mel Tillis (l), who recently re-signed with the label; and George Albert, president and publisher, Cash Box.

of taking the showcasing songwriters on the road. In her first such attempt, she showcased Frank Dycus, Buddy Cannon and Gary Gentry at the Cabana Club in Paducah, Ky., Nov. 3. The trio was interviewed via local radio station WKYQ prior to their appearance at the 300-seat venue, which Thomasson described as "packed." A second showcase is scheduled for Dec. 1 at the same club, with a January engagement anticipated for Hank Williams, Jr.'s place in Paris, Tenn.

**DOLLY GOES BACK TO WORK** — Dolly Parton is ready to resume her workload and tour schedule following recovery from the gynecological difficulties which had sidelined her since Aug. 23. Parton made her return at the Resorts International in Atlantic City on Nov. 19 with a 12-day tour of South Africa also planned in the near future. She will begin work on her next album in January, and she is hopeful to include some work with Ricky Skaggs on the disc. Continuing her film career (reportedly, *The Best Little Whorehouse In Texas* is already one of the 50 biggest box office attractions ever), Parton is considering a role in a film which will place her alongside Tom Selleck and another part as a villain in *Supergirl*, yet another in the *Superman* episodes.

**OPRYLAND TO COMB 31 CITIES** — In its most comprehensive talent search ever, Opryland will embark on a 31-city tour in mid-November to audition young talent for the 1983 park season. The audition team, led by entertainment director Bob Whittaker, expects to view approximately 7,000 performers in narrowing the field to the final 375-400 employees necessary. A number of roles need casting, including positions as singers, dancers, dance captains, conductor/pianists, musicians, stage managers and technicians.

**LITTLE KNOWN FACTS** — Everything you might someday want to know, but never knew to ask . . . that's how you might describe "Country Music: Facts, Fallacies and Folklore," the latest country trivia book by WSIX-AM/Nashville personality Paul Randall. Randall doesn't purport to know every minor detail about country, but, for the price, a mere \$3.75, he does provide quite a few. What hillbilly writer was so concerned with honest stylistic interpretations of his work that he took out an advertisement asking band leaders not to play his song? Why was the first black performer on the Grand Ole Opry (it wasn't Charley Pride) dropped from the roster? What was Merle Haggard's inmate number during his prison stay at San Quentin? What Armed Forces broadcaster was able to penetrate the Iron Curtain with country music, prompting a listener to send a letter asking, "What is the meaning of the song, 'Too Old To Cut The Mustard?'" Published by Union & Confederacy, Inc., in College Grove, Tenn., the book is entertaining and filled with tons of trivia that may prove essential to country journalists, disc jockeys, or contestants on the Bill Anderson-hosted *Fandango* game show that will air on the Nashville Network.

**GRACELAND REFORMED** — It must be difficult to even have a record company named after your home . . . Graceland Records, which was formed in 1976 by friends of the late Elvis Presley, has been reactivated by Leron E. Minga, Jr. and Jerry Mitchell Jernigan of Dallas, and the first album with the company, Susan Hudson's "Put On Your Dancin' Shoes", was just released. The entire project was recorded at Charley Pride's Cecca Sound Studio in Dallas with producer Bob Pickering. Hudson has, over the years, backed up such artists as Charlie Rich, Carl Perkins, Jerry Lee Lewis, George Jones and Waylon Jennings.

**BITS & PIECES** — Cindy Rhodes, most recently with The Tubes, will co-star with John Travolta in *Stayin' Alive*, the sequel to *Saturday Night Fever*. . . Rebecca Holden, whose face has graced the screen through a number of television shows, is working with producer Gary Harrison . . . Recording at Woodland Sound Studios: Merle Haggard, with producer Ray Baker; the Oak Ridge Boys, with producer Ron Chancey; and Leona Williams, with Baker . . . Recording at the Sound Emporium: Johnny Rodriguez, with producer Larry Butler; David Allan Coe, with producer Billy Sherrill; new wave country singer Clarice Rose, with producer Joe Bob Barnhill; and Roman Gregory, with producer Patty Parker . . . Boxcar Willie hosted *Nashville Alive* for WTBS-TV/Atlanta Nov. 14, with guest stars Riders In The Sky, Zella Lehr, the Younger Brothers and Tony Joe White.

tom roland

# TOP 100 COUNTRY SINGLES

November 27, 1982

	Weeks On Chart	Chart
1 WE DID BUT NOW YOU DON'T CONWAY TWITTY (Elektra 7-69964)	3	12
2 WAR IS HELL T.G. SHEPPARD (Werner/Curb 7-29934)	2	13
3 IT AIN'T EASY BEIN' EASY JANIE FRICKE (Columbia 18-03214)	8	11
4 EVER, NEVER LOVIN' YOU ED BRUCE (MCA-52109)	5	14
5 STEP BACK RONNIE McDOWELL (Epic 14-03203)	6	12
6 YOU AND I EDDIE RABBITT w/CRYSTAL GAYLE (Elektra 7-69936)	10	8
7 HEARTBROKE RICKY SKAGGS (Epic 34-03212)	1	11
8 SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-03159)	11	12
9 SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA PB-13320)	12	9
10 REDNECK GIRL THE BELLAMY BROTHERS (Warner/Curb 7-29923)	13	10
11 THE BIRD JERRY REED (RCA PB-13355)	16	7
12 THE AMERICAN DREAM HANK WILLIAMS, JR. (Elektra 7-69960)	14	8
13 16TH AVENUE LACY J. DALTON (Columbia 18-03184)	17	12
14 A WOMAN'S TOUCH TOM JONES (Mercury/PolyGram 76172)	15	12
15 A LOVE SONG KENNY ROGERS (Liberty P-B-1485)	19	7
16 WILD AND BLUE JOHN ANDERSON (Werner Bros. 7-29917)	18	10
17 STAY A LITTLE LONGER MEL TILLIS (Elektra 7-69963)	21	10
18 I DON'T REMEMBER LOVING YOU JOHN CONLEE (MCA-52116)	22	9
19 MARINA DEL REY GEORGE STRAIT (MCA-52120)	24	8
20 I WONDER ROSANNE CASH (Columbia 38-03283)	25	7
21 BREAK IT TO ME GENTLY JUICE NEWTON (Capitol PB-5148)	4	14
22 TIE YOUR DREAM TO MINE MARTY ROBBINS (Columbia 18-03236)	23	9
23 GOING WHERE THE LONELY GO MERLE HAGGARD (Epic 34-03315)	29	6
24 CAN'T EVEN GET THE BLUES REBA McENTIRE (Mercury/PolyGram 76180)	28	9
25 (SITTIN' ON) THE DOCK OF THE BAY WAYLON & WILLIE (RCA PB-13319)	27	6
26 LIKE NOTHING EVER HAPPENED SYLVIA (RCA PB-13330)	32	5
27 LOST MY BABY BLUES DAVID FRIZZELL (Werner/Vive 7-29901)	28	8
28 CHEROKEE FIDDLE JOHNNY LEE AND FRIENDS (Full Moon/Asylum 7-69945)	30	9
29 (LOST HIS LOVE) ON OUR LAST DATE EMMYLOU HARRIS (Werner Bros. 7-29898)	31	7
30 WITH YOU CHARLY McCLAIN (Epic 34-03309)	33	6
31 YOU'RE SO GOOD WHEN YOU'RE BAD CHARLEY PRIDE (RCA PB-13293)	7	14
32 A CHILD OF THE FIFTIES STATLER BROTHERS (Mercury/PolyGram 76184)	38	6
33 SOMETIMES YOU JUST CAN'T WIN LINDA RONSTADT (Asylum 7-69948)	34	7
34 TALK TO ME MICKY GILLEY (Epic 34-03326)	43	3

35 OPERATOR, LONG DISTANCE PLEASE BARBARA MANDRELL (MCA-52111)	9	13
36 HOLD ON GAIL DAVIES (Werner Bros. 7-29892)	44	5
37 TODAY MY WORLD SLIPPED AWAY VERN GOSDIN (AMI 1310)	42	6
38 WHAT SHE DON'T KNOW WON'T HURT HER GENE WATSON (MCA-52131)	48	4
39 ONLY IF THERE IS ANOTHER YOU MOE BANDY (Columbia 38-03309)	40	6
40 BACKSLIDIN' JOE STAMPLEY (Epic 34-03290)	41	7
41 GREEN EYES TOM CARLILE (Door Knob DK 82-187)	45	6
42 THE ELVIS MEDLEY ELVIS PRESLEY (RCA PB-13351)	49	4
43 I WISH I WAS IN NASHVILLE MEL McDANIEL (Capitol P-B-5169)	51	4
44 GONNA HAVE A PARTY KIERAN KANE (Elektra 7-69943)	46	5
45 OLD HOME TOWN GLEN CAMPBELL (Atlantic America 7-99967)	53	5
46 HARD CANDY CHRISTMAS DOLLY PARTON (RCA PB-13361)	55	4
47 634-5789 MARLOW TACKETT (RCA PB-13347)	54	7
48 INSIDE RONNIE MILSAP (RCA PB-13362)	57	2
49 STILL TAKING CHANCES MICHAEL MURPHEY (Liberty P-B-1486)	56	3
50 ROMANCE LOUIS MANDRELL (RCA PB-13373)	58	4
51 THANK GOD FOR KIDS OAK RIDGE BOYS (MCA-52145)	60	2
52 CLOSE ENOUGH TO PERFECT ALABAMA (RCA PB-13294)	20	14
53 THE KILLIN' KIND BANDANA (Warner Bros. 7-29936)	35	13
54 SAN ANTONIO NIGHTS EDDY RAVEN (Elektra 7-89929)	61	4
55 YOU PUT THE BLUE IN ME THE WHITES (Elektra 7-69980)	36	14
56 FAKING LOVE T.G. SHEPPARD and KAREN BROOKS (Werner/Curb 7-29854)	69	2
57 'TIL I GAIN CONTROL AGAIN CRYSTAL GAYLE (Elektra 7-69893)	74	2
58 BABY I'M GONE TERRI GIBBS (MCA-52134)	71	3
59 HONKY TONK MAGIC LLOYD DAVID FOSTER (MCA-52123)	59	6
60 SOMEBODY'S ALWAYS SAYING GOODBYE ANNE MURRAY (Capitol P-B-5183)	77	2
61 TURN THE PENCIL OVER PORTER WAGONER (Werner/Vive 7-29875)	68	4
62 HERE WE GO AGAIN ROY CLARK (Churchill CR 94011)	65	4
63 THE DEVIL'S ANGEL JASON HAWKINS (Foxfire F.F. 6001)	67	6
64 DON'T BLAME IT ON ALCOHOL HUGH X. LEWIS (Black Rose 8272)	64	9
65 IF HEAVEN AIN'T A LOT LIKE DIXIE HANK WILLIAMS, JR. (Elektra 7-69960)	70	4
66 DARLENE BIG AL DOWNING (Team TRS 1002AS)	66	7
67 BLUE & BROKEN HEARTED ME BURRITO BROTHERS (Curb ZS4-03314)	72	3
68 MAKING A LIVING'S BEEN KILLING ME McGUFFEY LANE (Atlantic 7-99959)	79	3
69 LOVE'S GONNA FALL HERE TONIGHT RAZZY BAILEY (RCA PB-13290)	37	15

70 SHADOWS OF MY MIND LEON EVERETTE (RCA PB-13391)	—	1
71 WHEN YOU'RE NOT A LADY JIM GLASER (Noble Vision NV-101)	87	2
72 DON'T PLAN ON SLEEPING TONIGHT STEVE WARINER (RCA PB-13395)	—	1
73 VELVET CHAINS GARY MORRIS (Werner Bros. 7-29853)	—	1
74 JUST FOR THE MOMENT BRENDA LEE (MCA-52124)	76	5
75 THE NEW WILL NEVER WEAR OFF OF YOU BILL "CRASH" CRADDOCK (Capitol B-5170)	78	3
76 WHAT MAMA DON'T KNOW JIM STAFFORD (Town House P-B-1062)	81	2
77 PLEASE SURRENDER DAVID FRIZZELL & SHELLY WEST (Werner/Vive 7-29850)	—	1
78 I'VE ALREADY LEFT YOU IN MY MIND THE MERCY BROTHERS (Comstock COM 1695)	—	1
79 TOO MANY IRONS IN THE FIRE BILLY PARKER & CAL SMITH (Soundwaves NSD 4686)	80	6
80 KEEP ON ROLLIN' DOWN THE LINE BOXCAR WILLIE (Main Street B 953)	86	3
81 ONE TEAR NOEL (Deep South A.G. 706)	85	2
82 HEAVEN STEVE RICKS (Southwind SW-8202)	82	3
83 NOTHING LIKE A BEAUTIFUL WOMAN ED WALTERS (Stargem SG 2155)	83	3
84 LOVE ME TODAY, LOVE ME FOREVER J.W. GUNN (Primero PR 1013)	84	4
85 MIDNIGHT CABARET WYVON ALEXANDER (Gervasi SP 661)	88	3
86 PRAISE THE LORD AND SEND ME THE MONEY BOBBY BARE (Columbia 38-03334)	89	3
87 FIRE ME REBECCA ASHLEY (LS 192)	—	1
88 FEELS RIGHT TANYA TUCKER (Ariste AS 0677)	94	2
89 IN HONKY TONK HEAVEN "COUNTRY" TONY MARTIN (American Spotlite ASR 101)	91	2
90 LOVING YOU AIN'T ALL I GOT TO DO WAYNE CARSON (EMH 0001)	90	3
91 JUST LIKE A MAN AND A WOMAN VINCE & DIANNE HATFIELD (Bluemoon DH 101)	—	1
92 YOU WIN, I LOSE TAMMI CHAPARRO (Concert CR-004)	—	1
93 WOMAN WITHOUT A HOME DREW (Cherte CH 178)	93	2
94 THE PERFECT PICTURE GARY WOLF (Columbia 38-03272)	—	1
95 CONFIDENTIAL CON HUNLEY (Warner Bros. 7-29902)	39	8
96 MISTAKES DON WILLIAMS (MCA-52097)	47	15
97 PRETTY LADY GUY SHANNON (Comstock COM 1687)	52	8
98 YOUR PICTURE STILL LOVES ME BILLY SWAN (Epic 34-03226)	50	8
99 WE HAD IT ALL ONE TIME THE CHARLIE DANIELS BAND (Epic 34-03251)	62	8
100 I JUST CAN'T TURN TEMPTATION DOWN SKIP AND LINDA (MDJ 68179)	63	6

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

A Child Of (American Cowboy — BMI)	32	Honky Tonk Magic (House of Gold — BMI)	59	One Tear (Sirdale/Foxhall — ASCAP)	81	The New Will (Cross Keys — ASCAP)	75
A Love Song (Music Corp. of America/Sycamore Valley — BMI)	15	I Don't Remember (Tree — BMI)	18	Only If There (Baray — BMI)	39	The Perfect Picture (Blackwood/Magic Castle — BMI/April Inc./Widmont — ASCAP)	94
A Woman's Touch (Blackwood/Fullness — BMI)	14	I Just Can't (Blackwood — BMI)	100	Operator (Hall-Clement c/o Welk — BMI)	35	Tie Your Dream (House Of Gold — BMI/Bobby Goldsboro — ASCAP)	22
Baby I'm Gone (Chamblin — ASCAP)	58	I Wish I Was (Vogue c/o Welk — BMI)	43	Please Surrender (Peso/Wallet — BMI)	77	'Til I Gain Control (Jolly Cheeks — BMI)	57
Backslidin' (Jensing/Black Sheep/Old Friends — BMI)	40	I Wonder (Bug/Asleep At The Wheel — BMI/Adm. Worldwide by Bug)	20	Praise The Lord (Boquillas Canyon/Atlantic — BMI)	86	Today My World (Vogue c/o Welk/Gary S. Paxton — BMI)	37
Blue And Broken (Sabal — ASCAP)	67	If Heaven Ain't (Bocephus/Bud McGuire — BMI)	65	Pretty Lady (Blue Lake — BMI)	97	Turn The Pencil Over (Peso/Wallet — BMI)	61
Break It To (Northern (MCA) — ASCAP)	21	In Honky Tonk Heaven (Friendly Finley/Berna Boy — BMI)	89	Redneck Girl (Famous/Bellamy Brothers — ASCAP)	10	Velvet Chains (Cross Keys — ASCAP)	94
Can't Even Get (Coal Miners/Elektra/Asylum — BMI)	24	Inside (Lodge Hall — ASCAP)	48	Romance (Meadowgreen — ASCAP/Tree — BMI)	50	War Is Hell (Tree — BMI/Cross Keys (Tree) — ASCAP)	2
Cherokee Fiddle (Mystery — BMI)	28	It Ain't Easy (Warner-Tamerlane — BMI/De-Tic-A-Bo/Bobby Goldsboro — ASCAP)	3	San Antonio Nights (Milene — ASCAP)	54	We Had It (Hat Band — BMI)	99
Close Enough To (Accredit/Raindance — BMI)	52	Love's Gonna Fall (Casa de Oro — SESAC)	64	Sittin' On (East/Memphis/Irving — BMI)	25	We Did But (Music City — ASCAP)	1
Confidential (Senor — ASCAP)	95	Love's Gonna Fall (Casa de Oro — SESAC)	64	634-5789 East/Memphis/Irving/Pronto — BMI)	47	What Mama Don't Know (Cross Keys — ASCAP/Tree — BMI)	76
Darlene (Metaphor — BMI)	66	Love's Gonna Fall (Casa de Oro — SESAC)	64	16th Avenue (Debb/Dave/Briarpatch — BMI)	13	What She Don't (Booth & Watson/Crosstimbers/Blue Creek — BMI)	38
Don't Blame It (Dream City — BMI)	64	Love's Gonna Fall (Casa de Oro — SESAC)	64	Shadows Of My Mind (Hermitage — BMI)	70	When You're Not (Colgems — EMI/Tiny Tiger — ASCAP)	71
Don't Plan On (Arista/Gloria's Songs — ASCAP)	72	Love's Gonna Fall (Casa de Oro — SESAC)	64	Somebody's Always Saying (Hall-Clement c/o Welk — BMI)	60	Wild And Blue (Sweet Baby — BMI)	16
Ever, Never Lovin' (Calico/Tree/Sugarplum — SESAC/BMI)	4	Love's Gonna Fall (Casa de Oro — SESAC)	64	Somewhere You Just (Glad Music — BMI)	33	With You (Onhison — BMI/Arlen/Ron Mulr — ASCAP)	30
Faking Love (Tree — BMI)	56	Love's Gonna Fall (Casa de Oro — SESAC)	64	Step A Little (Red River — BMI)	17	Woman Without A Home (American Cowboy — BMI)	93
Feel Right (Debb/Dave/Briar Patch — BMI)	88	Love's Gonna Fall (Casa de Oro — SESAC)	64	Stay Back (Tree — BMI)	5	You And I (Four Way — ASCAP)	6
Fire Me (Cristy Lane — ASCAP)	87	Love's Gonna Fall (Casa de Oro — SESAC)	64	Still Taking Chances (Timberwolf — BMI)	49	You Put (Elektra/Asylum — BMI/Refuge/Cross Keys (Tree) — ASCAP)	55
Going Where (Shade Tree — BMI)	23	Love's Gonna Fall (Casa de Oro — SESAC)	64	Sure Feels Like (Larry Gatlin — BMI)	8	You Win, I Lose (ATV/Rare Blue — BMI)	92
Gonna Have (Cross Keys/Tree — ASCAP/Old Friends/Tree — BMI)	44	Love's Gonna Fall (Casa de Oro — SESAC)	64	Talk To Me (Jay & Cee — BMI)	34	Your Picture Still (Music City — ASCAP/Sherman Oaks — BMI)	98
Green Eyes (Opa-Locka — ASCAP)	41	Love's Gonna Fall (Casa de Oro — SESAC)	64	Thank God For Kids (Milene — ASCAP)	51	You're So Good (Royahaven — BMI)	31
Hard Candy Christmas (Daniel/Shuket/MCA — ASCAP)	46	Love's Gonna Fall (Casa de Oro — SESAC)	64	The American Dream (Bocephus — BMI)	12		
Heartbroke (Chappel — ASCAP)	7	Love's Gonna Fall (Casa de Oro — SESAC)	64	The Bird (Pullman/House of Gold/Willie Nelson — BMI)	11		
Heaven (Mam — ASCAP)	82	Love's Gonna Fall (Casa de Oro — SESAC)	64	The Devil's Angel (Al-Marie — BMI)	63		
Here We Go (Dirk — BMI)	62	Love's Gonna Fall (Casa de Oro — SESAC)	64	The Elvis Medley (Various Publishers — ASCAP/BMI)	42		
Hold On (Rick Clark/Tricia — ASCAP/Merk Marchetti/Little Chickadee — BMI)	36	Love's Gonna Fall (Casa de Oro — SESAC)	64	The Killin' (Hoosier — ASCAP/New Albany — BMI)	53		



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

## MOST ADDED COUNTRY SINGLES

1. SHADOWS OF MY MIND — LEON EVERETTE — RCA — 26 ADDS
2. TIL I GAIN CONTROL AGAIN — CRYSTAL GAYLE — ELEKTRA — 25 ADDS
3. DON'T PLAN ON SLEEPING TONIGHT — STEVE WARINER — RCA — 20 ADDS
4. VELVET CHAINS — GARY MORRIS — WARNER BROS. — 19 ADDS
5. INSIDE — RONNIE MILSAP — RCA — 19 ADDS

## MOST ACTIVE COUNTRY SINGLES

1. LIKE NOTHING EVER HAPPENED — SYLVIA — RCA — 49 REPORTS
2. GOING WHERE THE LONELY GO — MERLE HAGGARD — EPIC — 42 REPORTS
3. TALK TO ME — MICKEY GILLEY — EPIC — 41 REPORTS
4. WITH YOU — CHARLY MCCLAIN — EPIC — 35 REPORTS
5. LOST MY BABY BLUES — DAVID FRIZZELL — WARNER/VIVA — 33 REPORTS

## SINGLES REVIEWS

### OUT OF THE BOX



**DOLLY PARTON & WILLIE NELSON** (Monument WS4 03408)

**Everything's Beautiful (In Its Own Way)** (3:13) (Combine Music Corp. — BMI) (D. Parton) (Producer: F. Foster)

The first act played from the "Winning Hand" album, this tune is, despite its title, not a cover of the Ray Stevens record, but a track of Parton that has been drawn from the vaults of Monument. Stations may need to shuffle their playlists around to make room for this song, a strong folk ballad that finds Dolly and Willie combined on vinyl for the first time.

### FEATURE PICKS

**LEE GREENWOOD** (MCA-52150)  
**Ain't No Trick** (It Takes Magic) (3:22) (House of Gold Music, Inc. — BMI) (S. Pippin, J. Hurt) (Producer: J. Crutchfield)

**CHARLEY PRIDE** (RCA PB-13397)  
**Why Baby Why** (2:09) (Fort Knox Music Company — BMI) (G. Jones, D. Edwards) (Producer: N. Wilson)

**WILLIE NELSON** (Columbia 38-03385)  
**Last Thing I Needed First Thing This Morning** (4:18) (Nunn Publishing — BMI) (G.P. Nunn, D. Ciscle) (Producer: C. Moman)

**JERRY LEE LEWIS** (MCA-52151)  
**My Fingers Do The Talkin'** (2:49) (First Lady Songs Inc. — BMI) (B. Taylor, B. Moore) (Producer: R. Chancey)

**TAMMY WYNETTE** (Epic 34-03384)  
**A Good Night's Love** (2:48) (House of Gold Music, Inc. — BMI) (C. Lester, T. DuBois) (Producer: G. Richey)

**DOTTIE WEST** (Liberty P-B-1490)  
**If It Takes All Night** (3:31) (Arista Music, Inc. — ASCAP/Dann Rogers Music — BMI) (D. Rogers, G. Sklerov) (Producer: L. Gatlin)

**MAC DAVIS** (Casablanca NB 2363)  
**Lying Here Lying** (3:55) (Rick Hall Music, Inc. — ASCAP/Fame Publishing Co., Inc. — BMI) (W. Aldridge, M. Davis) (Producer: R. Hall)

**OWEN BROTHERS** (Audiograph AG-45-445)  
**Nights Out At The Days End** (2:21) (Stan Corn Music — ASCAP/Stan-Hill Music — SESAC/Hillstan Music — BMI) (R. Ball, J. Fox, W.L. Wilson) (Producer: M. Daniel)

### NEW AND DEVELOPING

**BRICE HENDERSON** (Union Station ST-1000)  
**Lonely Eyes** (3:02) (Hall-Clement Pub. — BMI) (B. McDill) (Producer: S. Tutt)

Lanky Brice Henderson makes his debut along with the Union Station label, providing a faithful rendition of a Bob McDill tune. A stately, unencumbered production places Henderson's convincing performance in the foreground, intertwined with saucy guitar lines and tasteful backing vocals.



## ALBUM REVIEWS

**CHARLEY PRIDE LIVE** — RCA AHL-4524 — Producer: Norro Wilson — List: 8.98 — Bar Coded

The Pride of America delivers an electrifying capsulation of his live show, mixing past singles and standards with several promising newer songs, the highlight of these being "Just To Be With You." Although an over enthusiastic announcer is slightly obtrusive, the performances and musicianship on the disc, recorded at the Grand Ole Opry House, are convincing and tasteful throughout, rendering another solid effort from one of country's most identifiable voices.

## THE COUNTRY MIKE

**OAKS SIMULCAST CABLE SHOW** — In conjunction with Home Box Office cable television systems, **The Oak Ridge Boys'** first prime-time concert special will be simulcast to selected major markets beginning Nov. 28. Entitled "Country Rock '82", the 60-minute concert program is scheduled for multiple airings through January 1983, with the premiere airing in November being the only show coordinated for simulcasting. Filmed in October while the Oaks were appearing at the Pine Bluff, Ark., Convention Center, the show consists of several favorites by the Oaks along with new cuts from the group's upcoming MCA album. Special guests include **Rosanne Cash** and **The Charlie Daniels Band**. Stations airing the November simulcast include: **WQIK**/Jacksonville; **WCXI**/Detroit; **WJKZ**/Nashville; **WKHK**/New York; **WSAI**/Cincinnati; **KMPS**/Seattle; **KPLX**/Dallas; **WJEZ**/Chicago; **WWWE**/Cleveland; **WKHX**/Atlanta; **KZLA**/Los Angeles and **KCBQ**/San Diego.



**STILL TAKING CHANCES IN DETROIT** — *Liberty* recording artist **Michael Murphey** recently served as a guest disc jockey at **WWWW-FM/Detroit** when he was in town for a concert appearance. Pictured at the station are (l-r): **Barry Mardit**, program director, **WWWW**; **Murphey**; and **Chuck Santoni**, **WWWW**.

**HAMILTON HONORED AGAIN** — Music director for **KEBC/Oklahoma City**, **Al Hamilton**, was honored last month as the Oklahoma Opry Association DJ of the Year for 1982. This makes the third time that Hamilton has been selected by the association. Hamilton previously won the award in 1978 and 1979. Congratulations!

**RODEO FINALS TO BE BROADCASTED** — For the third year in a row, the Professional Rodeo Network will feature special segments compiled from events during this year's National Finals Rodeo, being held in Oklahoma City. The network specials will feature the "Voice of Rodeo", **Bob Tallman**, conducting interviews with the competitors along with up-to-date reports of the rodeo standings each night between Dec. 5-13. Beginning in 1980 with 24 stations, the rodeo report was broadcasted to over 100 stations in the U.S. and Canada along with the Armed Forces Radio Network during last year's finals.

**PARADE STARTING AGAIN** — Country music station **WSIX-AM&FM/Nashville** and American Legion Post #5 have started a joint "Parade of Pennies" campaign to collect funds to buy toys for underprivileged children and then deliver the gifts at a special party on Dec. 18 at the Tennessee State fairgrounds. Celebrating 21 years of co-sponsorship, the two groups hope to surpass last year's total of over \$40,000, most of which is accounted for by on-air solicitation and listener responses. Along with the party for the estimated 3,000 area kids selected for invitation, a "Parade of Pennies" benefit concert and auction will be held at The Cannery Dec. 15.

**WASHINGTON STATION GETS NEW PD** — **WMZQ-FM/Washington** has named **Bob McNeill** to become the new program director for the country music station, according to station general manager **Gil Rozzo**. McNeill joins **WMZQ** after serving with another Viacom station, **KIKK/Houston**, in the role of research director and assistant to the program director. McNeill joined the Viacom station in Houston after serving as program director at **WRVQ/Richmond**. McNeill's predecessor, **Carol Parker**, left **WMZQ** to pursue a career in television.

**NEW JOCK FOR CHATTANOOGA** — Country station **WDXB/Chattanooga** has added **Tommy Jett** to the station's air lineup. Jett comes to **WDXB** after working at **WELI/Chattanooga** and will serve as the new afternoon drive air personality.

country mike

## PROGRAMMERS PICKS

Scott Jefferles	KXXY/Oklahoma City	Shadows Of My Mind — Leon Everette — RCA
Debble Fradln	WMZQ/Washington	Still Taking Chances — Michael Murphey — Liberty
Wiley Carpenter	WNWC/Ashville	Please Surrender — Frizzell & West — Warner/Viva
Tim Rowe	WMNI/Columbus	Don't Plan On Sleeping Tonight — Steve Wariner — RCA
Tom Newman	KGA/Spokane	Thank God For Kids — Oak Ridge Boys — MCA
Tony Kidd	WZZK/Birmingham	When You're Not A Lady — Jim Glaser — Noble Vision
Rick Stevens	KWKH/Shreveport	Velvet Chains — Gary Morris — Warner Bros.
Al Hamilton	KEBC/Oklahoma City	Somewhere In Texas — Ray Price — Dimension
Pam Green	WHN/New York	C.C. Waterback — Merle Haggard & George Jones — Epic
Bill Manders	WTOD/Toledo	There's No Substitute For You — Younger Brothers — MCA

## TOP 15 ALBUMS

### Spiritual

	Weeks On Chart
1 <b>PRECIOUS LORD</b> AL GREEN (Hi/Myrrh MSB-6702) Title Cut	1 16
2 <b>BROTHER TO BROTHER</b> WILLIAMS BROTHERS (Myrrh MSB 6717) "Call Him Up"	2 18
3 <b>IT'S GONNA RAIN</b> MILTON BRUNSON (Myrrh MSB 6696) Title Cut	3 29
4 <b>LORD, YOU KEEP ON PROVING YOURSELF TO ME</b> FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	4 29
5 <b>EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA VOL. II</b> (Myrrh MSB 6700) "I Know A Man"	5 9
6 <b>WHEN ALL GOD'S CHILDREN GET TOGETHER</b> REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	6 50
7 <b>UNCLOUDY DAY</b> MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time	7 9
8 <b>THE RICHARD SMALLWOOD SINGERS</b> (Onyx/Benson R3803) "Call The Lord"	8 10
9 <b>A TOUCH OF CLASS</b> JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	9 30
10 <b>YOU BROUGHT THE SUNSHINE</b> CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	12 3
11 <b>REQUEST LINE</b> MIGHTY CLOUDS OF JOY (Myrrh MSB 6712) "Mighty Clouds Of Joy"	11 5
12 <b>GLORY TO HIS NAME</b> ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Title Cut	10 22
13 <b>HE IS REAL</b> THE SENSATIONAL NIGHTINGALES (Malaco MAL 4380) "Do You Know The Man"	13 2
14 <b>I CAN SEE CLEARLY NOW</b> THE O'NEAL TWINS (Savoy SL 14690) Unavailable At Press Time	14 2
15 <b>ON CHRIST THE SOLID ROCK</b> THE VOICES OF WATTS (Savoy SL 14680) Unavailable At Press Time	15 2

### Inspirational

	Weeks On Chart
1 <b>AGE TO AGE</b> AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	1 28
2 <b>AMAZING GRACE</b> B.J. THOMAS (Myrrh 6675) Title Cut	2 66
3 <b>MIRACLE</b> B.J. THOMAS (Myrrh 6705) Unavailable At Press Time	3 50
4 <b>LIFT UP THE LORD</b> SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	4 13
5 <b>THE VERY BEST OF THE IMPERIALS</b> (Dayspring SST 4025) "Same Old Fashioned Way"	6 46
6 <b>I SAW THE LORD</b> DALLAS HOLM (Greentree R3723) Title Cut	5 50
7 <b>UNFAILING LOVE</b> EVIE TORNUQUIST (Word WSB 8867) "How I Love You Lord"	8 50
8 <b>PLAY THRU ME</b> PHIL KEAGGY (Sparrow SPR1062) "Morning Light"	11 6
9 <b>MAKE ME READY</b> FARRELL & FARRELL (New Pax NP33104) Title Cut	9 23
10 <b>JONI'S SONG</b> JONI EARECKSON (Word WSB 8856) Title Cut	10 50
11 <b>PRIORITY</b> IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	12 30
12 <b>AMY GRANT IN CONCERT VOL. II</b> (Myrrh MSB 6677) "I'm Gonna Fly"	7 51
13 <b>STAND BY THE POWER</b> IMPERIALS (Dayspring DST-4100) Unavailable At Press Time	13 3
14 <b>HE SET MY LIFE TO MUSIC</b> BARBARA MANDRELL (MCA/Songbird MCA-5330) Unavailable At Press Time	— 1
15 <b>BLESS THE LORD WHO REIGNS IN BEAUTY</b> BILL GAITHER TRIO (Word 6670) Title Cut	14 36

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.

## Crouch Cocaine Charges Dropped

NASHVILLE — The Los Angeles district attorney's office dropped all charges pending against Andrae Crouch on the basis of insufficient evidence Nov. 16, following a Nov. 12 incident in which the sheriff's office had alleged that the gospel artist was found to have cocaine in his possession.

A Los Angeles patrolman had stopped Crouch, who was travelling on the Marina Freeway, and searched his car, finding a small bag which contained one-fifth of a gram of a substance alleged to be cocaine. One gram is the equivalent of .35 ounces, making the actual amount of the substance about 7% of one ounce. The district attorney declined to press charges over such a miniscule amount due to lack of sufficient evidence.

Although a Light Records source indicated that Crouch has been legally "found innocent" by the district attorney's refusal to press charges, he indicated that it may be difficult to repair some of the damages to Crouch's credibility as a

gospel artist as a result of the incident.

That same source compared the problem to a courtroom in which insubstantial evidence has been rendered, noting that "once the jury's heard it, it becomes even harder to get the truth out." Sources with the label were still uncertain as to what steps if any would be necessary to dispel any damaging rumors that had been circulated and as to how the conflict may influence Crouch's career.

## Grant 'Age' Album Moves 250,000 Units

NASHVILLE — Myrrh Records reports that it has sold some 250,000 units of Amy Grant's latest album, "Age To Age," in less than 18 weeks, buoyed by one of her most successful tours to date.

Grant appeared in 31 cities over a six-week period that culminated in Columbus, Ohio, on Nov. 20, selling out in most venues.

## Sales, Coupons, Mailers Help Boost Pre-Christmas Traffic

(continued from page 5)

grandparents. A "New Name" section includes product by many of the year's new faces, who have been featured in the stores' "New Name" merchandising area.

The guide also lists video games and accessories, and includes gift certificates and three coupons for pre-Christmas use. These coupons double the amount of "free record coupons" normally given away with purchases, so that when a customer spends \$10, he receives four free record coupons instead of the usual two. When enough coupons are collected, they can be redeemed for a free record. A fourth coupon gives 10% off on prerecorded product for the month of January.

### Mailing Lists

Marcy Penner, advertising manager at Waxie Maxie, said that 5,000 people on the various mailing lists received the guides, and that 25,000 more were printed for use as bagstuffers. She added that store personnel have been instructed on how to use the guides in dealing with the infrequent shoppers who would benefit the most from them.

"The guide is a great sales tool for the occasional shopper," explained Penner. "Now a lady who might be shopping for her nephew doesn't have to admit that she doesn't know who Asia is. And that makes the store less intimidating, especially for older shoppers who haven't been in record stores in a long time, who come in and immediately go 'Oh, my God!'"

This year the nationwide Record Bar is also putting out a gift guide, and like Waxie Maxie, will disperse it by mail and in-store. Half of the eight-page, letter-sized guide lists prerecorded product amounting to some 40 titles, while the rest breaks down into blank audio and video tape, video games, headphones and other accessories. National promotions manager Glenn Gatlin said that store personnel have been asked to describe the guide's usefulness to customers when handing them out.

Record Bar is currently undertaking a pre-Christmas cassette promotion. The chain's Elisabeth Stagg said that while cassettes are doing well anyway, many titles were recently placed on sale to stimulate additional cassette interest for Christmas.

### NARM Program

This year, Record Bar will continue last year's "Season of Magic" theme with its in-store merchandising materials and ads. Licorice Pizza is going with "Think Licorice

Pizza First for Great Gifts" and has created what Cohen calls "a raft of new signing." He added that the National Assn. of Recording Merchandisers (NARM) "Give the Gift of Music" campaign is being used but that instead of being restricted music, it includes video, blank tapes, T-shirts and other gift product. "NARM is as much interested in retailers adapting their message as following it to the letter," said Cohen.

For some retailers, the Christmas season comes at a time of expansion. New York's Disc-O-Mat chain is opening its sixth store and second New Jersey location this week. The West Belt Mall outlet in Wayne, N.J. becomes the chain's first mall store, as well as its biggest at over 5,000 sq. ft. Buyer John D'Antoni said that all Christmas advertising will correspond with the grand opening, and will include hitting New Jersey papers and stations, avenues not normally used.

On Dec. 5, five days after Strawberries Records & Tapes opens its 30th store in Latham, N.Y., both the new store and the Memorial Drive outlet in Cambridge will host an "Atari Day" in which Atari reps will be on hand to demonstrate the art of their new "Atari" game. Santa Claus will also be present, though wearing an E.T. mask.

In addition, Strawberries is tying-in with Boston station WCRB in a contest supporting John Williams' album "Aisle Seat." The winner gets a table at the Boston Pops Christmas concert at the Boston Symphony Hall. Tables for the event, which is a benefit for the symphony, go for \$500 apiece.

At Waxie Maxie, a Warner Bros. promotion entitled "What's Happening for the Holidays?" is highlighting 10 R&B titles. And at Crazy Eddie's, where Christmas tradition is to get thickly accented Brooklyn girls to read a radio ad version of "The Twelve Days Of Christmas," the chain's Harry Spero thanked WEA for helping put this year's model on television. Spero added that participants in the commercial would not be just from Brooklyn. "All the boroughs and suburbs are represented," he said. "Even a smattering from Jersey."

## Tronix Publishing Bows

LOS ANGELES — Tronix Publishing, inc. recently opened for business and has introduced the new video game, "Kid Grid," which will be compatible with Atari 400 and 800 computers. The new firm's address is 701 Manchester Blvd., Inglewood, Calif., 90301. The telephone number is (213) 671-8440.

## ON JAZZ

(continued from page 11)

former is a two-fer featuring **Stuff Smith**, **Barney Kessel**, **Oscar Peterson**, **Ray Brown**, **Herb Ellis** and **Ben Webster**, while the latter is a single disc budget title with an orchestra. Before leaving the land of PolyGram, we would also add that PolyGram Special Imports has three new titles on the Black Saint/Soul Note labels, "Home," by the **David Murray Octet** features the downtown demon fronting one of the new music's most prominent and promising bands. The lineup includes **Henry Threadgill**, **Olu Dara**, **Butch Morris**, **Anthony Davis**, **George Lewis**, **Wilber Morris** and **Steve McCall** — certainly a band to be reckoned with. Much tighter than the group's first outing, "Ming," "Home" successfully integrates swing with the phonic freedoms of the new music. "New York Big Band" by **George Russell** features the modal master in front of a transitional big band, recorded in '79, and "Seasons" by the **Saheb Sarbib Quartet** pits the bassist with a strong, free-blowing unit featuring **Mark Whitcage**, **Mel Ellison** and **Paul Motlan**.

**GRAMAVISION MAKES ITS MOVE** — New York indie Gramavision recently announced a multitude of artist signings. Chief among them are **James Newton**, **Abdul Wadud**, **Bob Moses**, **Harvie Swartz**, **Pheroan ak Laff** and **Jay Hoggard**, and first product includes an **Anthony Davis**/Newton/Wadud trio date entitled "I've Known Rivers," and Swartz's "Underneath It All." Also inked to the label is **Gregory Kramer's Electronic Art Ensemble** and the **Brooklyn Philharmonic Orchestra**. Gramavision's on-going projects border on the incestuous: Hoggard is producing the next album by **Oliver Lake** and **Jump Up**, and Lake has been commissioned to compose for the Brooklyn Philharmonic. Hoggard will also be recording dance-oriented projects for Gramavision's 12" label, **One Foot Records**. But the real wild card project is the ak Laff LP, which is being produced by **Taj Mahal**, of all people.

fred godman

# BLACK CONTEMPORARY

## TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1 <b>LIONEL RICHIE</b> (Motown 6007ML)	11/20	2	7
2 <b>FOREVER, FOR ALWAYS, FOR LOVE</b> LUTHER VANDROSS (Epic FE 38235)	1	7	
3 <b>MIDNIGHT LOVE</b> MARVIN GAYE (Columbia FC 38197)	7	2	
4 <b>SILK ELECTRIC</b> DIANA ROSS (RCA AFL1-4384)	4	7	
5 <b>WHAT TIME IS IT?</b> THE TIME (Warner Bros. 9 23701-1)	3	11	
6 <b>GET LOOSE</b> EVELYN KING (RCA AFL1-4337)	5	12	
7 <b>VANITY 6</b> (Warner Bros. 9 23716-1)	8	9	
8 <b>AS ONE</b> KOOL & THE GANG (De-Lite/PolyGram DSR 8505)	6	9	
9 <b>1999</b> PRINCE (Warner Bros. 9 23720-1F)	31	2	
10 <b>THE MESSAGE</b> GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH 268)	10	7	
11 <b>JUMP TO IT</b> ARETHA FRANKLIN (Arista AL 9602)	9	17	
12 <b>ZAPP II</b> ZAPP (Warner Bros. 9 23583-1)	11	17	
13 <b>SECOND TO NUNN</b> BOBBY NUNN (Motown 6022)	15	8	
14 <b>JANET JACKSON</b> (A&M SP-6-4907)	19	5	
15 <b>GAP BAND IV</b> THE GAP BAND (Total Experience/PolyGram TE-1-3001)	14	25	
16 <b>WILD NIGHT</b> ONE WAY (MCA-5369)	16	6	
17 <b>JEFFREY OSBORNE</b> A&M SP-4896)	13	24	
18 <b>THE OTHER SIDE OF THE RAINBOW</b> MELBA MOORE (Capitol ST-12243)	20	5	
19 <b>SNEAKIN' OUT</b> STACY LATTISAW (Cotillion/Atco 90002-1)	12	15	
20 <b>PROPOSITIONS</b> THE BAR-KAYS (Mercury/PolyGram SRM-1-4065)	34	3	
21 <b>HEARTBREAKER</b> DIONNE WARWICK (Arista AL 9609)	23	6	
22 <b>JUST AIN'T GOOD ENOUGH</b> JOHNNIE TAYLOR (Beverly Glen BG 10001)	27	5	
23 <b>TANTALIZINGLY HOT</b> STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	17	17	
24 <b>IF THAT'S WHAT IT TAKES</b> MICHAEL McDONALD (Warner Bros. 9 23703-1)	25	11	
25 <b>TO THE MAX</b> CON FUNK SHUN (Mercury/PolyGram SRM-1-4067)	42	2	
26 <b>INSTANT LOVE</b> CHERYL LYNN (Columbia FC 38057)	22	21	
27 <b>NEW DIRECTIONS</b> TAVARES (RCA AFL1-4357)	28	10	
28 <b>GRAND SLAM</b> THE SPINNERS (Atlantic 80020-1)	28	5	
29 <b>THIS ONE'S FOR YOU</b> TEDDY PENDERGRASS (Philadelphia Int'l/CBS FZ 38118)	24	15	
30 <b>LET ME TICKLE YOUR FANCY</b> JERMAINE JACKSON (Motown 6017ML)	18	17	
31 <b>THE BAD C.C.</b> CARL CARLTON (RCA AFL1-4425)	21	7	
32 <b>CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND</b> VARIOUS ARTISTS (Warner Bros. 9 23718-1)	37	4	
33 <b>IN THE HEAT OF THE NIGHT</b> IMAGINATION (MCA-5373)	36	4	
34 <b>WE ARE ONE</b> PIECES OF A DREAM (Elektra 9 60142-1)	35	18	
35 <b>SKYYJAMMER</b> SKYY (Salsoul/RCA SA-8555)	53	2	
36 <b>DONNA SUMMER</b> (Geffen GHS 2005)	33	17	
37 <b>THROWIN' DOWN</b> RICK JAMES (Gordy/Motown 8005GL)	38	26	
38 <b>HARD TIMES</b> MILLIE JACKSON (Spring/PolyGram SP-1-6737)	48	3	
39 <b>SEVENTEEN</b> BILL SUMMERS & SUMMERS HEAT (MCA-5367)	45	4	
40 <b>EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Owest/Warner Bros. QWS 3691)	40	8	
41 <b>ALICIA</b> ALICIA MYERS (MCA-5181)	29	10	
42 <b>ALL THIS LOVE</b> DeBARGE (Motown 6012G)	43	5	
43 <b>CHANGE</b> BARRY WHITE (Unlimited Gold/CBS FZ 38048)	30	13	
44 <b>THE REAL DEAL</b> THE ISLEY BROTHERS (T-Neck/CBS FZ 38047)	39	15	
45 <b>SUNRIZE</b> (Boardwalk NB-33257-1)	44	10	
46 <b>TWO OF A KIND</b> EARL KLUUGH/BOB JAMES (Capitol ST-12244)	54	3	
47 <b>GWEN GUTHRIE</b> (Island/Atco 90004-1)	32	12	
48 <b>TOUGH</b> KURTIS BLOW (Mercury/PolyGram MX-1-505)	47	10	
49 <b>KEEPIN' LOVE NEW</b> HOWARD JOHNSON (A&M SP-4895)	50	19	
50 <b>S.O.S. III</b> THE S.O.S. BAND (Tabu/CBS FZ 38352)	—	1	
51 <b>HONESTY</b> CURTIS MAYFIELD (Boardwalk NB 33256-1)	41	8	
52 <b>ENCHANTED LADY</b> ENCHANTMENT (Columbia FC 38024)	59	2	
53 <b>ICE 'N HOT</b> JERRY BUTLER (Fountain FR 2-82-1)	56	8	
54 <b>FIRST TAKE</b> THE VALENTINE BROTHERS (Bridge BR-101936)	51	14	
55 <b>LIVIN' IN THE NEW WAVE</b> ANDRE CYMONE (Columbia FC 38123)	61	4	
56 <b>WE GO A LONG WAY BACK</b> BLOODSTONE (T-Neck/CBS FZ 38115)	46	21	
57 <b>TOUGUE IN CHIC</b> CHIC (Atlantic 80031-1)	—	1	
58 <b>REDD HOT</b> SHARON REDD (Prelude PRL 14106)	64	4	
59 <b>UPSTAIRS AT ERIC'S</b> YAZ (Sire 9 23737-1)	60	9	
60 <b>FRICITION</b> CHOCOLATE MILK (RCA AFL1-4412)	—	1	
61 <b>D TRAIN</b> (Prelude PRL 14105)	63	3	
62 <b>HERE WE GO AGAIN</b> BOBBY BLAND (MCA-5297)	62	21	
63 <b>STEVIE WONDER'S ORIGINAL MUSIQUARIUM I</b> STEVIE WONDER (Tamla/Motown 6002L2)	49	27	
64 <b>DOWN HOME</b> ZZ HILL (Malaco MAL 7406)	67	42	
65 <b>AFTER 5</b> BRICK (Bank FZ 38170)	57	6	
66 <b>WINDSONG</b> RANDY CRAWFORD (Warner Bros. 9 60142-1)	68	24	
67 <b>FRIENDS</b> SHALAMAR (Solar/Elektra S28)	52	41	
68 <b>THE OTHER WOMAN</b> RAY PARKER, JR. (Arista AL 9590)	58	32	
69 <b>DISTANT LOVER</b> ALPHONSE MOUZON (Highrise HR 100AE)	—	1	
70 <b>I'M THE ONE</b> ROBERTA FLACK (Atlantic SD 19354)	65	24	
71 <b>BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	73	67	
72 <b>WORDS, SOUNDS, COLORS, AND SHAPES</b> DONALD BYRD and 125TH STREET, N.Y.C. (Elektra 9 60188-1)	55	8	
73 <b>MY FAVORITE PERSON</b> THE O'JAYS (Philadelphia Int'l/CBS FZ 37999)	66	29	
74 <b>ONE MORE MOUNTAIN</b> THE FOUR TOPS (Casablanca/PolyGram NBLP 7266)	72	12	
75 <b>SO EXCITED</b> THE POINTER SISTERS (Planet/RCA BXL1-4355)	74	19	



**MILITELLO AT KJLH** — During a stop enroute to a Hawaiian concert, recently signed Motown recording artist Bobby Militello stopped at L.A. radio station KJLH to promote his debut LP, "Rick James Presents Bobby Militello." Pictured at the station are (l-r): Jesus Garber, western region promotion; Rick Holmes, KJLH music director; Eric Reed, assistant program director; Militello; and Gary O'Neal, KJLH air personality.

## THE RHYTHM SECTION

**SHORT CUTS** — Post-Christmas and New Year's delight might be forthcoming from ARC/Columbia ensemble **Earth, Wind and Fire**, which has been in the studio in recent months preparing an album, tentatively titled "Powerlight," due around Feb. 1. The album's first single, "Fall In Love With Me," is due out the day after **Jesus'** birthday celebration. . . "What Time Is It?" Well, it's time to give that album a gold award for the RIAA certifying sales in excess of 500,000 units. **The Time** is arriving. . . **Doug McHenry** was recently appointed head of **Dick Griffey** Production's film, theatrical and video division. . . **Lee Currell**, alias **Bruno Martelli** from the movie and TV series **Fame**, is actually a budding music artist. Veteran soul duo **Peaches & Herb** recently recorded one of his tunes, "Be My Music," for their next LP, due out in January.

**COMMUNITY PARTICIPATION** — The National Assn. of Black Promoters (NABP), **Rev. Jesse Jackson** of **PUSH** and **Steve Fargnoli**, manager for the iconoclastic **Prince**, **The Time** and now **Vanity 6**, were scheduled to meet this past weekend (Nov. 20) in Chicago to discuss complaints by a pair of black promoters who allege that they have been "systematically" excluded from participation in the current **Prince** Tour, which began Nov. 11 and is set to run through the remainder of the year. According to **David Lombard**, head of the concert division, **Dick Griffey Prods.**, NABP members met to query **Fargnoli** about the complaints and to get an accounting of black co-promotion on the tour and also how community-based support functions — i.e. limousine service, security, insurance, banking, catering, lighting and stage — figure in the **Prince** tour. The weekend meeting marks the second time in as many weeks that the NABP has taken to task managers and promoters on the issue of black participation. A dispute involving the **Luther Vandross** tour was recently settled by the NABP. **Vandross' Alive** Management and the tour's national promoter **Dick Klotzman**. **Klotzman**, along with black promoter **Quintin Perry**, is nationally promoting the **Prince** tour.

**B/C SINGLES CHART** — The **Cash Box** Top 100 Black Contemporary Singles chart sports a 40% dominance of women in the Top 20: **Diana Ross** (#2) is into "Muscles"; **Evelyn King** (#6) is waiting for a "Love Come Down"; **Melba Moore's** "Love's Comin' At Ya" (#9); **Janet Jackson** (#11 bullet) is into "Young Love"; then there's that "Nasty Girl" from **Vanity 6** (#12 bullet); **Stacy Lattisaw** (#17) is enduring an "Attack Of The Name Game"; and **Chaka Khan**, (#20 bullet), as always, has "Got To Be There."

**PROGRAMMERS** — The Young Black Programmers Coalition (YBPC) conference, held Nov. 12-14 at the Whitehall Hotel in Houston, will be the subject of a documentary produced for the YBPC by **Tom Alexander** and directed by **Robert Rosenthal**, who also serves as the coalition's press spokesman. A key focus during the annual conference was ratings, which formed the nucleus of a discussion by spokesmen from the **Arbitron** and **Birch** ratings services. The event reportedly attracted 400 radio, record company and other industry personnel.

**IMAGE UPDATE** — Long-noted for his quick pen when signing city resolutions, Los Angeles Mayor **Tom Bradley** recently proclaimed Nov. 5-Dec. 5 Image Awards Month in honor of the NAACP's pending Image Awards ceremony set for Dec. 5, sponsored by the Beverly Hills/Hollywood chapter of the association (**Cash Box**, Nov. 20). Chapter president **Willis Edwards** recently announced recipients of the NAACP's special Image awards and community service honors. **Lena Horne**, in Los Angeles to begin a stint at the **Pantages** in her. . . "Lady and her Music" show, received this year's Hall of Fame award. Other media-oriented special awards went to **Betram M. Lee**, president of **NETC-TV/Boston**; **Robert L. Johnson**, president of the **Black Entertainment Television**; and for the **KCET-TV/Los Angeles** special presentation of **Voices of Our People**. . . In *Celebration of Black Poetry*.

**HE BE RASTA** — Although roots blues has evolved (or become accepted) as a highly expressive art form, at first it was a vehicle upon which human emotion could reach others in a finite, communicable manner to all who would take the time to feel it. Since then the kind of blues you might hear performed has become fragmented in emotional energy, color and intent. Sometimes the blues makes you laugh; more often they make you shout; less frequently, it makes you dance or think. Reggae is suffering the same acute schizophrenia. From ska to roots reggae, to R&B/reggae back to ska, this Jamaican art form has been transmuted, mutated and bent to the contours of each artist's motivation. While an artist like the late **Bob Marley** could embody the festive quality of reggae in his music, there was still that Rasta-man vibration. **Dennis Brown** will be called "dread" by his Jamaican peers (a reference of fondness), but he has become noted for his homogeneous brand of R&B/reggae. So if a blues artist comes to you with tears, its only one facet of the music. A Rasta-man bearing political manifesto is merely displaying one color of his craft. Some musicians strive for truth, rather than gold and platinum. Whether you're dancing, crying or thinking, the music has worked.

michael martinez

# TOP 100 BLACK CONTEMPORARY SINGLES

November 27, 1982

	Weeks On Chart	11/20		Weeks On Chart	11/20		Weeks On Chart	11/20			
<b>1</b> SEXUAL HEALING	1	7	MARVIN GAYE (Columbia 38-03302)	<b>34</b> NIPPLE TO THE BOTTLE	52	5	GRACE JONES (Island/Atco 7-99963)	<b>68</b> AIN'T NOBODY, BABY	75	3	CON FUNK SHUN (Mercury/PolyGram 76185)
<b>2</b> MUSCLES	2	8	DIANA ROSS (RCA PB-13348)	<b>35</b> BODY SLAM	43	7	BOOTSYS'S RUBBER BAND (Warner Bros. 7-29889)	<b>69</b> KELLY'S EYES	80	3	ANDRE CYMONE (Columbia 38-03301)
<b>3</b> TRULY	3	7	LIONEL RICHIE (Motown 1644)	<b>36</b> THE SMURF	56	5	TYRONE BRUNSON (Bellevue In A Dream/CBS ZS4 03163)	<b>70</b> SHE BLEW MY MIND (69 TIMES)	78	3	RICK JAMES (Gordy/Motown 1648)
<b>4</b> BAD BOY/HAVING A PARTY	4	11	LUTHER VANDROSS (Epic 14-03205)	<b>37</b> HEARTBREAKER	41	7	DIONNE WARWICK (Arista AS1015)	<b>71</b> KNOCKOUT	81	2	MARGIE JOSEPH (HCRC WS4 03337)
<b>5</b> 1999	5	7	PRINCE (Warner Bros. 7-29896)	<b>38</b> MOVIN' VIOLATION	48	5	SKYY (Salsoul/RCA S7 7036)	<b>72</b> I WAS TIRED OF BEING ALONE (GLAD I GOT CHA)	79	2	PATRICE RUSHEN (Elektra 7-69930)
<b>6</b> LOVE COME DOWN	6	18	EVELYN KING (RCA JH-1327)	<b>39</b> STATE OF INDEPENDENCE	44	8	DONNA SUMMER (Geffen 7-29895)	<b>73</b> DO IT ANY WAY YOU WANT	82	2	ROBERT WINTERS & FALL (Caseblanca/PolyGram NB2361)
<b>7</b> 777-9311	7	15	THE TIME (Warner Bros. 7-29952)	<b>40</b> IT'S OUR OWN AFFAIR	40	8	RAY PARKER JR. (Arista AS 1014)	<b>74</b> ENUFF IS ENUFF	83	2	RODNEY FRANKLIN (Columbia 38-03273)
<b>8</b> THE GIRL IS MINE	15	3	MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)	<b>41</b> STAY WITH ME	45	8	R.J.'s LATEST ARRIVAL (Zoo York WS4 03228)	<b>75</b> AFTER I CRY TONIGHT	84	2	LANIER & COMPANY (LARC 81010)
<b>9</b> LOVE'S COMIN' AT YA	8	15	MELBA MOORE (EMI America B-8126)	<b>42</b> SEVENTEEN	46	7	BILL SUMMERS & SUMMERS HEAT (MCA 52115)	<b>76</b> MT. AIRY GROOVE	34	17	PIECES OF A DREAM (Elektra E-47482)
<b>10</b> IF THIS WORLD WERE MINE	9	13	CHERYL LYNN WITH LUTHER VANDROSS (Columbia 18-03204)	<b>43</b> USED TO BE	50	4	CHARLENE & STEVIE WONDER (Motown 1650)	<b>77</b> MIND UP TONIGHT	86	2	MELBA MOORE (Capitol B-5180)
<b>11</b> YOUNG LOVE	17	8	JANET JACKSON (A&M 2440)	<b>44</b> WALK ON BY	49	7	D TRAIN (Prelude PRL 8057)	<b>78</b> VICTORY	85	2	MIDNIGHT STAR (Soler/Elektra 7-69932)
<b>12</b> NASTY GIRL	14	9	VANITY 6 (Warner Bros. 7-29908)	<b>45</b> I WANT TO THANK YOU	47	9	ALICIA MEYERS (MCA 52107)	<b>79</b> GIVE ME YOUR LOVE	32	12	PEABO BRYSON (Capitol B-5157)
<b>13</b> ON THE WINGS OF LOVE	10	11	JEFFREY OSBORNE (A&M 2434)	<b>46</b> TURN TO ME	54	3	MAXINE NIGHTINGALE FEATURING JIMMY RUFFIN (Highrise SHR-2004)	<b>80</b> CAN'T BELIEVE	89	2	NANCY MARTIN (RCA/Atlantic 7-89957)
<b>14</b> SHE'S JUST A GROUPIE	16	10	BOBBY NUNN (Motown 1643)	<b>47</b> SWEET BABY	51	5	HARRY RAY (Sugar Hill SH 789)	<b>81</b> OUTSTANDING	—	1	THE GAP BAND (Total Experience/PolyGram TE 8205)
<b>15</b> DOO WA DITTY (BLOW THAT THING)	21	8	ZAPP (Warner Bros. 7-29891)	<b>48</b> TAKE IT OFF	55	4	CHOCOLATE MILK (RCA PB-13364)	<b>82</b> HAPPY FEELING	90	2	DENROY MORGAN (Becket BKD 512)
<b>16</b> PUT IT IN A MAGAZINE	20	9	SONNY CHARLES (Highrise SHR-2001)	<b>49</b> SPECIAL OCCASION	53	6	MILLIE JACKSON (Spring/PolyGram SP 3028)	<b>83</b> MS. FINE BROWN FRAME	87	3	SYL JOHNSON (Boardwalk NB-99904-9)
<b>17</b> ATTACK OF THE NAME GAME	18	10	STACY LATTISAW (Cotillion/Atco 7-99968)	<b>50</b> BETCHA SHE DON'T LOVE YOU	78	3	EVELYN KING (RCA PB-13380)	<b>84</b> THERE I GO	—	1	ALFIE SILAS (RCA PB-13387)
<b>18</b> DO IT (LET ME SEE YOU SHAKE)	22	6	THE BAR-KAYS (Mercury/PolyGram 76187)	<b>51</b> WILD NIGHT	57	4	ONE WAY (MCA-52133)	<b>85</b> BABY, COME TO ME	88	5	PATTI AUSTIN (Qwest/Warner Bros. QWE50036)
<b>19</b> LET'S GO DANCIN' (OOH LA, LA, LA)	27	4	KOOL & THE GANG (De-Lite/PolyGram DE824)	<b>52</b> THE WALK	67	2	THE TIME (Warner Bros. 7-29858)	<b>86</b> MUSIC AND LIGHTS	—	1	IMAGINATION (MCA-52129)
<b>20</b> GOT TO BE THERE	36	4	CHAKA KHAN (Warner Bros. 7-29881)	<b>53</b> SCORPIO	82	4	GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH790)	<b>87</b> PACK JAM	38	10	JONZUN CREW (Tommy Boy TB-828)
<b>21</b> YOUR PRECIOUS LOVE	26	8	AL JARREAU AND RANDY CRAWFORD (Warner Bros. 7-29893)	<b>54</b> ARE YOU SERIOUS	88	2	TYRONE DAVIS (Highrise SHR-2005)	<b>88</b> IN MOTION	61	8	FREDA PAYNE (Sutra SUA 117)
<b>22</b> HIGH HOPES	25	8	THE S.O.S. BAND (Tabu/CBS ZS4 03248)	<b>55</b> WELCOME TO THE CLUB	—	1	THE BROTHERS JOHNSON (A&M 2506)	<b>89</b> ONE MORE TIME	—	1	McFADDEN & WHITEHEAD (Capitol 5178)
<b>23</b> MAGIC IN THE MOONLIGHT	23	8	SPINNERS (Atlantic 7-89962)	<b>56</b> STROKIN'	65	4	DYNASTY (Soler/Elektra 7-69927)	<b>90</b> IT SHOULD HAVE BEEN YOU	39	15	GWEN GUTHRIE (Island/Atco IL 150)
<b>24</b> WHAT ABOUT MY LOVE	24	12	JOHNNIE TAYLOR (Beverly Glen BG-2002)	<b>57</b> WILD GIRLS	59	8	KLYMAXX (Soler/Elektra 7-69955)	<b>91</b> BIG FUN	35	14	KOOL & THE GANG (De-Lite/PolyGram DE 822)
<b>25</b> LOOPZILLA	29	7	GEORGE CLINTON (Capitol B-5160)	<b>58</b> KEEPIN' LOVE NEW	64	5	HOWARD JOHNSON (A&M 2448)	<b>92</b> THE MESSAGE	42	18	GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill 584)
<b>26</b> KEEP AWAY GIRLS	19	10	STEPHANIE MILLS (Caseblanca/PolyGram NB2354)	<b>59</b> VERY SPECIAL PART	66	4	JERMAINE JACKSON (Motown 1649)	<b>93</b> PUT YOUR MONEY WHERE THE FUNK IS	94	3	MANDRILL (Montage 1222)
<b>27</b> YOU DROPPED A BOMB ON ME	13	17	THE GAP BAND (Total Experience/PolyGram TE 8203)	<b>60</b> PEOPLE TREAT YOU FUNKY	69	3	RICHARD "DIMPLES" FIELDS (Boardwalk NB-11-164-7)	<b>94</b> CHANGE	37	20	BARRY WHITE (Unlimited Gold/CBS ZS5 02958)
<b>28</b> JUMP TO IT	11	22	ARETHA FRANKLIN (Arista AS 0699)	<b>61</b> LOVE ME RIGHT	—	1	ARETHA FRANKLIN (Arista AS1023)	<b>95</b> RIBBON IN THE SKY	60	12	STEVIE WONDER (Tamlia/Motown 1639)
<b>29</b> LADY IN RED	33	10	ALPHONSE MOUZON (Highrise SHR-2000)	<b>62</b> PAINTED PICTURE	—	1	COMMODORES (Motown 1651)	<b>96</b> WHO'S STICKIN' IT?	77	15	SUNRIZE (Boardwalk NB-11-151-7)
<b>30</b> A PENNY FOR YOUR THOUGHTS	28	15	TAVARES (RCA PB-13292)	<b>63</b> HANGIN'	74	3	CHIC (Atlantic 7-89954)	<b>97</b> GIVE IT TO ME BABY	63	7	CHERI (Venture 5022)
<b>31</b> LET ME TICKLE YOUR FANCY	12	18	JERMAINE JACKSON (Motown 1628FM)	<b>64</b> IN AND OUT	71	4	WILLIE HUTCH (Motown 1637)	<b>98</b> I AM CHANGING	58	9	JENNIFER HOLLIDAY (Geffen 7-29910)
<b>32</b> I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR)	30	15	MICHAEL McDONALD (Warner Bros. 7-29933)	<b>65</b> LET ME BE CLOSE TO YOU	72	4	THE VALENTINE BROS. (Bridge BR-1964)	<b>99</b> DANCE FLOOR (Part 1)	93	21	ZAPP (Warner Bros. 7-29961)
<b>33</b> BABY I NEED YOUR LOVING	31	14	CARL CARLTON (RCA PB-13313)	<b>66</b> PLAY AT YOUR OWN RISK	73	4	PLANET PATROL (Tommy Boy 825)	<b>100</b> I'M SO EXCITED	91	9	POINTER SISTERS (Planet/RCA JH-13327)
				<b>67</b> ALL NIGHT LONG	70	4	STARPOINT (Chocolate City/PolyGram CC3236)				

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

A Penny For (Kenny Nolan/Downtown — ASCAP) . 30	Heartbreaker (Gibb Bros. adm. by Unichappell—BMI) 37	Magic In The (The Bull Pen — BMI) . 23	She's Just A (Stone Diamond — BMI) . 14
After I Cry (Wishbone/Hot Stuff — BMI) . 75	High Hopes (Interior/Irving—BMI/Richer—ASCAP) 22	Mind Up (Mighty M — ASCAP) . 77	Special Occasion (Unichappell — BMI) . 49
Ain't Nobody (Val-De Joe/Bee Jermeline — BMI) . 68	I Am (Dreamgirls — ASCAP/Dreemettes — BMI) . 98	Mt. Airy Groove (G.W. Jr./Outer National—ASCAP) 76	State of (WB — ASCAP/Spheric B.V. Bume/
All Night Long (Harridur/Licyndiana/	I'm So (Braitree/Till Dawn/Blackwood — BMI) . 100	Movin' Violation (Alligator — ASCAP) 38	Toughnot — PRS) . 39
Adm. by Ensign — BMI) . 67	I Keep (Yellow Dog — ASCAP) . 32	Ms. Fine Brown (On The Boardwalk/Syl-Zel — BMI)83	Stay With Me (Arrival — BMI) . 41
Are You Serious (Content/Tlaure Ani Kiki — BMI) . 54	I Want To (Perk's/Duchess/MCA — BMI) . 45	Muscles (Mijac — BMI) . 2	Strokin' (L.F.S.III/Spectrum VII — ASCAP) . 56
Attack Of (Gratitude Sky — ASCAP/Pologrounds	I Was Tired (Baby Fingers/Mims/Ameze —	Music and Lights (MCA Music — ASCAP) . 86	Sweet Baby (Sugar Hill — BMI) . 47
— BMI) . 17	ASCAP/Freddie Dee — BMI) . 72	Nasty Girl (Girl's Song — ASCAP) . 12	Take It Off (Cessess/Million Dollar — BMI) . 48
Baby, Come To Me (Roadsongs — PRS) . 85	If This World Were Mine (Jobete Music — BMI) . 10	Nasty Girl (Controversary — ASCAP) . 5	The Girl Is Mine (Mijac — BMI) . 8
Baby I Need (Jobete Music — BMI) . 33	In And Out (Stone Diamond — BMI) . 64	On The Wings (Lincoln Pond/Almo/March 9 —	The Smurf (Dextotis/Band of Angels — BMI) . 36
Bad Boy (ABKCO — BMI/Legs — ASCAP) . 4	In Motion (Amber Pass/Richer — ASCAP) . 88	ASCAP/ixat/Island — BMI) . 34	The Walk (Tionna — ASCAP) . 52
Betcha She Don't (Music Corp. of America/	It Should Have (Ackee — ASCAP) . 90	On The Wings (Lincoln Pond/Almo/March 9 —	There I Go (ATV — BMI) . 84
Kashif — BMI) . 50	It's Our Own (Raydiola — ASCAP) . 40	ASCAP) . 13	Truly (Brockman — BMI) . 3
Big Fun (Delightful Music — BMI) . 91	Jump To It (Uncle Ronnie's/April/Sunset Burgandy	One More Time (McFadden & Whitehead — BMI/Barry	Turn To Me (Peer Int'l Corp./Jet D'eauf/
Body Slam (Mash-A-Mug — BMI) . 35	— ASCAP) . 28	Eastmond — ASCAP) . 89	Cinescore — BMI) . 46
Can't Believe (Few Minutes/Bruno	Keep Away Girls (Nick-O-Val — ASCAP) . 26	Outstanding (Total Experience — BMI) . 81	Used To Be (Stone Diamond — BMI) . 43
Hi/PROCAN/Memory Lane — BMI) . 80	Keepin' Love New (Duchess — BMI) . 58	Put Jam (Tommy Boy — ASCAP) . 87	Very Special (Jobete — ASCAP) . 59
Change (Seven Songs/Ba-Dake — BMI) . 94	Kelly's Eyes (Ultrawave — BMI) . 69	Painted Picture (Walter Orange/Snousie — ASCAP)62	Victory (Midstar/Hip-Trip — BMI) . 78
Dance Floor (Troutman's — BMI) . 99	Knockout (Mannish Kidd/Funtown — BMI) . 71	People Treat You (On The Boardwalk/Det Richfield	Walk On By (Blue Seas/Jec — ASCAP) . 44
Do It (Warner-Tamerlane/Bar-Kays — BMI) . 18	Lady In Red (Mouzon — ASCAP) . 29	Kat — BMI/Songs Can Sing — ASCAP) . 60	Welcome To (State Of The Arts/Kelko — ASCAP) . 55
Do It Any (Warner-Tamerlane Marsaint — BMI) . 73	Let Me Be (Stan/Flo — BMI) . 65	Play At Your (Shakin' Baker — BMI) . 68	What About (Beverly Glen/Spaced Heads — BMI) . 24
Doo Wa Ditty (Troutman's — BMI) . 15	Let Me Tickle (Black Stallion — ASCAP/Fet Jack	Put It In (Parl-Wex/Sun Hill — ASCAP) . 16	Who's Stickin' It? (Takoya — ASCAP) . 96
Enuff Is Enuff (Maicaboom/Clerkee — BMI) . 74	The Second — BMI) . 31	Put Your Money (Deep Canyon/Mendrill — ASCAP)93	Wild Girls (Flyts-Tyme/Spectrum VII — ASCAP) . 57
Give It To (Barcum/Hygroton — BMI) . 97	Let's Go Dancin' (Delightful — BMI/Double F —	Ribbon In (Jobete/Bleck Bull (TM) — ASCAP) . 95	Wild Night (Perk's Duchess — BMI) . 51
Give Me Your (WB/Peabo — ASCAP) . 79	ASCAP) . 19	Scorpio (Sugar Hill — BMI) . 53	You Dropped (Total Experience — BMI) . 27
Got To Be (Jobete/Glenwood — ASCAP) . 20	Loopzilla (Maltiz/Jobete — BMI) . 25	777-9311 (Tionna — ASCAP) . 7	Young Love (A La Mode/Ariste — ASCAP) . 11
Hangin' (Chic — BMI) . 63	Love Come (Music Corp. of America/Kashif — BMI) 6	Seventeen (Bilsum Music — BMI) . 42	Your Precious (Jobete — ASCAP) . 21
Happy Feelings (Fools Prayer/Bert Reid — BMI/	Love's Comin' At Ya (Mighty M — ASCAP) . 9	Sexual Healing (April — ASCAP) . 1	
Amber Pass/Fresh Ideas — ASCAP) . 82	Love Me Right (April/Uncle Ronnie's — ASCAP) . 61	She Blew My (Jobete/Stone City — ASCAP) . 70	



MOST ADDED SINGLES

- LOVE ME RIGHT — ARETHA FRANKLIN — ARISTA**  
KGFJ, WKYS, WOKB, WAIL, WLOU, WRKS, KDIA, WYLD-FM, WLUM, WAWA, WDAS, V103, WTLC, WRAP, WSOK, WWDW, KPRS, KUKQ, WNHC, WILD, WBMX, WEDR, KDKO, WDAO
- WELCOME TO THE CLUB — THE BROTHERS JOHNSON — A&M**  
OK100, WAIL, WAWA, WWIN, WDIA, V103, WUFO, WAMO, WSOK, WGPR-FM, WJLB, KPRS, KUKQ, WGIV, WNHC, WILD, WIGO, WEDR, WPLZ, WDAO
- PAINTED PICTURE — COMMODORES — MOTOWN**  
OK100, WLEL, KGFJ, KDAY, WRKS, WLUM, WAWA, WRAP, WWDW, WGPR-FM, WJLB, KPRS, KUKQ, WBMX, WRBD, WSCI, WDAO
- BETCHA SHE DON'T LOVE YOU — EVELYN KING — RCA**  
KDAY, WAIL, WLOU, WAMO, WJMO, KUKQ, WEDR, WDAO
- OUTSTANDING — THE GAP BAND — TOTAL EXPERIENCE/POLYGRAM**  
WAIL, WUFO, WRAP, WGPR-FM, KPRS, WGIV, KDKO, WZEN-FM
- THERE I GO — ALFIE SILAS — RCA**  
WKYS, KDIA, WYLD-FM, WATV, KPRS, WGIV, KDKO, WZEN-FM
- AFTER I CRY TONIGHT — LANIER & CO. — LARC**  
OK100, KSOL, WLOU, V103, WTLC, KPRS, WBMX, WZEN-FM

MOST ADDED ALBUMS

- PROPOSITIONS — THE BAR-KAYS — MERCURY/POLYGRAM**  
WLEL, WOKB, WAIL, WDIA, WDAS, WTLC, WUFO, WRAP, WSOK, WATV, KPRS, WGIV, WILD, WBMX, WEDR, WDAO
- TO THE MAX — CON FUNK SHUN — MERCURY/POLYGRAM**  
WLEL, WOKB, WAIL, WTLC, WUFO, WSOK, KPRS, WGIV, WNHC, WIGO, WDMT, WEDR, WDAO
- MIDNIGHT LOVE — MARVIN GAYE — Columbia**  
WLEL, WLOU, WRKS, V103, WTLC, WUFO, WAMO, WJLB, WATV, WILD, WIGO, WDMT, WEDR

UP AND COMING

- FUNNY HOW TIME SLIPS AWAY — SPINNERS — ATLANTIC  
COME TO BLOW YA MIND — SLAVE — COTILLION/ATCO  
PASSION — BARRY WHITE — UNLIMITED GOLD/CBS  
TEASE ME — GLORIA GAYNOR — ATLANTIC

BLACK RADIO HIGHLIGHTS

**V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — M. GAYE**  
HOTS: L. Richie, S. Mills, M. McDonald, D. Ross, Prince, L. Vandross, Bar-Kays, Michael Jackson/P. McCartney, A. Jarreau/R. Crawford, C. Lynn, Janet Jackson, The Time, Bootsy's Rubber Band, Zapp, M. Moore, J. Osborne, C. Kahn, Kool & The Gang, Vanity 6, Charlene/S. Wonder. ADDS: D. Henley, R.D. Fields, Brothers Johnson, L. Ritenour, One Way, Lanier & Co., A. Franklin, M. Sadane, Sunfire, R. Franklin, R.J.'s Latest Arrival, Skyy, N. Martin, B. Wolfer, Gary Private. LP ADDS: M. Gaye.

**WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — M. GAYE**  
HOTS: L. Vandross, Prince, S. Mills, L. Richie, Michael Jackson/P. McCartney, Planet Patrol, D. Ross, Janet Jackson, The Time, C. Khan. ADDS: Brothers Johnson, Grand Master Flash, W. Hutch, The Time, Chic, R.B. Hutmon, T. Brunson, A. Silas, S. Arrington. LP ADDS: B. James, M. Gaye, Con Funk Shun.

**WILD — BOSTON — STEVE CRUMBLY, PD — #1 — M. GAYE**  
JUMPS: 10 To 6 — J. Osborne, 13 To 7 — Prince, 11 To 8 — Janet Jackson, 15 To 9 — Zapp, 17 To 12 — I-Level, 21 To 13 — Michael Jackson/P. McCartney, 25 To 14 — Gap Band, 20 To 15 — Kool & The Gang, 24 To 19 — M. Scott, Ex To 20 — The Time, Ex To 21 — E. King, Ex To 24 — C. Khan, 29 To 26 — One Way, 30 To 27 — D Train, Ex To 28 — Millie Jackson, Ex To 29 — M. Joseph, Ex To 30 — R. Winters & Fall. ADDS: A. Franklin, Brothers Johnson, M. Moore, L. Ritenour, Planet Patrol, A. Silas, A. Cymone. LP ADDS: Bar-Kays, Grand Master Flash, Enchantment, M. Gaye.

**WGIV — CHARLOTTE — HAL HARRILL, PD — #1 — M. GAYE**  
HOTS: Zapp, Prince, Janet Jackson, D Train, S.O.S. Band, Skyy, Michael Jackson/P. McCartney, L. Vandross, D. Ross, L. Richie, D. Williams, S. Mills. ADDS: R.D. Fields, A. Cymone, Gap Band, R. Franklin, Brothers Johnson, B. White. LP ADDS: Chic, Alfonso, E. Laws, P. Bryson, Bar-Kays, Con Funk Shun.

**WBMX — CHICAGO — LEE MICHAELS, PD — #1 — D. ROSS**  
HOTS: M. Moore, L. Vandross, J. Osborne, G. Guthrie, B. Nunn, S. Mills, M. Gaye, Bootsy's Rubber Band, L. Richie, The Limit, G. Clinton, J. Taylor, D Train, S.O.S. Band, Spinners, Tavares, D. Byrd, Wrecking Crew, T. Pendergrass, A. Myers, Cheri, D. Morgan, H. Johnson, Kool & The Gang, Valentine Brothers, A. Jarreau/R. Crawford, Michael Jackson/P. McCartney, Gap Band, E. King, S. Charles. ADDS: J. Butler, A. Silas, A. Franklin, Imagination, Commodores, W. Jackson, Skyy, Lanier & Co. LP ADDS: Bar-Kays.

**WGCI — CHICAGO — RICHARD PEGUE, PD — #1 — L. RICHIE**  
HOTS: A. Myers, Valentine Brothers, C. Khan, Bootsy's Rubber Band, E. King, M. Gaye, Jonzun Crew, G. Clinton, S. Redd, Janet Jackson, Prince, B. Summers, B. Nunn, Michael Jackson/P. McCartney, One Way, Kool & The Gang, L. Vandross, G. Guthrie, The Time, DeBarge, G. Jones, W. Hutch, M. Moore. ADDS: Commodores, J. Cotton, D. Brown, W. Jackson, Omni, Mikki, Material. LP ADDS: S. Hooper, P. Bryson, L. White, S. Turrentine, B. Wolfer, Spyro Gyra, R. Franklin.

**WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — M. GAYE**  
HOTS: L. Richie, Michael Jackson/P. McCartney, Grand Master Flash, Prince, D. Ross, L. Branigan, Olivia Newton-John, D. Fagen, C. Khan, The Time, J. Osborne, Hall & Oates, Bootsy's Rubber Band, Chicago, L. Vandross, Janet Jackson, B. Nunn, Charlene/S. Wonder, Kool & The Gang, S.O.S. Band. ADDS: P. Benatar, M.&B. Sutton, G. Jones, D. Henley. LP ADDS: M. Gaye, Con Funk Shun.

**WJMO — CLEVELAND — ERIC STONE, PD — #1 — M. GAYE**  
HOTS: D. Ross, J. Holliday, S. Mills, S. Charles, L. Richie, A. Myers, T. Pendergrass, Spinners, A. Jarreau/R. Crawford, Kool & The Gang, D Train, Grand Master Flash, B. Nunn. ADDS: Dr. America, S. Christopher, Dynasty, Whodini, Imagination, G. Jones, E. King, C. Khan, M. Moore. LP ADDS: L. Ritenour, E. Klugh/B. James.

**WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — M. GAYE**  
HOTS: L. Richie, T. Brunson, Prince, D. Ross, Bootsy's Rubber Band, Bar-Kays, Zapp, Midnight Star, Michael Jackson/P. McCartney. ADDS: E. King, Commodores, A. Franklin, P. Bryson, Ashford & Simpson, Spinners, Brothers Johnson, R. Winters & Fall. LP ADDS: P. Bryson, Con Funk Shun, Chic, Bar-Kays.

**KDKO — DENVER — CARLOS LANDOS, PD — #1 — M. GAYE**  
HOTS: Michael Jackson/P. McCartney, Grand Master Flash, Prince, Bar-Kays, Con Funk Shun, D. Ross, S. Johnson, Chic. ADDS: G. Washington, A. Franklin, Gap Band. LP ADDS: Chic, Chocolate Milk, B. Cosby.

**WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — P. BRYSON**  
HOTS: B. Nunn, L. Vandross, Prince, D. Ross, M. Gaye, Janet Jackson, Grand Master Flash, L. Richie, Orbit, Michael Jackson/P. McCartney. ADDS: Gap Band, Videe, Brothers Johnson, Warp 9, S.P. Atkinson, B. White, Jermaine Jackson, S. Johnson, Commodores. LP ADDS: Chic, Skyy, L. Ritenour.

**WJLB — DETROIT — J. MICHAEL MCKAY, PD — #1 — M. GAYE**  
HOTS: Chocolate Milk, D. Ross, L. Richie, L. Vandross, Planet Patrol, S. Charles, Michael Jackson/P. McCartney, Hall & Oates, C. Khan, J. Osborne, Prince, S. Mills, C-Brand, B. Nunn, P. Bryson, J. Taylor, M. McDonald. ADDS: Commodores, Brothers Johnson. LP ADDS: Jammers, M. Gaye.

**KMJQ — HOUSTON — FRED HENDERSON, PD — #1 — M. GAYE**  
JUMPS: Michael Jackson/P. McCartney, 11 To 7 — Gap Band, 14 To 11 — Janet Jackson, 20 To 13 — Bar-Kays, 21 To 15 — A. Jarreau/R. Crawford, 19 To 16 — A. Myers, Ex To 19 — P. Bryson, 30 To 21 — M. Moore, Ex To 28 — M. Joseph, 40 To 34 — C. Khan. ADDS: D Train, S. Mills, B. Nunn, T. Brunson, Dynasty, F. Paris & The Satins. LP ADDS: J. Taylor.

**KPRS — KANSAS CITY — DELL RICE, PD — #1 — M. GAYE**  
JUMPS: 25 To 15 — L. Richie, 20 To 17 — R.J.'s Latest Arrival, 21 To 18 — S. Lattisaw, 22 To 19 — D. Warwick, 35 To 20 — Michael Jackson/P. McCartney, 26 To 23 — Valentine Brothers, 29 To 24 — D. Fagen, 30 To 25 — D. Summer, 31 To 27 — A. Jarreau/R. Crawford, 32 To 28 — S. Coleridge, 33 To 29 — Grand Master Flash, 34 To 30 — Jonzun Crew, 36 To 31 — A. Mouzon, 37 To 32 — H. Ray, 38 To 33 — H. Johnson, 39 To 34 — A. Cymone, 40 To 35 — D. Washington, Ex To 36 — Society Of Seven, Ex To 37 — L. Hutson, Ex To 38 — Dynasty, Ex To 39 — N. Martin. ADDS: A. Silas, Chocolate Milk, Brothers Johnson, Spinners, Commodores, Lanier & Co., S. Christopher, W. Hutch, Millie Jackson, Gap Band, Joe Jackson, Jammers, Computer People, A. Franklin, R. Franklin. LP ADDS: L. Ritenour, B. Wolfer, Con Funk Shun Bar-Kays.

**KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — MICHAEL JACKSON/P. MCCARTNEY**  
HOTS: M. Gaye, Prince, L. Richie, D. Warwick, Kool & The Gang, L. Vandross, Vanity 6, Spinners, S.O.S. Band. ADDS: R. Winters & Fall, H. Ray, E. King, Commodores, Klymaxx, Chic, M. Nightingale. LP ADDS: Klymaxx, R.D. Fields, Chic, R. Lewis.

**KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — M. GAYE**  
HOTS: D. Ross, Prince, B. Nunn, Janet Jackson, L. Vandross, Zapp, S.O.S. Band, Tavares, T. Brunson.

ADDs: Commodores, J. Taylor, R.D. Fields, A. Franklin, Bar-Kays, B. White, A. Cymone, Con Funk Shun. LP ADDS: P. Rushen, Alfonso, DeBarge, Kool & The Gang, Gap Band.

**WDIA — MEMPHIS — CARL CONNER, PD**  
HOTS: Bar-Kays, Prince, M. Gaye, L. Richie, Kool & The Gang, J. Taylor, E. King, D. Ross, The Time, Vanity 6, Con Funk Shun, Charlene/S. Wonder, Bootsy's Rubber Band, Lanier & Co., Zapp. ADDS: A. Cymone, Brothers Johnson, DeBarge, G. Jones, R. Winters & Fall. LP ADDS: Bar-Kays.

**WAWA — MILWAUKEE — JIMMY GOODYTIME, PD — #1 — M. GAYE**  
HOTS: D. Ross, Prince, Vanity 6, B. Nunn, Janet Jackson, S. Mills, W. Hutch, J. Osborne, G. Clinton, Grand Master Flash, Bar-Kays, J. Taylor, Spinners, Bootsy's Rubber Band, Jermaine Jackson, R. James, Con Funk Shun, Wrecking Crew, G. Jones, C. Khan. ADDS: The Time, Commodores, Brothers Johnson, A. Cymone, R. Franklin. LP ADDS: Chic, S.O.S. Band, L. Ritenour, S. Turrentine.

**WNHC — NEW HAVEN — JAMES JORDAN, PD — #1 — M. GAYE**  
HOTS: L. Richie, D. Ross, M. Moore, ABC, C. Lynn, I-Level, Pieces Of A Dream, Vanity 6, D. Williams, S. Mills, Janet Jackson, Weather Girls, Prince, Kool & The Gang, Capt. Sensible, C. Khan, D Train, Michael Jackson/P. McCartney, E. King, D. Warwick. ADDS: S. Christopher, Dr. America, Brothers Johnson, A. Franklin, M. Joseph, McFadden & Whitehead, R. Winters & Fall, Chocolate Milk. LP ADDS: Con Funk Shun.

**WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — PRINCE**  
HOTS: M. Gaye, Michael Jackson/P. McCartney, Vanity 6, L. Richie, Hall & Oates, Kool & The Gang, L. Vandross, Janet Jackson, Planet Patrol, Grand Master Flash, D. Ross, J. Osborne, T. Brunson, ABC, Zapp, D. Fagen, G. Jones, The Time, L. Branigan, R.D. Fields. ADDS: Brothers Johnson, A. Franklin, T. Basil, J. Geils Band, Skyy, E. King, Rodway, Gap Band. LP ADDS: Bar-Kays, Con Funk Shun.

**WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — M. GAYE**  
HOTS: L. Vandross, The Time, M. McDonald, D. Ross, C. Carlton, L. Richie, The Limit, S. Charles, Zapp, Valentine Brothers, S.O.S. Band, Michael Jackson/P. McCartney, Millie Jackson, T. Brunson. ADDS: A. Franklin, A. Silas.

**WRKS — NEW YORK — BARRY MAYO, PD — #1 — M. GAYE**  
JUMPS: 9 To 5 — Kool & The Gang, 17 To 9 — J. Osborne, 19 To 14 — Pieces Of A Dream, 28 To 18 — Charlene/S. Wonder, 27 To 19 — Shakata, 23 To 20 — Tavares, Ex To 26 — Madonna, 30 To 27 — Goody Goody, Ex To 28 — C. Khan, Ex To 29 — T. Brunson, Ex To 30 — Weather Girls. ADDS: T. Basil, Wuf Ticket, Commodores, G. Gaynor, A. Franklin. LP ADDS: E. King, M. Gaye.

**WRAP — NORFOLK — CHESTER BENTON, PD — #1 — L. VANDROSS**  
HOTS: D. Ross, Prince, M. Gaye, J. Osborne, S. Lattisaw, B. Nunn, Spinners, Vanity 6, L. Richie, Zapp, S. Charles, B. Summers, Pressure Drop, Pieces Of A Dream, A. Jarreau/R. Crawford, S.O.S. Band, Grand Master Flash, Janet Jackson, Michael Jackson/P. McCartney. ADDS: T. Davis, C. Khan, A. Franklin, Spinners, Valentine Brothers, Commodores, Gap Band. LP ADDS: New Birth, Bar-Kays, Skyy.

**WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — M. GAYE**  
HOTS: L. Vandross, Prince, Grand Master Flash, Bootsy's Rubber Band, Vanity 6, Michael Jackson/P. McCartney, L. Richie, D. Ross, G. Clinton, D. Summer, D. Train, D. Warwick, T. Brunson, Zapp, Valentine Brothers, G. Jones, S. Charles, S.O.S. Band, P. Austin, D. Fagen. ADDS: G. Washington, T. Davis, R. Winters & Fall, People's Choice, Imagination, Lemelle, A. Franklin, Zalmac. LP ADDS: Bar-Kays, Prince.

**WAMO — PITTSBURGH — J. C. FLOYD, PD — #1 — M. GAYE**  
JUMPS: 5 To 2 — Prince, 11 To 5 — Kool & The Gang, 17 To 7 — Michael Jackson/P. McCartney, 13 To 9 — Zapp, 24 To 13 — Spinners, 28 To 18 — Janet Jackson, 37 To 19 — C. Khan, 38 To 20 — Grand Master Flash, 36 To 21 — D Train, 30 To 26 — B. Nunn, 33 To 28 — J. Taylor, 32 To 29 — P. Williams, 39 To 34 — C. Mayfield, 40 To 35 — Cooper & Ross, Ex To 39 — T.S. Monk, Ex To 40 — A. Silas. ADDS: R. Franklin, M. Moore, E. King, Brothers Johnson, L. Ritenour, Chic, R. Jones, A. Myers, DeBarge, Chocolate Milk. LP ADDS: M. Gaye, R. Franklin.

**WLEL — RALEIGH — CHESTER DAVIS, PD — #1 — M. GAYE**  
HOTS: L. Richie, Janet Jackson, D. Ross, Kool & The Gang, Vanity 6, Michael Jackson/P. McCartney, E. King, M. Moore, T. Brunson. ADDS: Commodores, M. Joseph, B. White. LP ADDS: Millie Jackson, Prince, M. Gaye, Con Funk Shun, R.D. Fields, Bar-Kays, Chocolate Milk.

**WPLZ — RICHMOND — HARDY JAY LANG, PD — #1 — L. VANDROSS**  
HOTS: Michael Jackson/P. McCartney, L. Richie, M. Gaye, D. Ross, D. Summer, J. Osborne, Janet Jackson, Prince, Vanity 6, The Time, S. Lattisaw, ABC, B. Nunn, D. Fagen, Jermaine Jackson, S.O.S. Band, A. Jarreau/R. Crawford, Spinners. ADDS: Spinners, Charlene/S. Wonder, The Time, R. James, Brothers Johnson, L. Ritenour, G. Gaynor, Con Funk Shun, McFadden & Whitehead. LP ADDS: D. Byrd, Skyy.

**WZEN-FM — ST. LOUIS — A.J. KEMP, PD — #1 — M. GAYE**  
JUMPS: 10 To 6 — S. Charles, 11 To 8 — P. Bryson, 13 To 9 — Prince, 14 To 10 — A. Mouzon, 16 To 12 — Michael Jackson/P. McCartney, 21 To 15 — G. Clinton, 23 To 16 — R. James, 24 To 17 — E. King, 28 To 18 — C. Khan, 25 To 19 — Skyy, 29 To 20 — G. Jones, 27 To 21 — Bar-Kays, 30 To 25 — W. DeVaughn, Ex To 27 — Kool & The Gang, Ex To 28 — M. Joseph, Ex To 29 — Planet Patrol, Ex To 30 — Millie Jackson. ADDS: Wrecking Crew, G. Washington, R. Parker, Jr., P. Bryson, DeBarge, Lanier & Co., S. Lattisaw, Slave, The Time, Gap Band. LP ADDS: P. Bryson, G. Clinton.

**KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — M. GAYE**  
HOTS: D. Ross, J. Taylor, Prince, L. Richie, B. Summer, S.O.S. Band, B. Nunn, D. Warwick, Jermaine Jackson. ADDS: R. Franklin, Chic, P. Bryson, Planet Patrol, Dynasty, R.J.'s Latest Arrival, Lanier & Co., Imagination.

**KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — L. RICHIE**  
HOTS: D. Ross, M. Gaye, The Time, S. Lattisaw, A. Jarreau/R. Crawford, Janet Jackson, S. Charles, Planet Patrol, Jonzun Crew, Prince, Hall & Oates, S.O.S. Band, S. Mills, Vanity 6, P. Gabriel, D. Summer, Bar-Kays, A. Mouzon, B. Summers. ADDS: Kool & The Gang, Bootsy's Rubber Band, Charlene/S. Wonder, R.D. Fields, G. Jones, Hurt 'Em Bad. LP ADDS: D. Ross, J. Osborne.

**WWDW — SUMTER — BARBARA TAYLOR, PD**  
HOTS: Vanity 6, A. Myers, M. Gaye, L. Richie, Bootsy's Rubber Band, D. Ross, Planet Patrol, Prince, T. Brunson. ADDS: Four Tops, S. Christopher, Warp 9, Madonna, Commodores, N. Martin, Janet Jackson, A. Franklin, Jeckly & Hyde, M. Joseph, Plush. LP ADDS: Members, J. Butler, Office And A Gentleman, L. Ritenour, S. Turrentine, Culture Club, Prince, D. Warwick.



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**ISSUE DATE:** January 8, 1983      **ADVERTISING CLOSING:** December 29, 1982

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## INTERNATIONAL DATELINE

### Brazil

RIO DE JANEIRO — Artplan Promotions followed the success of **Frank Sinatra** and **Barry White** with a tour by **Julio Iglesias**. Iglesias played both the Rio Palace and Maksoud Plaza hotels in Rio and Sao Paulo, as well as concerts at more accessible prices in the Ibirapuera Gymnasium in Sao Paulo and the Flamengo training ground in Rio where he attracted a crowd of over 40,000. In Brazil, Iglesias' combined sales are approaching the three million mark, with "De Nina a Mujer" accounting for about one million of that. Iglesias is expected back next year.

Other recent visitors to tour and succeed in Brazil are **Yves Montand**, **Sammy Davis, Jr.**, **Zubin Mehta** and the **New York Philharmonic** and **Bobby Short**, who spent a month at the 150 Club of Maksoud Plaza in Sao Paulo.

A visitor to come from the south was **Astor Piazzolla** from Argentina, who performed in Sao Paulo, Rio and Belo Horizonte before returning to Sao Paulo to perform his concert for Bandoneon and Orchestra and "Three Tangos for Solo Bandoneon, Strings, Piano and Percussion" with the **Sao Paulo State Orchestra**. Ironically, even with an S.R.O. audience wherever he went, he now does not have any product available locally in Brazil with one of the majors. The meeting between **Cash Box** and Piazzolla was the first chance the composer had of hearing about the success of his ballet, *Five Tangos*, presented by the Sadler's Wells Royal Ballet in September.

The jazz market has improved slightly in Brazil, and to take advantage of this fact, CBS launched 11 new albums. Most media coverage went to the releases from **Albert Hunter** — "The Glory of Alberta Hunter," and **Sara Vaughan** — "Gershwin Live!"

Still with jazz, the ECM label has found a new home in Brazil after leaving WEA. As of Jan. 1, Ariola will be looking after ECM in Brazil, although even now it has brought out WEA's old stock and is redistributing it again. Ariola has also gotten the rights to the EG label, and that means that for the first time in six years, **Roxy Music** will be available locally.

christopher pickard

### Japan

TOKYO — Warner/Pioneer will launch a two-pronged sales campaign for the year-end sales season. Running from Dec. 10-Jan. 10, the "Warner/Pioneer Winter Sale" will promote products from 10 of its top artists on one hand and a variety of catalog items on the other.

London Records will also come up with a major promotion for the year-end sales season. A special series, "Deluxe Best Collection," will feature many of the label's top acts.

kozo otsuka

### United Kingdom

LONDON — A misleading report recently appeared in a U.K. national paper igniting much speculation that **Mark Knopfler** was about to leave **Dire Straits**. Putting the record straight, Knopfler says: "I have never been happier than I am at the moment and have absolutely no intention whatsoever of leaving the band. What I did say was that I am planning to cut down on outside projects so that I can spend more time at home" . . . **Bill Nelson** is currently in Japan recording with the **Yellow Magic Orchestra** in a Tokyo studio. Although various members of YMO have worked on solo projects with the likes of **David Bowie**, **David Sylvian** and **Robin Scott**, this is the first time that YMO has worked with anyone else as a group.

U.S. heavy metal band **Kiss**, whose new LP, "Creatures Of The Night," is currently in the U.K. album chart, arrives in London Nov. 23 for a whistle-stop promotional tour . . . The founders of a new group called **Psychic TV** — **Peter Christopherson** and **Genesis P. Orridge** — are set to demonstrate a new stereo technique on TV shortly called "Zuccarelli Holophonics" or 3D stereo, apparently beating **Pink Floyd**, which has developed a similar new technique. **Psychic TV's** debut LP, titled "Force The Hand Of Change," has just been released on WEA/Some Bizarre.

**Malcolm McLaren**, the man who instigated the late-'70s **Sex Pistols** phenomenon, has put himself on vinyl with a debut single release this week on Charisma Records with "Buffalo Gals" . . . **Rick James** is currently on a flying promo visit of the U.K. backing his new Motown single release, "Superfreak" . . . Phonogram has just released another compilation LP consisting of tracks from a number of up-and-coming new unknown U.K. artists titled "Touchdown." The new LP is in the same tradition as "Some Bizarre" released back in Autumn '80, which reaped the emergence of **Depeche Mode**, **Soft Cell** and **The The**.

**Jimi Sumen**, guitarist with EMI's new romantic outfit **Classix Nouveaux** was recently certified insane after paying a visit to a psychiatrist in his Finnish homeland, which will please **Classix** fans because now Sumen won't have to join up to do compulsory National Service in the Finnish army. Sumen recently broke off from touring with the band and he was expected to serve between 8 and 11 months in the army. "I knew this would destroy my career as a musician so I had to make them realize I was mentally fragile," comments Sumen. However, the army claimed that if he was fit for the rock life on the road, then he was fit for the army. A visit to the shrink confirmed Sumen's madness, and he was allowed to leave the country.

nick underwood

## Sales Increasing Steadily As Industry In Brazil Reverses Sales Slump

by Christopher Pickard

RIO DE JANEIRO — The Brazilian market has continued its slow but steady recovery in the last few months, with domestic and even international product showing a marked improvement.

The year-end sales season is in full swing now, with major releases by Gilberto Gil ("Um Banda Um"), Ze Ramalho ("Forca Verde"), Joanna ("Vidamor"), Alceu Valença ("Cavalho de Pau"), Elba Ramalho (Alegria"), Moraes Moreira ("Coisa Acesa"), Ney Matogrosso ("Mato Grosso"), Raimundo Fagner ("Fagner"), Simone ("Corpo e Alma") and Djavan ("Luz") now out.

The LPs by Simone and Fagner both shipped platinum for CBS. The label expects that Simone's should reach the 700,000 unit level by the end of her current

three-month stint at Canecao, Rio's major show house; but those plans might be thwarted by indifferent reviews of the LP.

Djavan received unanimous critical approval for his LP, "Luz," which was recorded in Los Angeles under the direction of Ronnie Foster and included such guests as Ernie Watts, Hubert Laws, Harvey Mason and Stevie Wonder, who played harmonica on the cut "Samurai," which is receiving massive local airplay.

Local artists also have begun touring extensively in support of their latest LPs, especially in the Rio and Sao Paulo areas. The last few weeks have seen performances in one or the other of those cities by Djavan, Matogrosso, Caetano Veloso, Francis Hime, Gonzaguinha and Elba Ramalho.

New artists on the scene include Lulu Santos, Radio Taxi, Herva Doce and the current darlings of the media, Blitz. With its first single, "Voce Nao Soube Me Amar," Blitz is approaching platinum status, and because of this, EMI has pulled the band into the studio to cut its first LP, to be titled "As Aventuras da Blitz."

In the area of samba, RCA is fast becoming known as "The House of Samba." Not only does the label record Martinho da Vila and Beth Carhalho, but now, Alcione has joined after 10 years at PolyGram.

Martinho and Alcione both told **Cash Box** that they totally disagree with assertions that samba is experiencing a "crisis," since both have never sold better or been in more demand for live performances.

## WEA Closes U.K. Pressing Plant

(continued from page 10)

home taping, and he is pressing the government to introduce legislation as soon as possible. However, we cannot assume that the government will take action."

As a result of excess record pressing capacity throughout Europe, WEA International decided to concentrate record pressing at its own record servicing plant at Aisdorf in Germany, and a large proportion of WEA's U.K. records will be pressed at this plant in the future.

After announcing the U.K. closure, Levinson told **Cash Box**, "I'm hopeful that the government will take action, but it probably won't be for another year or 18 months. As far as redundancies are concerned, at this stage, we don't know, but we are going into negotiations with the union very soon. We have to move with the times, and at the moment we are in a transient era where the form of music carrier is changing over from record to cassette and tape. I regard us as a recorded music company which creates music for all forms of carriers."

## Accord/Townhouse Sets Int'l Licenses

LOS ANGELES — Accord/Townhouse Records recently finalized several international licenses for overseas markets.

CBS will handle the label's product in Greece; U.R.T.I. Records, Inc. in Canada; Hyunabai Records in South Korea; Gira Industrias de Som in Portugal; and Platinum Records in the Philippines. All the licensees will carry the entire Accord catalog including album and cassette budget series, the midline series and releases on Townhouse Records.

The company's budget and midline series in West Germany, Belgium, Luxembourg and Holland will be handled by RCA, while certain items in the catalog will be licensed to PolyGram in Hong Kong, Malaysia and Singapore.

Non-exclusive agreements include Intertone in the Bahamas and the Netherlands Antilles; Monash Records in Australia; and Polydor in Japan.

## Virgin Retail Chain Set To Expand Operations

LONDON — An upcoming boost to the Virgin retail chain has been set with the aim of expanding its size with new-look refurbishments. Virgin is hoping to double the size of its chain following the recent acquisition of the Ames record stores.

The company will be opening new sites beginning with Croydon on Dec. 1 and several major city sites will be re-located.

The Virgin retail chain recently lost out to HMV stores, but with the re-styling of many of its shops, it is hoping to counter this as it did previously with the last Virgin re-launch about three years ago.

The Virgin Christmas launch began recently with the theme "The Virgin Chainstore Massacre."

## INTERNATIONAL BESTSELLERS

### Australia

#### TOP TEN 45s

- 1 **Come On Eileen** — Dexy's Midnight Runners — Mercury
- 2 **Eye Of The Tiger** — Survivor — Epic
- 3 **Shy Boy** — Bananarama — Liberation
- 4 **You Should Hear How** — Melissa Manchester — Arista
- 5 **Da Da Da I Don't Love You** — Trio — Mercury
- 6 **Don't Go** — Yazoo — Mute
- 7 **I Know There's Something Going On** — Frida — RCA
- 8 **Hard To Say I'm Sorry** — Chicago — Full Moon
- 9 **If You Want My Love** — Cheap Trick — Epic
- 10 **Rock The Casbah** — The Clash — Epic

#### TOP TEN LPs

- 1 **Love Over Gold** — Dire Straits — Vertigo
- 2 **Too-Rye-Ay** — Dexys Midnight Runners — Mercury
- 3 **Avalon** — Roxy Music — Polydor
- 4 **The Nylon Curtain** — Billy Joel — CBS
- 5 **Night And Day** — Joe Jackson — A&M
- 6 **Shaboo Shoo** — INXS — WEA
- 7 **Primitive Man** — Icehouse — Regular
- 8 **Complete Madness** — Madness — Stiff
- 9 **The Very Best of Don McLean** — Interfusion
- 10 **Upstairs At Eric's** — Yazoo — Mute

— Kent Music Report

### Italy

#### TOP TEN 45s

- 1 **Der Kommissar** — Falco — CGD/Vip
- 2 **Masterpiece** — Gazebo — Baby
- 3 **Eye In The Sky** — Alan Parsons Project — CGD/Arista
- 4 **I Won't Let You Down** — Ph.D. — WEA
- 5 **Music And Lights** — Imagination — Red Bus
- 6 **Avrai** — Claudio Baglioni — CBS
- 7 **Hard To Say I'm Sorry** — Chicago — WEA/Full Moon
- 8 **Disco Project** — Pink Project — Baby
- 9 **Per I Tuoi Occhi** — Loredana Berté — CGD
- 10 **Bravi Ragazzi** — Miguel Bose — CBS

#### TOP TEN LPs

- 1 **E Gla** — Lucio Battisti — Numero Uno
- 2 **Love Over Gold** — Dire Straits — PolyGram/Vertigo
- 3 **Moment!** — Julio Iglesias — CBS
- 4 **Eye In The Sky** — Alan Parsons Project — CGD/Arista
- 5 **Via Tagliamento 1965-1970** — Renato Zero — RCA/Zerolandia
- 6 **Teresa De Sto** — PolyGram/Philips
- 7 **La Voce Del Padrone** — Franco Battiato — EMI
- 8 **In The Heat Of The Night** — Imagination — Red Bus
- 9 **Traslocando** — Loredana Berté — CGD
- 10 **Festivalbar '82** — various artists — CGD

—Musica e Dischi

### United Kingdom

#### TOP TEN 45s

- 1 **I Don't Wanna Dance** — Eddy Grant — Ice
- 2 **Heartbreaker** — Dionne Warwick — Arista
- 3 **Sexual Healing** — Marvin Gaye — CBS
- 4 **Mad World** — Tears For Fears — Mercury
- 5 **Theme From Harry's Game** — Clannad — RCA
- 6 **The Girl Is Mine** — Michael Jackson/Paul McCartney — Epic
- 7 **Ooh, La, La** — Kool & The Gang — De-Lite
- 8 **Maneater** — Daryl Hall & John Oates — RCA
- 9 **Do You Really Want To Hurt Me** — Culture Club — Virgin
- 10 **Young Guns (Go For It)** — Wham! — Innersvision

#### TOP TEN LPs

- 1 **Singles, 45's and Under** — Squeeze — A&M
- 2 **Kissing To Be Clever** — Culture Club — Virgin
- 3 **Love Over Gold** — Dire Straits — Vertigo
- 4 **Hello, I Must Be Going** — Phil Collins — Virgin
- 5 **Famous Last Words** — Supertramp — A&M
- 6 **The Kids From Fame Again** — various artists — RCA
- 7 **The Kids From Fame** — various artists — BBC
- 8 **Heartbreaker** — Dionne Warwick — Arista
- 9 **Tropical Gangsters** — Kid Creole & The Coconuts — Ze
- 10 **A Kiss In A Dream House** — Siouxsie & The Banshees — Polydor

—Melody Maker

# CASH BOX TOP 100 ALBUMS

November 27, 1982

Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart	
	11/20	Chart		11/20	Chart		11/20	Chart
<b>1 BUSINESS AS USUAL</b> MEN AT WORK (Columbia arc 37978) CBS	1	21	<b>35 PETER GABRIEL</b> (Geffen GHS 2011) WEA	8.98	29	<b>69 GAP BAND IV</b> THE GAP BAND (Total Experience/TE-1-3001) POL	8.98	59
<b>2 LIONEL RICHIE</b> (Motown 6007 ML) IND	8.98	4	<b>36 AS ONE</b> KOOL & THE GANG (De-Lite DSR 8505) POL	8.98	36	<b>70 12 GREATEST HITS VOL. II</b> NEIL DIAMOND (Columbia TC 38066) CBS	—	70
<b>3 AMERICAN FOOL</b> JOHN COUGAR (Riva RVL 7501) POL	8.98	2	<b>37 SCREAMING FOR VENGEANCE</b> JUDAS PRIEST (Columbia FC 38160) CBS	—	34	<b>71 ABRACADABRA</b> THE STEVE MILLER BAND (Capitol ST-12216) CBS	8.98	53
<b>4 BUILT FOR SPEED</b> STRAY CATS (EMI America ST-17070) CAP	8.98	10	<b>38 LEXICON OF LOVE</b> ABC (Mercury SRM-1-4059) POL	8.98	44	<b>72 VIEW FROM THE GROUND</b> AMERICA (Capitol ST-12209) CAP	8.98	58
<b>5 THE NYLON CURTAIN</b> BILLY JOEL (Columbia TC 38200) CBS	—	5	<b>39 WHAT TIME IS IT?</b> THE TIME (Warner Bros. 9 23701-1) WEA	8.98	28	<b>73 QUIET LIES</b> JUICE NEWTON (Capitol ST-12210) CAP	8.98	54
<b>6 OLIVIA'S GREATEST HITS VOL. 2</b> OLIVIA NEWTON-JOHN (MCA-5347) MCA	8.98	7	<b>40 GET LOOSE</b> EVELYN KING (RCA AFL1-4337) RCA	8.98	37	<b>74 OH, NO! IT'S DEVO</b> DEVO (Warner Bros. 9 23741-1) WEA	8.98	107
<b>7 NEBRASKA</b> BRUCE SPRINGSTEEN (Columbia TC 38358) CBS	—	3	<b>41 GET LUCKY</b> LOVERBOY (Columbia FC 37638) CBS	—	32	<b>75 JUMP TO IT</b> ARETHA FRANKLIN (Arista AL 9601) IND	8.98	60
<b>8 NIGHT AND DAY</b> JOE JACKSON (A&M SP-4906) RCA	8.98	14	<b>42 JANE FONDA'S WORKOUT RECORD</b> (Columbia CX2 38054) CBS	—	43	<b>76 GREATEST HITS</b> DOLLY PARTON (RCA AHL 1-4422) RCA	8.98	82
<b>9 MIRAGE</b> FLEETWOOD MAC (Werner Bros. 9 23607-1) WEA	8.98	8	<b>43 WINDS OF CHANGE</b> JEFFERSON STARSHIP (Grunt BXL1-4372) RCA	8.98	47	<b>77 VACATION</b> GO-GO'S (I.R.S./A&M SP 70031)	8.98	56
<b>10 EMOTIONS IN MOTION</b> BILLY SQUIER (Capitol ST-12217) CAP	8.98	9	<b>44 ASIA</b> (Geffen GHS 2008) WEA	8.98	22	<b>78 WILD NIGHT</b> ONE WAY (MCA-5369) MCA	8.98	78
<b>11 FAMOUS LAST WORDS</b> SUPERTRAMP (A&M SP-3732) RCA	8.98	19	<b>45 1999</b> PRINCE (Warner Bros. 9 23720-1F) WEA	10.98	77	<b>79 WW II</b> WAYLON AND WILLIE (RCA AHL 1-4455) RCA	8.98	80
<b>12 HEARTLIGHT</b> NEIL DIAMOND (Columbia TC 38359) CBS	—	12	<b>46 HIGH ADVENTURE</b> KENNY LOGGINS (Columbia TC 38127) CBS	—	39	<b>80 GONE TROPPO</b> GEORGE HARRISON (Dark Horse 9 23734-1) WEA	8.98	110
<b>13 THE NIGHTFLY</b> DONALD FAGEN (Warner Bros. 9 23696-1)	8.98	16	<b>47 ALWAYS ON MY MIND</b> WILLIE NELSON (Columbia FC 37951) CBS	—	48	<b>81 STEEL BREEZE</b> (RCA AFL 1-4424) RCA	8.98	79
<b>14 GET CLOSER</b> LINDA RONSTADT (Asylum 9 60185-1) WEA	8.98	11	<b>48 ANNIE</b> ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS	—	49	<b>82 CASINO LIGHTS — RECORDED LIVE AT MONTREAU, SWITZERLAND</b> VARIOUS ARTISTS (Warner Bros. 9 23718-1) WEA	8.98	88
<b>15 H2O</b> DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	8.98	18	<b>49 NO CONTROL</b> EDDIE MONEY (Columbia FC 37980) CBS	—	46	<b>83 ABSOLUTELY LIVE</b> ROD STEWART (Warner Bros. 9 23743-1G) WEA	11.98	102
<b>16 FOREVER, FOR ALWAYS, FOR LOVE</b> LUTHER VANDROSS (Epic FE 38235) CBS	—	17	<b>50 HIGHWAYS &amp; HEARTACHES</b> RICKY SKAGGS (Epic FE 37996) CBS	—	51	<b>84 DONNA SUMMER</b> (Geffen GHS 2005) WEA	8.98	66
<b>17 SIGNALS</b> RUSH (Mercury SRM-1-4063) POL	8.98	8	<b>51 NO FUN ALOUD</b> GLENN FREY (Asylum 9-60129) WEA	8.98	42	<b>85 EYE OF THE TIGER</b> SURVIVOR (Scotti Bros. FZ 38062) CBS	—	65
<b>18 MIDNIGHT LOVE</b> MARVIN GAYE (Columbia FC 38197) CBS	—	31	<b>52 LAST DATE</b> EMMYLOU HARRIS (Warner Bros. 9 23740-1) WEA	8.98	63	<b>86 PROPOSITIONS</b> BAR-KAYS (Mercury SRM-1-4065) POL	8.98	111
<b>19 I CAN'T STAND STILL</b> DON HENLEY (Asylum EL-60048) WEA	8.98	21	<b>53 HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS</b> LOUIS CLARK Conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4373) RCA	8.98	52	<b>87 THE JOHN LENNON COLLECTION</b> (Geffen GHSP 2023) WEA	9.98	—
<b>20 IF THAT'S WHAT IT TAKES</b> MICHAEL McDONALD (Warner Bros. 9 23703-1) WEA	8.98	13	<b>54 LOVE WILL TURN YOU AROUND</b> KENNY ROGERS (Liberty LO-51124) CAP	8.98	55	<b>88 ROCK IN A HARD PLACE</b> AEROSMITH (Columbia FC 38061) CBS	—	61
<b>21 COMBAT ROCK</b> THE CLASH (Epic FE 37689) CBS	—	26	<b>55 HEARTBREAKER</b> DIONNE WARWICK (Arista AL 9609) IND	8.98	67	<b>89 FEELS SO RIGHT</b> ALABAMA (RCA AHL 1-3930) RCA	8.98	92
<b>22 DAYLIGHT AGAIN</b> CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	8.98	24	<b>56 HOOKED ON SWING</b> LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343) RCA	8.98	57	<b>90 PAT TRAVERS' BLACK PEARL</b> (Polydor PD-1-6361) POL	8.98	90
<b>23 LOVE OVER GOLD</b> DIRE STRAITS (Warner Bros. 9 23728-1) WEA	8.98	27	<b>57 WILD THINGS RUN FAST</b> JONI MITCHELL (Geffen GHS 2019) WEA	8.98	93	<b>91 ZAPP II</b> ZAPP (Warner Bros. 9 23583-1) WEA	8.98	86
<b>24 SILK ELECTRIC</b> DIANA ROSS (RCA AFL1-4384)	8.98	20	<b>58 FRIEND OR FOE</b> ADAM ANT (Epic ARE 38370) CBS	—	69	<b>92 WORLDS APART</b> SAGA (Portrait ARR 38246) CBS	—	118
<b>25 GREATEST HITS</b> DAN FOGELBERG (Full Moon/Epic QE 38308) CBS	—	38	<b>59 GREATEST HITS, VOLUME 2</b> EAGLES (Asylum 9 80205-1)	8.98	71	<b>93 AEROBIC SHAPE UP</b> JOANIE GREGGAINS (Parade/Peter Pan 104) IND	8.98	96
<b>26 IT'S HARD</b> THE WHO (Werner Bros. 9 23731-1) WEA	8.98	15	<b>60 REACH</b> RICHARD SIMMONS (Elektra E1-60122F) WEA	10.98	62	<b>94 SPECIAL BEAT SERVICE</b> THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	8.98	101
<b>27 GET NERVOUS</b> PAT BENATAR (Chrysalis CHR 1396) IND	8.98	41	<b>61 TWO OF A KIND</b> EARL KLUGH/BOB JAMES (Capitol ST-12244) CAP	8.98	73	<b>95 FOREVER NOW</b> THE PSYCHEDELIC FURS (Columbia ARC 3826) CBS	—	97
<b>28 CHICAGO 16</b> CHICAGO (Full Moon/Warner Bros. 9-23689-1) WEA	8.98	23	<b>62 HELLO, I MUST BE GOING</b> PHIL COLLINS (Atlantic 80035-1) WEA	8.98	—	<b>96 TO THE MAX</b> CON FUNK SHUN (Mercury SRM-1-4067) POL	8.98	114
<b>29 LONG AFTER DARK</b> TOM PETTY AND THE HEARTBREAKERS (Backstreet BSR-5360) MCA	8.98	45	<b>63 INCOGNITO</b> SPYRO GYRA (MCA-5368) MCA	8.98	64	<b>97 THE MESSAGE</b> GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-268) IND	8.98	100
<b>30 MOUNTAIN MUSIC</b> ALABAMA (RCA AHL 1-4229) RCA	8.98	33	<b>64 WORD OF MOUTH</b> TONI BASIL (Chrysalis CHR 1410) IND	8.98	75	<b>98 HANK WILLIAMS, JR'S GREATEST HITS</b> (Elektra/Curb 9-60193-1) WEA	8.98	99
<b>31 A FLOCK OF SEAGULLS</b> (Jive/Arista VA 66000) IND	8.98	30	<b>65 BRANIGAN</b> LAURA BRANIGAN (Atlantic SD 19288) WEA	8.98	76	<b>99 RADIO ROMANCE</b> EDDIE RABBITT (Elektra 9 60160-1) WEA	8.98	105
<b>32 AN OFFICER AND A GENTLEMAN</b> ORIGINAL SOUNDTRACK (Island/Atco 7 90017-1) WEA	8.98	35	<b>66 SHANGO</b> SANTANA (Columbia FC 38122) CBS	—	50	<b>100 I ADVANCE MASKED</b> ANDY SUMMERS & ROBERT FRIPP (A&M SP-4913) RCA	8.98	103
<b>33 EYE IN THE SKY</b> THE ALAN PARSONS PROJECT (Ariste AL 9599) IND	8.98	25	<b>67 JUST SYLVIA</b> SYLVIA (RCA AFL1-4312) RCA	8.98	68			
<b>34 SPRING SESSION M</b> MISSING PERSONS (Capitol ST-12228) CAP	8.98	40	<b>68 VANITY 6</b> (Warner Bros. 9 23716-1) WEA	8.98	81			

# Cash Box Top Albums/101 to 200

November 27, 1982

	11/20	Weeks On Chart
<b>101 BLACKOUT</b> SCORPIONS (Mercury SRM-1-4039) POL	8.98	87 38
<b>102 MADNESS, MONEY AND MUSIC</b> SHEENA EASTON (EMI America ST-17080) CAP	8.98	74 8
<b>103 JEFFREY OSBORNE</b> (A&M SP-4896) RCA	8.98	89 24
<b>104 UTOPIA</b> (Network/Elektra 9 60183-1) WEA	8.98	98 8
<b>105 ESCAPE</b> JOURNEY (Columbia TC 37408) CBS	—	83 69
<b>106 NOW AND FOREVER</b> AIR SUPPLY (Arista AL 9587) IND	8.98	84 24
<b>107 PICTURES AT ELEVEN</b> ROBERT PLANT (Swan Song/Atco SS 8512)	8.98	72 19
<b>108 WIN THIS RECORD</b> DAVID LINDLEY (Asylum 9 60178-1) WEA	8.98	94 8
<b>109 CHARIOTS OF FIRE</b> ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor PD-1-6335) POL	8.98	91 59
<b>110 ROCKY III</b> ORIGINAL SOUNDTRACK (Liberty LO-51130) CAP	8.98	85 21
<b>111 FAST TIMES AT RIDGEMONT HIGH</b> ORIGINAL SOUNDTRACK (Full Moon/Asylum 9 60158-1 R) WEA	12.98	95 15
<b>112 SNEAKIN' OUT</b> STACY LATTISAW (Columbia/Atco 90002-1) WEA	8.98	108 15
<b>113 VOYEUR</b> KIM CARNES (EMI America SO-17018) CAP	8.98	106 11
<b>114 ALL FOUR ONE</b> THE MOTELS (Capitol S-12177) CAP	8.98	113 31
<b>115 20 GREATEST HITS</b> THE BEATLES (Capitol SV-12245) CAP	9.98	136 2
<b>116 TALKING BACK TO THE NIGHT</b> STEVE WINWOOD (Island ILPS 9777) WEA	8.98	112 15
<b>117 BAD TO THE BONE</b> GEORGE THOROGOOD & THE DESTROYERS (EMI America ST-17076) CAP	8.98	109 14
<b>118 JANET JACKSON</b> (A&M SP-8-4907) RCA	6.98	129 5
<b>119 IV</b> TOTO (Columbia FC 37728) CBS	—	122 33
<b>120 MORE JAZZERCISE</b> JUDI SHEPPARD MISSETT (MCA-5375) MCA	8.98	135 3
<b>121 GOOD TROUBLE</b> REO SPEEDWAGON (Epic FE 38100) CBS	—	104 21
<b>122 UPSTAIRS AT ERIC'S</b> YAZ (Sira 9 23727-1) WEA	8.98	116 10
<b>123 THE BAD C.C.</b> CARL CARLTON (RCA AFL-1-4425) RCA	8.98	133 5
<b>124 THE OTHER SIDE OF THE RAINBOW</b> MELBA MOORE (Capitol ST-12243) CAP	8.98	134 3
<b>125 RUN FOR THE ROSES</b> JERRY GARCIA (Arista AL 9603) IND	8.98	138 3
<b>126 TRUE LOVE</b> CRYSTAL GAYLE (Elektra 9 80200-1) WEA	8.98	— 1
<b>127 HOOKED ON CLASSICS</b> LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4194) RCA	8.98	127 54
<b>128 KEEP ON DOING</b> THE ROCHES (Warnar Bros. 9 23735-1) WEA	8.98	130 6
<b>129 MEN WITHOUT WOMEN</b> LITTLE STEVEN and THE DISCIPLES OF SOUL (EMI America ST-17086) CAP	8.98	143 3
<b>130 INSTANT LOVE</b> CHERYL LYNN (Columbia FC 38057) CBS	—	125 21
<b>131 PHYSICAL</b> OLIVIA NEWTON-JOHN (MCA-5229) MCA	8.98	132 57
<b>132 OVER THERE—LIVE AT THE VENUE, LONDON</b> THE BLASTERS (Slash/Warner Bros. 1-23735) WEA	5.99	142 3
<b>133 E.T. THE EXTRA-TERRESTRIAL</b> ORIGINAL SOUNDTRACK (MCA-6109) MCA	9.98	117 23
<b>134 SKYYJAMMER</b> SKYY (Salsoul SA-8555) RCA	8.98	145 2
<b>135 BAD REPUTATION</b> JOAN JETT (Boardwalk NB-3351-1) IND	8.98	120 12

	11/20	Weeks On Chart
<b>136 SURE FEELS LIKE LOVE</b> LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135) CBS	—	146 4
<b>137 PERFECT STRANGER</b> T.G. SHEPPARD (Warner/Curb 9 23726-1) WEA	8.98	153 4
<b>138 THE JAZZ SINGER</b> NEIL DIAMOND (Capitol SWAV-12120) CAP	8.98	148 4
<b>139 SECOND TO NUNN</b> BOBBY NUNN (Motown 6022) IND	8.98	140 6
<b>140 BEST OF THE REST</b> LYNYRD SKYNYRD (MCA-5370) MCA	8.98	151 4
<b>141 GREATEST HITS</b> KENNY ROGERS (Liberty LOO-1072) CAP	8.98	144 111
<b>142 THIS ONE'S FOR YOU</b> TEDDY PENDERGRASS (Philadelphia Int'l. FZ 38118) CBS	—	119 15
<b>143 SUCCESS HASN'T SPOILED ME YET</b> RICK SPRINGFIELD (RCA AFL 1-4125) RCA	8.98	115 36
<b>144 THE HIGH AND THE MIGHTY</b> DONNIE IRIS (Carousei/MCA-5358) MCA	8.98	154 4
<b>145 WE ARE ONE</b> PIECES OF A DREAM (Elektra 9 60142-1) WEA	8.98	131 19
<b>146 TANTALIZINGLY HOT</b> STEPHANIE MILLS (Casablanca NBLP 7265) POL	8.98	139 17
<b>147 DIVER DOWN</b> VAN HALEN (Warner Bros. BSK 3677) WEA	8.98	121 30
<b>148 THE PARTY'S OVER</b> TALK TALK (EMI America ST-17083) CAP	8.98	159 3
<b>149 LET ME TICKLE YOUR FANCY</b> JERMAINE JACKSON (Motown 6017ML) IND	8.98	126 17
<b>150 CHRISTMAS</b> THE OAK RIDGE BOYS (MCA-5365) MCA	8.98	168 2
<b>151 MICHAEL MARTIN MURPHEY</b> MICHAEL MURPHEY (Liberty LT-51120) CAP	8.98	147 12
<b>152 ACTING VERY STRANGE</b> MIKE RUTHERFORD (Atlantic 80015-1) WEA	8.98	128 10
<b>153 SPECIAL FORCES</b> .38 SPECIAL (A&M SP-4888) RCA	8.98	124 27
<b>154 RIT/2</b> LEE RITENOUR (Elektra 9 60186) WEA	8.98	— 1
<b>155 ALL THE BEST COWBOYS HAVE CHINESE EYES</b> PETE TOWNSHEND (Atco SD 38-149) WEA	8.98	141 22
<b>156 TUG OF WAR</b> PAUL MCCARTNEY (Columbia TC 37462) CAP	—	149 29
<b>157 ROUGH DIAMONDS</b> BAD COMPANY (Swan Song/Atco 90001-1) WEA	8.98	123 13
<b>158 JUST HOOKED ON COUNTRY</b> ATLANTIC POPS ORCHESTRA... ALBERT COLEMAN conducting (Epic FE 38154) CBS	—	150 14
<b>159 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</b> WILLIE NELSON (Columbia KC 237542) CBS	—	164 63
<b>160 WALT DISNEY PRODUCTIONS' MOUSERCISE</b> (Disneyland 61516) IND	7.98	163 37
<b>161 S.O.S. III</b> THE S.O.S. BAND (Tabu FZ 38352) CBS	—	— 1
<b>162 A TASTE OF YESTERDAY'S WINE</b> MERLE HAGGARD & GEORGE JONES (Epic FE 38203) CBS	—	137 13
<b>163 IMPERIAL BEDROOM</b> ELVIS COSTELLO AND THE ATTRACTIONS (Columbia FC 38158) CBS	—	161 20
<b>164 JUMP UP!</b> ELTON JOHN (Geffen GHS 2013) WEA	8.98	152 30
<b>165 TOUR DE FORCE — "LIVE"</b> AL DI MEOLA (Columbia FC 38373) CBS	—	— 1
<b>166 SOMETHING'S GOING ON</b> FRIDA (Atlantic 80018-1) WEA	8.98	171 3
<b>167 ANNE MURRAY'S GREATEST HITS</b> (Capitol SOO-12110) CAP	8.98	170 143

	11/20	Weeks On Chart
<b>168 THREE SIDES LIVE</b> GENESIS (Atlantic SD 2-200) WEA	10.98	157 23
<b>169 JUST AIN'T GOOD ENOUGH</b> JOHNNIE TAYLOR (Beverly Glen BG 10001) IND	8.98	177 2
<b>170 TONGUE IN CHIC</b> CHIC (Atlantic 80031-1) WEA	8.98	— 1
<b>171 SHUTTERED ROOM</b> THE FIXX (MCA-5345) MCA	8.98	172 7
<b>172 THE HOTTEST NIGHT OF THE YEAR</b> ANNE MURRAY (Capitol ST-12225) CAP	8.98	155 13
<b>173 ALICIA</b> ALICIA MYERS (MCA-5181) MCA	8.98	158 9
<b>174 BELLA DONNA</b> STEVIE NICKS (Modern/Atco MB 38139) WEA	8.98	166 68
<b>175 GRAND SLAM</b> THE SPINNERS (Atlantic 80020-1) WEA	8.98	180 2
<b>176 YES, GIORGIO</b> ORIGINAL SOUNDTRACK FEATURING LUCIANO PAVAROTTI (London PDV 9001) POL	9.98	160 6
<b>177 DREAMGIRLS</b> ORIGINAL BROADWAY CAST (Geffen GHSP 2007) WEA	9.98	174 29
<b>178 HEY RICKY</b> MELISSA MANCHESTER (Arista AL 9574) IND	8.98	156 32
<b>179 EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Owest/Warner Bros. OWS 3691) WEA	8.98	— 1
<b>180 POWER PLAY</b> APRIL WINE (Capitol ST-12218) CAP	8.98	162 21
<b>181 I LOVE ROCK 'N ROLL</b> JOAN JETT & THE BLACKHEARTS (Boardwalk NB1-33243) IND	8.98	167 51
<b>182 ZOMBIE BIRDHOUSE</b> IGGY POP (Animal/Chrysalis APR 6000) IND	8.98	175 7
<b>183 USED TO BE</b> CHARLENE (Motown 6027ML) IND	8.98	— 1
<b>184 GHOST TOWN</b> POCO (Atlantic 80008-1) WEA	8.98	165 7
<b>185 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I</b> STEVIE WONDER (Tamla/Motown 60027L2) IND	13.98	178 27
<b>186 SO EXCITED</b> POINTER SISTERS (Planet BXL 1-4355) RCA	8.98	187 20
<b>187 CHANGE</b> BARRY WHITE (Unlimited Gold FZ 38048) CBS	—	169 13
<b>188 MISSING PERSONS</b> (Capitol DLP-15001) CAP	4.98	173 34
<b>189 GREATEST HITS</b> POINTER SISTERS (Planet/Elektra 9 60203-1) WEA	8.98	192 2
<b>190 AVALON</b> ROXY MUSIC (Warnar Bros. 9 23666-1) WEA	8.98	181 24
<b>191 WE GO A LONG WAY BACK</b> BLOODSTONE (T-Nack FZ 38115) CBS	—	182 21
<b>192 MISS PIGGY'S AEROBIQUE WORKOUT ALBUM</b> (Warnar Bros. 9 23717-1) WEA	8.98	184 8
<b>193 MSB</b> MICHAEL STANLEY BAND (EMI America ST-1701) CAP	8.98	186 13
<b>194 DIARY OF A MADMAN</b> OZZY OSBOURNE (Jet FZ 37492) CBS	—	197 54
<b>195 BEAUTY AND THE BEAT</b> THE GO-GO'S (I.R.S./A&M SP 70021) RCA	8.98	193 70
<b>196 SUBURBAN VOODOO</b> PAUL CARRACK (Epic ARE 38161) CBS	—	185 12
<b>197 FIRST TAKE</b> THE VALENTINE BROTHERS (Bridge BR-101936) IND	8.98	200 13
<b>198 OFFRAMP</b> PAT METHENY GROUP (ECM-12216) WEA	8.98	199 28
<b>199 THE BEST LITTLE WHOREHOUSE IN TEXAS</b> ORIGINAL SOUNDTRACK (MCA-6112) MCA	8.98	194 17
<b>200 SEASONS OF THE HEART</b> JOHN DENVER (RCA AFL 1-4256) RCA	8.98	196 38

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Flock of Seagulls	31	Costello, Elvis	163	Henley, Don	19	Mitchell, Joni	57	Roches	128	.38 Special	153
ABC	38	Cougar, John	3	Iris, Donnie	144	Money, Eddie	49	Rogers, Kenny	54, 141	Thorogood, George	117
Aerobics (Greggains)	93	Crosby, Stills & Nash	22	Jackson, Janet	118	Moore, Melba	124	Ronstadt, Linda	14	Time	39
Aerobics (Miss Pigg)	192	Denver, John	20	Jackson, Jermaine	149	Motels	114	Ross, Diana	24	Toto	119
Aerobics (Missett)	120	Devo	74	Jackson, Joe	8	Mouserice	160	Roxy Music	190	Townshend, Pete	155
Aerosmith	88	Diamond, Neil	12, 70, 138	Jefferson Starship	43	Murphey, Michael	151	Royal Philharmonic Orch	53, 127	Travers, Pat	90
Air Supply	106	Di Meola, Al	165	Jett, Joan	135, 181	Murray, Anne	167, 172	Rush	17	Utopia	104
Alabama	30, 89	Dire Straits	23	Joel, Billy	5	Myers, Alicia	173	Rutherford, Mike	152	Valentine Brothers	197
America	72	Eagles	59	John, Elton	164	Nelson, Willie	47, 159	S.O.S. Band	161	Van Halen	147
Ant, Adam	58	Easton, Sheena	102	Journey	105	Newton, Juice	73	Saga	92	Vanity 6	68
April Wine	180	English Beat	94	Judas Priest	37	Newton-John, Olivia	6, 131	Santana	66	Vandross, Luther	16
Asia	44	Fagen, Donald	13	King, Evelyn	40	Nicks, Stevie	174	Scorpions	101	Warwick, Dionne	55
Atlanta Pops Orchestra	158	Fixx	171	Klugh/James	61	Nunn, Bobby	139	Sheppard, T.G.	137	Waylon And Willie	79
Austin, Patti	179	Fleetwood Mac	9	Kool & The Gang	36	Oak Ridge Boys	150	Simmons, Richard	60	White, Barry	187
Bad Company	157	Fogelberg, Dan	25	Lattisaw, Stacy	112	One Way	78	Skaggs, Ricky	50	Who	26
Bar-Kays	86	Fonda, Jane	42	Lennon, John	87	Osborne, Jeffrey	103	Sky	134	Williams, Hank	98
Basil, Toni	64	Franklin, Aretha	75	Lindley, David	108	Osbourne, Ozzy	194	Spinners	175	Winwood, Steve	116
Beatles	115	Frey, Glenn	51	Little Stevie	129	Parsons, Alan	33	Springsteen, Bruce	7	Wonder, Stevie	185
Benatar, Pat	27	Frida	166	Loggins, Kenny	46	Parton, Dolly	76	Spyro Gyra	63	Yaz	122
Blasters	132	Gabriel, Peter	35	Loverboy	41	Pendergrass, Teddy	142	Springfield, Rick	143	Zapp	91
Bloodstone	191	Gap Band	69	Lynn, Cheryl	130	Petty, Tom	29	Squier, Billy	10		
Branigan, Laura	65	Garcia, Jerry	125	Lynyrd Skynyrd	140	Pieces of a Dream	145	Stanley, Michael	193		
Carlton, Carl	123	Gatlins, Larry	136	Manchester, Melissa	178	Plant, Robert	107	Steel Breeze	81		
Carnes, Kim	113	Gaye, Marvin	18	Manhattan Swing Orchestra	56	Poco	184	Stewart, Rod	83		
Carrack, Paul	196	Gayle, Crystal	126	McCartney, Paul	156	Pointer Sisters	186, 189	Stray Cats	4		
Casino Lights	82	Genesis	168	McDonald, Michael	20	Pop, Iggy	182	Summer, Donna	84		
Charlene	183	Go-Go's	77, 195	Men At Work	1	Prince	45	Summers & Fripp	100		
Chic	170	Grand Master Flash	97	Metheny, Pat	198	Psychedelic Furs	95	Supertramp	11		
Chicago	28	Haggard & Jones	162	Miller, Steve	71	Rabbitt, Eddie	99	Survivor	85		
Clash	21	Hall & Oates	15	Mills, Stephanie	146	REO Speedwagon	121	Sylvia	67		
Collins, Phil	62	Harris, Emmylou	52	Missing Persons	34, 188	Richie, Lionel	2	Talk Talk	148		
Con Funk Shun	96	Harrison, George	80			Ritenour, Lee	154	Taylor, Johnnie	169		

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## COAST TO COAST

(continued from page 12)

the band is remembered for. The platter is slated to include a version of **Jefferson Airplane's** "Somebody to Love" done "in an 'Eye of the Tiger' groove," according to Stein, as well as a long, elaborate arrangement of **Led Zeppelin's** "Stairway To Heaven" . . . Ear Movie Records has just issued "I Want To Be A Prostitute," b/w "I Love An Ape" and "Animals Get Used For Meat," which spotlights guitar work by **The Last's Joe Nolte** and backing vocals by **The Bangles** (nee **The Bangs**) . . . **Johnny Cash's** next LP will be produced by son-in-law, **Rodney Crowell**. The one after that is also set to be produced by a Cash son-in-law, this time, **Nick Lowe** . . . The four **Osmond Brothers** will perform a concert for 500 inmates of Terminal Island Federal Correctional Institution on Nov. 17 as a favor to a friend of their management organization who is currently serving time at the Big House . . . **Nigel Harrison** (Blondie bassist), **Clem Burke** (Blondie drummer), **Steve Jones** (ex-Sex Pistol), **Michael DeBarre** (formerly with Detective) and **Tony Sales** (session player with **Iggy Pop** and **Todd Rundgren**) have joined forces as **Chequered Past** and will play a series of L.A. gigs in late November and early December at such venues as The Roxy, Madam Wong's West and the Music Machine. Opening with a gutsy version of the **Go-Go's'** "Vacation," the group's act includes some original numbers, as well as songs from the band members' previous alliances . . . Due to recent intervention by the L.A.P.D. and local fire officials, Club Lingerie has been forced to institute a new policy of clearing out the house between shows when top-drawing acts are booked. The Club owners are currently trying to negotiate capacity readjustment with the powers that be, but until an agreement is reached, the house will be turned over during crowded evenings and the rock hang out may even begin selling advance tickets for some shows. The whole brouhaha started when police and firefighters mistook a mobile recording studio parked outside the nitespot for a motion picture equipment truck, and then raided the place on the grounds that a movie was being shot there without a permit. When they discovered that no filmmaking was going on, the cops and fire crews took an impromptu headcount of the patrons and deemed the venue overloaded.

jeffrey resner

## WHAT'S IN-STORE

(continued from page 15)

needles. The savings, which was noted in the Classical Club mailer, also applied to purchases of generic replacement needles. . . **Kevin Kilroy** has been named to the newly created position of field video supervisor. The position involves overseeing the full-line video departments at the Camelot stores in Naples, Port Richey and Daytona Beach, Fla.; Canton and Dayton, Ohio; and the **Grapevine Records & Tapes** store in Charlotte, N.C. An eight-year Stark vet, Kilroy will work with video buyer **Dwight Montjar** and will also assist in the chain's merchandising of video games. . . To help launch Stark/Camelot's "Fresh Music" new music support program, the chain tied-in with MCA Records in setting up **The Fixx** displays in outlets in Memphis, Nashville, Charlotte, N.C., Winston-Salem, N.C., Augusta, Ga., Huntsville, Ala., and Hot Springs, Ark. . . RCA sponsored a recent chainwide contest which gave the winner a trip to Los Angeles for dinner with **Scott Balo**. Balo sweatshirts went to the runners-up. . . The "Rock Hard Diamond Flight" giveaway held in the nine Tampa area stores, awarded a diamond ring and a trip for two to Las Vegas in honor of **Bad Company's** "Rough Diamonds." The promotion was co-sponsored by station 98 Rock, WEA, Swan Song, Delta Airlines, and Fantasy Adventures.

jim bessman

## Labels Push For Last Minute Adds Before Playlists Close

(continued from page 16)

last week, we had a record rep throw a whole lot of records against the wall here when we wouldn't add his record.

"We've also had record companies threaten to remove their groups from the WLS Rockfest if we did not add their records and to take away the albums they leave for our radio promotions if we don't add their records."

The programming staff at Top 40 outlet WNBC-AM/New York has experienced similar attitudes from the record promotion representatives it deals with. "They're all struggling so hot and heavy," said Kevin Metheny, director of programs and operations at WNBC. "I'm not sure if it's because they all want to save their collective jobs or because of the Christmas season." Added music director Barbara Striland: "I'm starting to notice that they're getting a little more pushy than usual. In the past three or four weeks, they seemed to have started a big push." WNBC freezes its playlist Dec. 21 and does not open it until after the first of the new year.

In contrast, WCAU-FM/Philadelphia, a "Hot Hits" outlet, is not closing its playlist

### Industry To Sponsor Free Cancer Hotline

**NEW YORK** — Segments of the music industry and the AMC Cancer Research Center are establishing the first privately supported national cancer telephone helpline in the U.S.

The music industry/AMC Cancer helpline will be a national toll-free 800 number phone-in service staffed by professional cancer counselors. Sponsored entirely by the music industry, this service will provide free cancer information to those seeking advice on the disease. The counselors will also give out information on prevention and early detection of cancer. Professional referrals regarding the emotional impact of cancer will also be available.

The service is expected to begin operations in early 1983 and the phone number will be disseminated at that time. For more information, call (212) 757-6460.

and is not seeing any marked change in the efforts of the promotion people. "We have a big playlist and we add about six to eight records a week and we're going to continue to do that through the holidays," said Scott Walker, WCAU-FM program director. We play more new music than anybody else and we play no oldies."

#### Increased Pressure

At WQXI/Atlanta, program director Jim Morrison has also experienced increased pressure to add records, but not to the same extent as WLS's Lipplincott, or WNBC's Metheny. "I've seen some extra energy involved, but it's more like concentrating on one or two records than three or four," he said. "At this time of year, their priorities begin to shorten and companies like CBS and Warners want to have one final project." WQXI tentatively plans to freeze its playlist between Dec. 27 and Jan. 3, 1983.

And, despite the fact that it freezes its playlist during Christmas week, Top 40 station KIQQ/Los Angeles has experienced no additional pressure from the record companies. "For the past two years, we've been freezing our list the week of Christmas because we can't get a gauge on what's happening," said music director Robert Moorehead. "But I haven't particularly seen any changes on the part of the record companies, in fact, by Thanksgiving, the pressure usually lets up."

### ITA Gives Five Gold Videodiscs To RCA

**NEW YORK** — Golden Videodisc Awards have been presented by the International Tape/Disc Assn. (ITA) to RCA "SelectaVision" Videodiscs for five titles representing sales of more than \$1 million at suggested list price. The titles are *M\*A\*S\*H*, *Goldfinger*, *The Muppet Movie*, *Star Trek: The Motion Picture* and *Airplane!*

Eleven ITA Golden Videodisc Awards have been presented since the inception of the certification program in 1980. RCA SelectaVision has received all of them.

# CASH BOX

November 27, 1982

## AROUND THE ROUTE

by Camille Compasio

As **Cash Box** went to press the AMOA convention was in progress at the Hyatt Regency Hotel in Chicago. Watch for full coverage in next week's edition.

Nintendo of America is moving from its present location in Seattle to facilities in Redmond, Wash. New address, as of Dec. 5, will be 4820 150th Ave. N.E., Redmond, Wash. 98052. The new phone number is (206) 882-2040.

Stern's marketing chief Tom Campbell had barely unpacked from his Hawaiian vacation when it was time to check in at the Hyatt Regency for AMOA Expo. He, along with company president Gary Stern, Seeburg division president Larry Siegel, sales chief Ben Rochetti and their staff, manned the Stern/Seeburg exhibit. Featured products included "Tut," "Dark Planet," the new "Pooyan" video and a "surprise" piece that was being premiered at the show.

In a recent statement, Atari made clear its position with regard to so-called "pornographic" game cartridges that are being advertised as compatible with the Atari Video Computer System for home video games. "Atari takes a very dim view of this use of our product," stated Michael Moone, president of the firm's

(continued on page 32)

## Expo '82 Off To Record Start

by Jeffrey Ressler

CHICAGO — Like the industry it represents, the Amusement and Music Operators Assn. (AMOA) Exposition reached epic proportions this year. Boasting a record-breaking advance registration, the first two days of Expo '82, at the Hyatt Regency here, offered coin machine operators the opportunity to participate in a wide variety of informative seminars, discuss business with fellow route workers and sample the newest game and juke box equipment.

The year's convention kicked off on Nov. 18 with the annual industry seminar and keynote address by the Advancement Institute's director Tom Connellan, and association officials stated that advance registration for the Expo totaled 7,573 — as compared to 6,357 last year and 4,626 in 1980 — and some believed that final attendance would reach between 10,000 and 14,000.

According to trade group executive vice president Leo Droste, "Advance registration this year is almost as much as the total attendance was just two years ago."

### Full Seminar Agenda

Besides the unveiling of exciting new product on the display floors — such as Atari's "Pole Position," a prototype of Sega's Laserdisc-controlled "Space Battle" game (to be released next June) and a Bally Midway video/pinball game hybrid "Baby Pac-Man" — the gathering was particularly enlightened by an extensive agenda of seminars. The day prior to the official opening of Expo '82, educational sessions covered pinball repair, operator's use of business computers, ex-

ecutive stress and video game technical session.

The annual state association meeting on the subject of "The Law and Associations", with a panel comprised of attorneys from the firm of Jenner & Block, gave ops working with state groups specific help in understanding antitrust legislation, political action committee (PAC) funding and other legal issues.

The official convention program began with a general session seminar on "How State/Local Associations Can Productively Address Their Problems," moderated by past Amusement and Music Operators of Tennessee president John Estridge and a three-member panel, including Richard George, head of the Ohio Music and Amusement Assn.; Norman Pink, past president of AMOA and Music Operators of Minnesota; and Ohio Music and Amusement Assn. spokesman Paul A. Corey, who substituted for Maryland Amusement Operators Assn. president Michael Lefter.

George explained that productively addressing problems on a statewide basis has yet to "find a substitute for visionary, hard-working, aggressive directors." He then held up a poster that he believed summarized the state associations goals; it read, "Let's Concentrate On Solving Problems Not Finding Them." Next, Pink stressed that the most important factor facing state groups was the formation of PACs, which he claimed "could give dollars, support and help to legislative, local and state, candidates."

Concluding the panel talk, Corey concen-

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# COIN MACHINE

# INDUSTRY NEWS

## AROUND THE ROUTE

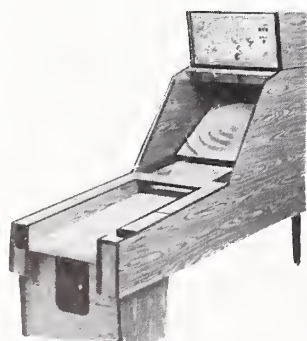
(continued from page 31)

Consumer Electronics Division. "Unfortunately, some individuals take refuge behind certain legal precepts to the dismay of the majority of the people." Upon investigating all avenues of recourse available, including the possibility that certain manufacturers and/or distributors of the objectionable game cartridges had misled the public into thinking that their game cartridges were produced by, or had the approval of Atari (which is not the case, said Moone), announcement was made that Atari would be taking legal action against the distribution and sale of the offensive game cartridges. "Atari, like the general public, is outraged by this conduct and we are taking the initiative by filing this suit," according to Moone. He noted that, after further review of the situation, Atari decided to seek legal action against the manufacturer of the offensive game cartridges, American Multiple Industries, and the distributor, Mystique.

The Ohio Music & Amusement Assn. sponsored a Randy Fromm Video School, Nov. 1-6, at the Christopher Inn in Columbus. The program consisted of 46 hours of comprehensive, practical training in electronic amusement game repair, designed for technicians and service people who want to learn how to repair electronic games without the necessity of previous study in electronic theory. Classes were held from 8 a.m. until 5 p.m. each day at a cost of \$400 per student.

Gus Tartol of Singer One Stop For Ops, as he usually does at AMOA time, planned to be on hand at Expo, distributing jukebox copies of current hit singles as an accommodation for ops attending the show. This year's list of goodies included the following:

"Mickey" by Toni Basil (Chrysalis), "Elvis Presley Medley" by Elvis Presley (RCA), "Lying Here Lying" by Mac Davis (Casablanca), "Young Love" by Janet Jackson (A&M), "Somebody's Always Saying Goodby" by Anne Murray (Capitol), "What About Me" by Moving Pictures (Elektra) and "Everything's Beautiful (In It's Own Way)" by Dolly Parton and Willie Nelson (Monument).



**A BUCKET BLUNDER** — A picture of Exidy's new skill game called "Whirly Bucket" was erroneously replaced by another photograph in *Cash Box's* Nov. 13 "New Equipment" section. Pictured above is "Whirly Bucket," a variation of the classic ball-toss amusement incorporating "the technology of the eighties."



**OPEN HOUSE** — Philip Moss and Company recently moved its Omaha branch to much larger facilities at 4404 S. 76th St. in that city and to herald the occasion hosted an open house celebration — in the true sense of the term. Most of the festivities took place outdoors within the confines of a huge tent that was set up in the parking lot and the food was all prepared right out in the open. The event took place on Sept. 19, with more than 350 guests in attendance, among whom were representatives from the various manufacturers represented by the Moss organization. The bill of fare featured a sumptuous spread, along with an equipment dis-

play and, to top it all off, Hawaiian dancers to entertain the guests followed by an exciting fireworks display. The new facilities contain about 19,000 square feet of space for administrative offices, showroom, shipping/receiving and an enormous parts and service department. Company president Terry Moss, Steve Wolf, co-manager of the Omaha branch and various members of the staff were on hand to host the big event. Pictured in the top row are (l-r): the 40x60 ft. tent set-up; and the chow line. Shown in the bottom row are (l-r): the equipment display; and Wolf (r) with Ted Nichols of Automatic Music, a past president of AMOA.

## AMOV Holds 24th Annual Convention

CHICAGO — The 24th annual Amusement and Music Operators of Virginia (AMOV) convention and trade show took place Oct. 15 and 16, in Richmond. It was the largest and most successful in the association's history, with 392 registered participants (an increase of one-third over last year's 263), according to AMOV secretary-treasurer Louis Corso. The equipment display, sponsored by more than twenty distributors of coin-operated equipment and allied supplies, filled the exhibit hall of the John Marshall Hotel and was twice as large as that of any previously held state convention in Virginia.

At the general membership meeting on Friday evening, members were welcomed to the city of Richmond by Aubrey N. Davis, Commonwealth Attorney for the city. Following Davis' speech, AMOA president Leoma Ballard addressed the group on the importance of association membership and support. AMOV counsel J. Edgar Pointer delivered a brief talk on Virginia licensing laws and the steps that should be taken by operators in the event local tax authorities attempt to set license fees higher than the amount permitted by the Tax Code of Virginia.

Speakers on Saturday morning included Gerald Baliles, Attorney General of the Commonwealth of Virginia, who described the structure and function of his office and also discussed the effort that is made to assure equality of treatment under the laws of Virginia with respect to both compliance and protection. AMOA executive vice president Leo Droste addressed the meeting, focusing his remarks on the role of state associations and their organizational unity in today's operating environment.

Highlight of the meeting was the election of officers and directors for the coming term. Ed Shell was elected president; Pete Carrico, first vice president; Arthur Bazaco, second vice president and Louis Corso was re-elected to the office of secretary-treasurer. Re-elected to the board of directors were: Carl Coleman, R.

W. Claude, Harry Fake, Jr., Curt Hudson, Lewis Jones, Ronald Marshall, Gene Michiels, K. A. O'Conner, Arnoff Pantelides, Jesse Richardson, Claude Smith and Ed Tyree. Those officers elected to return to the board of directors were: John Newberry, Jr., Bob Burner and Tom Stanley. Elected to their first term of office as new directors were C. E. Holland, Joseph Hatch, Charles Hutchinson and John Lineberry.

At the Saturday evening banquet outgoing AMOV president John Newberry, Jr. was presented with a past president plaque by AMOA president Leoma Ballard and certificates of appreciation were presented to the 1982 Board of Directors. Ballard also presented special plaques to John Cameron and James Donnelly, past presidents of the state association, in recognition of their contributions and service to the organization and their installation as lifetime honorary members. Both gentlemen retired from their businesses and resigned from the AMOV board of directors in 1982.

## MorTronics Acquires Circle International

LOS ANGELES — MorTronics, Inc. announced at the end of October that it has acquired all of the stock of Circle International Co., Inc. Circle, along with its subsidiaries, distributes video games and other coin-operated machines in Hawaii and Nevada. MorTronics acquired the stock from Circle International's sole shareholder, Dean R. McMurdie, who will remain as president and chief operating officer of the organization and its subsidiaries.

MorTronics, whose principal business is distribution of coin-operated video games in the Western U.S., believes its sales will more than double on an annual basis after the acquisition. The aggregate purchase price includes \$2,000,000 in cash payable this year and in 1983, 200,000 shares of MorTronics' common stock and contingent cash payments based upon the performance of Circle International and its principal subsidiaries over a five-year period.

## Ohio Game-A-Thon Hailed As Success

COLUMBUS, Ohio — A Video Game-A-Thon, held this past summer, netted nearly \$5,000 for the Mental Health Associations of Ohio's Miami Valley. According to the Ohio Music & Amusement Assn., the project was a joint venture between Tammy Noble, manager of Video City (the largest video game room in Ohio) and the Mental Health Association.

The fundraising event involved pledges by participating sponsors of 25 cents per half hour of play by video contestants, and the player with the highest pledge total each day received a pinball machine as a prize. The grand prize for the highest pledge total submitted during the seven days of the Game-A-Thon was a Moped. Prizes were provided by local gameroom operators in the Miami Valley area.

### New World's Records

OMAA reported that two world's records on "Dig Dug" and "Missile Command" were broken by Game-A-Thon contestants. Steven Williams, Kevin Baughn and Mike Webb scored 72,547,630 points in 41 hours of play on Missile Command; Tim and Tom Plazak broke the doubles record on Dig Dug with 2,626,240 points, and Plazak also broke the singles record on the game by scoring 1,386,340 points.

Coordinators of the Game-A-Thon were Dawn Smith and Tim Greenwood of the Mental Health Association and Tammy Noble of Video City.

In praising the efforts of OMAA's Miami Valley Region Chapter and Video City, Smith said, "We are so pleased by the response to this event that we anticipate making this a yearly fundraising event, perhaps open to contestants state-wide, or even through several states in order to have local record holders compete for world records on various games. We are grateful to OMAA, the Miami Valley Region Chapter, and Video City for making the Game-A-Thon not only possible, but a huge success."



## AMOA Expo Off To Record Start

(continued from page 31)

trated on coordinating coalition groups on local, state and national levels and developing "P.R." (Public response) programs "so we can play offense instead of staying on defense all the time."

The second half of the general meeting, devoted to the topic "People, Productivity and Profit," was given lively examination by Connellan, who peppered his incisive discourse on management practices in human behavior with anecdotes, mock Q & As with the audience and use of various graphs.

Touching on business expectations, responsibility and feedback, Connellan called attention to the differences between behavior and attitude, and the reinforcement of both in workers by their employers. "Things that don't change stay the same," remarked the advance Institute head, adding "If we want someone else to change, we may first have to change ourselves."

### Personnel Motivation

Connellan also discussed business goals and action plans, and examined how executives can encourage staff motivations. Claiming "success gets measured from the standard up," he suggested operators have two different types of expectations: "goals" which are aimed at and "standards" that are expected.

Dissecting the clever use of body language, intonation and physical settings, Connellan talked about the variations of "message" and "environment" and how they can change employee attitude and, in turn, behavior.

"More than you'll ever know, we set the tone in terms of how people behave and how productive they are," he told the large audience of operators. "I'm not talking about positive thinking. It's a helpful start, but I'm talking about positive behavior. Positive expectations are based in reality, they do not deny reality."

Complete coverage and photo highlights of Expo '82 will appear in next week's **Cash Box**.

## Pizza Time Theatre To Open In London

LOS ANGELES — Pizza Time Theatre, Inc. has signed a franchise territorial agreement for 30 units to be opened in England over the next six years, with the first location set to open in the London area in early 1983. Franchised by Family Entertainment Ltd., the British Chuck E. Cheese's Pizza Time Theatres will combine a pizzeria with a video game center presided over by computer-controlled robot characters.

Partners in the franchise group include Lars Kling and Per Hamberg of Cherry Foretagen Company, resort hotel and game operators throughout Europe; Kurt Lindberg and Chris Rosen, real estate developers in Spain working for Marbella Invest Company; and Roy Wright of Crown Gap Construction, a large real estate development firm in the U.K.

Pizza Time Theatre, Inc., headed by Atari founder Nolan Bushnell, presently owns or franchises 175 eatery/game rooms in the U.S., Canada and Australia.

## CALENDAR

1983

June 16-18; Ohio Music & Amusement Assn., annual conv., Hyatt Regency Columbus, Columbus.

March 25-27; Amusement Operators Expo, O'Hare Expo Center, Chicago.

## New Equipment

### Blueprint For Fun

"Blueprint" is the latest video game released by Bally Midway Mfg. Co. and, as the name implies, it presents a challenging dilemma for the player. Among the main characters is J.J., whose objective is to put a machine together in time to save Daisy Damsel from Ollie Ogre.

The game features a maze with houses containing parts of the machine



that appear in a blueprint at the bottom of the screen. J.J. must collect the pieces and complete the machine before Ollie Ogre catches his lady love, Daisy.

Obstacles abound throughout play to add to the excitement of the game. For example, if J.J. enters a house twice, he will pick up a bomb instead of a piece. Monsters Fuzzy Wuzzy and Sneaky Pete can chase him and, of course, time can run out before he can save Daisy.

Upon completion of the machine, beach balls are shot out at Ollie Ogre and if he is hit, the story ends happily.

Blueprint has proven especially successful with younger players and women, according to Bally Midway.

The new model is encased in an eye-catching cabinet and is available in upright, cocktail table and Mini Myte versions.

### New Wave Pin

D. Gottlieb & Co. has announced the introduction of "Punk," a single-level, multi-ball pin game that combines an outrageously fresh theme with Gott-



lieb's traditional player appeal. One glance at Punk confirms the fact it will stand out in any location. Cabinet, backglass and playfield artwork all depict the sights of today's new wave in music and Punk's sound system completes the theme.

### Invincible Chomper

Play begins at the top of the playfield with three rollovers which lead down to the left and right flippers located at mid-playfield. These flippers ensure consistently fast action on both the upper and lower sections of the playfield. Players enter 2- or 3 multi-ball by capturing balls in one or both of the upper captive holes and activating one of two launch targets or one of four launch rollovers. The bonus and bonus multiplier features are activated when the player begins multi-ball play, and hitting targets in four drop target banks advances the player through Level I and Level II bonus stages.

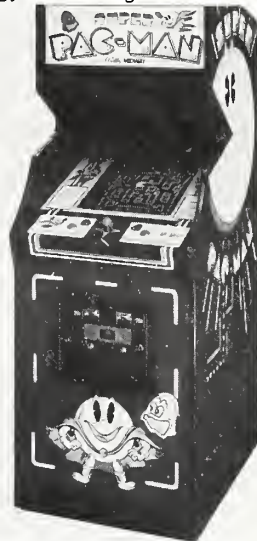
### Invincible Chomper

Bally Midway Mfg. Co. announced the release of the third generation of Pac-Man machines — namely, "Super Pac-Man," which is expected to go the route of its illustrious predecessors.

The magic of Pac-Man continues to prevail in the coin-op video marketplace as well as in consumer products.

Super Pac-Man offers the fun, challenge and excitement of the first

generation piece but features several new twists. For instance, in the new game, when Pac-Man eats a "super energy dot" he grows to roughly 10



times his normal size and becomes the invincible Super Pac-Man, with the capacity to conquer monsters and pass unharmed through closed gates.

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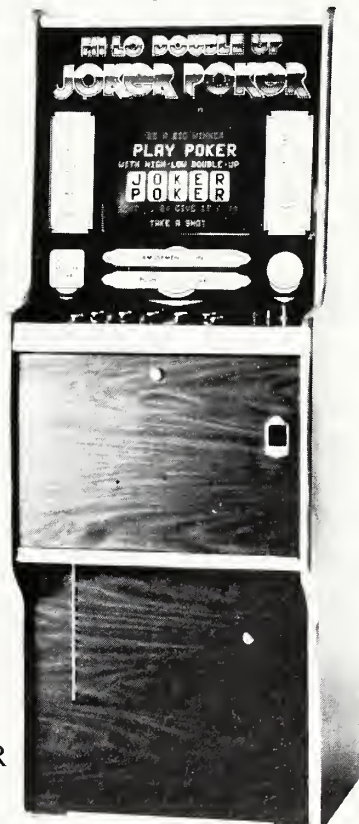
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# THE JUKEBOX PROGRAMMER

\* indicates new entry

November 27, 198

## POP

- 1 **TRULY**  
LIONEL RICHIE (Motown 1644MF)
- 2 **GLORIA**  
LAURA BRANIGAN (Atlantic 4048)
- 3 **DIRTY LAUNDRY**  
DON HENLEY (Asylum 7-69894)
- 4 **UP WHERE WE BELONG**  
JOE COCKER AND JENNIFER WARNES (Island/Atco 7-99996)
- 5 **HEARTLIGHT**  
NEIL DIAMOND (Columbia 18-03219)
- 6 **MUSCLES**  
DIANA ROSS (RCA PB-13348)
- 7 **MANEATER**  
DARYL HALL & JOHN OATES (RCA PB-13354)
- 8 **MICKEY**  
TONY BASIL (Chrysalis CHS 2638)
- 9 **IT'S RAINING AGAIN**  
SUPERTRAMP (A&M 2502)
- 10 **STEPPIN' OUT**  
JOE JACKSON (A&M 2428)
- 11 **THE GIRL IS MINE**  
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
- 12 **PRESSURE**  
BILLY JOEL (Columbia 38-03244)
- 13 **I.G.Y. (WHAT A BEAUTIFUL WORLD)**  
DONALD FAGEN (Warnar Bros. 7-29900)
- 14 **WHO CAN IT BE NOW?**  
MEN AT WORK (Columbia 18-02888)
- 15 **SHADOWS OF THE NIGHT**  
PAT BENATAR (Chrysalis CHS 2647)
- 16 **HEART ATTACK**  
OLIVIA NEWTON-JOHN (MCA-52100)
- 17 **SEXUAL HEALING**  
MARVIN GAYE (Columbia 38-03302)
- 18 **ROCK THIS TOWN**  
STRAY CATS (EMI America B-8132)
- 19 **GET CLOSER**  
LINDA RONSTADT (Asylum 7-69948)
- 20 **MISSING YOU**  
DAN FOGELBERG (Full Moon/CBS 34-03289)
- 21 **THE ONE YOU LOVE**  
GLENN FREY (Asylum 7-69974)
- 22 **AFRICA**  
TOTO (Columbia 38-03335)
- 23 **THE OTHER GUY**  
LITTLE RIVER BAND (Capitol B-5185)
- 24 **LOVE ME TOMORROW**  
CHICAGO (Full Moon/Warnar Bros. 7-29911)
- 25 **YOU CAN'T HURRY LOVE**  
PHIL COLLINS (Atlantic 7-89933)
- 26 **DOWN UNDER\***  
MEN AT WORK (Columbia 38-03303)
- 27 **GYPSY**  
FLEETWOOD MAC (Warnar Bros. 7-29918)
- 28 **ROCK THE CASBAH\***  
THE CLASH (Epic 34-03245)
- 29 **JACK & DIANE**  
JOHN COUGAR (Riva/PolyGram R-120)
- 30 **YOU AND I\***  
EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)

## COUNTRY

- 1 **YOU AND I**  
EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69938)
- 2 **THE BIRD**  
JERRY REED (RCA PB-13355)
- 3 **WE DID BUT NOW YOU DON'T**  
CONWAY TWITTY (Elektra 7-69964)
- 4 **WAR IS HELL**  
T.G. SHEPPARD (Warnar/Curb 7-29934)
- 5 **IT AIN'T EASY BEIN' EASY**  
JANIE FRICKE (Columbia 38-03214)
- 6 **REDNECK GIRL**  
THE BELLAMY BROTHERS (Warnar/Curb 7-29923)
- 7 **HEARTBROKE**  
RICKY SKAGGS (Epic 14-03212)
- 8 **YOU'RE SO GOOD WHEN YOU'RE BAD**  
CHARLEY PRIDE (RCA PB-13293)
- 9 **THE AMERICAN DREAM**  
HANK WILLIAMS, JR. (Elektra 7-69960)
- 10 **(SITTIN' ON) THE DOCK OF THE BAY**  
WAYLON & WILLIE (RCA PB-13319)
- 11 **BREAK IT TO BE GENTLY**  
JUICE NEWTON (Capitol B-5148)
- 12 **A LOVE SONG**  
KENNY ROGERS (Liberty B-1485)
- 13 **SURE FEELS LIKE LOVE**  
LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-03159)
- 14 **GOING WHERE THE LONELY GO**  
MERLE HAGGARD (Epic 34-03315)
- 15 **LOVE'S GONNA FALL HERE TONIGHT**  
RAZZY BAILEY (RCA PB-13290)
- 16 **SOMEWHERE BETWEEN RIGHT AND WRONG**  
EARL THOMAS CONLEY (RCA PB-13320)
- 17 **I DON'T REMEMBER LOVING YOU**  
JOHN CONLEE (MCA-52116)
- 18 **STAY A LITTLE LONGER**  
MEL TILLIS (Elektra 7-69963)
- 19 **CLOSE ENOUGH TO PERFECT**  
ALABAMA (RCA PB-13294)
- 20 **LIKE NOTHING EVER HAPPENED**  
SYLVIA (RCA PB-13330)
- 21 **A WOMAN'S TOUCH**  
TOM JONES (Mercury/PolyGram 76172)
- 22 **CHEROKEE FIDDLE**  
JOHNNY LEE (Full Moon/Asylum 7-69945)
- 23 **THE BEER DRINKIN' SONG**  
MAC DAVIS (Casablanca/PolyGram 2355)
- 24 **WHAT SHE DON'T KNOW WON'T HURT HER**  
GENE WATSON (MCA-52131)
- 25 **16TH AVENUE**  
LACY J. DALTON (Columbia 18-03184)
- 26 **INSIDE\***  
RONNIE MILSAP (RCA PB-13362)
- 27 **MARINA DEL REY**  
GEORGE STRAIT (MCA-52120)
- 28 **TALK TO ME**  
MICKY GILLEY (Epic 34-03326)
- 29 **HE GOT YOU**  
RONNIE MILSAP (RCA PB-13286)
- 30 **SOMEBODY'S ALWAYS SAYING GOOD-BYE\***  
ANNE MURRAY (Capitol B-5183)

## BLACK CONTEMPORARY

- 1 **SEXUAL HEALING**  
MARVIN GAYE (Columbia 38-03302)
- 2 **TRULY**  
LIONEL RICHIE (Motown 1644MF)
- 3 **MUSCLES**  
DIANA ROSS (RCA PB-13348)
- 4 **1999**  
PRINCE (Warnar Bros. 7-29896)
- 5 **BAD BOY/HAVING A PARTY**  
LUTHER VANDROSS (Epic 14-03205)
- 6 **NASTY GIRL**  
VANITY 6 (Warnar Bros. 7-29908)
- 7 **ATTACK OF THE NAME GAME**  
STACY LATTISAW (Cotillion/Atco 7-99968)
- 8 **THE GIRL IS MINE**  
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
- 9 **ON THE WINGS OF LOVE**  
JEFFREY OSBORNE (A&M 2434)
- 10 **YOUR PRECIOUS LOVE**  
AL JARREAU AND RANDY CRAWFORD (Warnar Bros. 7-29908)
- 11 **LOVE'S COMIN' AT YA**  
MELBA MOORE (EMI America B-8126)
- 12 **LET'S GO DANCIN' (OOH LA, LA, LA)**  
KOOL & THE GANG (Da-Lita/PolyGram DE824)
- 13 **DO WA DITTY (BLOW THAT THING)**  
ZAPP (Warnar Bros. 7-29891)
- 14 **YOUNG LOVE**  
JANET JACKSON (A&M 2440)
- 15 **777-9311**  
THE TIME (Warnar Bros. 7-29952)
- 16 **LOOPZILLA**  
GEORGE CLINTON (Capitol B-5160)
- 17 **A PENNY FOR YOUR THOUGHTS**  
TAVARES (RCA PB-13292)
- 18 **WHAT ABOUT MY LOVE**  
JOHNNIE TAYLOR (Bavaria/Glan BG2002)
- 19 **SHE'S JUST A GROUPIE**  
BOBBY NUNN (Motown 1643)
- 20 **GOT TO BE THERE**  
CHAKA KHAN (Warnar Bros. 7-29881)
- 21 **KEEP AWAY GIRLS**  
STEPHANIE MILLS (Casablanca/PolyGram NB 2354)
- 22 **DO IT (LET ME SEE YOU SHAKE)**  
THE BAR-KAYS (Mercury/PolyGram 76187)
- 23 **HIGH HOPES**  
THE S.O.S. BAND (Tabu/CBS ZS4-03248)
- 24 **BABY I NEED YOUR LOVING**  
CARL CARLTON (RCA PB-13292)
- 25 **USED TO BE**  
CHARLENE & STEVIE WONDER (Motown 1650)
- 26 **HEARTBREAKER**  
DIONNE WARWICK (Arista AS1015)
- 27 **MAGIC IN THE MOONLIGHT**  
THE SPINNERS (Atlantic 7-89962)
- 28 **WELCOME TO THE CLUB\***  
THE BROTHERS JOHNSON (A&M 2506)
- 29 **LOVE COME DOWN**  
EVELYN KING (RCA PB-13273)
- 30 **ARE YOU SERIOUS\***  
TYRONE DAVIS (Highrise SHR-2005)

## OPERATORS PICKS

Brad Hamma (A.H. Entertainers, Inc., Rolling Meadows)  
**INDUSTRIAL DISEASE** — Dire Straits — Warner Bros.  
 Russ Mawdsley, Jr. (Russell-Hall, Inc., Holyoke)  
**THE GIRL IS MINE** — Michael Jackson/Paul McCartney — Epic  
 Dan Tortorice (Modern Specialty, Madison)  
**I DO** — The J. Gells Band — EMI America

## RECORDS TO WATCH

**I DO** — The J. Gells Band — EMI America  
**NOWHERE TO RUN** — Santana — Columbia  
**TWILIGHT ZONE** — Golden Earring — 21/PolyGram  
**THANK GOD FOR KIDS** — The Oak Ridge Boys — MCA  
**I WONDER** — Rosanne Cash — Columbia  
**PAINTED PICTURE** — The Commodores — Motown  
**OUTSTANDING** — The Gap Band — Total Experience/PolyGram

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### BALLY

Flash Gordon (2/81)  
Eight Ball Deluxe (4/81)  
Fireball II (5/81)  
Embryon, w.b. (7/81)  
Fathom (8/81)  
Medusa (10/81)  
Centaur (10/81)  
Elektra (12/81)  
Vector (2/82)  
Mr & Mrs. Pac-Man (5/82)  
Rapid Fire (5/82)  
Spectrum (8/82)  
Speakeasy, 2-pl. (9/82)

### GAME PLAN

Coney Island (3/80)  
Super Nova (4/80)  
Lizard (6/80)

### GOTTLIEB

Force II (1/81)  
Pink Panther (3/81)  
Mars (6/81)  
Volcano (8/81)  
Black Hole (10/81)  
Haunted House (2/82)  
Devil's Dare (4/82)  
Caveman pin/video (5/82)  
Rocky (8/82)  
Spirit (9/82)

### STERN

Nine Ball (1/81)  
Free Fall (2/81)  
Lightning (4/81)  
Split Second (7/81)  
Catacomb (9/81)  
Viper (11/81)  
Orbitor I (4/82)

### WILLIAMS

Jungle Lord (4/81)  
Pharaoh (7/81)  
Solar Fire (9/81)  
Barracora (10/81)  
Hyperball pin/video (2/82)  
Cosmic Gunfighter (7/82)

## VIDEO GAMES (upright)

### AMSTAR

Laser Base (7/81)

### ATARI

Asteroids Deluxe (4/81)  
Asteroids Deluxe Cabaret (4/81)  
Centipede (6/81)  
Centipede Cabaret (6/81)  
Red Baron (8/81)  
Red Baron, sit-down (8/81)  
Tempest (10/81)  
Tempest Cabaret (10/81)  
Dig Dug (4/82)  
Dig Dug Cabaret (4/82)  
Kid Kangaroo (6/82)  
Gravitar (8/82)

### BALLY/MIDWAY

Deluxe Space Invaders (1/80)  
Galaxian (4/80)  
Extra Bases (5/80)  
Space Encounters (8/80)  
Space Encounters Mini-Myte (9/80)  
Space Zap (10/80)  
Space Zap Mini-Myte (10/80)  
Pac-Man (11/80)  
Pac-Man Mini-Myte (11/80)  
Rally-X (2/81)  
Rally-X Mini-Myte (2/81)  
Gorf (4/81)  
Gorf Mini-Myte (4/81)  
Wizard of Wor (6/81)  
Wizard of Wor Mini-Myte (6/81)  
Omega Race (8/81)  
Omega Race Mini-Myte (8/81)  
Omega Race sit-in capsule (8/81)  
Galaga (11/81)

## MANUFACTURERS EQUIPMENT

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

Galaga Mini-Myte (11/81)  
Kick-Man (1-82)  
Kick-Man Mini-Myte (1/82)  
Ms. Pac-Man (2/82)  
Ms. Pac-Man Mini-Myte (2/82)  
Bosconian (2/82)  
Bosconian Mini-Myte (2/82)  
Tron (8/82)  
Tron Mini-Myte (8/82)  
Solar Fox (8/82)  
Solar Fox Mini-Myte (8/82)

### CENTURI

Phoenix (1/81)  
Route 16 (4/81)  
Route 16 Elite (4/81)  
Pleiades (7/81)  
Vanguard (9/81)  
Challenger (11/81)  
The Pit (3/82)  
Loco-Motion (3/82)  
D-Day (3/82)  
Tunnel Hunt (7/82)

### CINEMATRONICS

Armor Attack (5/81)  
Solar Quest (10/81)  
Jack The Giantkiller (4/82)  
Naughty Boy (5/82)

### DATA EAST

Explorer (9/82)

### DYNAMO

Lil Hustler (12/81)

### EXIDY

Spectar (1/81)  
Venture (8/81)  
Mousetrap (12/81)  
Victory (2/82)  
Pepper II (6/82)

### GAME PLAN

Intruder (2/81)  
Tank Battalion (3/81)  
Killer Comet (4/81)  
Megatack (9/81)  
King And Balloon (10/81)  
Enigma II (10/81)  
Kaos (11/81)

### GAMETECNIKS

Tri-Pool (1/82)

### GDI

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

### GOTTLIEB

New York, New York (2/81)  
Reactor (7/82)

### NAMCO AMERICA

Sweet Licks (4/82)

### NINTENDO

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

### ROCK-OLA

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

### SEGA/GREMLIN

Astro Blaster (3/81)  
Pulsar (4/81)  
Space Odyssey (7/81)  
Space Fury (7/81)  
Frogger (9/81)  
Eliminator (12/81)  
Turbo (1/82)

005 (1/82)  
Eliminator 4-player (2/82)  
Zaxxon (4/82)  
Turbo Mini-Upright (5/82)  
Zektor (8/82)  
Subroc 3-D (8/82)

### SIGMA

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

### STERN

Berzerk (1/81)  
The End (3/81)  
Scramble (4/81)  
Super Cobra (7/81)  
Moon War (10/81)  
Turtles (11/81)  
Strategy X (11/81)  
Jungler (2/82)  
Frenzy (5/82)  
Tazz-Mania (5/82)  
Tutankham (7/82)

### TAITO AMERICA

Space Invaders Trimline (2/81)  
Crazy Climber (3/81)  
Crazy Climber Trimline (3/81)  
Zarzon (5/81)  
Zarzon Trimline (5/81)  
Colony 7 (7/81)  
Colony 7 Trimline (7/81)  
Moon Shuttle (8/81)  
Moon Shuttle Trimline (8/81)  
Qix (10/81)  
Qix Trimline (10/81)  
Lock 'N Chase (10/81)  
Grand Champion (12/81)  
Alpine Ski (3/82)  
Wild Western (5/82)  
Electric Yo-Yo (5/82)  
Kram (5/82)  
Space Dungeon (7/82)  
Jungle King (9/82)

### THOMAS AUTOMATICS

Triple Punch (6/82)  
Oli Boo Chu (7/82)  
Holey Moley (9/82)

### UNIVERSAL USA

Zero Hour (1/81)  
Space Panic (1/81)  
Cosmic Avenger (8/81)  
Lady Bug (12/81)

### U.S. BILLIARDS

Quasar (4/81)

### WILLIAMS

Stargate (10/81)  
Make Trax (10/81)  
Robotron 2084 (3/82)  
Moon Patrol (8/82)

## COCKTAIL TABLES

### AMSTAR

Phoenix

### ATARI

Asteroids Deluxe (4/81)  
Centipede (6/81)  
Tempest (10/81)  
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### BALLY/MIDWAY

Rally-X (2/81)  
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Bosconian (2/82)  
Tron (8/82)  
Jlar Fox (8/82)

### CENTURI

Route 16 (4/81)  
Pleiades (7/81)

### ELCON

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### GAME PLAN

Shark Attack (5/81)

### GAMETECNIKS

Tri-Pool (1/82)

### GDI

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

### GOTTLIEB

New York, New York (3/81)

### SEGA/GREMLIN

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

### STERN

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

### TAITO AMERICA

Crazy Climber (5/81)  
Zarzon (5/81)  
Qix (10/81)

### THOMAS AUTOMATICS

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

### WILLIAMS

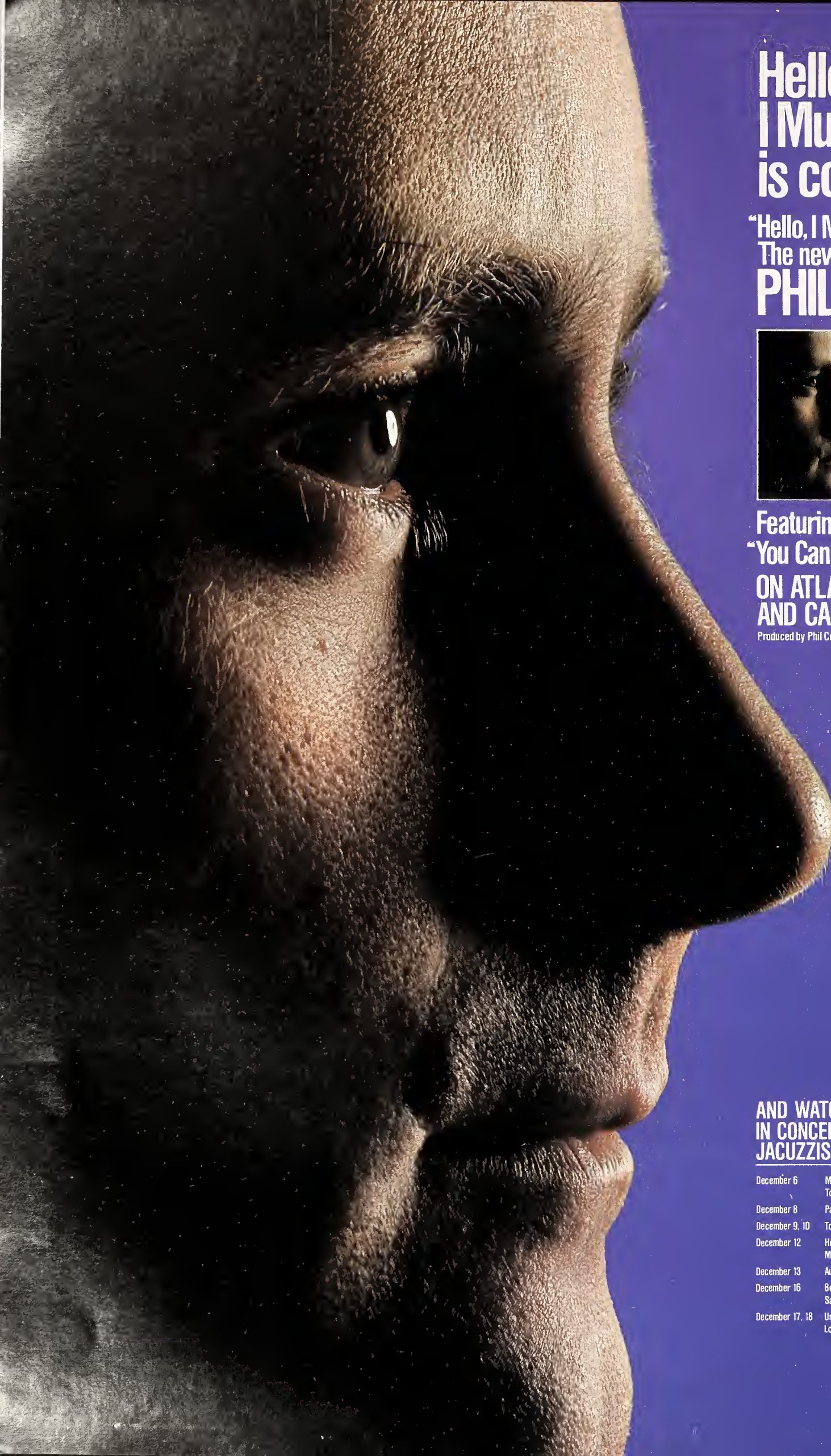
Defender (4/81)

## PHONOGRAPHS

Centuri 2001  
Lowen-NSM Consul Classic  
Lowen-NSM Prestige ES-2  
Lowen-NSM Festival  
Lowen-NSM 250-1  
Rock-Ola Grand Salon II Console (9/80)  
Rock-Ola 484 (11/80)  
Rock-Ola 481 Max 2 (1/81)  
Rowe R-85 (10/80)  
Rowe Jewel  
Seeburg Phoenix (12/80)  
Stern/Seeburg DaVinci (7/81)  
Stern/Seeburg VMC (11/81)  
Wurlitzer Cabarina  
Wurlitzer Tarock  
Wurlitzer Atlanta  
Wurlitzer Silhouette

## POOL TABLES & FOOSBALL

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



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| December 13     | Auditorium Theatre, Chicago, IL                  |
| December 16     | Berkeley Community Theatre,<br>San Francisco, CA |
| December 17, 18 | Universal Amphitheatre,<br>Los Angeles, CA       |