

CASHBOX

March 5, 1983

NEWSWEEK \$1.00

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**GRAMMYS: TOTO'S 'IV' WINS 5
FOCUS OF ITA 'UPDATE '83'; HOME COMPUTERS
COPING WITH THE VIDEO GAME GLUT
ANOTHER RECORD YEAR FOR ASCAP
MUSIC CONSUMER PROFILED**

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HALL OATES**



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EDITORIAL

Thank You

As everyone had hoped, this year's Grammy Awards show provided the perfect vehicle to tout the music industry in all of its majesty. From the magnificence of Miles Davis' silent but respectful acceptance of a Grammy (to acknowledge, in reality, his lifelong contribution to American music) to the adulation heaped upon the Australians in Men At Work to thank them for revitalizing pop music, this year's ceremony truly showed the world what music is really about.

The Academy — officially referred to as NARAS, or the National Academy of Recording Arts & Sciences — must be congratulated for the effort that went into making this year's show what it was. Sure, there were some loose ends, but all in all, the recording industry did indeed put its best foot forward in the Silver Anniversary of its highest awards ceremony.

It's taken a number of years, but the Grammy ceremony has finally established itself as a legitimate and honorable event. With its recognition of such long-time contributors as Miles Davis, Marvin Gaye, the late and great classical pianist Glenn Gould and opera singer Leontyne Price, plus the contemporary stars and trendsetters, the Grammys proved to be a true reflection of the heart and thirst for excellence that NARAS has sought to embody.

There will naturally be the inevitable attempts to capitalize on Grammy success on the sales level, but it is surely more anniversary celebration. To reach 25 years of anything is a milestone, to reach it on national TV is certainly exceptional.

To everyone who participates in the recording arts & sciences, thank you. Last week's Grammy ceremony was certainly an indication of what everyone else feels about what you do.

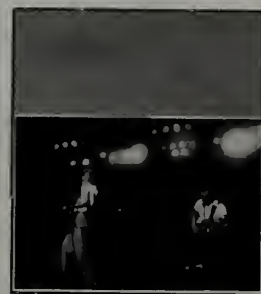
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ON THE COVER

Together now for more than a decade, Hall & Oates have finally achieved a lasting place in the contemporary musical vocabulary, and, like the title of the duo's most recent RCA album "H2O," they've become an essential element on pop playlists. The two Philadelphia-born vocalists and songwriters, whose sweet soul-contemporary style reveals their early interest in local R&B and street corner doo-wop, have also come to be accepted at black radio as well as Top 40. Attesting to this is the crossover success of "I Can't Go For That (No Can Do)" and the current single, "One On One," which is simultaneously bulleting up both the **Cash Box** Pop and Black Contemporary Singles charts at #13 and #44, respectively.

While they've enjoyed a phenomenal streak of hit singles ever since the release of the "Voices" LP in 1980, such good fortune was a long time in coming for tall, fair-haired Daryl Hall and his curly-haired, mustachioed compatriot John Oates. Now the years of hard work have paid off as the duo embarks on a world tour sponsored by Canada Dry.



TOP POP DEBUTS

SINGLES	78	SWINGIN' — John Anderson — Warner Bros.
ALBUMS	48	POWERLIGHT — Earth, Wind & Fire — Columbia

POP SINGLE

DO YOU REALLY WANT TO HURT ME
Culture Club
Epic

B/C SINGLE

BILLIE JEAN
Michael Jackson
Epic

COUNTRY SINGLE

LAST THING I NEEDED FIRST THING THIS MORNING
Willie Nelson
Columbia

JAZZ

THE BEST IS YET TO COME
Grover Washington, Jr.
Elektra

NUMBER ONES



Culture Club

POP ALBUM

THRILLER
Michael Jackson
Epic

B/C ALBUM

THRILLER
Michael Jackson
Epic

COUNTRY ALBUM

MOUNTAIN MUSIC
Alabama
RCA

GOSPEL

LORD, YOU KEEP ON PROVING YOURSELF TO ME
Florida Mass Choir
Savoy

CASH BOX TOP 100 SINGLES

March 5, 1983

	Weeks On Chart	2/26	Chart
1 DO YOU REALLY WANT TO HURT ME	1	14	
2 BILLIE JEAN	4	7	
3 STRAY CAT STRUT	3	11	
4 DOWN UNDER	2	18	
5 SHAME ON THE MOON	5	12	
6 YOU ARE	7	8	
7 HUNGRY LIKE THE WOLF	8	11	
8 BABY, COME TO ME	6	23	
9 ALL RIGHT	10	7	
10 BACK ON THE CHAIN GANG	11	12	
11 WE'VE GOT TONIGHT	13	6	
12 AFRICA	9	19	
13 ONE ON ONE	16	6	
14 PASS THE DUTCHIE	15	12	
15 ALLENTOWN	14	15	
16 SEPARATE WAYS (WORLDS APART)	19	5	
17 GOODY TWO SHOES	17	16	
18 BREAKING US IN TWO	20	8	
19 MANEATER	12	21	
20 I KNOW THERE'S SOMETHING GOING ON	23	18	
21 THE OTHER GUY	18	16	
22 COME ON EILEEN	27	7	
23 MR. ROBOTO	28	4	
24 YOU AND I	22	21	
25 SEXUAL HEALING	21	19	
26 TWILIGHT ZONE	29	15	
27 MY KIND OF LADY	32	6	
28 THE WOMAN IN ME	31	12	
29 I'VE GOT A ROCK 'N ROLL HEART	33	6	
30 I'M ALIVE	30	8	
31 MICKEY	24	26	
32 FALL IN LOVE WITH ME	35	7	
33 ROCK THE CASBAH	26	22	

	Weeks On Chart	2/26	Chart
34 JEOPARDY	42	6	
35 YOUR LOVE IS DRIVING ME CRAZY	25	14	
36 YOU CAN'T HURRY LOVE	34	18	
37 BETCHA SHE DON'T LOVE YOU	41	7	
38 I CAN'T STAND STILL	38	8	
39 DREAMIN' IS EASY	43	8	
40 POISON ARROW	44	6	
41 MAKE LOVE STAY	45	5	
42 LIES	46	7	
43 IT MIGHT BE YOU (THEME FROM "TOOTSIE")	48	6	
44 SHOOT FOR THE MOON	47	11	
45 SO CLOSE	51	5	
46 DON'T TELL ME YOU LOVE ME	50	7	
47 WINDS OF CHANGE	53	6	
48 NICE GIRLS	54	5	
49 BURNING HEART	49	11	
50 I LIKE IT	56	5	
51 DER KOMMISSAR	80	4	
52 IT'S RAINING MEN	57	6	
53 LITTLE TOO LATE	59	5	
54 ON THE LOOSE	40	14	
55 I KNEW YOU WHEN	37	13	
56 HEART OF THE NIGHT	39	15	
57 HEART TO HEART	36	15	
58 CHANGE OF HEART	68	2	
59 BEAT IT	86	2	
60 WHAT ABOUT ME	52	25	
61 ALWAYS	87	8	
62 WHIRLY GIRL	73	3	
63 SOMETHING TO GRAB FOR	89	4	
64 TAKE THE SHORT WAY HOME	75	2	
65 I DON'T CARE ANYMORE	71	4	
66 TIED UP	55	8	
67 BAD BOY	61	15	
68 LITTLE RED CORVETTE	76	2	

	Weeks On Chart	2/26	Chart
69 SHE BLINDED ME WITH SCIENCE	77	3	
70 THE BLUES	63	8	
71 DIRTY LAUNDRY	58	19	
72 LOVE ME AGAIN	70	6	
73 WHAT LOVE IS	78	3	
74 THE FANATIC	81	3	
75 SHOULD I STAY OR SHOULD I GO	82	3	
76 SOME KIND OF FRIEND	83	2	
77 LAND OF A THOUSAND DANCES	87	2	
78 SWINGIN'	—	1	
79 NEW FRONTIER	72	6	
80 COME GIVE YOUR LOVE TO ME	88	2	
81 PLEASE MR. POSTMAN	89	2	
82 SHOPPIN' FROM A TO Z	90	2	
83 THE GIRL IS MINE	62	18	
84 MINIMUM LOVE	—	1	
85 WELCOME TO HEARTLIGHT	—	1	
86 SEX (I'M A...)	—	1	
87 SHE'S A RUNNER	80	4	
88 LOVE MY WAY	—	1	
89 OUTSTANDING	—	1	
90 YOU ARE IN MY SYSTEM	—	1	
91 TRULY	64	22	
92 THE CLAPPING SONG	79	4	
93 YOU GOT LUCKY	65	17	
94 TWO LESS LONELY PEOPLE IN THE WORLD	74	17	
95 YA MAMA	96	3	
96 WINDOWS	84	8	
97 SMILING ISLANDS	—	1	
98 LOVE IN STORE	66	15	
99 LAST NIGHT A D.J. SAVED MY LIFE	—	1	
100 LITTLE THING CALLED LOVE	95	6	

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Africa (Hudmar/Cowbells — ASCAP) ... 12	I Can't Stand Still (Cass Country/Kortchmar — ASCAP) ... 38	Minimum Love (I've Got The Music — ASCAP/Song Tailors — BMI) ... 84	Smiling Islands (Red Snapper/Adel — ASCAP) ... 97
All Right (Another Page — ASCAP) ... 9	I Don't Care (Pun — ASCAP) ... 65	Mr. Roboto (Stygian Songs Adm. by Almo — ASCAP) ... 23	Stray Cat Strut (Zomba Ent. — BMI) ... 3
Allentown (Joel Songs — BMI) ... 15	I've Got A Rock 'N' Roll (WB/Warner-Tamerlane/Diamond Mine/Face The Music — ASCAP/BMI) ... 29	My Kind Of Lady (Delicate Adm. by Almo — ASCAP) ... 27	Swingin' (John Anderson/Lionel Delmore — BMI) ... 78
Always (Fumunda/Big Fat — BMI) ... 61	I Knew You When (Lowery — BMI) ... 55	New Frontier (Freejunker — ASCAP) ... 79	Take The Short Way Home (Gibb Brothers/Unichappell — BMI) ... 64
Baby, Come (Rodsongs — PRS/Admin. by Almo — ASCAP) ... 8	I Know There's (Russ Ballard Ltd./Island Ltd.) ... 20	Nice Girls (House of Gold/Pullmen/Deticebo/Warner-Tamerlane — BMI) ... 48	The Blues (Six Pictures — BMI) ... 70
Back On The Chain (Al Gallico — BMI) ... 10	I Like It (Jobete — ASCAP) ... 50	On The Loose (Pocket — ASCAP) ... 54	The Clapping Song (Al Gallico — BMI) ... 92
Bad Boy (Ravdiola — ASCAP) ... 67	I'm Alive (Stonebridge — ASCAP/Foster Frees — BMI) ... 30	One On One (Hot-Cha/Unichappell — BMI) ... 13	The Fanatic (Roaring 80's/Felony — ASCAP) ... 74
Beat It (Mijac — BMI) ... 67	It Might Be You (Gold Horizon — BMI/Golden Porch — ASCAP) ... 43	Outstanding (Total Experience — BMI) ... 89	The Girl Is Mine (Mijac — BMI) ... 83
Betcha She (Music Corp. of America/Kashif — BMI) ... 59	It's Raining Men (Songs of Manhattan Island/Olge — BMI/Postvalda Adm. by Almo — ASCAP) ... 52	Pass The Dutchie (Virgin/Hal Shaper — ASCAP) ... 14	The Other Guy (Screen Gems — BMI/BMI) ... 21
Billie Jean (Mijac — BMI) ... 2	Jeopardy (Rye Boy/Well Received — ASCAP) ... 34	Please Mr. Postman (Jobete — ASCAP) ... 81	The Woman In Me (Warner-Tamerlane/Reshida/Flying Dutchman/Sweet Harmony — ASCAP) ... 28
Breaking Us In Two (Albion Adm. by Almo — ASCAP) ... 18	Land Of A Thousand (Thursday/Anetold — BMI) ... 77	Poison Arrow (Virgin/Chappell — ASCAP) ... 40	Tied Up (John Farrar/Rit of Habees — BMI/ASCAP) ... 66
Burning Heart (WB Music — ASCAP) ... 49	Last Night (Fool Prayer/Young Lions — BMI) ... 99	Rock The Casbah (Ninedan Ltd. — PRS) ... 33	Tru (Brockman BMI) ... 91
Change Of Heart (Gone Gator — ASCAP) ... 58	Lies (Point Ltd. — PRS) ... 42	Separate Ways (Weed High Nightmere — BMI) ... 18	Twilight Zone (Fever — ASCAP) ... 26
Come Give Your (Satellite III/Richer — ASCAP) ... 80	Little Red Corvette (Controversy — ASCAP) ... 88	Sex (Berlin Era/Xytryran Rex/Malladin — BMI) ... 86	Two Less Lonely (Unart/Big Parade — BMI) ... 94
Come On Eileen (Cglgems/EMI — ASCAP) ... 20	Little Thing Called Love (Silver Fiddle — ASCAP) ... 100	Sexual Healing (April — ASCAP) ... 25	We've Got Tonight (Gear — ASCAP) ... 11
Der Kommissar (Chappell — ASCAP) ... 51	Little Too Late (Unichappell/Roseynotes — BMI) ... 53	Shame On The Moon (Coolwell/Grenite — ASCAP) ... 5	Welcome To Heartlight (Milk Money — ASCAP) ... 85
Dirty Laundry (Cass Country/Kortchmar — ASCAP) ... 71	Love In Store (FleetwoodMac — BMI) ... 98	She Blinded Me (Participation — ASCAP) ... 89	What About Me (Australian Tumbleweed — BMI) ... 60
Do You Really Want (Virgin/Chappell — ASCAP) ... 1	Love Me Again (Siren Songs — BMI) ... 72	She's A Runner (Songs of the Knight — BMI) ... 87	What Love Is (No Ears/MCA — ASCAP) ... 73
Don't Tell Me (The Boardwalk/Rough Play — BMI) ... 46	Love My Way (Blackwood — BMI) ... 88	Shoot For The Moon (Plooting — ASCAP) ... 44	Whirly Girl (Toy Band — BMI) ... 62
Down Under (Blackwood — BMI) ... 4	Make Love Stay (Hickory Grove — ASCAP) ... 41	Shoppin' (Broozertones/Baby Shoes/Irving — BMI/Wham REBOP Music — ASCAP) ... 82	Windows (Private Life/Life After Music — ASCAP) ... 96
4 Dreamin' Is Easy (Toneman/Wood Street — ASCAP) ... 39	Maneater (Fust Buzza/Hot-Cha/Unichappell — BMI) ... 19	Should I Stay (Ninedan Limited — PRS) ... 75	Winds Of Change (Alien Music — BMI) ... 47
Fall In Love (Saggifire/Yougoulei/Wenkew — ASCAP) ... 32	Mickey (Chinnichap/Careers — BMI) ... 31	So Close (Rossville — BMI/Mel-Day — ASCAP) ... 45	Ya Mama (Trumar/Mason/Malcolm — BMI) ... 95
Goody Two Shoes (EMI/Cotgems-EMI — ASCAP) ... 17		Some Kind Of Friend (Townsway/Angela — BMI) ... 78	You And I (Four Way — ASCAP) ... 24
Heart Of The Night (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI/ASCAP) ... 56		Something To Grab For (Ric Ocacek — BMI) ... 63	You Are In My (Science Lab/Green Star — ASCAP) ... 90
Heart To Heart (Milk Money/Genevieve — ASCAP/Foster Frees — BMI) ... 57			You Can't Hurry Love (Stone Age — BMI) ... 36
Hungry Like The Wolf (Tritec Ltd.) ... 7			You Got Lucky (Gone Gator/Wild Gator — ASCAP) ... 93
			Your Love Is Driving (Warner Bros./Benline — ASCAP) ... 35



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

Toto, CBS Big Winners At 25th Grammy Awards

by Michael Glynn

LOS ANGELES — There were early indications that it could well be Toto's night at the 25th Anniversary Grammy Awards ceremonies. During the pre-telecast presentations at the Shrine Auditorium here Feb. 23, members of the L.A.-based Columbia recording group received honors for Best Vocal and Best Instrumental Arrangement (Two or More Voices), and an affiliated award, Best Engineered Recording, Non-Classical, went to the "Toto IV" LP.

When all was said and done after the five hour program (the final three hours of which were broadcast by CBS-TV), the soft rock and pop septet had racked up five Grammys, including Album of the Year ("Toto IV"), Record of the Year ("Rosanna") and Producer of the Year. If the Best Engineered Recording Grammy is counted, the band tied country singer Roger Miller's record for most individual awards in one year (6), which he achieved in 1965.

Toto guitarist Steve Lukather also shared in the Best R&B Song Grammy for



SEVEN GRAMMYS IN TOTO AT 25TH AWARDS — Members of Columbia recording group Toto were responsible for seven Grammys in all at the 25th Anniversary Grammy Awards show at the Shrine Auditorium presentations in Los Angeles Feb. 23. Pictured backstage after winning Album of the Year honors are (l-r): Toto members Jeff Porcaro, Steve Porcaro, Mike Porcaro, David Paich, Dave Hungate, Bobby Kimball and Steve Lukather. *Cash Box photo by Barbara Pickles*

"Turn Your Love Around" with co-authors Jay Graydon and Bill Champlin. Toto and its members were nominated for nine Grammys.

The other big winner at the Silver Anniversary Grammy presentations was neither an individual artist nor a group but CBS Records, as acts and recordings on CBS and associated labels piled up a total of 21 of the 62 overall awards. The Columbia label alone accounted for 17 of those

wins, as major awards went to Men At Work (Best New Artist), Marvin Gaye (Best R&B Vocal Performance, Male) and Willie Nelson (Best Country Vocal Performance, Male).

Film composer John Williams added three more Grammys this year to his 11 previous awards, all for his score from *E.T.* — *The Extra-Terrestrial*, including Best Instrumental Composition for the theme

(continued on page 10)

Home Computers Focus Of '83 ITA Update Conference

by Jim Bessman

NEW YORK — The 13th annual International Tape/Disc Assn. (ITA) seminar, themed "Audio/Video Update — 1983," will focus on the marketing of home video, video games and computers when it convenes on March 6 at the Diplomat Hotel in Hollywood, Fla. Nine sessions and four workshops will cover the entire range of audio/video, communications and entertainment industry, and over 30 ITA member companies will be on hand with state-of-the-art product.

Among a host of topics on the four-day program agenda are three that are new to the spring seminars: video games, personal computers and computer software. The subject of personal computers took up half of the day-long "Update-'82" seminar in New York last November, when it was initially addressed (*Cash Box*, Nov 27, 1982). Computer-related questions to be raised in Hollywood include "Interactive Capabilities of Video Games and Computers/Is It Possible to Relate to Home Video?", "Will Increasing Popularity of Personal Com-

(continued on page 17)

Annual ASCAP Revenues Reach New High In '82

by Richard Imamura

LOS ANGELES — While 1982 saw the conclusion of the so-called Buffalo Broadcasting case that could conceivably destroy the blanket licensing system as it applies to local TV stations, it was nevertheless a good year revenue-wise for the American Society of Composers, Authors and Publishers (ASCAP).

Addressing the organization's West Coast membership meeting, Feb. 23 at the Beverly Hilton Hotel, ASCAP president Hal David reported that 1982 revenues were just under \$187 million, a jump of about 9.2% over 1981 and a new earnings record. (ASCAP annual revenues have increased steadily over the past several years, breaking the \$100 million mark in 1977.)

Domestic receipts of \$161.1 million increased 11.2% over the 1981 total of \$143.1 million. However, income from foreign sources increased just slightly, from \$25.82 million to \$25.89 million.

Overall, after deducting salaries and ex-

penses, ASCAP had \$125.8 million for domestic distribution. Of that total, \$122.9 million was distributed to ASCAP members or set aside for foreign societies, a 19% increase over the \$99.6 million in 1981. The 1982 payments were made in four quarterly distributions — \$22.8 million in March, \$25.8 million in June, \$30.0 million in September and \$44.3 million in December.

Foreign Distributions

Two distributions to foreign members of ASCAP were also made in 1982, in some cases paying out monies earned during 1980. The first foreign distribution, July 22, involved \$15.3 million divided in the following manner: England, \$7.2 million; France, \$3.1 million; Germany, \$2.5 million; Sweden, \$759,000; South Africa, \$331,000; and miscellaneous, \$1.4 million.

The second foreign distribution on Dec. 24 divided another \$15.4 million as follows: Canada, \$5.5 million; Australia, \$1.9 million; Italy, \$1.4 million; Japan, \$1.14 million; The Netherlands, \$1.09 million; Austria, \$731,000; Switzerland, \$627,000; Belgium, \$607,000; Spain, \$562,000; Mexico, \$389,000; Denmark, \$345,000; Argentina, \$294,000; Norway, \$258,000; Finland, \$214,000; and miscellaneous, \$266,000.

(continued on page 19)

RIAA Consumer Survey Details '79-'81 Changes

by Larry Riggs

NEW YORK — In the period from 1979-81, prerecorded cassettes increased significantly in popularity, active record buyers got older and country music became more popular. Already considered "common knowledge" in various industry circles, these were among the conclusions statistically confirmed in an industry-wide consumer survey released last week by the Recording Industry Assn. of America (RIAA).

The survey, conducted by NPD Research for the RIAA's 16-member market research committee, sampled 13,000 families nationwide and, perhaps more the types of prerecorded music configurations industry-wide effort in this area. (CBS and Warner Communications, Inc. have both done their own consumer surveys in the past.) "The (research) committee thought it would be important to get this," said Steve Traiman, RIAA executive director. "What the members do with it

remains to be seen."

In conducting the survey, NPD asked the 13,000 families to fill out diaries to record the types of prerecorded music configuration they bought and what kind of music they thought they were buying. "The research committee thought it was important to zero in on what people thought they were buying," said Traiman. "A lot of people, for example, might have put down 'Hooked On Classics' as a classical record."

Traiman also praised the demographic breakdown of the survey. "The diary sample was carefully structured to reflect the single family household, the two singles living together and all the breakdowns reported in the 1980 census," he said.

Survey Conclusions

Among the conclusions of the survey were:

- Sales of prerecorded cassettes jumped over the three-year period from 7% of the retail market in 1979 to 18% in 1981, and from 16% to 26% of the direct marketing sector. Cassettes purchased as gifts rose from 20% of all cassette purchases in 1979 to 23% in 1981.
- The 20-24 age group has become the single largest demographic that purchases

(continued on page 11)

Home Video Game Glut Forces Dealers To Be More Selective In Ordering

by Jeffrey Ressler

LOS ANGELES — Will Coleco's upcoming "Dracula" home video game cartridge be a big seller, or will customers go bats over Imagic's identically named version of the vampire legend instead? Are folks going to flip over Activision's aurally exciting "Dolphin" cartridge, or will jaws drop when Intellivision's "Shark! Shark!" hits cathode-ray competition? Can movie adaptations like Sega's *Marathon Man* and Wizard's *Texas Chainsaw Massacre* perform as well in game form as they did at the box office, or are software sophisticates going to opt for coin-op translations such as Parker Bros.' "Q*Bert" and Atari's "Dig Dug"?

With hundreds of new home video game cartridges for 1983 release previewed at last month's Winter Consumer Electronics Show (CES) in Las Vegas (*Cash Box*, Jan. 22), retailers will more than likely have a tough time deciding which ones will be the

big "hits." Besides the glut of fresh game product in the months ahead, store buyers may also be perplexed over the various third-generation hardware systems available — ColecoVision, the Atari 5200 SuperGame, and the forthcoming Intellivision III unit — and how to select the most popular cartridges for each. Adding to all the confusion, the fact that most of the game manufacturers have instituted complex returns and stock balancing plans — almost all on a "buy two, return one" basis — and the lingering problems of inaccurate release dates make it even more difficult to time orders properly.

Besides considering the various stock balancing and returns plans, retailers and distributors surveyed by *Cash Box* concluded there are three important factors to take into account when buying games from suppliers:

(continued on page 13)



PERMIAN PACT — MCA Distributing Corp. recently announced that it would commence distributing product by newly formed, Dallas-based Permian Records. Initial releases from the company, which will be headed by Chuck Robinson, are to come from Lynn Anderson and Katy Moffatt. The announcement came during a dinner at MCA Distributing's national convention held in Tucson, Ariz. Pictured at the event are (l-r): Sam Passamano, senior executive vice president, MCA Distributing; John Burns, vice president, sales, MCA Distributing; Moffatt; Al Bergamo, president, MCA Distributing; Anderson; Robinson; Gerald Margolis, executive vice president, legal affairs, Permian; Joe Petrone, executive vice president, sales and marketing, Permian; and Ed Spacek, independent promoter.

BUSINESS NOTES

NARM Lists Convention Seminars

NEW YORK — Six seminar sessions have been scheduled for Wednesday, April 13, at the 1983 National Assn. of Recording Merchandisers (NARM) Convention in Miami Beach. Three are video related, while the rest deal with increasing sales and profits through better merchandising techniques.

The video sessions are scheduled consecutively from 8:30 a.m. to 1 p.m. and run 90 minutes each. Gene Silverman, president of Video Trend, will chair "Merchandising Prerecorded Video Software," with panelists to include executives of the major studios that supply much of the video software and several music merchants who are already dealing in home video.

The second video session, "Integrating Video Games Into the Retail Record and Tape Store," will be chaired by James McCullaugh, editor, *Software Merchandising*. Panelist Joe Bressi, vice president, marketing, Stark/Camelot, will offer a slide presentation depicting methods of merchandising video games in traditional record outlets. The other panelists are Alan Levenson, Turtles Records and Tapes; Marianne Levitt, The Record Shop; and Mitchell Perliss, Show Industries.

Softsel's Richard Lionetti is chairman of the third video seminar, entitled "The Promises and Pitfalls of Home Computer Software." The other panel members are NARM retailers who have expanded into computer product.

The three merchandising seminars will run opposite the video sessions and deal with especially profitable product lines. Shelley Tirk, vice president, national sales, Kid Stuff Records, will chair "The Kiddie Business is Growing Up! Are You?" Retailers and rackers who have achieved success in merchandising children's product will fill out the panel.

Moss Music Group president Ira Moss will moderate "Classics: The Growth Music Business," with panelists to include John Harper, PolyGram Classics, Irwin Katz, RCA and retailers Stuart Schwartz, Harmony Hut, and Lou Garrett, Stark/Camelot.

Lee Cohen, Licorice Pizza's vice president, marketing, will chair "Alternative Product Lines: Today's Profit and Tomorrow's Potential," which will discuss all product other than prerecorded audio and video which are now being carried in record stores. He will present a slide show illustrating creative marketing techniques and will be aided by a panel consisting of retailers and rackers who have been successful in handling such accessory product.

PolyGram Bows Parachute Kiddie Line

LOS ANGELES — PolyGram Records will unveil initial product from its new full line children's label, Parachute Records, this month. Included in the release are 15 albums, under five different logos — Playskool; Richie Rich; Captain Cookie; Hot Fudge and Rainbow & Stars — according to PolyGram vice president of marketing Rick Bleiweiss.

Five albums are set to be shipped under the Playskool banner. Aimed at the preschooler, Playskool will capitalize on its reputation and familiarity as one of the largest manufacturers of children's toys. Playskool is a division of Milton Bradley.

Two Richie Rich albums, based on the well-known and wealthy comic book character, have also been set. Featuring Richie and his family in story and song, the albums are the latest vehicle for the comic book character, which also includes a #1 rated Saturday morning cartoon show on ABC-TV, *Richie Rich/Pac-Man*.

Four Hot Fudge albums are due, with original cast LPs, featuring the star of the successful syndicated children's TV show, Larry Santos, and his puppet characters.

Two Captain Cookie LPs will now showcase on vinyl the Minneapolis baker who creates his own brand of cookies, as well as writing and singing educational and motivational songs for children.

Two Rainbow & Stars albums will feature contemporary music with a message for children. The first album is "Rainbow Rock." Originally released under the name "Childstar," it sold thousands of copies by mail order in the state of Florida. The second album is entitled "Rainbow Country."

PolyGram will be releasing additional Playskool and Richie Rich albums later in the year, plus albums from LPs from Shari Lewis, Sweet Pickles (based on the highly successful children's book series) and other projects. Parachute product will be sold at a wholesale price competitive with major independent children's record companies. The line will be represented and sold to the pure toy and educational markets by A.A. Wonderland Records.

NARM Retail Committee Mulls Tape Packs

LOS ANGELES — During its recent meeting, the Retailers Advisory Committee of the National Assn. of Recording Merchandisers (NARM) applauded efforts by prerecorded music manufacturers to provide optional cassette packaging.

At that Feb. 16 meeting, committee members expressed four concerns relating to experimental packages they have reviewed. The prime concern was that the packages exhibit stong pilferage resistance with a rigid back and a fully secure joining of the plastic window around the cartridge. End and spine identification was another concern along with durability and the parallel availability of conventional cassette packaging.

The members of the Retailers Advisory Committee in attendance at the meeting included James Bonk, Stark/Camelot Music; Jerry Adams, Music Peddlers; Lou Fogelman, Music Plus; Bill Golden, Record Bar; Jim Greenwood, Licorice Pizza; Ira Heilicher, Great American Music; Roy Imber, Record World Stores; Tom Keenan, Everybody's Record Co.; Evan Lasky, DanJay Music; Mary Ann Levitt, The Record Shop; Ann Lief, Spec's Music; John Marmaduke, Hastings Books, Records & Video; Stu Schwartz, Harmony Hut; and Fred Traub, The Musicland Group.

ASCAP Sets Nashville Songwriter Workshop

NASHVILLE — The American Society of Composers, Authors and Publishers (ASCAP) has set its third Nashville Songwriter Workshop for six consecutive Tuesday evenings, beginning April 5, with ASCAP writers Wayland Holyfield and Ralph Murphy leading the free clinic. Slated for 7-9 p.m. each evening, the workshop is open to all writers regardless of performance agency affiliation.

The session will include special guest speakers from several areas of country music — composers, lyricists, publishers, producers, performers and arrangers — and participants' material will be critiqued by the session leaders. However, the workshop is limited to only 40 participants. Interested songwriters should send a resume, lyrics and cassette tape with two original songs to: ASCAP Country Workshop, Two Music Square West, Nashville, Tenn. 37203. Deadline for entry into the workshop is March 18, and accepted writers will be notified by March 28.

MARKET ANALYSIS

New York Dealers Confident On Eve Of Tower Opening

by Fred Goodman

NEW YORK — When Tower Records chief Russ Solomon last summer revealed plans to open an 18,000 square foot superstore here, speculation among local record merchants was that entry of the west coast-based retail powerhouse into the market might touch off a costly and protracted price war.

Still smarting from the effects of several years of cutthroat lowballing in the late '70s that forced specialty chains like Jimmys and mass merchandisers like Korvettes to seek protection in the bankruptcy courts, retailers here were concerned that an aggressive outfit like Tower might resort to deep discounting as the quickest way to establish its identity in the marketplace.

Now, with the projected opening of the new Tower outlet approximately a month away, most Manhattan retailers are confident that its debut will not upset the market's delicate equilibrium — and some even go so far as to say that Tower's presence in an already competitive retail scene may actually be good for business.

Increase Consumer Awareness

"In some ways, I think Tower will help us," said Marty Wilson, head buyer for the four J&R Music World stores, which are located on the same block across the street from City Hall in downtown Manhattan. "It's the kind of thing that will call attention to the record business and heighten consumer awareness."

Solomon, for his part, has tried to dispel

(continued on page 9)

Police Actions Nab \$65 Million In Illegal Goods In '82

LOS ANGELES — Illegal sound and video recordings and related manufacturing equipment worth more than \$65 million were confiscated in 1982 by FBI, state and local law enforcement with the help of the anti-piracy unit of the Recording Industry Assn. of America (RIAA).

The goods confiscated included record counterfeiting and audio/video duplicating machines; masters and raw material; and counterfeit, pirate and bootleg LPs, singles, 8-tracks, cassettes and videocassettes.

Seized in raids from the beaches of Southern California all the way to the swamps of Florida were 135,554 bootleg records, 46,155 pirate and counterfeit albums, singles, 8-tracks and cassettes; 13,065 audio masters, 500 videocassette masters and 5,000 pirate, counterfeit and bootleg labels.

\$350 Million In Lost Sales

Nevertheless, the RIAA estimated that the total economic loss to the recording industry during 1982 from the sale of illicit product was still more than \$350 million.

There were more than 52 major actions in 20 states during 1982, including 43 search warrants executed for sound recording piracy, counterfeiting and bootlegging. More than 36 arrests were made, and the criminal prosecutions of 73 individuals and corporations were also started last year.

In addition to the criminal prosecutions, appellate courts upheld several decisions and verdicts that re-affirmed constitutional applicability of various anti-piracy statutes.

Additionally, President Reagan signed into law the Piracy and Counterfeiting Amendments of 1982 (Pub. L. No. 97-180), which makes criminal penalties for record,

(continued on page 19)

REVIEWS

ALBUMS

FEATURE PICKS

POP

DIG THE NEW BREED — The Jam — Polydor/PolyGram PD-1-6365 — Producer: Peter Wilson — List: 8.98

Recorded during seven different gigs between 1977 and 1982, this live LP accurately captures the recently-disbanded mod rock combo's turbulent energy that earned them the mantle of "The New Who" some years back. Hoping to be more than merely "an account of songs played live" or a "greatest hits" type of disc, the Jam's swan song successfully achieves its desire to replicate a comprehensive jam, covering most of the trio's best work including "All Mod Cons," "That's Entertainment," "Going Underground" and "Set the House Ablaze," arranged in chronological order.

ART IN AMERICA — Pavillion/Epic BFZ 38517 — Producer: Eddy Offord — List: None — Bar Coded

FM airplay is beginning to pick up for this new artsy pop-rock triad's initial outing, produced by former Emerson, Lake & Palmer and Yes kingpin Eddy Offord, and radio programmers who haven't heard this material yet should waste no time in slapping it down on their turntables. This is dreamy, yet gripping, music that commands attention for both its philosophically probing lyrics and entrancing instrumental arrangements. An assist from The Dregs' nimble-fingered keyboardist Terry Lavitz lends further embellishment to this ensemble's promising repertoire, while the Roger Dean-like jacket illustration by Ioannis should instantly remind consumers of Offord's earlier masterpieces with Yes.

IS IT SAFE? — Ph.D. — Atlantic 80050-1 — Producers: Ph.D. — List: 8.98 — Bar Coded

Ph.D. is the *nom de plume* of two British musicians, vocalist Jim Diamond and keyboardist Tony Hymas, who scored last year with the single "I Won't Let You Down" from their self-titled reissued debut LP. On the team's second venture — like the first, all self-produced and self-composed — they're again joined by drummers Mark Craney and Simon Phillips for a series of tunes employing a variety of styles including soul ("Pretty Ladies"), techno-pop ("Changing Partners"), A/C ("New York City") and symphonic rock ("I Didn't Know"). Having played with several Brit blues bands, Hymas and Diamond obviously have their chops well honed, and while some of the material here is over-produced, much of it is extremely competent.

TOTAL CONTROL — Sound Barrier — MCA MCA-5396 — Producer: Skip Drlnkwater — List: 8.98 — Bar Coded

Influenced by Leadbelly, Jimi Hendrix and Chuck Berry, Sound Barrier seeks to play solid rock and roll with an R&B sensibility, but the result is more like a new heavy metal sound that could very well break another barrier in that genre. Even the most fervent brainbasher should get off numbers like "Rock Without The Roll," "Other Side" and "Don't Put Me On Hold," leaving more sensitive ears ringing for days. With rockers Terry Scott, Willie Phoenix and The Busboys earning names for themselves in the cliché world of modern music, Sound Barrier stands a good chance of making significant inroads in the white-hot metallurgist arena.

SUZY ANDREWS — X/Rocshire XR 0002 — Producers: Ingeborg and Peter Hauke — List: 8.98

Most of Andrews' vinyl bow is sung in

(continued on page 8)

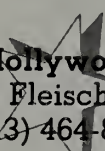
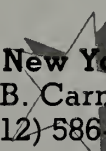
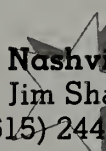

NARM '83 CHECKLIST

- Airline Tickets**
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Your advertising message in the 1983 **Cash Box** NARM issue is the best way to reach the entire retail sector. The high-volume record/tape/video/accessory merchandisers will be on hand for the convention and tuned into **Cash Box's** timely coverage.

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AD DEADLINE:

April 4, 1983

ISSUE DATE:

April 16, 1983

Bonus distribution at NARM April 10-14 Miami Beach, Florida

REVIEWS

(continued from page 6)

German, which isn't all that surprising considering the fact the LP was recorded in Deutschland, and its main selling points are cover versions of Trio's novelty hit "Da, Da, Da, I Don't Love You" and Falco's popular tune "Der Kommissar." Despite the language barrier, however, this is a lively collection of quirky Euro-pop tunes that's already receiving a positive response among Northeastern record buyers. The disc's finale, "Monotony In Germany," ends the set on an appropriate note, and its silly, Devo-like quality could win it some airplay on alternative airwaves. Other key cuts include the bouncy "Scandal" and the brooding "Born to Bleed," both sung in English.

STAR STRUCK — Original Motion Picture Soundtrack — Oz/A&M SP-4938 — Producer: Mark Moffatt, Phil Judd and others — List: 8.98 — Bar Coded

If you liked *The Rocky Horror Picture Show*, chances are you'll groove on *Star Struck*, a Down Under new wave musical comedy movie featuring tunes by some of Australia's fun-loving pop-rock bands such as Mental As Anything and The Swingers. The stars of the high camp, low-brow motion picture, Jo Kennedy and Ross O'Donovan, contribute the majority of LP tracks, and although O'Donovan's nasal intonations are embarrassing at best, Kennedy's Lene Lovich-esque warbling, infused with a Go-Go's exuberance, makes the vinyl worthwhile. Best tracks here are Kennedy's "Monkey In Me" and "Body and Soul," the latter song being the subject of a video receiving some exposure on MTV.

BLACK CONTEMPORARY

SURFACE THRILLS — The Temptations — Gordy 6032GL — Producers: Dennis Lambert and Steve Barril — List: 8.98

Following their stand on the top with last year's stunning "Reunion" LP, the legendary Temptations — minus founders Kendricks and Ruffin — put their best foot forward once more with this collection of searing dance floor selections, lovelorn ballads and even a potent "exercise chant" entitled "Bring Your Body Here," mixing workout instructions, rap lyrics, R&B bass plucking and the distinctive Temps harmonies in a cut that's a natural for aerobic classes. Funk fanciers will probably pick up on the title track, while fans who yearn for some of the group's classic sounds will revel in "Love On My Mind Tonight."

Gospel

SONGS FOR WORSHIP, VOLUME 1 — John Michael Talbot — Birdwing/Sparrow BWR 2044 — Producer: Billy Ray Hearn — List: 8.98

This collection of solemn, sacred songs performed by noted gospel artist John Michael Talbot serves as the first product in the launching of a new series delivering simple worship music with lyrics derived from the Bible and traditional liturgies used for festive holidays of worship. Several psalms, especially the familiar "I Am The Good Shepherd (Psalm 23)" and "Give Thanks to the Lord (Psalm 107)," gain a renewed depth and meaning when accompanied by Talbot's gentle guitar, and a separate songbook may also be utilized to drive the message home.

JAZZ

PROCESSION — Weather Report — Columbia FC 38427 — Producer: Zawinul — List: None — Bar Coded

Having played with such giants as Maynard Ferguson and Miles Davis, respectively, Weather Report's main meteorologists, Joe Zawinul and Wayne Shorter, have accumulated a keen sense of fusion aesthetics over the years, and on the team's most recent electric jazz outing, they feature five fiery instrumentals and a

single vocal track entitled "Where the Moon Goes" with accompaniment by Manhattan Transfer. Exotic rhythms and primo percussive work, not to mention the kinetic pipings of M.T., gives the latter tune its strength and may help boost it onto B/C as well as jazz charts.

NEW AND DEVELOPING

HORIZONTAL HOLD — Rodway — Millennium/RCA BXL1-7768 — Producer: Mark Liggett and Steve Rodway — List: 8.98 — Bar Coded



Steve Rodway's first single, "Don't Stop Trying," was able to penetrate a wide variety of formats, including Top 40, A/C, AOR, B/C and new music,

when it was released late last year. On his premiere long-player for Millennium, the synth-soaked singer continues his keen use of electronic instrumentation to accentuate his tales of emotion in a high-tech world. While his lyrics oft-times lapse into inane babble, Rodway's prowess on the synthesizer cannot be ignored, and on ditties such as "Don't Knock It 'Til You Try It" and "I'm So Electric," he should have little trouble convincing non-believers of his compu-keyboard talents.

SINGLES

OUT OF THE BOX



KENNY LOGGINS (Columbia 38-03555) **Welcome To Heartlight** (3:55) (Milk Money Music — ASCAP) (Kenny Loggins) (Producers: Bruce Botnick & Kenny Loggins)

Loggins gives his latest an island's milieu, at least in the opening, with jungle drumbeats surrounded by insect chattering. The body of the tune is an emotionally charged trip to the "heartlight" of love, capped by an almost tribal-sounding chorus.

NEW AND DEVELOPING

THE WHO (Warner Bros. 7-29731)

It's Hard (3:40) (Towser Tunes, Inc. — BMI) (Pete Townshend) (Producer: Glyn Johns)

The title track from the "It's Hard" LP is standard Who fare all the way. Though Daltrey ticks off plenty of reasons why life is so hard, Townshend's high harmonies and

NEW FACES TO WATCH



Rodway

When the Buggles came out with "Video Killed The Radio Star" in 1979, the song did more than usher in the video age and provide MTV with its first video clip. For 23-year-old Steve Rodway, then a budding musician in Kent, England, the tune provided "a take-off point" from which he would pursue a similar musical direction.

"The punk thing was dying out," recalls Rodway, whose debut album has just been released by Millennium. "I'd always felt that dance music was the wave of the future, and they were the only people doing anything like it. I didn't want to mimic the Buggles — I wanted even more synthesizers than they used — but they really started a fire in me."

Needing guidance, Rodway, who had been drummer and lead singer in several local bands and had already released an independent single, approached the Buggles' Trevor Horn with a demo of "I Am Electric," now the lead track of the new LP. Horn planned to co-produce an album for Rodway with ex-Foreigner producer John Sinclair. But after a month of rehearsals, Sinclair left for Los Angeles and the project came to a halt. Shortly thereafter, Rodway headed for New York.

"My little brush with Trevor and John gave me greater insight into electronic music," says Rodway, who had decided

that it was time to strike out on his own. "I came to New York and got to know the synthesizer more and more. I also tried out various radio formats, trying to learn what made hits in the U.S. and why it was so hard for an English record to make it here. I decided to listen to black radio in particular, and selected bits from songs that turned me on in developing my own dance music."

Rodway had previously been to New York to "check out the scene" and put together an earlier form of his current self-named band, learning that playing a few Gotham gigs was "a fantastic way of losing money." But by going back and forth between New York and England, he was able to hone songwriting through grafting the city's street music onto his own British pop leanings.

Then in March 1982, the Human League broke in America. Recalls Rodway: "There was this great feeling in the industry here that they had to have 'the British sound.' I could feel something huge."

Rodway had been doing session work in New York, and had also dropped off some original synthesizer-heavy tapes throughout the city. Producer Mark Liggett heard the tape and asked Rodway to participate in a dance session. "He was strong in the dance field and had produced 'Feel All Right' by Komiko, which I had picked up on earlier. He wanted me to come up with some songs with the object of making a pop record with synthesizers."

Eventually, Rodway and Liggett made a master of a new Rodway song entitled "Don't Stop Trying," which, besides being good enough to land an album deal with Millennium, went on to bridge Top 40, A/C, AOR, urban contemporary and new music radio formats when released as a seven-inch and 12-inch single last November. Like the other eight songs on Rodway's "Horizontal Hold" album, "Don't Stop Trying" takes a rather cynical but humorous look at modern love, with the singer/composer using as many as a dozen different synthesizers.

supportive guitar interlude smooth out the rough goings.

CHERI (21 Records TI 107)

Working Girl (3:55) (Hygroton Music, LoPressor Music and Gerapete Music — (PRO) Canada) (G. Hunt, P. Dowse) (Producers: Geraldine Hunt and Peter Dowse)

Cheri grew up the hard way, according to the words of "Working Girl," a tale most certainly not about a day job. Is she capable of finding real love in her vocation? Rosalind Milligan's seductive lead vocal and Amy Roslyn's LaBelle-like backup beg for a sequel.

McGUFFEY LANE (Atco 7-99908)

Doing It Right (2:38) (House of Gold Music — BMI) (W. Newton & D. Tyler) (Producers: M. Morgan & P. Warley)

In the second single from their "Let The Hard Times Roll" LP, McGuffey Lane favors a simple, unpretentious country love ballad. Backed with guitar and occasional piano flourishes, "Doing It Right" also has A/C crossover potential.

MIKE BATT (Epic 34-03594)

Love Makes You Crazy (3:38) (April Music — ASCAP) (M. Batt) (Producer: M. Batt)

A man living sometime in the indeterminate future sings of the phenomenon of love that "science has erased from the memory." Done up with jocular synthesizer backing, an ersatz echo and a rock-steady beat, "Love Makes You Crazy" makes it for AOR and modern rock formats.

TOMMY JAMES (21 Records T1 105)

Say Please (3:33) (Tommy James Music, Inc. — BMI) (T. James/D. Ciccone) (Producer: Tommy James)

Tommy James returns with a stern admonition in a basic rock format recalling earlier work. A chorus near the close even carries the vibrating vocal effect from "Crimson And Clover."

BLACK CONTEMPORARY

FONZI THORNTON (RCA JH-13454)

Beverly (3:59) (Fonzworth Music, Inc./IPM/Almo Music, Inc. — ASCAP) (A. Thornton — R. Wright) (Producers: Robert Wright and Fonzi Thornton)

Thornton penned the Ritchie Family's "I'll Do My Best For You Baby" and has sung backup for many top B/C acts. His debut single shows off all his talents in a clean, snazzy production highlighting his vocal variations.

GEORGE CLINTON (Capitol B-5201)

Atomic Dog (4:15) (Bridgeport Music — BMI) (Clinton, Shider, Spradley) (Producers: G. Clinton, T. Currier)

The latest stanza in Clinton's never-ending groove allegiance finds the commander and his cosmic funkateers mining the same techno-synth pulse employed on "Loopzilla," as the P-Funk crew enters the age of the steel wheels.

PERCY SLEDGE (Monument WS4 03612)

You Had To Be There (3:28) (ATV/Wingtip/Hobbler Music — BMI) (J. Fuller & J.N. Hobbs) (Producer: D. Johnson)

One of soul's greatest crooners places his special stamp on this MOR tune. Sledge hammers enough grit into the ballad to insure its integrity, propelling it smoothly through a sea of strings.

NEW AND DEVELOPING

THE DUKES (Atlantic 7-89869)

Survivor (3:32) (Blackwood Music/Pendulum Music/Rio Cartel Music — BMI) (D. Bugatti & F. Musker) (Producer: A. Mardin)

"Survivor" is an upbeat and fast-moving pop tune that features synthesizer and voice, box hooks in its intro. While it breaks no new ground, it should do well at Top



40 and neo-Top 40 radio stations. Look for immediate adds.

New York Dealers Confident On Eve Of Tower Opening

(Continued from page 6)

any notion that Tower will become the city's low price leader. "We want to be a good neighbor in the New York record community," he says, emphasizing that Tower has no plans to take over the market by pricing its competitors out of business. He said Tower's New York prices will be "competitive" and added that it would be "ludicrous to do it any other way."

Like its 30-odd sister stores in California, Oregon, Arizona, Nevada, Hawaii and the state of Washington, Tower New York will be a supermarket-style outlet characterized by a huge inventory of current hits and deep catalog. Located at the corner of Broadway and 4th Street in Greenwich Village, the four-story facility may well be the largest retail record store in the world. Inventory will include a complete video line (prerecorded and games) and some computer software, but the emphasis will be on records, according to Solomon. The chain will also operate a mail-order business out of its New York store.

While New York's lowball price wars are a thing of the past, competitive pricing remains a key element among retailers battling for a share of the market.

A spot check of New York chains encompassing 91 outlets found that the average shelf price for \$8.98 list albums was \$7.34. In the outlying suburbs, prices rose to approximate parity with the national average of \$8.15 (Cash Box, Jan. 29). Dealers operating both in New York City and the suburbs report a higher percentage of cassette sales in outlying areas. Conversely, 12-inch dance records remain almost strictly an urban phenomenon.

Fierce Competition

The fiercest price competition occurs in downtown Manhattan, where students make up a large segment of the clientele. There, J&R Music World and Record Factory were among the chains offering the lowest shelf prices (\$5.99 at J&R, and \$5.99 and \$6.49 at Record Factory for \$8.98 list product), while the six-store Disc-O-Mat web was midtown's low-end leader, charging \$5.99 and \$6.29 for \$8.98 list albums and tapes.

Prices for Record World/TSS outlets, located predominantly in the suburbs, average \$8.79, with prices slightly lower in New York City. Also charging \$8.79 is the Sam Goody chain, which has only five of its 32 outlets in the city. Other stores skewed

Robinson Named VP At IFPMP

NEW YORK — Irwin Robinson, president of Chappell Music and Intersong Music USA, has been elected a vice president of the International Federation of Popular Music Publishers (IFPMP) and will join that group's executive committee. A music business attorney and executive, Robinson also serves on the boards of the National Music Publishers Assn. (NMPA) and the American Society of Composers, Authors and Publishers (ASCAP).

Robinson replaces Leonard Feist, president of the NMPA, who recently resigned the IFPMP, reportedly to devote more time to domestic copyright-related issues like pending home taping legislation.

Cherry Lane Inks Burgie

LOS ANGELES — Cherry Lane Music Publishing Co., Inc. recently purchased the renewal rights to all the Irving Burgie songs recorded by Harry Belafonte. Also known as Lord Burgess, the songwriter has had more than 30 songs made famous by Belafonte, including "Day-O" and "Jamaica Farewell." Lane has also signed Burgie to an exclusive writer's contract for new material.

to the higher end are the 10 Crazy Eddie outlets and three King Karol stores.

"I find that these guys just don't make sense," said King Karol owner Ben Karol when queried about discounters operating in New York. "In my experience, our prices are fair (\$7.98 for an \$8.98 list LP). So many guys are just interested in turning over dollars. My bottom line is if I can't make money selling records, I'm closing. I'm not competing."

Even though Tower's entry into the market will surely intensify an already competitive retailing scene, most dealers here expressed a feeling of peaceful coexistence towards their new neighbor from the west.

One of the closest outlets to the Tower site is the Record Factory store on W. 8th Street. While co-owner Ike Ababy is concerned about the competition, he feels the neighborhood can support both outlets.

"Like any other competitor, Tower is some concern to us," said Ababy. "I don't want anyone to go in on top of us, and likewise, I wouldn't want to open up on top of anybody else. But a distance of four-and-a-half blocks is another world in Greenwich Village. I don't wish bad on them."

Expand Product Lines

While Tower will be concentrating on records, many established New York stores are looking to expand into other lines. J&R has already added a full line of computers, and is seeking another outlet to dedicate entirely to the line. The chain, which already operates stores dealing exclusively in video, jazz and classical recordings, is also mulling what could be the country's first audio cassette-only outlet.

Similarly, the Goody chain is already committed to computer hardware, with all 32 outlets carrying Atari, Commodore and Texas Instruments home computers as well as two different software lines. King Karol is not carrying computers, but the chain is carrying video games and accessories, and owner Karol is considering an expansion into telephones and reminder books.

In order to reach the large number of shoppers concentrated in New York, chains continue to advertise steadily. Among the most aggressive is Crazy Eddie, which saturates late-night local television with its hardware and record ads. But most dealers still prefer to split their advertising dollars between print and radio, although preferences vary from chain-to-chain.

"Our trend is towards print and away from radio," said John D'Antoni, buyer and advertising director for the six Discomat outlets. "We're doing a larger catalog business than ever before, and it's because that's what radio plays. But I think they'll get their act together." Despite his present disenchantment with the medium, D'Antoni added that he was looking for radio stations with a broad reach in New Jersey to advertise his two stores there, especially the chain's new outlet in the Westbelt Mall.

Because of the number of deep catalog outlets in the City, specialty advertising plays an abnormally large role. Goody, King Karol and J&R all sponsor classical radio programs, with J&R also sponsoring a jazz program and additionally supporting its jazz outlet with regular pull-outs in *The Village Voice*. But when it comes to hit product, most retailers agree that they aren't doing as much as they'd like because of a lack of label ad dollars.

"For pop, we're at the mercy of the record companies," said J&R's Wilson. "Their dollars are shrinking, and we're not going anywhere without them."

Karol agreed. "There's no record store in America that can afford to spend its own money on advertising," he said. "We are entirely dependent on manufacturers' dollars. We've even dropped our ad in the *Yellow Pages*."

TOP 30 ALBUMS

	Weeks On Chart		Weeks On Chart
1	2/26	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	1 13
2		TWO OF A KIND EARL KLUUGH/BOB JAMES (Capitol ST-12244)	2 18
3		DECEMBER GEORGE WINSTON (Windham Hill C-1025)	3 12
4		CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	4 19
5		QUARTET HERBIE HANCOCK (Columbia C2 38375)	7 6
6		INCOGNITO SPYRO GYRA (MCA-5268)	5 21
7		FINESSE JOHN KLEMMER (Musician/Elektra 9 60197-1)	11 4
8		RIT/2 LEE RITTENOUR (Elektra 9 60186-1)	6 15
9		LEARNING TO LOVE RODNEY FRANKLIN (Columbia FC 38198)	10 15
10		DAVE GRUSIN AND THE NY/LA DREAM BAND (GRP A1001)	14 3
11		CASCADES AZYMUTH (Milestone M-9109)	13 11
12		MUSIC SPOKEN HERE JOHN McLAUGHLIN (Warner Bros. 9 23723-1)	9 7
13		PETER ERSKINE (Contemporary 14010)	15 4
14		AS WE SPEAK DAVID SANBORN (Warner Bros. 9 23650-1)	8 36
15		OFFRAMP PAT METHENY GROUP (ECM-1-1216)	12 42
16		HOME AGAIN STANLEY TURRENTINE (Elektra 9 60201-1)	17 14
17		WINTER INTO SPRING GEORGE WINSTON (Windham Hill C-1019)	20 32
18		70 MILES YOUNG CHUCK MANGIONE (A&M SP-4911)	19 11
19		TOUR DE FORCE — "LIVE" AL DI MEOLA (Columbia FC 38373)	16 15
20		WELCOME TO MY LOVE DIANNE REEVES (Palo Alto PA 8026)	22 4
21		OFF THE TOP JIMMY SMITH (Musician/Elektra 9 60175-1)	21 28
22		WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1)	23 33
23		THE PARIS CONCERT, EDITION ONE BILL EVANS (Musician/Elektra 9 60164-1)	25 3
24		LIVE AT THE PLUGGED NICKEL MILES DAVIS (Columbia C2 38266)	18 16
25		RADIANCE JEFF TYZIK (Capitol ST-12224)	26 20
26		SHADOWFAX (Windham Hill C-1022)	27 3
27		SOLO QUARTET BOBBY HUTCHERSON (Contemporary 14009)	29 2
28		KENNY G (Arista AL 9608)	24 21
29		TOUCH THE FEELING STIX HOOPER (MCA-5374)	28 17
30		CHANCE ENCOUNTER RAMSEY LEWIS (Columbia FC 38294)	30 16

ON JAZZ

THE DOCTOR IS IN — Whether providing new material or reissues, label launchings are becoming increasingly rare. Running counter to the trend is the recently bowed Theresa Gramophone Co., headed by industry veteran **Bob Thiele**. First action by the outfit has been the reactivation of Thiele's Doctor Jazz imprint, and the label's first four titles offer a nice mix of music, covering both new and classic recordings. "Classic Tenors" features mandatory music by **Coleman Hawkins** and **Lester Young**, recorded by Thiele for the Signature label in '43 and out of print for several years. An auspicious debut, the re-release of "Classic Tenors" can only serve to whet the appetite of jazz listeners, no doubt hoping to see what other gems Thiele has in his vaults. Thiele's recent recording activities center upon his wife, vocalist **Teresa Brewer**. Two new recordings, "On The Road Again" featuring violinist **Stephane Grappelli** and "I Dig Big Band Singers," a medley album, should update Brewer's fans. Rounding out the initial batch is the self-titled "**Arnie Lawrence And Treasure Island**."

PSI STRIKES AGAIN — With another batch of Japanese Verve Imports on the way, PolyGram Special Imports (PSI) has been mining its European connections, releasing 18 new titles over the last four weeks. For any other outfit, a heavy release schedule like this would be big news, but for PSI it's just business as usual (getting spoiled, aren't we?). From Germany comes six new additions to the Enja catalog and four from ECM. Despite their Munich address, Enja is doing as fine a job as any American label of recording some of New York's finest jazz musicians. Saxophonist **Bennie Wallace** appears destined to be ignored in this country despite his tremendous abilities as a soloist. While the U.S. is missing the boat, Enja obviously is not. His sixth album for the label, "Big Jim's Tango," teams him with drummer **Elvin Jones** and bassist **Dave Holland**. Also adding to his growing Enja catalog is guitarist **John Scofield**, whose "Out Like A Light" once again features the trio of **Steve Swallow** and **Adam Nussbaum**. Newcomers to the label are saxophonist **Jane Ira Bloom**, fronting a fine quartet with pianist **Fred Hersch**, drummer **Ed Blackwell** and bassist **Charlie Haden** on her "Mighty Lights" LP; percussionist **Jerry Gonzales & The Fat Apache Band** sports their special brand of Latin/Bronx jazz fusion on "The River Is Deep." The self-titled debut album by **The Slickphonics** features experimentalists **Mark Helias** and **Roy Anderson** in a funk bag; and "**Jon Hendricks**" finds the great jazz singer sans his vocalizing family. . . . The latest batch of titles from ECM finds PSI picking up more titles than one previously expected to see on ECM/Warner Bros. Most notable are "Opening Night" by trumpeter **Enrico Rava** and "Skylight" by the trio of pianist **Art Lande**, vibraphonist **Dave Samuels** and multi-instrumentalist **Paul McCandless**. Also available is "A Molde Concert" by bassist **Arild Anderson**, with pianist **John Taylor**, guitarist **Bill Frisell**, and drummer **Alphonse Mouzon**, and "Winterreise," a guitar-oriented album by **Hajo Weber** and **Ulrich Ingenbold**. Down in Italy, the Milan-based axis of Black Saint/Soul Note is also churning out a steady stream of recordings by some of the more adventurous American musicians. Just out are: "Revue" by **The World Saxophone Quartet**; "The Flame" by **Steve Lacy**, a bass-less trio featuring **Bobby Few** and **Dennis Charles**; "Invitation" by **The Billy Bang Quintet**; "Life Rays" by the trio of vibraphonist **Walt Dickerson**, bassist **Sirone** and drummer **Andrew Cyrille**; "Reincarnation" by **The Mingus Dynasty**; "Judy's Bounce" by saxophonist **Jemeel Moondoc**; "The Kill" by clarinetist **Peter Kuhn**; and "**Lillian Terry Meets Tommy Flanagan**." **fred goodman**

MCA Revenues Up In '82 Behind Film Successes

LOS ANGELES — Following the fourth quarter and year ended Dec. 31, 1982, MCA, Inc. has reported the highest revenues, operating income and net income in its history, attributing much of its growth to the success of such films as Steven Spielberg's *E.T. The Extra-Terrestrial*, along with *On Golden Pond* and *The Best Little Whorehouse In Texas*.

Although overall revenue and income was up in 1982, MCA's Records and Music Publishing division registered losses in both revenue and operating income.

Total revenues for the company in 1982 were \$1.58 billion, up 16% over \$1.3 billion in 1981. Operating income for last year was \$251 million, up 65% over \$87 million for the previous year, while net income for 1982 was \$176 million, or \$3.69 per share, up 49% over \$89 million, or \$1.88 a share, in 1981. Revenues for the fourth quarter 1982 were also up considerably, with revenues rising to \$438.9 million, 29.5% up over \$338.8 million in 1981, and operating income was \$57.7 million, up 481% over \$12 million for the previous year. Net income was \$39 million, or \$.82 per share, in

the fourth quarter, up 276.6% over \$14.1 million, or \$.30 per share, for 1981.

In a prepared statement, the company said that because of adverse affects of the economic environment, earnings in the Records and Music Publishing division were down six percent for the year and five percent for the fourth quarter. Revenues for the division in 1982 were \$165.9 million, down 5.7% from \$175 million in 1981. Operating income for the year dropped four percent to \$24 million compared to \$25 million in 1981. Although operating income for records and music publishing rose 12% to \$7.8 million in 1982, compared to \$7 million in 1981, revenues dropped five percent to \$47.6 million compared to \$49.7 million in the previous year.

It was clearly the theatrical film entertainment division that buoyed MCA revenues and operating income last year, as the division posted \$608.7 million in revenue, almost doubling the \$313 million registered in 1981. Operating income for the division was \$211.9 million in 1982, compared to \$71.9 million in 1981. Fourth quarter figures show a substantial rise in revenue, jumping to \$131.7 million in 1982, up 239.5% over \$55 million in 1981. Operating income recovered from the loss column in 1982, rising to \$33 million in the fourth quarter, compared to a \$3.8 million deficit last year.

Toto, CBS Dominate Grammys

(continued from page 5)

"Flying," Best Album of an Original Score and Best Arrangement of an instrumental recording. Another Steven Spielberg film, *Raiders Of The Lost Ark*, figured in a Grammy win as "Raiders . . . : The Movie On Record" won for Best Spoken Word, Documentary or Drama Recording.

Dreamgirls beat out competition from both *Cats* and *Nine* to win as Best Cast Show Album, as the showstopping number from that musical, "And I Am Telling You I'm Not Going," earned Jennifer Holliday Best R&B Vocal Performance, Female. Video of the Year went to *Olivia Physical*, starring Olivia Newton-John, who was beaten out in the Best Pop Vocal Performance, Female category by Melissa Manchester in a surprising win for the single "You Sould Hear How She Talks About You."

Single most honored composition of the evening was "Always On My Mind," which not only helped earn Nelson Best Male Country Vocal Performance, but brought the songwriter's awards for Best Country Song and Song of the Year to authors

Johnny Christopher, Mark James and Wayne Carson.

Coincidentally, a number of Grammy show performers who were also award nominees this year turned out to be victorious. Joe Cocker and Jennifer Warnes won Best Pop Performance by a Duo or Group with Vocal for the #1 single "Up Where We Belong" following a rendition of the song from the motion picture *An Officer And A Gentleman*, which brought the pair a standing ovation. Gaye received an ovation even before he launched into a performance of the double award winner "Sexual Healing," which not only took the Best R&B Male Vocal Performance Grammy, but Best R&B Instrumental Performance for the version without vocal.

RCA recording group Alabama picked up Best Country Performance by a Duo or Group with Vocal for its "Mountain Music" LP shortly after whipping through "Gonna Have A Party," as jazz great Miles Davis did likewise towards the close of the show, silently accepting Best Jazz Instrumental Performance, Soloist for the "We Want Miles" album following a performance of the track "Jean Pierre" from that LP. Ditto for Men At Work, which ran back onstage to receive the Best New Artists Award after playing the hit "Down Under."

However, performer Linda Ronstadt, who marched through the title track from her "Get Closer" LP, was beaten out for Best Rock Vocal Performance, Female, by Pat Benatar, one of the few who were not present to accept an award this year. Other winners in the rock field included John Cougar, Best Male Rock Vocalist for his "Hurts So Good" single, and Survivor, winning top duo or group plaudits for its *Rocky III* theme single "Eye Of The Tiger."

Bright young comic Eddie Murphy — whose career, like many others, was launched by *Saturday Night Live* — took his loss in the Best Comedy Recording category (to Richard Pryor's "Live On Sunset Strip") with mock seriousness, vowing not to leave until he'd gotten a Grammy himself. Murphy made good on his promise sometime later, when he ran out on stage during Lionel Richie's acceptance speech for Best Pop Vocal Performance, Male, grabbing the Grammy Richie received for "Truly" and running offstage, breaking the audience up.

As previously reported, the Recording

(continued on page 19)

EXECUTIVES ON THE MOVE

Changes At Columbia — Jonathan Dolgen has been named senior executive vice president of Columbia Pictures, assuming the duties of Victor A. Kaufman in supervising the business activities of the movie studio. Kaufman was recently named chairman and chief executive of a proposed new studio being organized by Columbia, CBS Inc., and Home Box Office Inc. Dolgen will also retain his current responsibilities as president of Columbia Pictures Pay Cable and Home Entertainment Group.

Morrison Appointed — Rick Morrison has been named membership representative for the American Society of Composers, Authors and Publishers (ASCAP). Prior to his appointment he worked as an account executive in ASCAP's radio department.

Medlin Named — De-Lite Records has appointed Joe Medlin sales director in charge of sales, merchandising and marketing on a national level. He was previously with Polydor Records, heading up their national gospel division.

RCA Names Kriss — The appointment of Judi Kriss as manager, artist development, of RCA Records, Nashville has been announced. She joins RCA Records from Hearst/ABC Video Services, where she was manager, affiliate operations, of the new cable network that is a joint venture of the Hearst Corporation and the American Broadcasting Company.

Changes At Benson — The Benson Company has announced the appointment of David Spear as church marketing coordinator. He is a graduate of John Brown University, and while there he worked on the marketing staff of the school as director/arranger for JoySong, public relations performing group sponsored by JBU. And Jan Binkley has been named to the radio promotion staff. She has been working with both WDCN and WSM-TV, as well as the McDowell Building Corporation, all of Nashville.

Gay Appointed — The Benson Company has announced the promotion of Mike Gay to telephone sales supervisor. He has been with the Benson Company since 1981, in Florida, later joining the staff in the Nashville office as a telephone sales representative.

Norman Named — Indigo Music Corporation announced the appointment of Rebecca Norman as a promotion assistant. Prior to joining the staff at Indigo, she worked with PolyGram Records in Dallas.

Changes At MTI — Magnetic Tape International has appointed three national sales managers to direct marketing efforts in video games, computer products, and audio/video cassettes: Joe Stalteri, formerly with Ampex Stereo Tapes and BASF, has been named national sales manager of audio/video cassettes. Joel A. Abrams, formerly with Sharp Electronics and Bohse!, has been named national sales manager of computer products. Dick Moe, formerly with Wham-O, has been named national sales manager of video games.

Image Names Three — Image Consultants in Los Angeles has named Babs Stock and Barbara Rosenbluth as marketing coordinators. Philip Cramer has also joined the ranks as product coordinator. Stock was formerly with A&M Records in Texas as their retail promotion director and Rosenbluth was most recently with PolyGram Records in San Francisco where she was singles coordinator.

Gentry Joins Country Club — Deirdre Gentry, former music director and air personality with KRQR and KSFX, and until recently a KPRI DJ, has joined the newly reopened Country Club in Los Angeles.

Changes At Lavender — The Shorty Lavender Talent Agency Inc., has announced the addition of Ray Singer and Claudia Maddux, Singer in the capacity as an agent and Maddux as an administrative assistant. In addition to these additions, Cheryl Ballard has been promoted to executive assistant.

Atari Dismisses 1700; Production Relocated Abroad

LOS ANGELES — Atari, Inc., the company that launched the video game phenomenon, announced last week it is dismissing 1,700 employees from Northern California plants and moving much of its manufacturing operations to Hong Kong and Taiwan in an effort to cut production costs. Six hundred workers were laid off concurrent with last week's announcement, with the remainder of the dismissals continuing through mid-summer.

As a result of the re-organization, practically all of the firm's home-computer division and consumer products group manufacturing will be shifted to different areas, while Atari's corporate staff, administration, marketing, research and development divisions — as well as the manufacturing plants for prototypes and coin-operated games — are remaining at their Silicon Valley locations. Major readjustments will also be made to step up production at the company's El Paso, Tex. and Puerto Rico facilities. Although Atari spokespersons would not publicly estimate how much money would be saved by changing locations, some financial analysts have projected computer and game console production expenditures could be sliced by as much as 40% on per unit costs due to the off-shore move.

Affected by the changes are production of the Atari 400, 800 and 1200 computer lines and the new \$90 "My First Computer" peripheral for the popular 2600 VCS home vid game system, all of which now will be

made overseas rather than in the U.S. The company's third-generation 5200 "SuperGame" console manufacturing operation is also being moved from Northern California to an El Paso plant previously involved primarily with the making of game cartridges. Software will continue being produced by Atari's El Paso work force, and game cartridge output will be upped at the firm's Puerto Rico factory. According to company vice president Bruce Entin, production of game and computer hardware in the Far East should pick up "simultaneously" with the dismissals at the Silicon Valley plants.

Citing the high prices of labor, real estate and taxes in California, Entin said the move to the Far East has been under consideration for about a year. Several of the company's competitors in the computer and game fields — including Mattel, Apple, Tandy and Commodore — have already instituted extensive production facilities in Asia, where production costs are deemed substantially less than in the United States.

Last week's announcement was the latest in a series of shake-ups for the video game giant which began last Dec. 8 when parent company Warner Communications Inc. gave word that final quarter earnings for 1982 would be lower than expected due to soft sales of coin-op equipment and the emergence of several other home video game soft- and hard-ware manufacturers into the amusement field. A letter to shareholders last week from Warner Chairman Steven J. Ross targeted "excess retail inventories of game cartridges and an increasingly competitive marketplace" as the main reasons for Atari's profit decline.

—Jeffrey Ressler

Grammy Promotion Materials Available

LOS ANGELES — On the heels of this year's Grammy Awards show (see separate story, page 5), the National Assn. of Recording Merchandisers (NARM) will begin mailing its Grammy-related merchandising material Monday, March 1. "For the first time around, the Grammy promotion has been a tremendous success," said Dan Davis, NARM vice president. "The entire first wave of materials has been 'sold out,' so to speak."

Included in the "first wave" of materials to be sent out to NARM's regular and associate members starting March 1 are 50,000 flats each for Grammy winners in the pop, R&B, country and rock fields, plus another 100,000 generic Grammy flats. Also, NARM is supplying "Grammy Winner" stickers for individual LP or singles and ad mats with camera-ready art for various types of print advertising.

For more information on these Grammy promotional materials, call Stan Silverman of NARM at (609) 424-7404.

AM-FM Battle Dominates Action At 14th Country Radio Seminar

by Tom Roland

NASHVILLE — The battle for supremacy in the country market between AM and FM emerged as the dominant topic of the 14th annual Country Radio Seminar Feb. 17-19 at the Opryland Hotel, accentuating the disparate programming philosophies that have led to the development of both traditional full-service AM radio and the newly created "three-in-a-row" FM format.

Some 620 registrants attended the seminar, representing 46 states plus the District of Columbia and Canada, showing a slight increase over last year's attendance of 580, and with press and speakers, total attendance pushed past the 700 figure.

The emphasis on the two separate bands was never more clearly defined than in two back-to-back sessions — "AM Country Radio: It's Alive And Kickin'" and "FM Country Radio: Is There Life After 3-In-A-Row?" — in which programmers alternately praised their own bands in opposition to the competition. While most formats are facing a substantial decline on the AM band, country continues to prove effective in many markets. Each of the panelists in the AM session — Jack Armstrong, WCII/Louisville; Rob Baxter, WMAV/Springfield, Ill.; and Gary Havens, WIRE/Indianapolis — indicated that their particular strength could be attributed to a well-rounded identity as full-service music stations.

Armstrong noted that WCII had proven

formidable by adapting AM positives — personality and information — into a blend that had received a high profile in the marketplace, adding that AM stations still hold a 44 Arbitron share in the Kentucky Derby city. Havens, whose WIRE was among those stations that originally tested the AM stereo signal, also asserted that AM stations should begin to prepare for future innovations in signal transmissions instead of dwelling on the band's previous shortcomings.

The most flamboyant panelist was former KCQB/San Diego programmer Gerry Cagle, who has since joined the force of San Francisco rocker KFRC. Cagle suggested that "the major problem in AM radio is the people in AM radio," adding that a negative attitude toward their own stations on the part of AM personnel has allowed the FM band to take advantage of AM's weaknesses (primarily the lack of a current stereo signal). Cagle further admitted that the AM has its sore points, but he stated that programmers should recognize those problems and program in a manner that will compensate for them, implying that AM programmers have been so active in lamenting the decline of the band that they have allowed further erosion by their neglect in programming. "A person who programs an AM station is a genius," he said. "It does not take a genius to program an FM station."

Jukebox Approach

The majority of the panelists in the FM

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RIAA Study Profiles Record Consumers

(continued from page 5)

prerecorded music, accounting for 27% of the sales in 1981, up from 23% in 1979. Following closely, the 25-34 age group accounted for 26% of the sales in 1981, up from 25% in 1979. The biggest drop occurred among teenagers, with the 15-19 group accounting for 18% of the sales in 1981, down from 23% in 1979. The balance of the 1981 purchases showed five percent of the market in the 10-14 age group and 24% among those 35 years and older.

- Rock remains the most popular form of prerecorded music, accounting for 43% of all retail sales in 1981, up from 42% in 1979, and 29% of the direct marketing sales in 1981. In the same period of time, country music made strong gains, accounting for 14% of retail sales in 1981, up from 9% in 1979, and 24% of the direct marketing sector in 1981, up from 10% in 1979. On the other hand, black/disco music dropped from 14% of the retail market in 1979 to 7% in 1981. Classical music increased from 4% of the direct marketing sector in 1979 to 7% in 1981.

- Music specialty stores have emerged as the dominant medium for sales of prerecorded music, accounting for 47% of all sales in 1981, up from 45% in 1979. The music stores easily outdistanced mass merchandisers, direct marketing firms, record clubs and other miscellaneous outlets.

- Males buy even more of the music than they did three years ago. Males accounted for 57% of all sales in 1981, up from 54% in 1979. However, in the direct marketing sector, females took the lead in 1981, accounting for 52% of these sales.

Consumer Profile

Significant differences also emerged in the 1981 consumer profiles based on music type in the combined retail and direct marketing sectors. The rock consumer grew older, with 61% of that music purchased by 15-24 year olds, and 55% purchased by 20-24 year olds. The rock buyers also tended to be white, male and located in the Northeast. The country

profile was older, with 71% of buyers 25 or older. This consumer was also white, predominantly female and located in the South. Classical and pop/easy-listening music was purchased by older buyers. The black/disco consumer was younger than the average. Eighty-one percent of all purchases were made by non-whites. The jazz profile also tended to have more non-white representation and was weighted toward the 25-34 and 35+ age groups.

At the NARM convention this April in Miami Beach, Jerry Shulman, director of market research and planning at CBS Records and a member of the RIAA market research committee, will give a 1982 update of the NPD survey.

Unit Shipments Down

A separate RIAA study also concluded that unit shipments declined 13% from 683 million units to 594 million units in the three-year span. Retail dollar values of these shipments declined from \$3.68 billion to \$3.63 billion in the three years. Adjusted for inflation, the drop in real dollars was nine percent.

"I'd like to caution against multiplying these figures against the total retail sales at the consumer level reported in the NPD survey," said Traiman. "These are the manufacturers' shipments from market-side and do not reflect consumer purchases."

In addition to Shulman, the RIAA market research committee includes Mickey Kapp and Jay Eliasberg, WCI; Dave Steffens, A&M Records; Sandy Sweedo, Capitol Records; Mike Weisberger, CBS Records; Stan Naus and Jerry Yeager, Columbia House; Richard Johnson and Vincent Cosgrave, MCA Records; Alan Grunblatt and Bruce Meltzer, RCA Records; Jim Lewis, PolyGram Records; Rick Pardo, Boardwalk Records; Tony Szabo, BBW Records; and Bud Katzel, Accord/Townhouse Records.

Copies of the NPD study are available from the RIAA, 888 Seventh Avenue, New York, N.Y. 10106. The telephone number is (212) 765-4330.

Scharff Vid Music Truck Gets A New Look, New Dates

NEW YORK — After a busy year that took it from the rock-, funk- and reggae-filled Jamaican World Music Festival to the Dominican Republic and Frank Sinatra, to NBC's *Bob Hope Special* and the *Live From the Met* opera series, Scharff Communication's Video Music Truck took a well-deserved break for renovations.

One year old, Scharff's Video Music Truck has provided remote 24-track audio recording facilities for Joe Jackson, Peter Tosh, Squeeze, Rick James and the Grateful Dead at the Jamaican World Music Festival, for Frank Sinatra, Buddy Rich, Santana and Heart for the Concert For The Americas, *Live From The Met* and Lena Horne. Among the other projects the mobile unit has been involved in for broadcast and cable TV are NBC's *Bob Hope Special*, PBS' *La Boheme* with Luciano Pavarotti and Home Box Office's production of *Camelot* with Richard Harris.

According to Scharff, the recording of Sinatra's premiere performance at Altos de Chavon in the Dominican Republic was particularly noteworthy, as the modular design of the Video Music Truck's audio system allowed the company to ship its entire contents to the Caribbean for the event, setting a precedent for location audio.

"Our goal in refurbishing the truck was to improve its comfort and appearance while retaining the flexibility to handle such diverse shows as in Jamaica and the Dominican Republic," said company president Peter Scharff, pointing out that improvements called for the installation of



new carpet and paneling, a refrigerator and new equipment cabinetry, handled by Forecast Installations, as well as a fresh coat of paint for the exterior of the truck.

Since completion of the reconditioning, the truck has been used to record *In Concert At The Met*, with Placido Domingo, Sherill Milnes and James Levine at New York's Metropolitan Opera House, in addition to the Feb. 2 television presentation of *Live From The Lincoln Center*, where Scharff digitally recorded a performance by Zubin Mehta and the New York Philharmonic of Beethoven's Ninth Symphony for RCA Red Seal Digital Records.

For the latter, Scharff utilized two 3M 32-track digital machines, augmented by an Ampex MM-1200 24-track analog recorder. Jay David Saks and Thomas Shepard produced the recording for RCA, while Paul Goodman engineered. Scharff's crew included engineer-in-charge Aaron Brown; chief engineer Gary Rotta and assistant engineer Bob Aldridge.

First U.S. Sales Of Sony 24-Track Digital Recording Unit Announced

NEW YORK — As part of the worldwide delivery of its professional multi-track digital recorder, Sony is scheduled to ship the PCM-3324 to several U.S. companies during the first half of 1983, according to Sony professional audio products division general manager Nick Morris.

Morris stated that Digital Services, a Houston-based audio equipment rental firm, purchased the first system outside of Japan. According to John Moran, president of Digital Services, the PCM-3324 will be based in the company's Nashville branch and will be available to clients throughout the U.S. Digital Services has supplied equipment to clients in Miami, New York, Chicago, Houston and other cities, as well as Nashville.

The first project booked on the PCM-3324 was a videotape soundtrack recording at New York's Atlantic Records studios. This will be followed by recording of an album by Neil Young at Nashville's House of David studios, and a Frank Zappa project in Los Angeles.

The PCM-3324 records full 24-channel audio in addition to separate SMPTE time code and internal control tracks. The machine uses 1/2-inch tape and includes two analog audio tracks designed as part of the system to allow simple razor blade editing. Dynamic range of the PCM-3324 is greater than 90 dB and frequency response is absolutely flat from 20 Hz to 20KHz. Harmonic distortion is less than 0.05% with immeasurable wow and flutter.

SESSION MIX

Hollywood sessions of late have included saxmeister Tom Scott, laying down tracks for his new Elektra/Asylum single "Winds Of War" at **Group IV Recording**. **Hank Cicalo** engineered with **Steve Bruger** assisting.

In Nashville, Warner Bros. recording artist Johnny Lee is continuing work on his album at **Emerald Sound**, with **Jimmy Bowen** producing and **Steve Tillisch** engineering. Word recording group The Florida Boys has also been in at the studio for a project produced by **Ken Harding** and engineered by **Russ Martin**.

Over at the **Music Mill**, **Harold Shedd** has been finishing a new album by Mel Tillis, with **Jim Cotton** engineering. Shedd has also been cutting new tracks with Mariow Tackett, **Joe Scalfie** and Cotton engineering. Also at the Mill, **Ron Haffkine** is working on a single and album with Dr. Hook, **Scaife** engineering, with Charly McClain and Mickey Gilley working on LPs as well, **Lou Bradley** engineering. Bradley himself has been busy mixing sides on

Donna Fargo, **Stan Silver** producing, while also engineering for Tommy Boyce and Margo Smith.

Producer **Ron Chancey**, who has worked extensively with the Oak Ridge Boys, completed mixing not long ago on a project by Sam Neely for MCA at Music Mill. Neely's single, "The Party's Over (Everybody's Gone)," is a tribute to the final episode of the CBS-TV series *M*A*S*H*, airing Feb. 28.

At **Music City Music Hall**, Vern Gosdin wrapped up work on his debut album for Compeat Records, with producer **Blake Mevis**. **Bill Harris** was the engineer. Also at Music Hall were RCA labelmates Tommy St. John, Eddy Arnold and Charley Pride, all finishing singles with producer **Norro Wilson**. Harris engineered the sessions for Arnold and Pride, while **Bill Vandevort** was behind the boards for St. John. Pride's band, The Texas Vocal Company, was also in with producer Mevis. Producer **Tom Collins** also wrapped up work on Sylvia's next single (also for RCA), with Harris engineering.

'Der Kommissar' Cover Battle Heats Up At Radio

by Jeffrey Ressler

LOS ANGELES — Unlikely as it may sound, a European rap record called "Der Kommissar" is the subject of an intense "cover battle" in the U.S. that has four different versions vying for attention. The original rendition, sung in German by its Austrian composer, Falco, has been released domestically by A&M and has caused quite a sensation in dance clubs across the country, while an English-language version performed by Epic recording act After The Fire has been making significant strides in both sales and radio airplay, bulleting on this week's **Cash Box** Pop Singles chart at #51. Last fall, Ronnie Jones covered the tune for Chalet Records, and most recently it was set on vinyl by Suzy Andrews for the Rocshire-affiliated X Records label. Overseas, the song has been recorded by two different Italian groups and one French band, in addition to Falco's original.

While cover battles usually end up in a no-win stalemate situation or the dominance of just one version, both A&M and Epic are involved in some intense promotional competition pitching their respective versions of the song. To date, A&M reports selling 40,000 copies of a 12-inch single of "Der Kommissar" by Falco, with the 7-inch single just having shipped and an LP including the composition rushed for release early this month. Epic sources claimed After The Fire's product has sold nearly 60,000 7-inch singles, 12,000 12-inch singles and 20,000 albums at presstime. Rocshire stated that its single by Suzy Andrews has passed the 7,000 mark, with approximately 5,000-6,000 LPs purchased so far.

Radio adds on the cut have also been the topic of heated competition, as Epic sources indicated 115 AOR stations have

WCI Record Group Joins CD Derby

NEW YORK — Recordings on Warner Bros., Atlantic, and Elektra/Asylum Records will be released on digital audio discs when the compact disc configuration bows in Europe this month and in the U.S. later in the year. Although no specific figure was available, initial releases were understood to number around 24, to be culled largely from pop and rock recordings. WEA will market and distribute the discs, to be manufactured in West Germany by PolyGram.

"WCI is proud once again to be in the forefront of a major technological advance in the reproduction of prerecorded music," said Steve Ross, Warner Communications Inc. (WCI) chairman and chief executive officer, in making the announcement. "With the digital audio disc, the WCI Record Group and its artists will be able to deliver to consumers the finest quality recorded sound in a format that is virtually indestructible."

In a joint statement, label chairman Mo Ostin of Warner Bros., Ahmet Ertegun of Atlantic, Bob Krasnow of Elektra, Nesuhi Ertegun of WEA International, and WEA Corp. president and Henry Droz said, "We are all very pleased to be involved in the inception of the compact disc launch in Europe and in the United States. We believe that both our artists and the consumer will share our enthusiasm for this new format and the enhanced musical and listening opportunities it represents."

The digital audio disc is a single-sided 4.7-inch compact disc containing an entire LP on its one side. Sound is digitally encoded on the plastic disc without grooves, and the disc is read by a laser beam that imposes no pressure and subsequently no wear.

gone with After The Fire so far. A&M says it has garnered 50 Album-oriented rock outlets, and Andrews' label lays claim to 12 AOR connections. "We'll win the battle on radio, and that means we're going to win the war," one Epic insider said confidently. However, Rocshire vice president of A&R and promotion Bud Samuels said that several stations, including Detroit's WADX and Seattle's KNDQ, have bumped After The Fire's version off their playlists in favor of the Andrews cut. The radio brouhaha came to its absurd apogee recently when new music FMer KROQ, during DJ Jed The Fish's afternoon slot, held a "Battle of 'Der Kommissar'" listener phone-in contest in which all four American-released versions of the song were played back-to-back. Hands-down winner, by a 3-to-1 margin, was Falco's original track. "Sure, the KROQs of the world may think it's real hip to play the German version," remarked the Epic source, "but it's clear the English-speaking version will hold out for most of radio."

Promotional tactics by the different labels touting their own versions of the dance-oriented rocker vary greatly. Epic, for example, has reportedly spent "not one penny" for print or radio advertising for After The Fire's cover, while A&M promo man Steve Resnick has said his company plans "a strong advertising posture for Falco, with the bulk of it due when the album comes out." A&M has already taken out radio spots boasting Falco's "Der Kommissar" is the original. Rocshire is promoting Andrews' version by servicing dance clubs with a 12" single of the tune, as well as alerting consumers via a message on the LP's jacket that the album is pressed on high-quality Teldec vinyl.

According to the Epic source, there's been a tremendous commitment in terms of promotion but not in dollars because it's "too early in the campaign to allocate an ad budget. "We made sure urban contemporary stations paid attention to the single right out of the box," he said, "the same as we did with The Clash, in Memphis, Boston, Atlanta and L.A., and that helped us to bring in the other formats."

CBS Records Issues Statement On Imports

NEW YORK — CBS Records has informed its customers that the sale of all imported copies of recordings on which CBS holds the copyright must be authorized by CBS in America.

In a letter sent to all CBS customers, (dated Feb. 18), the company cited Section 602 of the U.S. Copyright Law, which provides that a sound copyright is infringed if copies or phonorecords of the copyrighted work manufactured outside the U.S. are imported into the U.S. without the permission of the U.S. copyright owner. CBS's letter holds that the statute applies to anyone who distributes or sells imported product, as well as the importer.

Prior to its policy statement, CBS had filed suit against two record distributors for importation of product on which it holds the copyrights. One suit, against Important Records Distributors, Inc. of Jamaica, N.Y. was settled without litigation (**Cash Box**, August 7, 1982). The other, against Scorpio Records of Philadelphia, is still pending.

Both of those suits were aimed specifically against parallel imports, although the CBS letter does not limit itself to product that is presently available in the U.S. Additionally, CBS cautioned its customers that copyrights covering a particular recording may be controlled by different owners in different countries and that no assumptions regarding ownership should be made.

CBS further encouraged all customers to contact the company to find out whether imported titles they are buying have been authorized. Any requests for direct impor-

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COAST TO COAST

EAST COASTINGS — New York's nightlife got a jolt last week when the NYPD's recently formed Social Club Task Force raided several downtown after-hours clubs, including The Nursery, VIP Lounge, AM/FM and The Crisco. The clubs were all charged with serving liquor after hours. . . . **Arif Mardin** will produce the next **Kool & The Gang** record. . . . An item in this column last week mistakenly reported that **Earth Wind & Fire** is producing vocalist **Madonna**. Actually, the singer is being produced by **Reggie Lucas**, and Earth, Wind & Fire is producing **Level 42**. . . . Still no decision on where **The Bongos** will wind up, although the group is jawing with both RCA and Warner Bros. By-the-by, the group recently appeared at the refurbished Paramount on Staten Island. The movie theater has been converted to a massive dance club and has been offering



GLORIA GOLD — Atlantic Records hosted a party at a New York restaurant for **Laura Branigan**, whose single "Gloria" was recently certified gold by the Recording Industry Assn. of America (RIAA). Branigan was also nominated for a Grammy award. Pictured at the fete are (l-r): **Doug Morris**, president, Atlantic; **Branigan**; and **Ahmet Ertegun**, chairman, Atlantic.

fare ranging from **Bow Wow Wow** to **Man-o-war**. . . . Congrats to former Peppermint Lounge publicist **Nancy Schwartz**, who will now be working the other side of the street as editor of *Tiger Beat*. . . . Athens, Ga. producer **Bruce Baxter** (**The B-52's**, **Brains** and **Pylon**) is set to release his own record, "Middle Of The Night," on his own label, Cheap Producer Records. The label will be distributed by the Atlanta-based Landslide Records. . . . Warner Bros. has picked up **Bobby Stewart's** 12-inch, "Copyright On Love." Originally released on New York's S.O.S. label, the disc is being remixed for a March release. . . . Strange bedfellows: look for a rap adaptation of a **Cat Stevens'** tune on Tommy Boy titled "Salsa Smurf". . . . **Bob Dylan** joined his former backup musicians **Rick Danko** and **Levon Helm** for an impromptu set at The Lone Star last week. Also in at the Lone Star recently were **The Osmond Brothers**, and while we weren't there to see it, we hear the club's bar sold more milk than beer. . . . Cotillion Records has inked 15-year-old Washington, D.C. wunderkind **Johnny Gill**, reportedly at the urging of the equally youthful **Stacy Lattisaw**. His debut LP will be produced by **Freddie Perren**. . . . Columbia will release "The Final Cut (A Requiem For A Post-War Dream)" by **Pink Floyd** in mid-March. Accompanying the release of the album will be a 15-minute promotional film featuring three songs. . . . **U2** hits these shores in April for a two-month tour in support of its new (and outstanding) album, "War". . . . Editions EG has bowed a new Collectors Edition label for re-issuing half-speed masters of **King Crimson's** back catalog. The \$8.98 list series debuts with "In The Court Of The Crimson King," "Red" and "Larks' Tongues In Aspic." Future releases will include the heretofore domestically unavailable "A Young Person's Guide To King Crimson." The double album compilation will include its original 20 page booklet and list for \$11.98. Distribution is by JEM. . . . What did we do to deserve this? While going through the mail the other day we came upon a picture single entitled "Punks, Get Off the Grass" by Egg Lady **Edith Massey**. Manufactured by Thunderbolt Records of Torrance, Calif., the disc's flip-side features a unique cover of "Big Girls Don't Cry." And it's supposed to be so hard to get a record deal. . . . After an absence of several years, **Eric Clapton** is back on the road in support of his new album, "Money And Cigarettes," on his new label, Warner Bros. We were fortunate enough to catch his New Jersey show last week, and elated to hear him playing with more than a healthy dose of the old fire. Aside from the obvious house-rockers like "Layla," "Let It Rain" and "Cocaine," the guitarist lit into some of his less flashy material, such as "Wonderful Tonight" and "I Shot the Sheriff," and practically tore the roof off the Byrne arena with a sizzling blues medley. After a protracted fallow period, it was great to hear the master up to form.

fred goodman

POINTS WEST — Word has it one of radio's most reliable tip sheets, *The Gavin Report*, was purchased from founder **Bill Gavin** by his editorial staff headed by **Ron Fell** and **Dave Sholln**. Gavin himself will reportedly stay on board as consultant. . . . The bulk of the American Mango catalog is being deleted by Island and replaced with a new series of 17 LPs entitled "Reggae Greats," featuring early material from **Steel Pulse**, **Bunny Waller**, **Pablo Moses**, **Lee Perry** and others. The anthology, compiled by L.A. reggaeman **Roger Steffens** in London last month, is set to be out in late spring/early summer. Also due from Island/Mango: an American pressing of **Michael Smith's** dub-poetry album "Me Cyann Believe It," co-produced by **Linton Kwesi Johnson** and **Dennis Bovell**, and the compilation disc, "Crucial Reggae Driven by **Sly (Dunbar)** and **Robbie (Shakespeare)**," including **Jimmy Riley's** "Sexual Healing," "Johnny Dollar" by the **Rolands** and the **Mighty Diamonds'** "Pass the Kouchie". . . . Rhino Records is hosting a listening party at Club Lingerie March 2 for its "L.A. Rockabilly" platter compiled by **Art Fein**, and the **Red Devils**, **Paladins** and **Famous Figures** are skedded to play following a serving of 1950s-style hors d'oeuvres. The prodigious indie label is also due to release "The Heart and Soul of Rock 'n' Roll," a budget-priced compilation LP featuring L.A.'s AM oldies station KRLA's favorite '60s tunes, such as **Bobby Fuller Four's** "I Fought The Law" and "Land Of 1,000 Dances" by **Cannibal and the Headhunters**. Part of the royalties are earmarked for the Special Olympics. . . . Though it was expected to be released in early January, **Bruce Springsteen & The E Street Band's** next album is undergoing some revisions and probably won't be out for some time. But we did hear that one of the killer cuts being worked on is a rocker known as "Born in the U.S.A." In related news, Springsteen was under serious



EVERY VIDEODISC IN STOCK — **Nickelodeon Records, Tapes & Video** in the Century City Shopping Mall in Century City, Calif., prides itself on carrying virtually every videodisc title made, in both the laser and CED formats. According to buyer **Chaz Austin**, the store does excellent business selling the discs.

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Home Video Game Glut Forces Dealers To Be More Selective In Ordering

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1) Be selective, use discretion and buy less, rather than more, of titles not yet determined to be hits. "We tell our clients to take their time and order just two to six units of a new title, not a dozen of them," says Barry Shrier of Costa Mesa, Calif.-based Middle West Distributors. "It's better to lose a sale than to have a cartridge sit on the shelves forever."

2) Make sure the cartridges ordered are getting comprehensive advertising support from the manufacturer. "Don't go heavy on any cartridge without major promotional and marketing pushes," warns Record Bar's Reade White-Spinner.

3) Thoroughly research and examine each individual title to make sure the game is one with compelling competitive qualities, exciting graphics and a strong theme. Many amusement game retailers are beginning to subscribe to newsletters such as Electronic Games' *Arcade Express* and *The Video Game Update*, as well as consumer-oriented magazines on the topic, to get better acquainted with the product, keep on top of upcoming releases and check out advertising campaigns.

Difficult Task

"Video game buyers have a very difficult task on their hands," adds White-Spinner, who says retailers are going to be forced to "cherry-pick vendors" and be "very selective" concerning new titles in order to assure selling through. "It's going to be kind of overwhelming with so many different systems around."

Among the new cartridges, she sees the biggest sellers being "Ms. Pac-Man" and "Centipede" (Atari), "Seaquest" (Activision) and "Tutankham" (Parker Bros.) for the Atari VCS 2600 system, and "Qix" for the Atari 5200 console. White-Spinner reports that although the 5200 and 2600 will probably retain "a lion's share of the market for quite a long time," shipments of the 5200 software and hardware line appear stalled. "Out of the six software titles I ordered for the 5200, I've only gotten one," she explains. "The rest are on back order, but I'm not holding my breath."

According to Dave Mount, national sales manager of video for WEA, which distributes Atari product to record retailers, 5200 equipment will be hard to come by until April, and until then buyers will have to "hunt" to find the advanced games. "We've already sold out of our first quarter allocation of hardware, and the software situation is tight," says Mount. Not wanting to create frustration for dealers, Mount said his team is concentrating on selling new titles for the 2600, such as "Ms. Pac-Man," "Phoenix" and "Fireworld," rather than building up back orders for 5200 stock. "Rather than selling what we don't have, we're concentrating on what we have."

Large Demand

Stark/Camelot's Dwight Montjar says he's been seeing a "pretty large" demand for 5200 equipment, but a short supply as well. "People who have the system want every cartridge they can get their hands on," he exclaims, "but we've only gotten partial shipments." Los Angeles-headquartered City One Stop's Mitch Perliss concurs. "There's certainly a demand for the 5200 at stores," comments Perliss, "but we just can't get product for it. I got the hardware a month ago, but I've been to three distributors, and nobody is expecting any software in the foreseeable future. Ironically enough, we have the opposite problem with Coleco; there's a lot of cartridges but no hardware."

Perliss says he's discovered a lot over this past year about better buying, on an "as needed basis" vs. stocking complete catalogs. "We learned that at some point we'd rather be out of a title than

overstocked; it was really the *E.T.* and *Raiders of the Lost Ark* carts that left bad tastes in everybody's mouths about overstocking." In Perliss' opinion, among the future hot sellers will be Activision's "Keystone Kapers," Atari's "Ms. Pac-Man" ("so much better than the 'Pac-Man' for VCS") and Coleco's "Donkey Kong Jr." Like more and more home video game buyers, he says he won't handle most games unless he's been given a chance to play them before ordering. "First of all," he explains, "unless it's an arcade game adaptation, we won't consider it until we see it, and even then it's iffy because some arcade games just don't translate well to the VCS format. We have a group of three or four 'gameaholics' here, so to speak, who also play the games and do further investigation."

The City One Stop purchaser admits that "the only way we'll buy from the smaller manufacturers as if their game is already a hit or if we're guaranteed protection through the distributor." He adds that his supplier, in tandem with Data Age, has given him complete return privileges on the new "Journey Escapes" cartridge, which is the first rock 'n' roll home video game. "It's just like the old record company days," Perliss exclaims. "If we don't sell them, we can return them for the full price, with no dating required."

More Selective Buying

Stark/Camelot's Montjar is also becoming more selective about the games he gets for his outlets. "We're not buying everything that comes out anymore," he states, "although we were at one time." Referring to the sheer volume of titles announced at CES, Montjar says, "It's all guesswork now. You can use every type of business logic, but you can never really tell where the next hits are coming from. Retailers are going to have to look at a few things, including the companies' overall track records, the advertising and promotion behind each release, and even go as far as asking salesmen for demo cartridges to examine the graphics and playability of the game."

Lee Blasucci of Sound Video offers all product lines to his customers, including most of the "minor labels" like Tigervision, Telesys and Spectravision, but nevertheless advises customers to "watch where the advertising is spent" when buying in on cartridges. Among the "hits" this year, Blasucci predicts that Mattel's "BurgerTime," Activision's "Keystone Kapers" and Coleco's "Rocky" and "Football" games will receive an enthusiastic response from consumers.

Although the selection of popular games will be a trying matter for retailers, some are hoping that the sundry returns policies instituted by most manufacturers (except Coleco) will help even out inventories. However, though the stock balancing and returns programs are being hailed as a progressive move by gamemakers, the topic is still embroiled with controversy because so many of the programs are extremely complex.

"These programs are so involved that they become a nightmare for everybody — manufacturers, distributors and retailers," says Shrier of Middle West, which covers over 50 accounts with game-related merchandise. Record Bar's White-Spinner agrees that there are "just too many rules from the manufacturer that only encourage heavy inventory on the retail end." She states the one-return-for-two-purchases deals are "going to have to change because they're too cumbersome. Putting bad on top of bad has never helped anyone." Although he admits that the returns and stock-balancing plans are "confusing," Stark/Camelot's Montjar says

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TOP 15 ALBUMS

Spiritual

	Weeks On Chart	2/26
1 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	3	43
2 UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time	1	23
3 YOU BROUGHT THE SUNSHINE THE CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	4	17
4 THE JOY OF THE LORD IS MY STRENGTH DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospel Records PL-16008) "Pass Me Not"	6	7
5 EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA VOL. II (Myrrh MSB 6700) "I Know A Man"	5	23
6 PRECIOUS LORD AL GREEN (Hi/Myrrh MSB-6702) Title Cut	2	30
7 BROTHER TO BROTHER WILLIAMS BROTHERS (Myrrh MSB 6717) "Call Him Up"	7	32
8 I FEEL LIKE GOIN' ON KEITH PRINGLE (Hope Song HS-2001) Title Cut	9	3
9 THE RICHARD SMALLWOOD SINGERS (Onyx/Benson R3803) "I Love The Lord"	11	24
10 SINCERELY THE CLARK SISTERS (New Birth Records NEW-7058) "Name It, Claim It"	10	5
11 WHEN ALL GOD'S CHILDREN GET TOGETHER REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	8	64
12 IT'S GONNA RAIN MILTON BRUNSON (Myrrh MSB 6695) Title Cut	12	43
13 MIRACLE MAN MIGHTY CLOUDS OF JOY (Myrrh MSB 6694) "Built Me A Cabin In Glory"	13	2
14 LORD MAKE ME OVER THE BENNY CUMMINGS SINGERS (New Birth Records NEW-7057) "Hold Out"	14	7
15 THE GOSPEL MUSIC WORKSHOP OF AMERICA MASS CHOIR (Savoy SGL-7081) Unavailable At Press Time	—	—

Inspirational

	Weeks On Chart	2/26
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	1	42
2 STAND BY THE POWER IMPERIALS (Dayspring DST-4100) Unavailable At Press Time	2	17
3 LIFT UP THE LORD SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	3	27
4 PEACE IN THE VALLEY B.J. THOMAS (Myrrh MSB-6710) Unavailable At Press Time	5	7
5 THE LIVE CONCERT DON FRANCISCO (Newpax NP 33128) Unavailable At Press Time	6	6
6 AMAZING GRACE B.J. THOMAS (Myrrh 6675) Title Cut	4	80
7 MORE POWER TO YA PETRA (Star Song SSR0045) Unavailable At Press Time	10	7
8 SPIRIT WINGS JONI EARECKSON (Word WSB-8878) Unavailable At Press Time	8	8
9 PRIORITY IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	9	44
10 I SAW THE LORD DALLAS HOLM (Greentree R3723) Title Cut	11	64
11 MAINSTREAM MICHAEL AND STORMIE OMARTIAN (Sparrow SPR1060) "Praise His Name And See It Happen"	12	2
12 STEP OUT OF THE NIGHT ANDRUS BLACKWOOD AND CO. (Greentree R3942) Title Cut	14	2
13 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA-5330) Unavailable At Press Time	13	2
14 THE VERY BEST OF THE IMPERIALS (Dayspring SST 4025) "Same Old-Fashioned Way"	7	60
15 STUBBORN LOVE KATHY TROCCOLI (Reunion Records RRA-0001) Title Cut	—	1

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



WORD TO RECEIVE ENGLISH TRANSLATION — Joe English recently signed an exclusive long-term recording contract with Word Records, with the artist's first product under the new agreement expected for release in June on the Myrrh label. A former drummer for Paul McCartney & Wings, English has had two gospel releases on Refuge Records. Pictured are (l-r): Ken Harding, executive director, A&R, Word/Nashville; Dan Raines, Word; English; and Ray Nenow, English's manager.

TOP 15 VIDEO GAMES

	Weeks On 2/26 Chart	
1 RIVER RAID Activision AX020	2	8
2 PITFALL! Activision AX018	1	14
3 FROGGER Parker Brothers 5300	3	14
4 VANGUARD Atari CX2669	4	6
5 ZAXXON Coleco 2435	6	14
6 DONKEY KONG Coleco 2451	5	14
7 SPIDER FIGHTER Activision AX021	8	4
8 REAL SPORTS: FOOTBALL Atari CX2668	7	5
9 DRAGONFIRE Imagic 3611	10	3
10 DEMON ATTACK Imagic 3200	12	14
11 REAL SPORTS: BASEBALL Atari CX2640	11	14
12 MEGAMANIA Activision AX017	9	14
13 MS. PAC-MAN Atari CX2675	—	1
14 MOUSE TRAP Coleco 2419	15	4
15 RAIDERS OF THE LOST ARK Atari CX265	13	14

COMPILED FROM: Alta — Phoenix • Disc-O-Mat — New York City • 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, Seattle • Crazy Eddie — New York City • Video Store — Cincinnati • Turtles — Atlanta • Radio 437 — Bala Cynwyd • Wonderful World of Video — Chattanooga • Entertainment Systems — Phoenix • Lieberman — Kansas City • Day Jay — Denver • Cavages — Buffalo • Tower — Sacramento, Seattle • Wherehouse — Los Angeles • Camelot — Kansas City, Dayton, Cincinnati, St. Louis, Chicago, Indianapolis

TOP 15 MIDLINES

	Weeks On 2/26 Chart	
1 LOOK SHARP! Joe Jackson (A&M SP-6-4907)	1	24
2 TAPESTRY Carole King (Epic PE 34946)	3	29
3 THE DOORS (Elektra EKS 74007)	2	33
4 THE CARS (Elektra 6E 135)	6	4
5 SO FAR Crosby, Stills, Nash & Young (Atlantic SD-19119)	4	24
6 LET THERE BE ROCK AC/DC (Atco SD-36151)	5	12
7 PIANO MAN Billy Joel (Columbia PC 32455)	7	7
8 FLEETWOOD MAC (Reprise MSK 2281)	9	7
9 SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 33137)	10	18
10 WHO ARE YOU? The Who (MCA 3050)	11	4
11 MEATY, BEATY, BIG AND BOUNCY The Who (MCA 37001)	13	5
12 SUPER HITS Marvin Gaye (Motown 301)	14	6
13 WINELIGHT Grover Washington, Jr. (Elektra 6E 305)	15	2
14 LED ZEPPELIN (IV) Atlantic SD 19129	—	1
15 ROCK 'N ROLL, VOLUME I The Beatles (Capitol SN/16020)	8	4

COMPILED FROM: Licorice Pizza — Los Angeles • Cavages — Buffalo • Dan Jay Music — Denver • Lieberman — Portland • Musicland — St. Louis • Karma — Indianapolis • Peaches Records — Cincinnati, Columbus • Charts — Phoenix • FGary's — Virginia • Sound Video, Unltd. — Chicago • Record Theatre — Cincinnati • Tower Records — Sacramento, San Diego, Seattle • Disc-O-Mat — New York City • Massachusetts One-Stop — Boston.



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 ERIC CLAPTON | 8 MUSICAL YOUTH |
| 2 EARTH, WIND & FIRE | 9 DEXYS MIDNIGHT RUNNERS |
| 3 GOLDEN EARRING | 10 OAK RIDGE BOYS |
| 4 TRIUMPH | 11 BRYAN ADAMS |
| 5 GREG KIHN BAND | 12 JOHN ANDERSON |
| 6 BERLIN | 13 MERLE HAGGARD/WILLIE NELSON |
| 7 NIGHT RANGER | 14 DeBARGE |
| | 15 THOMAS DOLBY |

NORTHEAST 1.

- 1 EARTH, WIND & FIRE
- 2 ERIC CLAPTON
- 3 GREG KIHN BAND
- 4 DEXYS MIDNIGHT RUNNERS
- 5 DIRE STRAITS
- 6 DeBARGE
- 7 BERLIN
- 8 TRIUMPH
- 9 GOLDEN EARRING
- 10 MUSICAL YOUTH

SOUTHEAST 2.

- 1 ERIC CLAPTON
- 2 EARTH, WIND & FIRE
- 3 GREG KIHN BAND
- 4 JOHN ANDERSON
- 5 GOLDEN EARRING
- 6 NIGHT RANGER
- 7 OAK RIDGE BOYS
- 8 MELISSA MANCHESTER
- 9 DEXYS MIDNIGHT RUNNERS
- 10 BERLIN

BALTIMORE/ WASHINGTON 3.

- 1 EARTH, WIND & FIRE
- 2 TRIUMPH
- 3 ERIC CLAPTON
- 4 ANGELA BOFILL
- 5 GAP BAND
- 6 GOLDEN EARRING
- 7 BERLIN
- 8 DeBARGE
- 9 BARBRA STREISAND
- 10 FRIDA

WEST 4.

- 1 EARTH, WIND & FIRE
- 2 GREG KIHN BAND
- 3 ERIC CLAPTON
- 4 THOMAS DOLBY
- 5 BERLIN
- 6 GOLDEN EARRING
- 7 MUSICAL YOUTH
- 8 TRIUMPH
- 9 DEXYS MIDNIGHT RUNNERS
- 10 NIGHT RANGER

MIDWEST 5.

- 1 ERIC CLAPTON
- 2 GOLDEN EARRING
- 3 EARTH, WIND & FIRE
- 4 TRIUMPH
- 5 GREG KIHN BAND
- 6 DEXYS MIDNIGHT RUNNERS
- 7 BRYAN ADAMS
- 8 BERLIN
- 9 NIGHT RANGER
- 10 MUSICAL YOUTH

NORTH CENTRAL 6.

- 1 OAK RIDGE BOYS
- 2 TRIUMPH
- 3 MERLE HAGGARD/WILLIE NELSON
- 4 MUSICAL YOUTH
- 5 ERIC CLAPTON
- 6 GOLDEN EARRING
- 7 NIGHT RANGER
- 8 JOANIE GREGGAINS
- 9 BRYAN ADAMS
- 10 HOOKED ON SWING II

DENVER/PHOENIX 7.

- 1 ERIC CLAPTON
- 2 BERLIN
- 3 GREG KIHN BAND
- 4 EARTH, WIND & FIRE
- 5 GOLDEN EARRING
- 6 ULTRAVOX
- 7 NIGHT RANGER
- 8 TRIUMPH
- 9 DAZZ BAND
- 10 MUSICAL YOUTH

SOUTH CENTRAL 8.

- 1 EARTH, WIND & FIRE
- 2 NIGHT RANGER
- 3 JOHN ANDERSON
- 4 ERIC CLAPTON
- 5 HANK WILLIAMS, JR.
- 6 GREG KIHN BAND
- 7 VANDENBERG
- 8 TRIUMPH
- 9 OAK RIDGE BOYS
- 10 MERLE HAGGARD/WILLIE NELSON

WHAT'S IN-STORE

FANTASY FEEDBACK — Since the end of last year, Fantasy Records has been enclosing consumer response cards in its album releases in order to elicit point-of-purchase information and comments on the quality of the product. The label's press and public information director, **Terri Hinte**, reports that the response has exceeded all expectations, numbering "several thousand" comments received so far. Most of the returns have come by way of the month-old, 40-title Original Jazz Classics midline, which reissues Riverside and Prestige label product in the original packaging and has been supported with programs such as a recent \$3.99-sale co-op ad with **J&R Music World** in the *Village Voice*. "Some retailers report that all 40 titles are bought at once,"



CAT'S BOWL — A recent "Activision Super Bowl Tournament" at the Akron, Ohio, Grapevine Records & Tapes featured **WMMS/Cleveland DJ "Matt The Cat"** Lapczynski challenging seven customers on any of five games — "Pit-fall," "River Raid," "Spider Fighter," "Megamania" or "Sky Jinks." Sales of game carts doubled that day. Pictured are Lapczynski (r) and the three customers who beat him.

says Hinte in explaining the response from midline buyers. "We also get cards from people who say they've bought 15 at a time." Besides commenting on the product and saying where they bought it, consumers have been suggesting future reissues, some of which may surface in the forthcoming June release of 30 additional titles. The Latin jazz group **Azymuth** is also bringing in many responses, from its current Milestone release. Hinte says that since so many fans of the band want to know when it will tour the U.S., Fantasy is keeping their names on file and will notify them when a tour is set up. She adds that all respondents are immediately sent a copy of the label's catalog when their cards are received.

READING AND ROCKING — Countrywide Tape & Record Distributors, Inc. in Long Island last month began distributing rock books via a 92-title catalog. A special introductory offer entitles buyers to a five percent discount on the regular sales price through March 15, with no minimum order required. "I think record stores need a little pump," says Countrywide vice president **Kitty Koury**, stating her feeling that many youngsters are more prone to enter record stores than bookstores. She added that retailer interest to the new product line is such that "we received orders even before the catalog hit the street," and that a 13-title supplement is already being put together. The catalog asserts that "reading and rockin'" book buyers will also want to "rock and roll" to the subjects' recorded product, and that dealers will then "realize sales both ways."

GUARANTEED SALE REPORT — **Licorice Pizza's Lee Cohen** credits his chain's "store energy" for making its guaranteed sale program "enormously successful" in the last few months. "Our store people have called all the ones we've done recently, including **Joe Jackson**, **Culture Club**, **Musical Youth**, and now **Thompson Twins** and **Heaven 17**. When we find six or seven stores talking about the same record, we immediately approach the company for support." With that support, the guaranteed product is sale priced at \$5.99 and can be returned no-questions-asked if the buyer is disappointed. Cohen notes that all of the recent guaranteed items have gone Top Five at the chain long before they attained regional and national prominence.

NEW STORE OPENINGS — The Milwaukee-based **Mainstream Records** chain has recently increased to 10 stores with the addition of two outlets in Racine and one in Kenosha, Wis. To celebrate, Milwaukee's **Radio Doctors**, which services the chain, held a "Mainstream Record Riot" at Racine's Memorial Hall. Fashioned after Radio Doctors' own thrice-yearly Record Riots held at the State Fair Park in West Allie, the Racine Riot featured live broadcasting by **WQFM**, entertainment by local bands including popular **Wally Cleaver**, a waterbed giveaway and a pizza eating contest. . . The latest Licorice Pizza — No. 33 — has opened in Ventura, Calif., at the Donjon Plaza. Port Hueneme station **KACY-AM** did a live remote, and Santa Paula station **KKEX-FM** and Licorice Pizza gave away thousands of "I Love Ventura" bumper stickers. Free records, tape head cleaners and T-shirts were also handed out. The new store is managed by **Jeff Haines**.

POLYGRAM DOUBLES UP — PolyGram Records is bowing a "2*4*1" cassette series featuring two albums by one artist. Each tape lists for \$8.98, carries both of the original album covers on the front of the cassette, and is available in both open stock and spaghetti box packaging. The initial 12-cassette release contains single double-sets by **Jerry Lee Lewis**, **Tom T. Hall**, **Chuck Mangione**, **Rush**, **Rod Stewart**, **Atlanta Rhythm Section**, **Ted Nugent** and **The Amboy Dukes** and **The Statler Brothers**, as well as a pair of collections by **The Moody Blues** and **The Allman Brothers**. "Dancetrax, Vol. 1," a cassette dance compilation featuring **Junior**, **Stephanie Mills**, **The Gap Band**, **Cameo**, **Goodie** and **Kool & The Gang**, has also been released.

RCA OPENS NEW NORTHEAST WAREHOUSE — RCA Records has opened its fourth satellite distribution warehouse in its new nationwide distribution system. Like the other satellite warehouses in Sun Valley, Calif., Atlanta and Indianapolis, the new Allentown, Pa. facility is fully automated and computerized to provide overnight customer servicing of hit and new product. Containing 40,000 sq. ft. of space, the warehouse will supply the whole northeast region. Catalog product will be handled out of the Indianapolis national distribution facility, which contains the aforementioned satellite warehouse for hits and new product.

FUJI CLEANS UP — Fuji Photo Film U.S.A., Inc. is supporting dealers by advertising its audio and video cassettes nationwide this spring on such syndicated TV fare as *Family Feud*, *Greatest Sports Legends*, *Dance Fever* and *Midnight Special*. In addition, print ads will be taken out throughout the year in consumer publications geared to premium tape users including *Penthouse*, *Esquire*, *Video* and *Rolling Stone*. The ad campaigns are part of a spring sales drive that also includes "The Fuji Videotape Cash Clean-up" rebate program, which runs through April 30, and "The Fuji \$1,000 Challenge," which runs through April 15.

PAINT IT BLACK The Richmond, Va.-based **AJD Cap Company** has obtained the licenses for a pair of official **Rolling Stones'** 20th Anniversary Painter's Caps. Both caps feature the Stones' autographs, together with either the group's 20th anniversary emblem or that for its new concert movie, *Let's Spend The Night Together*. **AJD** president **Irving Joel** says that the local **Peaches** store sold out 48 pieces in two days, despite "extremely bad weather." The caps retail for \$3.95 and can be ordered at 3301 Castlewood Rd., Richmond, Va. 23234.

jim bessman



FOR WEEK OF FEBRUARY 23 - MARCH 2, 1983

Playlist

HEAVY

3-4 PLAYS PER DAY

ARTIST	CLIP	LABEL
Men At Work	Be Good Johnny	Columbia
Night Ranger	Don't Tell Me	Boardwalk
Golden Earring	Twilight Zone	21
Pretenders	Back On The Chain Gang	Sire
Red Rider	Light/Human Race	Capitol
Greg Kihn Band	Jeopardy	Beserkley
Def Leppard	Photograph	Mercury
Styx	Mr. Roboto	A&M
Dexys Midnight Runners	Come On Eileen	Mercury
Ric Ocasek	Something To Grab For	Geffen

MEDIUM

2-3 PLAYS PER DAY

ARTIST	CLIP	LABEL
Culture Club	Do You Really Want To Hurt Me	Virgin/Epic
Modern English	I Melt With You	Sire
Heaven 17	Let Me Go	Virgin/Arista
Duran Duran	Hungry Like The Wolf/Rio	Harvest
Joe Jackson	Breaking Us In Two	A&M
Total Coello	I Eat Cannibals	Chrysalis
INXS	The One Thing	Atco
Triumph	A World Of Fantasy	RCA
Flxx	Red Skies	MCA
Thompson Twins	Lies	Arista
Filrfs	Jukebox	O
Schon & Hammer	No More Lies	Columbia
Bryan Adams	Cuts Like A Knife	A&M
Jefferson Starship	Winds Of Change	Grunt
Naked Eyes	Always Something There	EMI America
Billy Squier	She's A Runner	Capitol
Donald Fagen	New Frontier	Warner Bros.
Randy Newman	I Love L.A.	Warner Bros.
Devo	That's Good	Warner Bros.
Dire Straits	Twisting By The Pool	Warner Bros.

LIGHT

1-2 PLAYS PER DAY

ARTIST	CLIP	LABEL
Paul Collins Beat	Kids Are The Same	Columbia
Tina Turner	Ball Of Confusion	Virgin
Buck Dharma	Born To Rock	Portrait
Motley Crue	Live Wire	Elektra
Haysi Fantayzee	John Wayne Is Big Leggy	RCA
Utopia	Feet Don't Fall Me Now	Network
The Cure	Let's Go To Bed	Fiction/Important
U2	New Year's Day	Island
Judas Priest	Hellion/Electric Eye	Columbia
Kate Bush	Suspended In Gaffa	EMI America
Kenny Loggins	Heartlight	Columbia
ABC	Polson Arrow	Mercury
Prince	1999	Warner Bros.
The Look	You Can't Sit Down	Plastic
Ultravox	Reap The Wild Wind	Chrysalis
Tygers Of Pan Tang	Love Potlon No. 9	MCA
Toni Basil	Nobody	Chrysalis
Sammy Hagar	Three Lock Box	Geffen
Divinyls	Boy's In Town	Chrysalis
English Beat	I Confess	I.R.S.
Chris DeBurgh	Don't Pay The Ferry Man	A&M
Kim Carnes	Say You Don't Know Me	EMI America
Trlo	Anna	Mercury
Ian North	Only Love Is Left Alive	NEO
Simple Minds	Promlse You A Miracle	Virgin/A&M
Chuck Francour	Under The Boulevard	EMI America

ADDS

ARTIST	CLIP	LABEL
Le Roux	Carrie's Gone	RCA
Pat Benatar	Anxiety (Get Nervous)	Chrysalis
Styx	Heavy Metal Polson	A&M
The Call	When The Walls Come Down	Mercury
Vandenberg	Love In Vain	Atco
Strange Advances	She Controls Me	Capitol
Loz Netto	Fade Away	21
Supertramp	My Kind Of Lady	A&M
John Hall Band	Love Me Again	EMI America
Rodway	I Am Electric	RCA

ITA "Update-1983" Agenda Addresses Home Computers

(continued on page 19)

puters Lead to the Demise of Video Games?," and "Compatibility of Computer and Video Game Formats/The Next Step."

The effect of MTV and other music video programming on sales of home video product will be discussed under the heading "Will Video Music Attract Younger Buyers for Tape and Disc Players?" Other music-related topics include "Worldwide Licensing of Music Rights" and "Bringing Music to Microcassettes."

Key Discussions

Additional key discussions will hinge on the effect of new pricing on the sales vs. rental controversy, new developments in video disc technology, including RCA's forthcoming interactive discs, and a "Video Manufacturers Product Marketing Update," to include presentations by five major manufacturers of VCRs and videodiscs.

A special technical session dealing with the future of tape manufacturing will give merchants a picture of things to come in tape and other storage media during this decade.

The "Audio/Video Update — 1983" seminar will get underway with a cocktail reception and dinner Sunday evening, March 6. A general session at 9 a.m. Monday morning will be chaired by Gordon W. Bricker, division vice president of RCA Videodiscs. Henry Brief, ITA executive vice president, will offer opening remarks, followed by a welcoming address by John Povolny, vice president, industrial relations memory technology group, 3M Company, and ITA president. Orientation will then be provided by Larry Finley, president of Larry Finley Assoc. and ITA vice president. After the presentation of the ITA *Time Magazine* Man-Of-The-Year Award by *Time Magazine's* Steven Sacks, Art Buchwald will deliver the opening address.

The seminar's first session immediately follows and is chaired by Dick Buckley, national sales manager, PD Magnetics, and moderated by Ed Pessara, national industrial sales manager, TDK Electronics Corp. The topics and speakers include "Home Video Software/Time for a New Beginning" — a summary report from Arthur D. Little, Inc. by David Fishman, senior staff consultant; "Survival/Opportunities in the Changing Market," Seth Goldstein, senior editor, *Television Digest/Video Week*; "Books, Video and Software — The New Nexus," Michael J. Fine, president, Ingram Ventures, Inc.; and "Will Video Music Attract Younger Buyers for Tape and Disc Players?," John O'Donnell, national manager video software operations, Sony Consumer Products Co., and Bruce Apar, editor and co-publisher of *Video Magazine*.

More Sessions

The second and third sessions begin at 2:15 p.m., chaired by William Gort, president, film division of American Hoechst Corp. and moderated by Charles Tepfer, publisher, *Video Play Report/Video Play Magazine*. Topics and speakers for Session 2 are "The Ongoing Fight Against Video Pirates," Jim Bouras, vice president, Motion Picture Assn. of America (MPAA); "Worldwide Licensing of Music Rights," Al Berman, president, The Harry Fox Agency; and "Piracy in the Eyes of a Pirate/Two Revealing Interviews," Bob Pfannkuch, president and chief executive officer, Bell & Howell/Columbia Pictures Video Services.

Session 3's topics and speakers are "Public Performance Video — Using Videocassettes/Discs for Licensed Performance Exhibition Purposes," John Leonard, president, American Video Exchange; "The Battle Against The Blank Tape Gray Market," David Goldberg, Esq., Cowan, Liebowitz & Latman, P.C.; and "New Pricing/Its Effect on the Sales vs. Rental Controversy," which will be

moderated by Tim Baskerville, publisher *Video Marketing Newsletter*, with panelists to include Embassy Home Entertainment's president Andre Blay, MGM/UA Home Video's president Mickey Hyman, Walt Disney Telecommunications' president Jim Jimirro, Paramount Home Video's senior vice president Bob Klingensmith, Video Corp. of America's president Al Markim, Thorn EMI Home Video's president Nick Santrizos and Distribpix, Inc.'s president Arthur Morowitz.

The fourth and fifth sessions start at 9 a.m. Tuesday. Chairman is Robert Reen, manager, magnetic recordings, films division, ICI Americas, Inc. Topics and speakers for Session 4 are "The Shape of Things to Come," Sam Burger, senior vice president, manufacturing operations, CBS Records and ITA chairman of the board; "The Financial Analyst/An In-Depth Look at Home Video," which will be moderated by James Chung, director, finance, Fuji Photo Film, Inc., with speakers Tom Henwood, financial analyst/vice president, First Boston Corporation, and Robert Schmitt, financial analyst/vice president, Drexel Burnham Lambert; "The Middle East Consumer Market," with moderator John Dale, general manager, vice president magnetic tape division, Fuji Photo Film Inc., and speaker Pete Funk, director, I.V.S. Enterprises, Ltd. (U.K.); "The Video Market Outside the U.S.," Steve Diener, executive vice president, CBS-Fox International.

Session 5's topics and speakers are "Interactive CED Videodisc System: How Soon and How Much?," Jim Alic, senior vice president, corporate planning, RCA Corp.; and "Technology Update/Now and in the Future," Joe Roizen, president, Telegen.

Afternoon Sessions

Sessions 6 and 7 begin at 2 p.m. with chairman Stan Faught, general manager, magnetic tape division, Ampex Corp. and moderator Steve Bentkover, publisher, *Leisure Time Electronics*. Topics and speakers for Session 6 are "Targeting Your Prospects: A Dimension Beyond Demographics" — a report from *Penthouse/Omni Magazines* by Carole Rossant, director, research and marketing services, and Nancy Kestenbaum, associated advertising manager; "Interactive Capabilities of Video Games and Computers/Is It Possible to Relate to Home Video?," Mike Staup, vice president, product development, Magnavox; "Video-text in Business and the Home Consumer Market," Carl M. Valenti, vice president, information services, Dow Jones & Co., Inc.; "Home Videotex Entertainment Information for Personal Use," Ken Winslow, president, Winslow Assoc.

Topics and speakers for Session 7 are "The Home Computer: Opportunities and Pitfalls," Tricia Parks, vice president marketing, Future Computing, Inc.; and "Micro Diskettes Are Coming," Reid Anderson, chairman of the board, Verbatim Corp.

Sessions 8 and 9 get underway at 9 a.m. on Wednesday. The chairman is William den Tuinder, deputy-director video, N.V. Philips' Gloeilampenfabrieken, and moderator is Jim Ringwood, national marketing manager, Maxell Corp. of America. Topics and speakers at Session 8 are "Cable and Pay TV/Its Relationship to Home Video," Denis Farmer, business development manager, magnetic A/V product division at 3M Company; "What's New in Specialized Original Programming?," Paul Caravatt, president, Caravatt Communications, and Stuart Karl, president, Karl Video Corp.; "Non-Feature Programming: Marketing Opportunities for Specialty Markets," Robert H. Kitson, vice president, marketing, Trans Com; and "Bringing Music to Microcassettes," Terry Shimada, manager audio engineering,

Matsushita Technical Center.

Session 9 is the "Video Manufacturers Product Marketing Update" moderated by Art Levis, editor, *Consumer Electronics Magazine*. The five topics and speakers are "(1) What Can Manufacturers Do to Increase Sales in Underdeveloped U.S. Markets?," Robert Heuberger, national sales manager, video recorder division, Quasar Co.; "(2) Will the One-Piece Portable VCR Replace Super 8?," Richard Komiyama, senior vice president, Sony Consumer Video Products; "(3) How Will the 'C' Cassette Co-Exist with One-Piece VCR?," Dick O'Brien, executive vice president, JVC Co. of America; "(4) Future Applications of the Laser Disc Player," John Talbot, vice president, marketing, Pioneer Video Inc.; and "(5) The Effect of

Lower Prices on the VCR Industry," Tom Hitzges, OHM account manager, corporation technology liason division, Matsushita Electronic Corp. of America.

Separate Workshops

In addition to the above, the ITA media managers council has scheduled separate workshops for those who are not involved in business and industry applications of video. The first workshop is at 10:45 a.m. on Monday and is entitled "Media Management in a Depressed Economy/Maintaining a Production Quality with Reduced Budgets"; "Reselling the Use of Media"; "Maintaining State-Of-The-Art Equipment with Reduced Capital Budgets"; "Retaining and Motivating Staffs." The second workshop is at 2:15 p.m. Monday and is en-

(continued on page 5)

TOP 30 VIDEOCASSETTES

	Weeks On	Charts		Weeks On	Charts
	2/26			2/26	
1 AN OFFICER AND A GENTLEMAN Paramount Home Video 1467	1	2	16 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corp. 042	14	35
2 THE WORLD ACCORDING TO GARP Warner Home Video 11261	3	6	17 TRON Walt Disney WD 122	17	10
3 POLTERGEIST MGM/UA 00164	2	10	18 THINGS ARE TOUGH ALL OVER RCA/Columbia Pictures Home Video 10546	19	4
4 ROCKY III CBS/Fox TW 4708	4	10	19 VICTOR VICTORIA MGM/UA 0051	15	16
5 THE BOAT (DAS BOOT) RCA/Columbia Pictures Home Video 10149	5	5	20 BARBAROSSA CBS/Fox TW 9048	21	4
6 THE BEST LITTLE WHOREHOUSE IN TEXAS MCA Distributing Corp. 77014	6	10	21 DINER MGM/UA 00164	20	13
7 FAST TIMES AT RIDGEMONT HIGH MCA Distributing Corp. 77015	8	6	22 FRIDAY THE 13TH PART 3 Paramount Home Video 1539	26	2
8 ANNIE RCA/Columbia Home Video 10008	7	11	23 THE THING MCA Distributing Corp. 77009	23	14
9 NIGHT SHIFT Warner Home Video 20006	12	6	24 STAR WARS CBS/Fox 1130	18	38
10 FIREFOX Warner Home Video 11219	11	14	25 MOONRAKER CBS/Fox TW 4636	—	1
11 REDS Paramount Home Video PA 1331	10	8	26 ZAPPED Embassy 1604	22	7
12 STAR TREK II: THE WRATH OF KHAN Paramount Home Video PA 1180	13	14	27 YOUNG DOCTORS IN LOVE Vestron 5012	—	1
13 MISSING MCA Distributing Corp. 71009	9	10	28 PLAYBOY, THE MAGAZINE, VOL. 1 CBS/Fox 6201	25	13
14 DIVA MGM/UA 00183	16	3	29 ON GOLDEN POND CBS/Fox 9037	29	39
15 ROAD WARRIOR Warner Home Video 11181	24	2	30 STRAWBERRY SHORTCAKE IN BIG APPLE CITY MGM/UA 00338	—	1

The Cash Box Top 30 Videocassettes chart is a compilation of the fastest moving titles in both Beta and VHS formats, based on sales and 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 -- St. Louis.

NEW VIDEO SOFTWARE RELEASES

This listing of new videocassette and videodisc software releases is designed to keep home video retailers and dealers abreast of the latest product available and can be used as an ordering aid. Product is separated into Cassette and Disc groups, followed by manufacturer, catalog number and price. Some product listed may not have been assigned either a catalog number or price at press time.

PLAYBOY VIDEO, VOL. 2* Cassette — CBS/Fox 6202 \$59.98	Cassette — CBS/Fox 4665 \$49.98
STEVIE NICKS IN CONCERT* Cassette — CBS/Fox 7136 \$39.98	BRAINWAVES* Cassette — Embassy 1900 \$59.95
INHERIT THE WIND* Cassette — CBS/Fox 4651 \$49.98	DEADLY BLESSING* Cassette — Embassy 1321 \$59.95
EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT SEX* Cassette — CBS/Fox 4598 \$59.98	ENIGMA* Cassette — Embassy 2050 \$59.95
SHAOLIN DEATH SQUAD* Cassette — CBS/Fox 6148 \$49.98	THE PRODUCERS* Cassette — Embassy 2051 \$59.95
THE WHO — LAST AMERICAN TOUR* Cassette — CBS/Fox 6234 \$39.98	ROMEO AND JULIET* Cassette — Embassy 1420 \$59.95
WITNESS FOR THE PROSECUTION*	SPLIT IMAGE* Cassette — Embassy 1322 \$59.95

*April release

AIRPLAY

RADIO BIDS M*A*S*H ADIEU — On Monday, Feb. 28, M*A*S*H, CBS television's longest-running sitcom, will finally be going off the air with a special 2½ hour movie. The series ran four times as long as the Korean War segment that it portrayed. Radio, naturally, is seizing the opportunity to stage promotions in conjunction with this. A/C station **WGAR/Cleveland**, for example, got hold of actor **Larry Linville**, who formerly portrayed Maj. **Frank Burns** on the show, to make a guest appearance at its Feb. 25 wingding at the city's Terminal Tower's Skylight Concourse. The station is also inviting several area marching bands and drill teams and will stage several M*A*S*H character look-alike contests. Meanwhile, hard-rocking **WAFF** in Worcester, Mass., is staging a party at Boston's Channel Club beginning at 6 p.m. Feb. 28. The final episode will be shown on five gigantic television screens set up throughout the club. The station plans to have an open bar and free C-rations for the club-goers. All this for a token \$1.07 donation to the American Red Cross at the door. Smaller market stations are taking their stabs at M*A*S*H promotions as well. At **WZOZ/Oneonta, N.Y.**, a party will be thrown at a local Holiday Inn. It is similar to the AAF bash in all respects except that a local Army/Navy store is giving out free T-shirts and Army fatigues to all winners of its look-alike contests. And nearly all of the 200 stations that run one of several canned Drake-Chenault formats have a M*A*S*H trivia contest with questions ranging from the very easy (like **Hawkeye's** real name) to the very difficult (who played **Spearchucker**). Prizes for the contest include khaki T-shirts emblazoned with the M*A*S*H logo and the station call letters.

SYNDICATION INDICATIONS — Westwood One, as part of its expansion into this new field, is producing an hour-long music and interview special focusing on Columbia recording artist **Willie Nelson**, that will simulcast over HBO. While no date has yet been set, the simulcast will take place after an upcoming live performance by Nelson . . .



VOYEURISM AT THE SOURCE — EMI America recording artist **Kim Carnes** recently dropped by NBC's *Source* for an interview in support of her latest LP, "Voyeur." Her remarks will be broadcast in the near future on the web's One Minute With . . . Rock Report and Mini-View features. Pictured in the studios are (l-r): **Rona Elliott**, *Source* program manager; **Carnes**; and **Alan Tullio**, *Source* producer/director.

guest will be **Jerry Mathers**, who starred in television's *Leave It To Beaver* series. Host **Gary Owens** will also profile **Jay and the Americans**.

STATION TO STATION — While we're on the subject, Owens, who is also morning man at **KPRZ/Los Angeles**, has launched a campaign to honor the **Three Stooges**. He reportedly wants the Hollywood Chamber of Commerce to award a star on the Walk of Fame for the trio, for which ample public support must be demonstrated. So, by April Fools Day, he wants to have received a total of 5,000 cards and letters from the public, which can write to him via **KPRZ** at Box 196, Hollywood, Calif. 90028. Coincidentally, an anonymous donor has come up with \$3,000 to pay for the star's construction . . . Classical station **WNCN/New York** has begun testing the Denon laser-driven Compact Disc (CD) player for digitally recorded classical discs. The 4.7-inch discs, which allow up to an hour of music on each side, have a 90 dB dynamic range and noise ratio, which provides virtually noise-free sound. While the equipment is currently on loan to the station, the station does plan to purchase one sometime in the future . . . Down in Miami, **Sonny Fox** has left the PD spot at AOR station **WSHE**, and air personality **Ron Hersey** tagged along to Top 40 station **WHYI** across town . . . Down the street, **WIOD** has named **Mike Elliott** as PD. He brings experience from **WLUM** and **WAWA** in Milwaukee and from **WTMJ** in the same city, where he had been PD for seven-and-a-half years . . . Seven Hills Communications has purchased **WLW/Cleveland** and **WSKS/Cincinnati** for an undisclosed sum. Seven Hills is a limited partnership based in Cincinnati . . . **Tom Parker** recently returned to A/C-formatted **KIOI/San Francisco** as morning drive time air personality. A market veteran, Parker spent four of the past seven years at Top 40 station **KFRC** and the remaining three at competing A/C station **KYUU**, where he reportedly achieved the highest morning drive FM share in the market during the station's first year on the air . . . Back in Worcester, Mass., **Chuck Nowlin** has been upped from part-time jock to afternoon man. Nowlin began his career with AAF's AM sister, **WFTQ**, in 1979. . . In Philadelphia, AOR station **WMMR**, which lost a few points in the last Arbs, at least shows that it has a sense of humor. It has hired comedian **Rodney Dangerfield** and his pet chimpanzee to do its television commercials.

NETWORK NEWS — *Rock USA*, the weekly three-hour AOR program produced jointly by Doubleday Broadcasting and the Mutual network, will make its debut live on April 2. The show will draw on Doubleday's AOR resources, including **WAPP/New York** air personality and host **Ted Cannarozzi**, and its computerized music research. Mutual will provide stereo multi-casting on its satellite. The show, which will spotlight AOR artists, music industry gossip and the emergence of modern rock, will also feature rock journalist **Lou O'Neill**. . . Mercury recording group **Rush** will be featured in a live two-hour music and interview special on the affiliates of NBC's *Source* Feb. 25-27. . . Responding to the growing demand for home computers, the Progressive Radio Network (PRN) is debuting a series of 90-second spots that explain the machines' history from their earliest forms to today's sophisticated designs. Dubbed *The Computer Program* it is available to stations on a cash or barter market-exclusive basis. For more information, call (212) 585-9400. . . On Monday, Feb. 29, Mutual's overnight talk show giant **Larry King** will do a special live remote broadcast from the studios of **WOR/New York**, where he will query listeners who call in as to why they are up during the show. It runs from midnight to 5 a.m.

larry riggs

Syndicators Laud New Rack, Networks Biding Their Time

by Larry Riggs

NEW YORK — The radio syndication community is running full steam ahead in developing both short-form and long-form programming for modern rock stations, but networks are taking a more cautious approach, according to a nationwide **Cash Box** survey of syndication and network executives. Syndicators for the most part are looking to increase concert programming by "new music" acts and to do countdown shows of the same. The networks, on the other hand, are waiting for large-scale affiliate demand for such shows, and are generally expressing a wait-and-see attitude towards the emerging new music programming scene.

One syndicator bullish on the modern rock is London Wavelength, which is in the process of adapting its *BBC College Concert News* to the commercial radio market. "We run the show at 250 college stations, and for commercial stations, it would be a simple one-hour-a-week prerecorded concert with six national spots and six spots for local clients," said Don Eberle, London Wavelength vice president. "It would be concerts by groups like Duran Duran, Flock of Seagulls, Spandau Ballet, Missing Persons and Lords of the New Church. So far, we've signed KYYX in Seattle to take all the shows, and KBCO in Denver, WYSP in Philadelphia and KZEW in Dallas are taking it on a pick-and-choose basis."

The syndicator, who is officially associated with the British Broadcasting Corp. (BBC), is also producing a pilot weekly countdown show of the British charts, tentatively entitled *Rock Over London*. "It's a two-hour show hosted by Grahman Dene of Capitol Radio in London, and it would profile groups like the Jam, Fun Boy Three, Orchestral Manoeuvres in the Dark, Madness and Depeche Mode," continued Eberle. "We'll release the pilot at the end of March and then see how much of this the stations would want."

More Concerts

Similarly, DIR Broadcasting plans to debut *Live Cuts*, a series of live performances by such acts as Wall of Voodoo and Duran Duran in July. "We're looking at something short that the stations can play over the weekends," said Bob Meyrowitz, president of DIR. "It wouldn't have any host, but we think it would be something different that would capture the audience."

Meyrowitz is also planning to debut a live call-in show built around new music and comedy. "Richard Belzer, the comedian, would be the host, and it would heavily feature new music," he said. "We would have Patty Smyth from Scandal talk and receive calls from the audience, and we'd also have comedians on. It will be 90 minutes and come out in July."

DIR has also been broadcasting concerts by new music acts on its *King Biscuit Flower Hour* like the Stray Cats, Adam Ant, Bryan Adams and Flock of Seagulls. Although this concert show is distributed through the ABC Rock Radio Network, Meyrowitz plans to distribute his two modern rock-formatted shows independently. "It's not worth taking them to the networks at this point because the networks generally tend to wait," he said.

In California, syndicator Westwood One is working on two shows for modern rock stations and plans to release one of them within the month. "We're developing a program with (modern rock consultants) Rick Carroll and Larry Groves called *Rock of the '80s*, said Norm Pattiz, president of Westwood One. "It will be one hour weekly and will be hosted by Freddy Snakeskin, the program director of KROQ, and it will

be sort of a countdown program. We would also have a London correspondent talk about what is happening in London." Pattiz plans to release this show within the next three weeks.

The other show that Westwood One is working on is *In Search of the Nu Wave*, a two-hour one-time only special tracing the roots of modern music. "It's a historical perspective hosted by Dusty Street from KROQ and written by Mike Harrison," said Pattiz. "It is being released this week on 100 AOR stations."

Because so much of the "new music" is appropriate for modern rock, AOR and Top 40 stations, Westwood One will be looking at stations in all three formats to run that show. "Of course, we'll go after the Carroll-consulted stations first, but we'll look for the others as well," said Pattiz. "We anticipate about 40 or 50 stations in the major markets to take this show. With the *In Search of the Nu Wave*, we're going to be on about 100 AORs since it deals mostly in rock music."

Live Interviews

Fellow California-based syndicator the Creative Factor is also working on a show tentatively entitled *The American Beat Scene*. "It's going to be a live interview feature with new music artists, and we plan to have guests hosts like Martha Davis from The Motels, Thomas Dolby and the Psychedelic Furs," said Creative Factor staff producer Phil Harvey. "It'll be 90 minutes, and it will be hosted by Jesse Glenn from KGGI in Riverside, who's also done work with KIIS and KPRZ and did a show for KROQ called the *International Scene*, and by Tony Novak, a freelance writer who's done *Rock Shift* a new music show for National Public Radio (NPR)." The syndicator plans to debut the show July 4 and will determine after then how long it will run. "It'll probably end up being a bi-weekly show," said Harvey.

In contrast, three major networks involved in music programming, are taking a cautious attitude toward modern rock programming. "All of a sudden, there's a great big buzz for new music, but I don't want to run out and do too many of these new bands in specials," said George Taylor Morris, director of program administration at NBC's *Source*. "This music has to be integrated into what people have been doing for a long time, and new music is not going to change our basic way of doing things."

No Staying Power

One reason Morris expresses such a skeptical attitude is the lingering doubt that many of these new groups have much staying power. "Take Dexys Midnight Runners: I could do a group like that in concert, but 80-90% of the groups have only one good song," he said. "Or a band like Culture Club, which has, I think, three or four good songs, but only one with which radio is familiar. But some of these bands will probably just come and go." Morris recently recorded Dexys in concert and also did the English Beat and the Go-Gos.

The *Source* has also taped interviews with some of these groups. "We've taped interviews for the *Source Report*, *One Minute With* and the *Rock Report* as long as six months ago, but we haven't been able to use some of them until very recently," he said. "One reason for that might be that sponsors want to sponsor mainstream groups with a proven track record."

The ABC Rock Radio network has also featured new music groups in DIR's *King Biscuit Flower Hour*, which it distributes but does not see running any new shows devoted exclusively to new music. "We have no immediate plans to start a new music show, although on the *Continous*

(continued on page 28)

CASH BOX ROCK ALBUM RADIO REPORT



— **STYX • KILROY WAS HERE • A&M**
ADDS: KEZY, KLLOL, WKLS, WOUR, WYFE, WSKS, WBLM, WPLR, WBAB, KBPI, KMET, WMMS. **HOTS:** KEZY, KLLOL, WKLS, WYFE, WBAB, KMET. **MEDIUMS:** KBPI. **PREFERRED TRACKS:** Roboto. **SALES:** Just shipped.



3 JOURNEY • FRONTIERS • COLUMBIA
ADDS: None. **HOTS:** WMMS, KMET, KBPI, WBAB, KNX, WPLR, WBLM, WSKS, WYFE, WOUR, WKLS, KLLOL, KEZY. **MEDIUMS:** None. **PREFERRED TRACKS:** Seperate. **SALES:** Good in all regions.

1 MOST ADDED

1 MOST ACTIVE

LP Chart Position

93 BRYAN ADAMS • CUTS LIKE A KNIFE • A&M
ADDS: None. **HOTS:** WMMS, KBPI, WKSK, WOUR. **MEDIUMS:** KMET, WBAB, KNX, WPLR, WBLM, WYFE, WKLS, KEZY. **PREFERRED TRACKS:** Title. **SALES:** Moderate to fair in all regions.

— **ART IN AMERICA • PAVILLION**
ADDS: WBLM. **HOTS:** None. **MEDIUMS:** KMET, WBAB, WNEW, WPLR, WYFE, KEZY. **PREFERRED TRACKS:** Loot, Shy, Line, Art. **SALES:** Fair initial response in Midwest.

176 PAUL BARRERE • ON MY OWN TWO FEET • MIRAGE
ADDS: WKLS. **HOTS:** None. **MEDIUMS:** KMET, WBAB, KNX, WHFS, WSKS, KEZY. **PREFERRED TRACKS:** Open. **SALES:** Fair in all regions.

10 PAT BENATAR • GET NERVOUS • CHRYSALIS
ADDS: None. **HOTS:** KBPI, WBAB, WPLR, WBLM, WSKS, WYFE, WKLS, KEZY. **MEDIUMS:** WMMS, KMET. **PREFERRED TRACKS:** Anxiety, Little, Shadows. **SALES:** Good to moderate in all regions.

72 BERLIN • PLEASURE VICTIM • GEFFEN
ADDS: WPLR. **HOTS:** WMMS, KBPI, KNAC, KMGN. **MEDIUMS:** WBAB, WSKS, WOUR, KEZY. **PREFERRED TRACKS:** Sex, Metro. **SALES:** Good to moderate in all regions.

— **TONY CAREY • ROCSHIRE**
ADDS: None. **HOTS:** WMMS, KBPI, WSKS. **MEDIUMS:** KMET, WBAB, KNX, WBLM, WYFE, WOUR, WKLS, KEZY. **PREFERRED TRACKS:** Open. **SALES:** Fair in Midwest and East.

23 ERIC CLAPTON • MONEY AND CIGARETTES • WARNER BROS.
ADDS: None. **HOTS:** WBAB, KNX, WSKS, KEZY. **MEDIUMS:** WMMS, KMET, WPLR, WBLM, WOUR, WKLS. **PREFERRED TRACKS:** Heart. **SALES:** Good to moderate in all regions.

12 PHIL COLLINS • HELLO, I MUST BE GOING! • ATLANTIC
ADDS: None. **HOTS:** WMMS, KMET, WBAB, KNX, WBLM, WSKS, WOUR, KEZY. **MEDIUMS:** WPLR, KNAC, KMGN. **PREFERRED TRACKS:** Care, Hurry, Wall. **SALES:** Good to moderate in all regions.

13 DEF LEPPARD • PYROMANIA • MERCURY
ADDS: None. **HOTS:** WMMS, KMET, WBAB, WPLR, WSKS, WYFE, WKLS, KLLOL. **MEDIUMS:** KBPI, WBLM. **PREFERRED TRACKS:** Photograph. **SALES:** Good in all regions.

79 DEXYS MIDNIGHT RUNNERS • TOO-RYE-AY • MERCURY
ADDS: WBLM. **HOTS:** WBAB, WPLR, WHFS, WYFE, KNAC, KMGN. **MEDIUMS:** WMMS, KBPI, KEZY. **PREFERRED TRACKS:** Eileen. **SALES:** Moderate in all regions.

82 THOMAS DOLBY • BLINDED BY SCIENCE • HARVEST
ADDS: KLLOL. **HOTS:** WBAB, WPLR, WHFS, WYFE, KNAC, KMGN. **MEDIUMS:** KBPI, KNX, WKLS. **PREFERRED TRACKS:** Blinded, Submarines. **SALES:** Good to moderate in all regions.

LP Chart Position

7 DURAN DURAN • RIO • HARVEST
ADDS: None. **HOTS:** WMMS, WBAB, KNX, WBLM, WSKS, KNAC, KMGN, WKLS, KLLOL. **MEDIUMS:** KBPI, WYFE, WOUR. **PREFERRED TRACKS:** Hungry. **SALES:** Good in all regions.

144 THE FIXX • SHUTTERED ROOM • MCA
ADDS: None. **HOTS:** KBPI, WYFE. **MEDIUMS:** WMMS, KMET, WBAB, KNX, WBLM, KNAC, KMGN. **PREFERRED TRACKS:** Stand. **SALES:** Fair in West.

73 FRIDA • SOMETHING'S GOING ON • ATLANTIC
ADDS: None. **HOTS:** WBLM, WSKS, WYFE, KSJO. **MEDIUMS:** WMMS, WBAB, KSHE. **PREFERRED TRACKS:** I Know, Stone. **SALES:** Moderate to fair in all regions.

30 GOLDEN EARRING • CUT • 21
ADDS: None. **HOTS:** KMET, WPLR, WSKS, KMGN, KLLOL. **MEDIUMS:** WMMS, WBLM. **PREFERRED TRACKS:** Twilight, Devil, Batteries. **SALES:** Good to moderate in all regions.

24 SAMMY HAGAR • THREE LOCK BOX • GEFFEN
ADDS: None. **HOTS:** KMET, WBLM, WYFE, WKLS, KSJO, KSHE, KLLOL. **MEDIUMS:** WBAB. **PREFERRED TRACKS:** Title, Crazy. **SALES:** Moderate to fair in all regions.

4 DARYL HALL & JOHN OATES • H2O • RCA
ADDS: None. **HOTS:** KBPI, WBAB, KNX, KEZY. **MEDIUMS:** WBLM, KNAC, WOUR. **PREFERRED TRACKS:** One, Maneater, Family. **SALES:** Good in all regions.

88 GREG KIHN BAND • KIHNSPIRICY • BESERKLEY
ADDS: WSKS. **HOTS:** WMMS, KBPI, WBAB, KNX, WYFE, KMGN, WOUR, KEZY. **MEDIUMS:** KMET, WPLR, WBLM, KNAC, KLLOL. **PREFERRED TRACKS:** Jeopardy. **SALES:** Good initial response in all regions.

2 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA
ADDS: None. **HOTS:** KNX, WPLR, WSKS, KNAC, KMGN, WOUR, KEZY. **MEDIUMS:** KBPI, WBAB, WBLM, WYFE, KLLOL. **PREFERRED TRACKS:** Down, Johnny, Who. **SALES:** Good in all regions.

14 MISSING PERSONS • SPRING SESSION M • CAPITOL
ADDS: None. **HOTS:** WMMS, KBPI, WBAB, KNX, KNAC, KMGN. **MEDIUMS:** WSKS, WYFE, WKLS. **PREFERRED TRACKS:** Walking, Destination. **SALES:** Moderate in all regions.

50 NIGHT RANGER • DAWN PATROL • BOARDWALK
ADDS: None. **HOTS:** KMET, KBPI, WBAB. **MEDIUMS:** WMMS, WPLR, WBLM, WOUR, WKLS, KLLOL. **PREFERRED TRACKS:** Don't Tell. **SALES:** Moderate in all regions.

32 RIC OCASEK • BEATITUDE • GEFFEN
ADDS: None. **HOTS:** WMMS, KMET, WBAB, WPLR, KMGN, WOUR, KEZY. **MEDIUMS:** WBLM, WHFS, WSKS, WKLS, KLLOL. **PREFERRED TRACKS:** Something, Jimmy, Sneak. **SALES:** Moderate to fair in all regions.

LP Chart Position

26 TOM PETTY & THE HEARTBREAKERS • LONG AFTER DARK • BACKSTREET
ADDS: None. **HOTS:** KMRY, KBPI, WBAB, KNX, WPLR, KMGN, WOUR, WKLS. **MEDIUMS:** WYFE, KEZY. **PREFERRED TRACKS:** Lucky, Change, Title. **SALES:** Moderate in all regions.

89 THE PSYCHEDELIC FURS • FOREVER NOW • COLUMBIA
ADDS: None. **HOTS:** WYFE, KNAC, KMGN. **MEDIUMS:** WMMS, WBAB, WBLM, WHFS, WOUR. **PREFERRED TRACKS:** Open. **SALES:** Moderate to fair in all regions.

69 RED RIDER • NERUDA • CAITOL
ADDS: None. **HOTS:** WMMS, KMET, WOUR. **MEDIUMS:** WBAB, WBLM, WSKS, WYFE, WKLS, KLLOL. **PREFERRED TRACKS:** Light. **SALES:** Moderate to fair in all regions.

28 SAGA • WORLDS APART • PORTRAIT
ADDS: None. **HOTS:** KMET, KNX. **MEDIUMS:** WBAB, WBLM, WSKS, WYFE, WOUR. **PREFERRED TRACKS:** Loose. **SALES:** Fair in all regions.

5 BOB SEGER & THE SILVER BULLET BAND • THE DISTANCE • CAPITOL
ADDS: None. **HOTS:** WMMS, KMET, KBPI, WBAB, KNX, WBLM, WSKS, KEZY. **MEDIUMS:** WYFE, KLLOL. **PREFERRED TRACKS:** Shame. **SALES:** Good in all regions.

94 SCANDAL • COLUMBIA
ADDS: None. **HOTS:** WMMS, KMET, WBAB, WPLR, WBLM, WSKS. **MEDIUMS:** WYFE, WOUR, WKLS, KLLOL. **PREFERRED TRACKS:** Goodbye. **SALES:** Moderate in all regions.

125 NEIL SCHON/JAN HAMMER • HERE TO STAY • Columbia
ADDS: None. **HOTS:** None. **MEDIUMS:** WMMS, KMET, WBLM, WSKS, WOUR, WKLS, KEZY. **PREFERRED TRACKS:** Lies. **SALES:** Fair in West and Midwest.

6 STRAY CATS • BUILT FOR SPEED • EMI AMERICA
ADDS: None. **HOTS:** WHFS, KNAC. **MEDIUMS:** KMET, WBAB, WBLM, WOUR, KEZY. **PREFERRED TRACKS:** Strut, Rock. **SALES:** Good to moderate in all regions.

25 TRIUMPH • NEVER SURRENDER • RCA
ADDS: None. **HOTS:** WMMS, KMET, WBAB, WBLM, WSKS, WYFE. **MEDIUMS:** WPLR, WKLS, KLLOL. **PREFERRED TRACKS:** Title, Way. **SALES:** Good to moderate in all regions.

91 VANDENBERG • ATCO
ADDS: None. **HOTS:** WBAB, WOUR. **MEDIUMS:** KMET, WPLR, WBLM, KLLOL, KEZY. **PREFERRED TRACKS:** Burning. **SALES:** Moderate in all regions.

22 NEIL YOUNG • TRANS • GEFFEN
ADDS: KLLOL. **HOTS:** WMMS, KMET, KEZY. **MEDIUMS:** KBPI, WBAB, KNX, WPLR, WBLM, WHFS, WSKS, KMGN. **PREFERRED TRACKS:** Little, Mr. Soul. **SALES:** Moderate to fair in all regions.

Annual ASCAP Revenues Reach New Highs In '82

(continued from page 5)

For the year, ASCAP salaries for the home office and its 20 branches amounted to \$16.0 million and expenses added another \$19.2 million. The \$35.2 million total represented 18.85% of total receipts, down from 19.2% of the receipts last year.

Finally, David reported that ASCAP's total outstanding advances to members for the year totalled nearly \$7.7 million, slightly up over the \$7.1 million in advances during 1981.

Buffalo Broadcasting Case

However, while the financial news was good, David also pointed out to ASCAP members at the membership meeting that the Buffalo Broadcasting case, which ruled against the blanket licensing system for local TV stations, could deprive the organization of up to 18% of its income from such stations. Under the terms of the ruling in the case, local TV stations will pay ASCAP at the 1980 blanket licensing rate (\$36.7 million total as opposed to the 1982 rate of \$44.4 million) while the case is being appealed to a higher court.

Nevertheless, while promising members

that ASCAP would vigorously pursue the appeal of the Buffalo Broadcasting decision, David also predicted that 1983 revenues would surpass 1982. He cited the fact that radio revenues, the largest single source of ASCAP broadcast-related income, had increased by nearly 50% over the past five years (from \$32 million in 1978 to \$47 million in 1982) as a cause for optimism.

In addition, David said that new deals with major TV networks, the gradual increase in jukebox license fees from eight dollars per machine to \$50, current relicensing of such establishments as bars, nightclubs, grills and taverns and the promise of cable-TV royalties increase the chances for a successful 1983.

"1982 was a banner year for ASCAP," summarized David at the meeting, "yielding us our biggest revenue ever. 1983, as we discussed, promises to be even better. Let's take a good hard look at what lies ahead. Our Notice of Appeal in the Buffalo Broadcasting case has been filed. We are determined to pursue our rights with the same energy and steadfastness that has always enabled ASCAP to tackle challenges and overcome the obstacles in our path — and eventually come out the winner. To paraphrase a Steven Sondheim song, 'We're still here,' and we expect to be here for a long, long time."

\$65 Million In Illegal Goods Seized

(continued from page 6)

tape and motion picture piracy and counterfeiting more stringent. Going into effect May 25, 1982, the new law called for pirates and counterfeiters, first time offenders included, to face maximum felony penalties of up to five years in prison and/or fines up to \$250,000. The previous penalties called for first time offenders to receive maximum misdemeanor penalties of one year in jail and/or \$25,000 in fines.

Highlighting the seizures last year was the raid March 12 by FBI agents and sheriff's deputies of the Martin County, Fla., department who used a federal search warrant to enter storage bins used by Richard Minor and his parents, Edna and

Parallel Imports

(continued from page 12)

tation is also directed to the company, and, if approved, will require signature of a standard letter agreement. A spokesman for CBS's legal department said the company "can't guarantee" that it will provide permission simply upon request, but that CBS "will be businesslike" in considering those requests.

In issuing the letter, the spokesman said CBS was "merely stating what the law is. These are our legal rights. The trade has asked us what our stance is on this, and we are telling them." He added that although CBS's prior actions against importers have focused on parallel product, the company might not limit its future actions to available titles.

While none of the record importers contacted would comment on the letter, one source familiar with the import market said that at least one major importer had "considerably" cut down on CBS product since the important case.

At the retail level, Bleeker Bob of New York specialty outlet Bleeker Bob's Golden Oldies — which does a large percentage of its business in imports — offered a mixed reaction. "CBS isn't the label that I depend on," he said, "and we usually don't carry something if it's out here." However, he added that most buyers of parallel product are collectors, and that CBS's action could alienate them. "I think they're cutting off their own nose to spite their face," he said. "As sick as the industry is, why would they want to screw around with collectors? It's just going to create a black market, with people bringing records back from England in suitcases."

William Minor. Authorities found more than 100,000 alleged bootleg singles and LPs by various artists such as Elvis Presley, The Beatles and Bruce Springsteen. Also seized were 4,000 metal record stampers, a large quantity of record labels, photographic negatives, record jackets and other materials used to manufacture alleged bootlegs.

Another raid Dec. 27 by FBI agents from the New Haven, Conn., office seized 1,132 master tapes, 346 alleged bootleg albums and related equipment during the second raid in two years on the Saybrook, Conn., home of Keith Taruski. Taruski's home was previously searched March 13, 1981, when 40,000 bootleg albums were confiscated.

In terms of convictions, Sam Stolon, retired vice president of the Sam Goody chain, was sentenced to one year in jail and the company was fined \$10,000 for trafficking in counterfeit tape recordings in the U.S. District Court in Brooklyn, N.Y. Nov. 5. Stolon pleaded no contest to one count of copyright infringement involving shipment of 23,000 counterfeit recordings of *Grease* from Queens, N.Y. to a Pickwick warehouse in Minneapolis. Sam Goody, Inc., owned by American Can and jointly operated with Pickwick International, also pleaded no contest to a one-count felony charge of interstate transportation of stolen property and was ordered by the court to pay the maximum fine of \$10,000.

Thorogood Down Under

LOS ANGELES — EMI America/Liberty recording artist George Thorogood recently completed a successful tour of Australia, where he performed to 15 sold out crowds before moving on to New Zealand and Japan. Frontier Booking, which handled the Thorogood shows, offered the artist an additional 25 dates based upon demand by fans unable to get seats for the first shows.

Upon completion of his Japanese dates, Thorogood travels to Europe for a series of concert dates before returning to the U.S. to pick a producer and begin work on his second EMI album.

For The Record

It was reported in *Cash Box*, Feb. 26 that EMI recording artist Sheena Easton's NBC-TV special, *Sheena Easton . . . Act One*, would air Thursday, May 8. The date has been changed to Thursday, March 24.

Toto, CBS Dominate Grammys

(continued from page 10)

Academy included unominated performers for the first time in the show's history this year, a move that provided the 25th anniversary with some of its most dazzling moments. There was Count Basie, Ray Charles, Jerry Lee Lewis and Little Richard in one of the most unlikely but inspired gatherings for a piano medley, with the Count and his orchestra doing "One O'Clock Jump," followed by Charles swaying feverishly to "What'd I Say," to the Killer pumping up "Whole Lotta Shakin'" once again, and, finally and most startlingly, to Little Richard jumping atop his piano to sing the Lord's praises in the gospel song "Joy, Joy, Joy (Down In My Heart)."

Kenny Rogers' "Through The Years" was, most appropriately, accompanied by clips of some of contemporary music's best loved artists during Grammy performances in years past.

It was, though, the performances by Lena Horne and Willie Nelson, in a live remote feed from a concert in Huntsville, Tex., which ultimately seemed to strike the most responsive chord. Horne, whose comeback with the acclaimed Broadway show *Lena Horne: The Lady And Her Music* has elevated her to legendary status, expressed all the feistiness and determination that she has come to be known for in one of her signature tunes, "Believe In Yourself." Nelson, on the other hand, gave as touching a live rendition of his winning "You Were Always On My Mind" as on vinyl, and perhaps more so.

The retrospective medley tributes to both R&B — with Harvey and the Moonglows, The Spinners and Gladys Knight and the Pips — and Country — with Bill Monroe, Masters 5, Crystal Gayle and Ricky Skaggs — were nicely paced, and effectively demonstrated the link between past and present, especially with regards to country, as Ricky Skaggs' Band presented an excellent example of a latter day success whose music nevertheless remains steeped in country's roots.

Eleven-time Grammy winner and opera diva Leontyne Price, in her first ever Grammy performance, performed "Vissi D'Arte" during the classical awards presentations segment of the show.

Other highlights of the 25th Anniversary Grammy Awards included the announcement by Andy Williams of the 10th Annual Hall of Fame Awards, perhaps the most affecting of which was the award to the late classical innovator Glenn Gould for his renowned "Bach: The Goldberg Variations" (Columbia). Gould died late last year at age 50. Other Hall of Fame honors went to Bessie Smith's "Empty Bed Blues" (Columbia); Glenn Miller's "In The Mood" (Bluebird); Pinetop Smith's Pinetop's Boogie Woogie (Vocalion); and Hank Williams' "Your Cheating Heart" (MGM).

Below is a complete list of winners of the National Academy of Recording Arts & Sciences (NARAS) 25th Anniversary Grammy Awards:

General Categories

RECORD OF THE YEAR

"Rosanna," Toto, Toto (producer).

SONG OF THE YEAR

"Always On My Mind," Johnny Christopher, Mark James, Wayne Thompson, songwriters.

BEST NEW ARTIST

Men At Work.

Pop Field

BEST POP VOCAL PERFORMANCE FEMALE

"You Should Hear How She Talks About You," Melissa Manchester.

BEST POP VOCAL PERFORMANCE MALE

"Truly," Lionel Richie.

BEST POP PERFORMANCE BY A DUO OR GROUP WITH VOCAL

"Up Where We Belong," Joe Cocker and Jennifer Warnes.

BEST POP INSTRUMENTAL PERFORMANCE

"Chariots of Fire," Ernie Watts.

Rock Field

BEST ROCK VOCAL PERFORMANCE FEMALE

"Shadows Of The Night," Pat Benatar.

BEST ROCK VOCAL PERFORMANCE, MALE

"Hurst So Good," John Cougar.

BEST ROCK PERFORMANCE BY A DUO OR GROUP WITH VOCAL

"Eye Of The Tiger," Survivor.

BEST ROCK INSTRUMENTAL PERFORMANCE

"D.N.A.," A Flock Of Seagulls.

R&B Field

BEST R&B VOCAL PERFORMANCE, FEMALE

"And I Am Telling You I'm Not Going," Jennifer Holliday.

BEST R&B VOCAL PERFORMANCE, MALE

"Sexual Healing," Marvin Gaye.

BEST R&B PERFORMANCE BY A DUO OR GROUP WITH VOCAL (tie)

"Let It Whip," Dazz Band and "Wanna Be With You," Earth, Wind & Fire.

BEST R&B INSTRUMENTAL PERFORMANCE

"Sexual Healing," Marvin Gaye.

BEST RHYTHM & BLUES SONG

"Turn Your Love Around," Jay Graydon, Steve Lukather, Bill Champlin (songwriters).

Jazz Fusion Field

BEST JAZZ FUSION PERFORMANCE VOCAL OR INSTRUMENTAL

"Offramp," Pat Metheny Group.

Country Field

BEST COUNTRY VOCAL PERFORMANCE, FEMALE

"Break It To Me Gently," Juice Newton.

BEST COUNTRY VOCAL PERFORMANCE, MALE

"Always On My Mind," Willie Nelson.

BEST COUNTRY PERFORMANCE BY A DUO

OR GROUP WITH VOCAL

"Mountain Music," Alabama.

BEST COUNTRY INSTRUMENTAL PERFORMANCE

"Alabama Jubilee," Roy Clark.

BEST COUNTRY SONG

"Always On My Mind," Johnny Christopher, Wayne Thompson, Mark James, songwriters.

Gospel & Inspirational Field

BEST GOSPEL PERFORMANCE, CONTEMPORARY

"Age To Age," Amy Grant.

BEST GOSPEL PERFORMANCE, TRADITIONAL

"I'm Following You," Blackwood Brothers.

BEST SOUL GOSPEL PERFORMANCE, CONTEMPORARY

"Higher Plane," Al Green.

BEST SOUL GOSPEL PERFORMANCE, TRADITIONAL

"Precious Lord," Al Green.

BEST INSPIRATIONAL PERFORMANCE

"He Set My Life To Music," Barbara Mandrell.

Traditional Blues Field

"Alright Again," Clarence Gatemouth Brown.

Ethnic & Traditional Folk Field

BEST ETHNIC OR TRADITIONAL FOLK RECORDING

"Queen Ida and the Bon Temps Zydeco Band on Tour," Queen Ida.

Latin Field

BEST LATIN RECORDING

"Machito And His Salsa Big Band '82," Machito.

BEST CHILDREN'S RECORDING FOR CHILDREN

"In Harmony 2," Lucy Simon & David

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AM-FM Battle Dominates Action At 14th Annual Country Radio Seminar

(continued from page 11)

session — Pat Martin, WBCS/Milwaukee; Barry Mardit, WWWW/Detroit; and Mike John, KCCY/Pueblo, Colo. felt that the "jukebox approach" on the part of "3-in-a-row"-formatted stations was a mistake, with Mardit predicting the demise of many of those FM "3-in-a-row" outlets. "Music is the #1 reason that people listen to FM," he said, "and we shouldn't be ashamed of it. But you have to be more than just music."

In addition, Mardit was adamantly opposed to the comparisons between current FM country programming practices and beautiful music stations. "Imagine a dentist pulling a tooth to 'All My Rowdy Friends (Have Settled Down),'" he said.

Jon Coleman, of Audience Analysts (the consulting firm that pioneered the "3-in-a-row" concept at KSCS-FM/Dallas on the basis of some focus groups in 1980), spoke in direct contrast, supporting the format, which he felt fulfilled the listeners' overwhelming need for more music. He admitted, however, that the common practice of back-announcing three records is "boring," and he suggested that stations should attempt to "pre-sell two and back-sell one."

"Radio programmers are bored," he continued. "If listeners don't want talk, jokes, contests and news, why do we continue foisting it on them? Programmer boredom is no reason to change approach. Three-in-a-row is a promise that should be treated as a long-term commitment."

Opening Remarks

Los Angeles air personality Bob "The Emperor" Hudson, who delivered the opening remarks, noted that many of the on-air occurrences that incite excitement in the local market are mistakes, and he suggested the "3-in-a-row" format was an attempt by programmers to totally eliminate the possibility of mistakes. "If you're not making any mistakes," he added, "you're not doing anything." He further noted that "3-in-a-row" formats increased the ease with which a listener can tape his favorite music, and he added that record manufacturers are not the only party hurt by the advent of home taping,

suggesting that at some point, the listener goes back and listens to those tapes devoid of the disc jockey. Thus, the continuous country station can be used by the listener as a future jukebox.

The seminar opened Feb. 17 with the Artist/Attendee Cocktail Reception, at which radio personalities were afforded the opportunity to meet a number of the acts in person. Among the acts represented were Ricky Skaggs, Ronnie McDowell, Alabama, Waylon Jennings, Marcia Beverly, Johnny Rodriguez, Charley Pride, Jerry Reed, Joe Stampley, Janie Fricke, Michael Murphey, Rich Landers, Sylvia, Gary Morris, Gus Hardin, Big Al Downing, Brice Henderson, Vern Gosdin and the Oak Ridge Boys and Richard Sterban.

For the second consecutive year, exhibitors were permitted to open up suites in an effort to attract new customers and entertain current ones. Among those participating were The United Stations; Chuck Blore & Don Richman, Inc.; Celestial Mechanix; Eagle Prods.; Fair West; Live Sound; McGavren Guild Radio; Music Country Network; Mutual Radio; P S Prods., Inc.; Radio Computer Service; Satellite Music Network Station Research Systems; the William B. Tanner Company; Tune-In; and Watermark.

The New Faces Show, which wrapped up the entire event, highlighted 11 different acts that have gained a toehold within the past year. The New Faces Show has traditionally been a launching pad for a number of acts, including Alabama, Larry Gatlin, Earl Thomas Conley, Ricky Skaggs and George Strait. This year's production, coordinated by The Halsey Company's Jerry Flowers, featured a lineup that included Karen Brooks, The Whites, Cindy Hurt, Chantilly, Gary Wolf, Tommy St. John, James and Michael Younger, Tom Carlile, Karen Taylor-Good, Keith Steagall and Skip & Linda.

Five new members were also elected to the Organization of Country Radio Broadcasters (OCRB) board; Roy Wunsch, CBS; Joe Casey, CBS; Bob Heatherly, RCA; Mike Oatman, Great Empire Broadcasting; and Bill Sherard, WPXX/Washington, D.C.



McENTIRE INKS WITH ASCAP — Artist/songwriter Reba McEntire is the latest addition to the fold of the American Society of Composers, Authors and Publishers (ASCAP), and the performing rights organization held a party in honor of her signing. Pictured are (l-r): Merlin Littlefield, associate director, ASCAP; McEntire; and Connie Bradley, southern regional executive director, ASCAP.

Lineup Set For NSAI Symposium

NASHVILLE — The fifth annual Nashville Songwriters Assn. International (NSAI) Symposium has been set for March 4-6 at the Hyatt Regency Hotel, with the traditional Songwriters Showcase Friday, March 4. Three panel discussions plus a luncheon lecturer have been slated for the day's activities on Saturday, March 5, and the seminar will conclude on Sunday with songwriter collaboration and critique sessions.

Writers scheduled to appear on the Songwriters Showcase include Jim Stafford, Bob Morrison, Mac McAnally, Bobby Whitlock, Rodney Crowell, Michael McDonald, Mark James, Johnny Christopher, Wayne Carson, Rafe Van Hoy, Alan Rhody, Pat McManus, John Scott Sherrill, Sandy Pinckard, Guy Clark, Rick and Janis Carnes, Gary Chapman, K.T. Oslin, Dave Loggins, Keith Stegall, John Roscoco, Bob Bailey, Roger Cook, Becky Foster and Don King.

Following an 8 p.m. keynote address, the first panel, "From The Minors To The Majors," will kick off at 9 a.m. with moderator Randy Goodrum. Panelists for the session include songwriters Lange Martyne, Debbie Happ, Michael McDonald, Dave Loggins, Keith Stegall, Rick Carnes and Wayland Holyfield.

Charles Strouse will speak at the NSAI luncheon on writing for Broadway shows and television. Strouse himself has written a number of songs for plays and TV programs, including the closing theme for *Archie Bunkers's Place*.

The first afternoon panel, "The Record Makers," will be moderated by *The Tennessean's* Bob Oermann, with a panel consisting of producers Tommy West, Tony Brown, Brown Bannister and Terry Woodford, plus record executives Bob Fead, Monument; Charlie Fach, Compleat; and Jimmy Bowen, Warner Bros.

The day's panel lineup concludes with "Money Matters: The Grand Slam Home Run," with representatives from Broadcast Music, Inc. (BMI) and the American Society of Composers, Authors and Publishers (ASCAP), in addition to Lou Bachman of American Guild of Authors and Composers (AGAC) and Jim Free, the Washington lobbyist for the Recording Industry Assn. of America (RIAA) and AGAC.

The NSAI Awards Banquet will consume the evening, with 15 awards scheduled for presentation, including the Songwriter of the Year. Finalists for that distinction include Charlie Black, Rory Bourke, Tim DuBois, Wayland Holyfield, Dennis Morgan and Rhonda Kye Fleming.



COUNTRY RADIO SEMINAR HIGHLIGHTS — Along with the scheduled action at the 14th annual Country Radio Seminar Feb. 17-19 at the Opryland Hotel in Nashville, **Cash Box** president and publisher George Albert was on hand to present a number of **Cash Box** covers, #1 plaques and Radio Programmers Awards to several artists and radio station personnel. Pictured in the **top row** are (l-r): RCA recording artist Charley Pride (with his **Cash Box** special supplement cover from the June 12, 1982 issue); Carson Schreiber, West Coast country promotion manager, RCA; Dene Hallam, WKHK-FM/New York, **Cash Box** Large Market Programmer of the Year; Mark Albert, **Cash Box** vice president/general manager; Al Hamilton, KEBC-FM/Oklahoma City, **Cash Box** Medium Market Programmer of the Year; Stan Davis, WVAM/Altoona, Pa., **Cash Box** Small Market

Programmer of the Year; George Albert; and Frank Murphy, vice president, marketing, and Ed Salamon, vice president, programming, both from United Stations. **Cash Box** Country Syndicator of the Year. Pictured in the **bottom row** are (l-r): Mark Albert; Mrs. Ronnie (Karen) McDowell; Epic recording artist Ronnie McDowell (with his **Cash Box** cover from the Sept. 25, 1982 issue); George Albert; RCA recording artist Sylvia (with her **Cash Box** cover from the June 12, 1982 issue); George Albert; Joe Galante, division vice president, RCA/Nashville; Barry Mardit, Kevin Herring and Phil Lanka, all of WWWW/Detroit, **Cash Box** Large Market Station of the Year; Juanita Butler and Tom Roland, **Cash Box**; and Sam Faulk, WLWI/Montgomery, Ala., **Cash Box** Medium Market Station of the Year.

TOP 75 ALBUMS

	Weeks On Chart	2/26		Weeks On Chart	2/26
1 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	1	52	39 BIG AL DOWNING BIG AL DOWNING (Team TRA-2001)	38	5
2 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996)	2	23	40 PERFECT STRANGER T.G. SHEPPARD (Warner/Curb 23726-1)	42	20
3 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	6	51	41 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO 51124)	43	34
4 JUST SYLVIA SYLVIA (RCA AHL 1-4312)	4	48	42 STRAIT FROM THE HEART GEORGE STRAIT (MCA-5320)	44	36
5 THE WINNING HAND KRIS KRISTOFFERSON, WILLIE NELSON, DOLLY PARTON AND BRENDA LEE (Monument JEG 38389)	5	15	43 UNLIMITED REBA McENTIRE (Mercury/PolyGram SRM 1-4047)	50	34
6 PONCHO & LEFTY MERLE HAGGARD/WILLIE NELSON (Epic FE 37958)	7	6	44 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	39	103
7 THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23697-1)	8	28	45 BUSTED JOHN CONLEE (MCA-5310)	45	47
8 GOING WHERE THE LONELY GO MERLE HAGGARD (Epic FE 38092)	3	16	46 OUR BEST TO YOU DAVID FRIZZELL & SHELLY WEST (Warner Bros./Viva 9 23754-1)	46	7
9 WILD & BLUE JOHN ANDERSON (Warner Bros. 23721-1)	16	20	47 GREATEST HITS ANNE MURRAY (Capitol SOO-12110)	51	8
10 HANK WILLIAMS, JR.'S GREATEST HITS (Elektra/Curb 60193-1)	10	21	48 OLD HOME TOWN GLEN CAMPBELL (Atlantic America 90016-1)	—	1
11 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	12	102	49 LEON EVERETTE (RCA MHLI-8600)	—	1
12 IT AIN'T EASY JANIE FRICKE (Columbia FC 38214)	13	21	50 TWENTIETH CENTURY DRIFTER MARTY ROBBINS (MCA 27060)	52	2
13 RADIO ROMANCE EDDIE RABBITT (Elektra 60160-1)	11	19	51 WISH YOU WERE HERE TONIGHT RAY CHARLES (Columbia FC 38293)	—	1
14 WW II WAYLON AND WILLIE (RCA AHL 1-4455)	9	20	52 TOO GOOD TO HURRY CHARLY McCLAIN (Epic FE 38064)	63	19
15 GREATEST HITS DOLLY PARTON (RCA AHL 1-4422)	15	22	53 BIG CITY MERLE HAGGARD (Epic FE 37593)	40	70
16 ANNIVERSARY — TEN YEARS OF HITS GEORGE JONES (Epic KE2 38328)	14	17	54 THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE! DAVID FRIZZELL (Warner/Viva 9 23688-1)	47	35
17 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	20	66	55 THE BEST LITTLE WHOREHOUSE IN TEXAS ORIGINAL SOUNDTRACK (MCA-6112)	48	28
18 SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA AHL 1-4348)	21	25	56 BOBBIE SUE OAK RIDGE BOYS (MCA-5294)	49	55
19 TRUE LOVE CRYSTAL GAYLE (Elektra 60200-1)	22	14	57 MICHAEL MARTIN MURPHY (Liberty LT-51120)	53	26
20 BIGGEST HITS MARTY ROBBINS (Columbia FC 38309)	23	11	58 CONWAY'S #1 CLASSICS VOL. II CONWAY TWITTY (Elektra 60209)	55	7
21 STRONG WEAKNESS THE BELLAMY BROTHERS (Elektra/Curb 9 60210-1)	25	11	59 THE LEGEND GOES ON THE STATLER BROTHERS (Mercury/PolyGram SRM-4048)	57	66
22 AMERICAN MADE OAK RIDGE BOYS (MCA-5390)	26	3	60 WALK ON KAREN BROOKS (Warner Bros. 23676-1)	60	3
23 LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1)	17	17	61 FORTY 82 MAC DAVIS (Casablanca/PolyGram NBLP-7274)	61	3
24 THE BIRD JERRY REED (RCA AHL 1-4529)	18	14	62 LISTEN TO THE RADIO DON WILLIAMS (MCA-5306)	64	47
25 A TASTE OF YESTERDAY'S WINE MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	24	27	63 I AM WHAT I AM GEORGE JONES (Epic 36586)	65	2
26 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	19	64	64 FANCY FREE OAK RIDGE BOYS (MCA 5209)	66	2
27 INSIDE RONNIE MILSAP (RCA AHL 1-4311)	27	37	65 THE BEST OF JERRY LEE LEWIS (Elektra 60191-1)	70	16
28 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	31	139	66 THE ALL-TIME GREATEST HITS OF ROY ORBISON (Monument KWG2784-38384-1)	—	1
29 COME BACK TO ME MARTY ROBBINS (Columbia FC 37995)	32	32	67 #1 COWBOY MARTY ROBBINS (Gusto/CBS P-15594)	—	1
30 DREAM MAKER CONWAY TWITTY (Elektra 60182-1)	36	22	68 THIS DREAM'S ON ME GENE WATSON (MCA 5302)	—	1
31 STRONG STUFF HANK WILLIAMS, JR. (Elektra/Curb 60223-1)	41	2	69 GREATEST HITS CHARLY McCLAIN (Epic FE 38313)	—	1
32 INSIDE AND OUT LEE GREENWOOD (MCA-5305)	29	45	70 THE DISTANCE BOB SEGER & THE SILVER BULLET BAND (Capitol ST-12254)	—	1
33 HONKYTONK MAN ORIGINAL SOUNDTRACK (Warner Bros./Viva 9 23739-1)	33	8	71 THE DAVID FRIZZELL AND SHELLY WEST ALBUM (Warner Bros./Viva BSK 3643)	71	57
34 MERLE HAGGARD'S GREATEST HITS MERLE HAGGARD (MCA-5386)	34	6	72 16TH AVENUE LACY J. DALTON (Columbia FC 37975)	72	32
35 TOM JONES COUNTRY (Mercury/PolyGram SRM-1-4062)	37	20	73 LET THE HARD TIMES ROLL McGUFFEY LANE (Atco 90020-1)	54	4
36 PUT YOUR DREAMS AWAY MICKY GILLEY (Epic FE 38082)	28	29	74 GET CLOSER LINDA RONSTADT (Asylum 9 60185)	56	16
37 QUIET LIES JUICE NEWTON (Capitol ST 12210)	35	41	75 BEST OF BOXCAR, VOL. ONE BOXCAR WILLIE (Main Street ST 73002)	58	16
38 SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135)	30	20			

COUNTRY HITS TELEVISION LIKE A LION IN MARCH — March 7 will be a veritable red letter day for country music on television with the airing of the **Hank Williams, Jr.** story, *Living Proof*, and the debut of the highly-publicized Nashville Network cable program. The network will debut its initial 18-hour programming day with a five-hour kick-off beginning with **Ralph Emery** at Opryland's Stage Door Lounge, reaching a potential 20 million viewers. A one-hour segment from the Opryhouse follows with **Roy Acuff**, **Minnie Pearl**, **Larry Gatlin** and the **Gatlin Brothers Band**, **Chet Atkins**, **Ray Stevens** and **Patt Page**. To round out the introductory programming, several artists will be presented from various venues in live sets from across the country, including **Rosanne Cash** and **T.G. Sheppard** from the Savoy in New York; **Hoyt Axton** and **Tanya Tucker** from the Palomino in Los Angeles; **Tammy Wynette** and **Don Williams** from Park West in Chicago; **Emmylou Harris** and **Bill Monroe** from KRLN-TV's *Austin City Limits* studios in Austin; and **Lynn Anderson** from After The Gold Rush in Denver. Originally, many had hoped that the Nashville Network would provide a country alternative to MTV, but, although they have never considered it, Warner/Amex, the company in control of MTV, is reportedly considering such a channel, CMTV. The cable outlet will not be placed in operation though until its forerunner can begin to make a profit, and sources indicate that that could be at least two years down the line. The other March 7 event, NBC-TV's *Living Proof: The Hank Williams, Jr. Story* will air at 8 p.m. CST, with **Richard Thomas** assuming the lead role. Produced by Procter & Gamble, Telecom Entertainment and Meipomene, the entire piece was filmed on location in Tennessee last fall and includes a self-portrayal by Bocephus' buddy, **Merle Kilgore**.

MANDRELL TO JOIN THE EXCITEMENT — With both of those events occurring at the outset of the month, **Louise Mandrell** is set to begin taping her first television special during the second week of March with producer **Jim Owens**. Entitled *Louise Mandrell — Diamonds, Gold And Platinum*, the special will catapult the performer through several decades of music, encompassing the gamut of musical history from the Roaring Twenties to the present. The presentation will also include bits and pieces from the show she recently premiered at The Nugget in Reno, and features as special guests sisters **Barbara** and **Irlene Mandrell**, **Ronnie Milsap**, **Tony Orlando**, **Jerry Reed**, **T.G. Sheppard**, **Jim Stafford**, **Danny Thomas** and **Herve "Tattoo" Villechaize**. Jack Regas, who directed TV's *Barbara Mandrell & The Mandrell Sisters*, will perform a similar function in the special. The show is tentatively scheduled to air in May.



ETC ON STRIKE? — **Earl Thomas Conley** fell victim to the independent

truckers' strike recently when he pulled into a truck stop somewhere between Baton Rouge and Nashville. Three of the tires on the bus exploded, and, after examining the rubber, the ETC entourage found that hundreds of nails had been strategically placed at the truck stop entrance by striking truckers (a real courteous bunch of fellows, huh?).

CHANGE OF PACE — After grumblings from a northeastern band that had the same name, the **Younger Brothers** have officially adopted new stage names — **James and Michael Younger** — to avoid any confusion with the aforementioned group. All publicity and promotional material supporting the act, one of 11 that appeared on the Country Radio Seminar New Faces Show, will be modified to adapt the new monicker, although the current single, "Somewhere Down The Line," has already been shipped with the prior name.

STORM OF MUGGERS — The all-female group **Chantilly** (another of the acts on the New Faces Show) played the victim during a recent road trip to Charlotte, N.C., when it stopped in Knoxville at a restaurant along Interstate 40. Bass player **P.J. Allman**, who enchanted at least one participant during the Radio Seminar showcase, had let the rest of the band head into the diner while she locked the van, but as she walked toward the restaurant, two thieves copped her clutch purse — one ran by, knocking it from beneath her arm while the other followed behind to scoop up the handbag. "Stick together," assessed Allman of the incident, "that is what everyone has told us. I guess like everything else in life we just had to learn the hard way." The band guested on the 17th annual Variety Club Telethon, *The Crusade For Children*, in St. Louis Feb. 27, joining such celebrities as emcee **Monty Let's Make A Deal Hall**, actor **John Forsythe**, comedian **Norm Crosby**, **Cristy Lane**, the **Dallas Cowboy Cheerleaders** and **Ben Vereen**. **Joel Stevens** is the latest addition to the group, replacing keyboardist **Debbie Pierce**, who was married recently.

CONGRATULATIONS — To **Kris Kristofferson**, who was married at Pepperdine University in Malibu recently to **Lisa Meyers**. The couple's honeymoon has been delayed until Kristofferson can finish an LP he is currently cutting for Monument.

FERRARI REVS UP IN NASHVILLE — Las Vegas fixture **Gene Ferrari** was recently in Nashville with **Mae Axton**, where his current country recordings were mixed at Woodland Sound. Apparently, Ferrari, who recorded with producer **Barry Beckett** in Muscle Shoals, is somewhat a cross between **Tom Jones** and **Englebert Humperdinck**.

MEMPHIS ON THE MOVE — Recording act **Memphis** has moved its headquarters to the center of Music Row. The band is now located at 1014 16th Avenue South, Nashville, Tenn. 37203.

MILLER TO GUEST WITH THE POPS — **Mitch Miller** guested Feb. 25-26 with the Nashville Symphony Pops at the Tennessee Performing Arts Center. Although Miller was a prominent A&R man for Columbia long before his "sing-along" television shows, those programs were the primary vehicle for his national recognition, and a portion of the concert was given over to audience participation.

DRAKE & DOWELL — The Drake Music Group has reached an agreement with **Jim Dowell** to handle all administration duties for his publishing firms, **New Albany Music (BMI)** and **Hoosier Music (ASCAP)**. Dowell, along with **Ronnie Joe Friend** and **Kent Blazy**, has amassed recent cuts by **Gary Morris**, **George Strait** and **Bandana**.

tom roland

THE COUNTRY MIKE

MUTUAL BROADCAST NEWS — The Mutual Radio Network has scheduled a series of six three-hour country music and interview specials that will be broadcast on key holidays during 1983. The programs will be delivered exclusively by satellite, and, beginning with the July 4 program, they will be transmitted in stereo on a nationwide basis. On Memorial Day the annual *Triple* special will feature **Alabama**, **Janie Fricke** and **Ricky Skaggs**, the July 4 program will feature **Loretta Lynn** and **Conway Twitty** and on Labor Day, **Dolly Parton** and **Don Williams** will be in the spotlight. On Thanksgiving, *The Great Entertainers*, an annual celebration of the artists awarded Entertainer of the Year honors by the Country Music Assn. (CMA), will be broadcast for its third year. **Barbara Mandrell**, **Charley Price**, **Roy Clark** and **Willie Nelson** are among those to be featured. The **Osmond Brothers** and more than 20 other country artists who gather together to celebrate the holiday season will be featured Christmas Day on *A Country Christmas*. The sixth of the series will be presented on New Years Day when Mutual presents its fourth annual *Country Music Countdown 1983*. This program will spotlight the top 30 hits and leading artists of 1983. Specific production elements for each program and hosts will be announced at a later date. This series is in direct competition with the 1983 *Country Six Pack* being aired by The United Stations. Their lineup is as follows: Memorial Day — *The Eddie Rabbitt Story*; July 4 — *The Alabama Story*; Labor Day — *Award Winners*, featuring **Ricky Skaggs** and **Janie Fricke**; Thanksgiving Day — *The Family Reunion* featuring the **Cash**, **West/Frizzell**, and **Mandrell** families; Christmas Day — *Christmas Around The Country*, which will tell how the country artists spend their holidays; and on New Years Day — *Crystal Gayle's Golden Decade*. These programs are produced by **Ed Salamon**. . . In other Mutual Broadcast news, a satellite channel and downlink time are being leased by Mutual to the National Kidney Foundation for its annual Country Music Festival, which will be uplinked from the Opryhouse in Nashville and the Palomino Club in Los Angeles on Sunday, April 24. The broadcasts will be transmitted via Mutual's fourth supplementary services satellite channel and will be available to radio stations across the nation via Mutual's 650 satellite earth receiving terminals. This will be the first time a music broadcast offering has been made available to other satellite users.



SYLVIA 'WAYWARD' IN NEW YORK — Sylvia recently stopped in at WKHK-FM/New York with tuitist James Galway in support of their cover of Gogi Grant's "The Wayward Wind." Pictured are (l-r): Galway; Sylvia; and George Wolfson, vice president/general manager, WKHK.

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TUNE IN TO TUNE-IN — A new marketing tool has been developed exclusively for the country radio station in the form of a magazine called *Tune-In*. It is a custom country music and human interest magazine personalized with the radio station's logo, stories, promotions and advertisers. The publication is designed as a profit-making and strategic image-marketing tool for the exclusive use of one station per market. Also included in the magazine are articles related to artists, as well as country lifestyle. **Jonathan Fricke** and **Frank Kratch** are publishers of the tabloid. **HELP** — **Curt Newton**, general manager and program director for **WEEL/Fairfax**, is requesting record service. Newton can be reached at (703) 273-4000, 3909 Oak St., P.O. Box 908, Fairfax, Va. 22030 . . . On Feb. 11, **KBHL/Lincoln** began broadcasting live concerts on Friday evenings. The material they have on hand is somewhat limited so any record service providing them with live material will be appreciated. They can be reached at (402) 476-9595, 2820 N. 48th, Lincoln, Neb. 68504.

NEWLY ELECTED — Two country broadcasters were elected to two-year terms on the Arbitron Radio Advisory Council during final balloting in December. They are **Don Hibbits**, **WSUN-FM/Tampa-St. Petersburg**, representing country format stations in markets 1-50, and **Ron Rogers**, **KASE/Austin**, representing country format stations in markets 51-plus.

IN NEED OF SEMINAR TAPES? — Those who neglected to purchase tapes of the sessions at the 14th Country Radio Seminar and wished upon returning home that they had invested in them, should call **Susan Roberts** at the Country Radio Seminar office, (615) 327-4488.

juanita butler

PROGRAMMERS PICKS

Gary Hightower	KFDI/Wichita	Foolin' — Johnny Rodriguez — Epic
Bill Manders	WTOD/Toledo	I Still Love You In The Same Ol' Way — Moe Bandy — Columbia
Dal Hollander	WDXE/Lawrenceburg	More And More — Charley Pride — RCA
Dale Elchor	KWMT/Ft. Dodge	The Hero — Lee Dresser — Air International
Reggle Neal	WXBQ/Bristol	Somewhere Down The Line — Younger Brothers — MCA
Johnny Steele	KVEG/Las Vegas	Save Me — Louise Mandrell — RCA
Tim Rowe	WMNI/Columbus	Common Man — John Conlee — MCA
Duke Hamilton	WUBE/Cincinnati	Personally — Ronnie McDowell — Epic
Mark Tudor	WTQR/Winston-Salem	Common Man — John Conlee — MCA
Jeff Davies	KXLR/Little Rock	The Party's Over — Sam Neely — MCA
Denny Bice	WNWN/Coldwater	Personally — Ronnie McDowell — Epic
Mark Andrews	KWJJ/Portland	Common Man — John Conlee — MCA
Susan Duran	WNOE/New Orleans	American Made — Oak Ridge Boys — MCA

MOST ADDED COUNTRY SINGLES

1. **COMMON MAN** — **JOHN CONLEE** — **MCA** — 48 ADDS
2. **MORE AND MORE** — **CHARLEY PRIDE** — **RCA** — 43 ADDS
3. **I STILL LOVE YOU IN THE SAME OL' WAY** — **MOE BANDY** — 36 ADDS
4. **TOUCH ME** — **TOM JONES** — **MERCURY** — 23 ADDS
5. **FOOLIN'** — **JOHNNY RODRIGUEZ** — **EPIC** — 16 ADDS

MOST ACTIVE COUNTRY SINGLES

1. **DIXIELAND DELIGHT** — **ALABAMA** — **RCA** — 74 REPORTS
2. **AMERICAN MADE** — **OAK RIDGE BOYS** — **MCA** — 67 REPORTS
3. **SOUNDS LIKE LOVE** — **JOHNNY LEE** — **ELEKTRA/ASYLUM** — 62 REPORTS
4. **YOU DON'T KNOW LOVE** — **JANIE FRICKE** — **COLUMBIA** — 51 REPORTS
5. **MY FIRST TASTE OF TEXAS** — **ED BRUCE** — **MCA** — 51 REPORTS

SINGLES REVIEWS

OUT OF THE BOX



MEL TILLIS (MCA 52182)
In The Middle Of The Night (2:49) (Sabal Music, Inc. — ASCAP) (B. Corbin) (Producer: H. Shedd)
 Written by the Corbin/Hanner Band's Bob Corbin, this is one of Tillis' best efforts in the last couple of years, owing much to the tune's infectious melody and a raw production from Tillis' new helmsman, Harold Shedd. Bent guitar licks and occasional fiddle passages add a bit of spunk, while a heavy backbeat guides the record through a fairly straight-forward groove.

FEATURE PICKS

- WAYLON** (RCA PB-13465)
Lucille (You Won't Do Your Daddy's Will) (3:25) (Venice Music — BMI) (R. Penniman, A. Collins) (Producer: W. Jennings)
- DAVID ALLAN COE** (Columbia 38-03778)
The Ride (3:06) (Aige Music Corp./Newswriters Music — BMI) (J.B. Detterline, Jr., G. Gentry) (Producer: B. Sherrill)
- LEON EVERETTE** (RCA PB-13466)
My Lady Loves Me (Just As I Am) (3:09) (Blackwood Music, Inc. — BMI) (K. Stegall, C. Waters) (Producers: R. Dean, L. Everette)
- McGUFFEY LANE** (Atlantic 7-99908)
Doing It Right (2:38) (House of Gold Music, Inc. — BMI) (W. Newton, D. Tyler) (Producers: M. Morgan, P. Worley)
- SAM NEELY** (MCA-52194)
The Party's Over (Everybody's Gone) (3:35) (Famous Music Corp./Boo Music/Ensign Music Corp./Guyasuta Music — ASCAP/BMI) (Lobo, J. Raymond) (Producer: R. Chan- cey)
- JOHNNY CARVER** (Monument WS4 03667)
Shed A Little Light (2:32) (Sabal Music Inc. — ASCAP/Sawgrass Music Pubi. Inc. — BMI) (B. Cannon, C. Phillips, D. Dillon) (Producers: J. Darrell, B. Cannon)
- LEE DRESSER** (AIR ARG 10021)
The Hero (3:15) (Dresser/Easy Listening Music — ASCAP) (L. Dresser) (Producer: M. Sherrill)
- ANNE LORD** (Comstock COM 17000)
Hung Up On You (3:12) (Attlor Pub. — PRO) (R. Lord, A. Lord) (Producer P. Bjerring)

NEW AND DEVELOPING

DAVID WILLS (RCA JK-13460)
Those Nights, These Days (3:37) (Sister John Music, Inc. — BMI) (R. Rogers) (Producer: B. Mevis)
 Blake Mevis is establishing himself as one of the most effective producers on Music Row, and here he captures David Wills' lonesome vocals with a building setting that relies heavily on an acoustic piano/guitar motif. Effective crescendos and decrescendos in intensity make Wills' rendition even more convincing on this tune from the hand of Ronnie "Dixieland Delight" Rogers.



ALBUM REVIEWS

COUNTRY CLASSICS — **Charley Pride** — **RCA AHL1-4662** — **Producer: Norro Wilson** — **List: 8.98** — **Bar coded**
 After a pop-sounding LP that sported three #1 singles, Pride kicks in with a solid, traditional country effort, including covers of such standards as "In The Jailhouse Now," "That's How Much I Love You" and "Why Baby Why." The disc's inherent simplicity is the appeal here, with straight-ahead rhythmic configurations and easy sing-along melodies. Producer Norro Wilson effectively brings out the Opry heritage in the Mississippi native, with the bulk of the material eliciting images of beat-up pickups and out-of-the-way honky-tonks.

TOP 75 ALBUMS

		Weeks On Chart			Weeks On Chart
1	THRILLER MICHAEL JACKSON (Epic QE 38112)	1 11	38	GIVE EVERYBODY SOME RICHARD "DIMPLES" FIELDS (Boardwalk NB-33258-1)	39 14
2	LIONEL RICHIE (Motown 6097ML)	2 21	39	THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH 266)	40 21
3	ALL THIS LOVE DeBARGE (Motown 6012G)	5 19	40	SWEAT THE SYSTEM (Mirage/Atlantic 7 90062-1)	60 2
4	FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235)	4 21	41	SILK ELECTRIC DIANA ROSS (RCA AFL-4386)	43 21
5	TOUCH THE SKY SMOKEY ROBINSON (Tamlia/Motown 6030TL)	7 6	42	SKYYJAMMER SKYY (Salsoul/RCA SA-8555)	34 16
6	1999 PRINCE (Warner Bros. 9 23720-1F)	6 16	43	AS ONE KOOL & THE GANG (De-Lite/PolyGram DSR 8505)	32 23
7	MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197)	3 16	44	BACK TO THE FRONT PETER BROWN (RCA AFL1-4604)	50 3
8	COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246)	10 14	45	HEARTBREAKER DIONNE WARWICK (Arista AL 9609)	45 20
9	TOO TOUGH ANGELA BOFILL (Arista AL 9616)	12 7	46	LEARNING TO LOVE RODNEY FRANKLIN (Columbia FC 38198)	47 7
10	GET LOOSE EVELYN KING (RCA AFL 1-4337)	8 26	47	CASINO LIGHTS — RECORDED LIVE AT MON- TREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	48 18
11	GAP BAND IV THE GAP BAND (Total Experience/PolyGram TE-1-3001)	13 39	48	ONE MORE MOUNTAIN THE FOUR TOPS (Casablanca/PolyGram NBLP 7266)	55 3
12	CHAKA KHAN (Warner Bros. 9 23729-1)	9 13	49	DONNA SUMMER (Geffen GHS 2005)	51 31
13	THE YOUTH OF TODAY MUSICAL YOUTH (MCA-5389)	15 8	50	TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244)	38 17
14	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	14 13	51	BLAST! THE BROTHERS JOHNSON (A&M SP-4927)	53 12
15	PROPOSITIONS THE BAR-KAYS (Mercury/PolyGram SRM-1-4065)	11 17	52	YOU AND I O'BRYAN (Capitol ST-12255)	— 1
16	ON THE ONE DAZZ BAND (Motown 6031 ML)	18 5	53	WOLF BILL WOLFER (Constellation/Elektra 9 60187)	42 7
17	DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241)	16 14	54	RIGHT BACK AT CHA! DYNASTY (Solar/Elektra 9 60176-1)	57 14
18	THE RHYTHM & THE BLUES ZZ HILL (Malaco MAI 7411)	19 13	55	HIMSELF BILL COSBY (Motown 6026ML)	44 8
19	TO THE MAX CON FUNK SHUN (Mercury/PolyGram SHM-1-4067)	22 16	56	WILD NIGHT ONE WAY (MCA-5369)	59 20
20	EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Warner Bros. QWS 3691)	20 22	57	STEVE ARRINGTON'S HALL OF FAME (Atlantic 7 80049-1)	— 1
21	THE OTHER SIDE OF THE RAINBOW MELBA MOORE (Capitol ST 12243)	21 19	58	LIVIN' IN THE NEW WAVE ANDRE CYMONE (Columbia FC 38123)	62 18
22	JANET JACKSON (A&M SP-6-4907)	23 19	59	SEAL IN RED RUFUS (Warner Bros. 9 23753-1)	— 1
23	POWERLIGHT EARTH, WIND & FIRE (Columbia TC 38367)	— 1	60	JUMP TO IT ARETHA FRANKLIN (Arista AL 9602)	46 31
24	JUST AIN'T GOOD ENOUGH JOHNNIE TAYLOR (Beverly Glen BG 1001)	24 19	61	NEW DIRECTIONS TAVARES (RCA AFL 1-4357)	61 24
25	LIVE AND LET LIVE AURRA (Salsoul/RCA SA 8559)	28 4	62	KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398)	70 2
26	H2O DARYL HALL & JOHN OATES (RCA AFL 1-4348)	30 11	63	SECOND TO NUNN BOBBY NUNN (Motown 6022)	49 22
27	WHAT TIME IS IT? THE TIME (Warner Bros. 9 23701-1)	25 25	64	LET ME IN YOUR LIFE MARLENA SHAW (South Bay SB-1004)	66 3
28	LIVING MY LIFE GRACE JONES (Island/Atco 7 90018-1)	29 13	65	TANTALIZINGLY HOT STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	65 31
29	TYRONE DAVIS (Highrise HR 103)	17 11	66	WINDSONG RANDY CRAWFORD (Warner Bros. 9 60142-1)	67 38
30	VANITY 6 (Warner Bros. 9 23716-1)	31 23	67	VISIONS OF THE LITE SLAVE (Cotillion/Atco 7 90024-1)	63 10
31	SUE BOBBY RUSH (Lajam LJ 0001)	36 6	68	MAN PARRISH (Importe/12 MP-320)	73 2
32	GREATEST HITS RAY PARKER, JR. (Arista AL 9612)	26 12	69	THE BAD C.C. CARL CARLTON (RCA AFL 1-4425)	64 21
33	S.O.S. III THE S.O.S. BAND (Tabu/CBS FZ 38352)	33 15	70	HARD TIMES MILLIE JACKSON (Spring/PolyGram SP-1-6737)	54 17
34	ALL THE GREAT HITS THE COMMODORES (Motown 6028 ML)	27 14	71	ALICIA ALICIA MYERS (MCA-5181)	71 24
35	BLUES IN MY BEDROOM LYNN WHITE (Waylo/Peter Pan TAS 12121)	35 8	72	ZAPP II ZAPP (Warner Bros. 9 23583-1)	74 31
36	INSTANT FUNK V INSTANT FUNK (Salsoul/RCA SA 8558)	41 4	73	ENCHANTED LADY ENCHANTMENT (Columbia FC 38024)	68 16
37	JEFFREY OSBORNE (A&M SP-4896)	37 38	74	FRICTION CHOCOLATE MILK (RCA AFL-1-4412)	72 15
			75	THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23696-1)	58 14



A KING IN NEW YORK — Mango recording artist King Sunny Ade recently played a date at New York's Savoy in support of his LP, "Juju Music." Pictured backstage after the show are (l-r): Martin Messonier, Ade's producer and manager; Island recording artist Steve Winwood; an unidentified member of the African Beats; Ade; and Chris Blackwell, founder, Island Records, which distributes Mango.

THE RHYTHM SECTION

LOOK OUT — For "Steve Arrington's Hall of Fame I," the self-titled debut LP by Kiddo and the upcoming LP by Joan Armatrading, "The Key," the music is shifting gears. Arrington's Atlantic Records album is the culmination of his work with **Aurra** and **Slave**, an amalgamation of his jazz, rock, funk and salsa roots. On the single "Nobody Can Be You," his growth as an artist and producer is evident. Kiddo's A&M Records debut under the production guidance of **Reggie Andrews** and **Leon Ndugu Chanler** is an interesting showcase for the talents of **P-Funk** veterans **Donnie Sterling** and hot lick guitarist **Michael Hampton**. The mixture of funk exercisers and rock-edged sophisticated funk provides unbridled energy with polished sensibilities. Armatrading's A&M LP, due March 15, was produced by **Steve Lillywhite**, except for the LP's initial single, "Drop The Pilot," and the tune "What Do Boys Dream," which were produced by **Val Garay** of **Kim Carnes** and, more recently, **The Motels** fame. Armatrading could prove to be a progressive artist of duration with this collection.

NUMBER ONE AND STILL RISING — **Michael Jackson's** LP and current single have soared to #1 bullet status on three of the **Cash Box** charts and is poised to capture that spot on still another. His Epic Records LP, "Thriller," has topped the #1 bullet spot on both the **Cash Box** Pop Albums chart and the **Black Contemporary Albums** chart. "Billie Jean," the current single, undoubtedly had something to do with the LP's success, as it has maintained a #1 bullet spot on the **Cash Box** Black Contemporary Singles chart for the last three weeks. The record is currently #2 bullet on the **Cash Box** Pop Singles chart, resting right behind Epic labelmate **Culture Club's** "Do You Really Want To Hurt Me?"

NEW PREZ — The National Black Network (NBN) recently appointed **George R. Edwards** president of the company, which is the first black-owned and controlled, line-connected radio network in the U.S. The announcement was made by **Eugene D. Jackson**, chairman of Unity Broadcasting Network-New York, Inc., NBN's parent company. Edwards joined the New York City-headquartered firm in 1979 as vice president of marketing and sales, and was later promoted to vice president and general manager. In his new job, Edwards will oversee daily operations and be involved with development and implementation of sales and marketing programs for the network. Edwards, who is also vice president of Unity Broadcasting Network, was vice president and director of domestic marketing for Heublin, Inc., Spirits Group prior to coming to NBN. NBN, which was founded in 1973, currently has 105 affiliated stations nationwide, covering more than 100 markets. The network produces more than 120 hourly newscasts weekly and also airs the *Night Talk* national talk show, which airs live and is hosted by **Bob Law**.

JAM IT — Jam-Power Records, poised on the threshold of album releases by **Thunderflash** and **Gift of Dreams**, recently made official announcement of its staff. Promotion will be headed up by **Rolinda Brooks**; merchandising by **Charles Colby, Jr.**; video by **Darryl Charles** and creative services by **Keith Mallet**. **Thomas S. Berry** and **Steven C. Berry** are president and vice president, respectively, for the Reseda, Calif.-based company.

EUROPEAN CONNECTION — Although export record sales might be down for a variety of reasons — the international economy, the higher price of prerecorded music, product counterfeiting and home taping — the tour circuit should continue to thrive in 1983. A six-piece band will join **Roy Ayers** in London at the Odeon Hammersmith Theatre, March 25-26, and then in Birmingham on March 27. But just prior to Ayers' sojourn to the U.K., **Billy Griffin**, former lead singer with The Miracles, will do dates in London, Southend, Purfleet and Luton starting March 18. At the end of March, veteran soul crooners **Harold Melvin and the Blue Notes** will play 10 concerts in England — including five nights at the Lakeside Country Club — starting March 30. **Jimmy Ruffin** and the youthful **Pieces of a Dream** are also slated for European tours. Ruffin is to commence his tour in June, while Pieces of a Dream will start its Old World trek in July, including a date at the Montreaux International Festival. All the tours are being coordinated by **John Abbey** Representation in conjunction with the **Henry Sellers** Agency in London.

ADVERT CIRCUMSTANCES — Veteran advertising executives **Bruce Crawford** and **Byron E. Lewis** have been named co-chairmen of the 1983 CEBA Awards sponsored by the World Institute of Black Communications (WIBC), which will be accepting entries to the competition through the end of May. WIBC was founded by the National Black Network (NBN), a division of Unity Broadcasting Network, and currently sponsors the CEBA Awards in 38 categories this year, including classifications in music commercials and musical themes or jingles. The competition is open to companies or persons in the television, radio, consumer print, promotion, merchandising and outdoor advertising fields. Crawford, president and chief executive officer of BBDO International, Inc., and Lewis, founder and president of Uniworld Group, Inc., will head a panel of about 100 advertising and media executives who will evaluate the entries. The CEBA Awards ceremony has traditionally been held in October each year. CEBA, created in 1978, stands for Communications Excellence to Black Audiences.

michael martinez

TOP 100 BLACK CONTEMPORARY SINGLES

March 5, 1983

	Weeks On Chart	2/26		Weeks On Chart	2/26		Weeks On Chart	2/26
1 BILLIE JEAN MICHAEL JACKSON (Epic 34-03509)	1	6	36 I BELIEVE IN YOU AND ME THE FOUR TOPS (Casablanca/PolyGram NB 2353)	40	8	68 CAN I ONE WAY (MCA-52164)	75	3
2 I LIKE IT DeBARGE (Motown 1645)	3	13	37 TRY AGAIN CHAMPAIGN (Columbia 38-03563)	42	4	69 SHE'S GOT TO BE (A DANCER) JERRY KNIGHT (A&M 2519)	72	4
3 YOU ARE LIONEL RICHIE (Motown 1657)	4	7	38 GOT TO BE THERE CHAKA KHAN (Warner Bros. 7-29881)	35	18	70 LISTEN TO YOUR HEART DIANA RICHARDS (Zoo York WS4 03535)	78	2
4 OUTSTANDING THE GAP BAND (Total Experience/PolyGram TE 8205)	2	15	39 LIVE ME RIGHT ARETHA FRANKLIN (Arista AS1023)	36	15	71 LOVE'S A MERRY-GO-'ROUND JUICY (Arista AS 1032)	71	4
5 FALL IN LOVE WITH ME EARTH, WIND & FIRE (Columbia 38-03375)	5	7	40 COME GIVE YOUR LOVE TO ME JANET JACKSON (A&M 2522)	48	5	72 WE'VE GOT THE JUICE ATTITUDE (RFC/Atlantic 7-89879)	79	3
6 BETCHA SHE DON'T LOVE YOU EVELYN KING (RCA PB-13380)	6	17	41 YOU ARE IN MY SYSTEM THE SYSTEM (Mirage/Atco WTG 7-99937)	50	6	73 SO CLOSE DIANA ROSS (RCA PB-13424)	80	2
7 I'VE MADE LOVE TO YOU A THOUSAND TIMES SMOKEY ROBINSON (Tamla/Motown 1655)	8	7	42 THE WOMAN IN ME DONNA SUMMER (Geffen 7-29805)	49	7	74 WE'RE AT THE PARTY DISCO FOUR (Profile PRO-5016)	74	4
8 ATOMIC DOG GEORGE CLINTON (Capitol B-5201)	10	6	43 IT'S RAINING MEN THE WEATHER GIRLS (Columbia 38-03354)	45	13	75 BAD TIME TO BREAK UP WILLIAM BELL (Kat Family/CBS ZS4 03502)	82	3
9 PASS THE DUTCHIE MUSICAL YOUTH (MCA-52149)	9	11	44 ONE ON ONE DARYL HALL & JOHN OATES (RCA PB-13421)	51	4	76 MAKE YOUR BODY MOVE BOHANNON (Compleat CP-103)	76	3
10 KNOCKOUT MARGIE JOSEPH (HCRC WS 4 03337)	12	16	45 PUT IT IN A MAGAZINE SONNY CHARLES (Highrise SHR-2001)	28	23	77 THIS IS YOUR TIME CHANGE (RFC/Atlantic 7-89883)	—	1
11 ARE YOU SERIOUS TYRONE DAVIS (Highrise SHR-2005)	7	16	46 TOO HOT TO BE COOL EBONEE WEBB (Capitol B-5181)	46	6	78 STICKY SITUATION TYRONE BRUNSON (Believe In A Dream/CBS-ZS4 03511)	—	1
12 TOO TOUGH ANGELA BOFILL (Arista AS1031)	15	6	47 GOT TO FIND MY WAY BACK TO YOU TAVARES (RCA PB-13433)	56	4	79 THAT'S THE WAY I FEEL 'BOUT YOUR LOVE RODNEY FRANKLIN (Columbia 38-03551)	87	2
13 LAST NIGHT A D.J. SAVED MY LIFE INDEEP (Sound Of New York, S.N.Y. 5102)	16	11	48 YOU'VE SAID ENOUGH CENTRAL LINE (Mercury/PolyGram 76192)	52	6	80 BABY GETS HIGH PETER BROWN (RCA PB-13413)	44	8
14 HEARTBEATS YARBROUGH & PEOPLES (Total Experience/PolyGram TE 8204)	13	12	49 EVERY LITTLE BIT HURTS ELLIS HALL, JR. (HCRC HC7-31300)	54	7	81 PEREZ PRADO-TITO PUENTE LATIN MEDLEY JOE CAIN AND THE RED PARROT ORCHESTRA (Zoo York WS4-03504)	89	2
15 SEXUAL HEALING MARVIN GAYE (Columbia 38-03302)	11	21	50 I'M SO PROUD JOHNNIE TAYLOR (Beverly Glen BG-2004)	55	7	82 HE'S A PRETENDER HI INERGY (Gordy/Motown 1682)	90	2
16 BAD BOY RAY PARKER, JR. (Arista AS 1030)	14	14	51 I JUST GOTTA HAVE YOU (LOVER TURN ME ON) KASHIF (Arista AS 1042)	58	4	83 SUCH A FEELING AURRA (Salsoul/RCA S7 7043)	43	11
17 ON THE ONE FOR FUN DAZZ BAND (Motown 1659)	23	5	52 NEVER SAY I DO CLIFF DAWSON & RENEE DIGGS (Boardwalk NB-12-173-1)	62	3	84 TURN TO ME MAXINE NIGHTINGALE FEATURING JIMMY RUFFIN (Highrise SHR-2004)	38	17
18 I'M FREAKY O'BRYAN (Capitol B-5203)	21	6	53 NO STOPPIN' THAT ROCKIN' INSTANT FUNK (Salsoul/RCA S7 7041)	59	5	85 LOVIN' YOU MARCUS MILLER (Warner Bros. 7-29788)	—	1
19 SINCE I LOST MY BABY LUTHER VANDROSS (Epic 34-03487)	18	8	54 LOOKING FOR THE PERFECT BEAT SOUL SONIC FORCE (Tommy Boy TB-831)	57	6	86 TAKE THE SHORT WAY HOME DIONNE WARWICK (Arista AS1040)	—	1
20 MIND UP TONIGHT MELBA MOORE (Capitol B-5180)	19	16	55 TAKE IT TO THE TOP RUFUS (Warner Bros. 7-29790)	60	5	87 IF YOU WANNA GET BACK YOUR LADY POINTER SISTERS (Planet/RCA YB-13430)	—	1
21 THE BEST IS YET TO COME GROVER WASHINGTON, JR. with PATTI LABELLE (Elektra 7-69887)	20	14	56 I AM SOMEBODY GLENN JONES (RCA PB-13435)	61	3	88 SPACE IS THE PLACE JONZUN CREW (Tommy Boy 828)	47	8
22 BABY, COME TO ME PATTI AUSTIN (Qwest/Warner Bros. QWE50036)	22	19	57 TRY MY LOVING (GIMME JUST ENOUGH) KIDDO (A&M 2529)	66	2	89 YOU AIN'T GOING ANYWHERE BUT GONE PHILIPPE WYNNE (Sugar Hill SH-795)	—	1
23 MS. GOT-THE-BODY CON FUNK SHUN (Mercury/PolyGram 76198)	29	3	58 DO YOU REALLY WANT TO HURT ME CULTURE CLUB (Epic 34-03368)	63	4	90 ALWAYS ON MY MIND SONNY CHARLES (Highrise SHR-2006)	39	7
24 TONIGHT WHISPERS (Solar/Elektra 7-69842)	32	2	59 BODY MECHANIC QUADRANT SIX (RFC/Atlantic 7-89892)	65	6	91 ARE YOU GETTING ENOUGH HAPPINESS HOT CHOCOLATE (EMI America 8143)	53	8
25 SHE'S OLDER NOW BETTY WRIGHT (Epic 34-03523)	30	4	60 YOU CAN'T RUN FROM MY LOVE STEPHANIE MILLS (Casablanca/PolyGram 810 335-7)	68	4	92 ALL I NEED SYLVESTER (Megatone 1005)	86	6
26 THE BEAT GOES ON ORBIT (Quality/RFC 7025)	24	12	61 DON'T EVER STOP CHASING YOUR DREAMS RICHARD "DIMPLES" FIELDS (Boardwalk 029-5-5)	67	4	93 SWING THAT SEXY THANG CARL CARLTON (RCA PB-13406)	83	8
27 'TIL TOMORROW MARVIN GAYE (Columbia 38-03589)	31	3	62 IMAGINE RANDY CRAWFORD (Warner Bros. 7-29801)	64	5	94 YOU CAN DO IT VAUGHAN MASON FEATURING BUTCH DAYO (Salsoul/RCA S7 7042)	88	12
28 WE DON'T HAVE TO TALK (ABOUT LOVE) PEABO BRYSON (Capitol B-5188)	26	12	63 HAVE IT YOUR WAY/GROOVIN' THE S.O.S. BAND (Tabu/CBS ZS4 03527)	70	2	95 NIPPLE TO THE BOTTLE GRACE JONES (Island/Atco 7-99963)	84	19
29 THE MESSAGE II (SURVIVAL) MELLE MEL AND DUKE BOOTEE (Sugar Hill 594)	25	8	64 NOBODY CAN BE YOU STEVE ARRINGTON'S HALL OF FAME (Atlantic 7-89876)	77	3	96 YA MAMA WUF TICKET (Prelude 644)	91	13
30 THE GIRL IS MINE MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)	17	17	65 WORKING GIRL CHERI (21/PolyGram T1 107)	81	2	97 ROCK THE BOAT FORREST (Profile PRO-5017)	—	1
31 DO IT ANY WAY YOU WANNA CASHMERE (Philly World 2009)	41	7	66 OUR LOVE WILL STOP THE WORLD ERIC MERCURY & ROBERTA FLACK (Atlantic 7-89931)	69	4	98 LADY IN RED ALPHONSE MOUZON (Highrise SHR-2000)	85	24
32 YOU AND I GOODIE (Total Experience/PolyGram TE 8206)	33	11	67 LIFE IS SOMETHING SPECIAL NEW YORK CITI PEECH BOYS (Island/Atco 7-99926)	73	4	99 KEEP THE FIRE BURNING GWEN McRAE (Atlantic 7-89910)	96	8
33 LET LOVE SHINE SKYY (Salsoul/RCA S7 7045)	34	7				100 HEART TO HEART KENNY LOGGINS (Columbia 38-03377)	93	11

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

All I Need (Warrick — ASCAP/Paquet — BMI) 92	He's A Pretender (Chardax — BMI) 82	No Stoppin' (Lucky Three — BMI) 53	The Best Is Yet (Assorted — BMI) 21
Always On My Mind (Screen Gems/Rose Bridge — BMI) 90	I'm Freaky (Big Train — ASCAP) 18	Nobody Can Be You (Konglather — BMI) 64	The Girl Is Mine (Mijac — BMI) 30
Are You Getting Enough (Finchley — ASCAP) 91	I'm So Proud (Mighty Three — BMI) 50	On The One For Fun (J. Regg — ASCAP/Hey Skimo — BMI) 17	The Message II (Sugar Hill — BMI) 29
Are You Serious (Content/Tiaura Ani Kiki — BMI) 11	I've Made Love (Bertam — ASCAP) 7	One On One (Hot-Cha/Unichappell — BMI) 44	The Woman In Me (Warner-Tamerlane/Ras hida/Flying Dutchman/Sweet Harmony — ASCAP) 42
Atomic Dog (Malbizi — BMI) 8	I Am Somebody (Spectrum VII/Hindu — ASCAP) 56	Our Love Will Stop (Teaincense/CBS Songs/Mystery Man/Right Song — BMI) 65	This Is Your Time (Little Macho/Rock Your Socks — ASCAP) 77
Baby, Come To Me (Roadsongs — PRS) 22	I Believe In (Manhattan Island/Sandy Linzer — BMI) 36	Outstanding (Total Experience — BMI) 4	Til Tomorrow (April/Buggie — ASCAP) 27
Baby Gets High (Minong — BMI) 60	I Just Gotta (Music Corp. of America/Kashif — BMI) 51	Painted Picture (Walter Orange/Snousie — ASCAP) 35	Tonight (Almo/Crimco — ACAP) 24
Bad Boy (Raydiola — ASCAP) 16	I Like It (Jobete — ASCAP) 2	Pass The Dutchie (Virgin/Hal Shaper — ASCAP) 9	Too Hot To (Ebonye Webb/Cessess — BMI) 46
Bad Time (Bell-Kat/Unichappell — BMI) 75	If You Wanna Get (ATV Corp. — BMI) 87	Perez Prado (Zoo York Recordz — ASCAP) 81	Too Tough (Gratitude Sky/Pologrounds — BMI) 12
Betcha She Don't (Music Corp of America/Kashif — BMI) 6	Imagine (Maclen — BMI) 62	Put It In (Pari-Wex/Sun Hill — ASCAP) 45	Try Again (Walkin — BMI) 37
Billie Jean (Mijac — BMI) 1	It's Raining (Songs of Manhattan Island/Olga — BMI/Postvalda — ASCAP) 43	Rock The Boat (Warner-Tamerlane/Jim Lane — BMI) 97	Try My Loving (Kidco/J. Regg/Almo/Southern — ASCAP/Hey Skimo — BMI) 57
Body Mechanic (Kathy's/Indulgent — BMI2) 59	Keep The Fire (Warner-Tamerlane/It's The Song — BMI) 99	Sexual Healing (April — ASCAP) 15	Turn To Me (Peer Int'l Corp./Jet D'eau/Cinescore — BMI) 84
Can I (Perk's Duchess — BMI) 68	Knockout (Mannish Kidd/Funtown — BMI) 10	She's Got To Be (Almo/Crimco — ASCAP) 69	We Don't Have (WB/Peabo — ASCAP) 28
Check It Out (L.F.S. III/Spectrum VII — ASCAP) 34	Lady In Red (Mouzon — ASCAP) 98	She's Older Now (Danbet — ASCAP/Native Songs — BMI) 25	We're At A Party (Protoons, Inc./Eric Matthews — ASCAP) 74
Come Give Your (Satellite III/Richer — ASCAP) 40	Last Night (Fools Prayer/Young Lions — BMI) 13	Since I Lost (Jobete — ASCAP) 19	We've Got The Juice (Science/Lab — ASCAP) 72
Do It Any Way You Wanna (Philly World/On The Move/SUJAA/Wizkid — BMI) 31	Let Love Shine (Alligator — ASCAP) 33	So Close (Rossville — BMI/Mel-Day — ASCAP) 73	Working Girl (Hygroton/LoPressor/Gerapete — (PRO) Canada) 65
Do You Really Want (Virgin/Chappell — ASCAP) 58	Life Is Something (Citi Peech/Dez Bee — BMI) 67	Space Is The Place (T.Boy/Boston — International ASCAP) 88	Ya Mama (Trumar/Mason-Malcolm — BMI) 96
Don't Ever Stop Chasing (On The Boardwalk/Dat Ruff Field Kat — BMI/Songs Can Sing/Hense Forth — ASCAP) 61	Listen To Your (Chappell/Pendulum — ASCAP) 70	Sticky Situation (Band Of Angels — BMI) 78	You Ain't Going Anywhere (Blackwood — BMI) 89
Eazy Little Bit (Jobete — ASCAP) 49	Looking For The Perfect (Shakin' Baker/T-Girl — ASCAP) 54	Such A Feeling (Red Aurra — BMI) 83	You And I (Total Experience — BMI) 32
Fill In Love (Sagittara/Yououler/Wesley — ASCAP) 5	Love Me Right (April/Uncle Ronnie's — ASCAP) 39	Swing That Sexy (Bell Boy — BMI/Gratitude Sky — ASCAP) 93	You Are (Brockman — ASCAP) 3
Got To Be (Jobete/Gienwood — ASCAP) 38	Love's A Merry-Go-Round (Tricky Track — BMI) 71	Take It To The Top (Shoi Shoi/Watushi/Overdue Adm. by Warner Bros./Masterjam — ASCAP) 55	You Are In My (Science Lab/Green Star — ASCAP) 41
Get To Find (Perren-Vibes, Inc. — ASCAP) 47	Make Your Body Move (Raydiola — ASCAP) 76	Take The Short Way (Gibb Bros./Unichappell — BMI) 86	You Can Do It (Silver Flute — BMI) 94
Have It Your Way (Interior Adm. by Irving — BMI) 63	Mind Up (Mighty M — ASCAP) 20	That's The Way I Feel (Maicaboom — BMI) 79	You Can't Run From (Frozen Butterfly — BMI) 60
Heart To (Mix Money/Genevieve — ASCAP/Foster Frees — BMI) 100	Ms. Got-The-Body (Val-IE Joe/Bee Germaine/Felstar Pub. — BMI) 23	The Beat Goes (Chris Marc-Cotillon — BMI) 26	You've Said Enough (Warner Bros./Copyright Control) 48
Heartbeats (Total Experience — BMI) 14	Never Say I Do (Harrindur/Ensign — BMI) 52		
	Nipple To The (Ackee/Grace Jones Entrp. — ASCAP/Ixat/Island — BMI) 95		

MOST ADDED SINGLES

- 1. IF YOU WANNA GET BACK YOUR LADY — POINTER SISTERS — PLANET/RCA**
KUKQ, WOKB, WLUM, WWDW, WCIN, WUFO, WILD, KOKA, KPRS, WEDR, WGIV
- 2. NEVER SAY I DO — CLIFF DAWSON & RENEE DIGGS — BOARDWALK**
WAMO, WWDW, WAWA, WKYS, WILD, WLOU, OK100, KOKA, WGCI, WDMT
- 3. THIS IS YOUR TIME — CHANGE — RFC/ATLANTIC**
KUKQ, WOKB, WDAS, WAWA, WPAL, WTLC, KPRS, WEDR, WLLE
- 4. STICKY SITUATION — TYRONE BRUNSON — BELIEVE IN A DREAM/CBS**
KSOL, KUKQ, WRAP, WCIN, WUFO, WAWA, WTLC, WLOU, WRBD
- 5. GOT TO FIND MY WAY BACK TO YOU — TAVARES — RCA**
KMJQ, WAMO, WAWA, WKYS, WIGO, OK100, WGCI, WDMT, WGIV
- 6. TRY MY LOVING — KIDDO — A&M**
WWIN, WDAS, V103, WWDW, WUFO, WAWA, WLOU, WJMO, WATV
- 7. TONIGHT — WHISPERS — SOLAR/ELEKTRA**
KMJQ, WAMO, WKYS, WPAL, OK100, WATV, WPLZ, WGIV

MOST ADDED ALBUMS

- 1. POWERLIGHT — EARTH, WIND & FIRE — COLUMBIA**
KUKQ, WOKB, WDMA, WWIN, V103, KMJQ, WAMO, WILD, WPAL, WLOU, WIGO, KPRS, WGCI, WATV, WNHC, WPLZ, KGFJ, WGIV, WLLE, WRBD
- 2. SEAL IN RED — RUFUS — WARNER BROS.**
WSOK, WOKB, WWIN, WWDW, WUFO, WILD, WTLC, WDAO, KGFJ, WEDR, WRBD
- 3. YOU AND I — O'BRYAN — CAPITOL**
WOKB, V103, WWDW, WPAL, WTLC, WDAO, WEDR, WLLE, WRBD

UP AND COMING

- UNDERLOVE — MELBA MOORE — CAPITOL**
THE GIRL IS FINE — FATBACK — SPRING/POLYGRAM
LITTLE RED CORVETTE — PRINCE — WARNER BROS.
MORNIN' — JARREAU — WARNER BROS.

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — DeBARGE
 HOTS: Earth, Wind & Fire, Michael Jackson, P. Austin, D. Summer, Musical Youth, L. Richie, S. Charles, Orbit, Culture Club, A. Bofill, Hot Chocolate, L. Vandross, Gap Band, System, Tavares, D. Ross, Kashif, Champaign, B. Wright, Dazz Band.
 ADDS: M. Manchester, S. Bishoo, Kiddo, J. Knight, Glenn Jones, Windjammer, Fatback.
 LP ADDS: Earth, Wind & Fire, O'Bryan.

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — DeBARGE
 HOTS: Michael Jackson, Musical Youth, Earth, Wind & Fire, Orbit, M. Mel/D. Bootee, Soul Sonic Force, G. Clinton, Four Tops, L. Vandross, L. Richie.
 ADDS: Prince, Tavares, Janet Jackson, S. Arrington, Cheri, One Way.
 LP ADDS: Earth, Wind & Fire.

WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — INDEEP
 HOTS: Hall & Oates, P. Brown, One Way, Kashif, Michael Jackson, Gap Band, L. Richie, N. Hendryx, M. Joseph, Spinners, System, Whodini, S. Robinson, Whispers, Attitude, L. Vandross, G. Clinton, Fatback, Yarbrough & Peoples, J. Moore, S.O.S. Band.
 ADDS: Rufus, Earth, Wind & Fire, Gap Band, Unlimited Touch.

WILD — BOSTON — CHARLES CLEMONS, MD. — #1 — MICHAEL JACKSON
 JUMPS: 8 To 4 — Earth, Wind & Fire, 10 To 5 — G. McRae, 11 To 8 — A. Bofill, 18 To 13 — ABC, 25 To 14 — M. Moore, 26 To 16 — J. Osborne, 23 To 19 — Con Funk Shun, 29 To 20 System, Ex To 22 Sylvester, 30 To 26 — Glenn Jones, Ex To 26 — S. Arrington, Ex To 27 — S. Mills, Ex To 29 — S.O.S. Band, Ex To 30 — Dynasty.
 ADDS: Pointer Sisters, Enchantment, Pipe Dream, R.J. Smith, Dawson & Diggs, Instant Funk, J. Moore.
 LP ADDS: Rufus, Earth, Wind & Fire.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — GROVER WASHINGTON, JR.
 HOTS: M. Joseph, Earth, Wind & Fire, P. Bryson, P. Brown, Aurra, G. Clinton, Indeeep, S. Robinson, Michael Jackson, L. Richie, DeBarge, Cashmere, Orbit, Yarbrough & Peoples, Dazz Band, Goodie, A. Bofill, Gen. Cook, Zapp, Glenn Jones, Pech Boys, Kashif, W. Bell, Janet Jackson, Whispers, Cheri.
 ADDS: Trampms, S. Arrington, M. Miller, Falco.
 LP ADDS: M. Shaw, G. Dunlap, Omni.

WGIV — CHICAGO — RICHARD PEGUE, PD — #1 — G. CLINTON
 HOTS: Indeeep, Michael Jackson, Cashmere, Hall & Oates, Yarbrough & Peoples, Musical Youth, A. Cymone, Dazz Band, L. Richie, S. Robinson, War, Orbit, J. Chingus, Juicy, S.O.S. Band, P. Brown, Earth, Wind & Fire, A. Bofill, Montana Sextette, Janet Jackson, G. Washington, Jr., Brothers Johnson.
 ADDS: Dawson & Diggs, Temptations, Tavares, Lanier & Co., S. Arrington.
 LP ADDS: D. Byrd, Earth, Wind & Fire.

WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — DeBARGE
 HOTS: L. Richie, Michael Jackson, Dazz Band, A. Bofill, Earth, Wind & Fire, G. Clinton, Hall & Oates, C. Cross, S. Robinson, K. Loggins, Culture Club, One Way, Yarbrough & Peoples, Kashif, Sylvester, Janet Jackson, M. Gaye, Con Funk Shun, System, D. Summer.
 ADDS: Champaign, Cashmere, G. Kihn Band, Tavares, Goodie, Dawson & Diggs, O'Bryan, M. Miller.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — EARTH, WIND & FIRE
 HOTS: L. Vandross, G. Clinton, Soul Sonic Force, Yarbrough & Peoples, M. Joseph, Four Tops, Jonzun Crew, R. Crawford, Skyy.
 ADDS: M. Moore, Hall & Oates, S. Arrington, Kashif, P. Wynne, Kiddo, Secret Weapon, Cheri, W. Bell.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — T. DAVIS
 HOTS: Hot Chocolate, Cashmere, G. Clinton, Earth, Wind & Fire, A. Bofill, Michael Jackson, O'Bryan, L. Richie, Ebonice Webb, S. Robinson.
 ADDS: E. Hall, Jr., S. Arrington, Cheri, D. Warwick, T-Connection, Grace Jones, Chocolate Milk, M. Moore, Brothers Johnson, Hall & Oates, Weather Girls, Champaign.
 LP ADDS: M. Joseph, Aurra, Unlimited Touch, S. Arrington.

WJLB — DETROIT — J. MICHAEL McKAY, MD
 HOTS: Janet Jackson, Earth, Wind & Fire, A. Bofill, P. Bryson, Cashmere, G. Washington, Jr., Dazz Band, A. Franklin, C. Khan, E. King, L. Richie, S. Robinson, A. Cymone, L. Vandross, S. Mills, DeBarge, Skyy, Michael Jackson.
 ADDS: G. Clinton, M. Miller.

KMJQ — HOUSTON — FRED HENDERSON, PD — #1 — MICHAEL JACKSON
 JUMPS: 10 To 5 — E. Hall, Jr., 12 To 6 — Hall & Oates, 16 To 10 — S. Robinson, 15 To 12 — A. Bofill, 19 To 15 — Dazz Band, 25 To 18 — Dawson & Diggs, 28 To 23 — Instant Funk, 30 To 26 — Kiddo, Ex To 28 — B. Wright, Ex To 35 — Change, Ex To 36 — Central Line.
 ADDS: Tavares, Whispers.
 LP ADDS: Mikki, Temptations, A. Bofill, Earth, Wind & Fire.

KDAY — LOS ANGELES — JACK PATTERSON, PD — #1 — MICHAEL JACKSON
 HOTS: Earth, Wind & Fire, L. Richie, Weather Girls, Indeeep, Men At Work, G. Washington, Jr., Toto, Commodores, M. Joseph.
 ADDS: K.C. & Sunshine Band, P. Wynne, Glenn Jones, M. Gaye, B. Wright.

KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — INDEEP
 HOTS: Michael Jackson, Gap Band, System, L. Richie, P. Bryson, Earth, Wind & Fire, R. Griffin, Central Line, Cashmere, Hi Inergy, Dazz Band, R. Franklin, Kashif, Four Tops, A. Bofill, Planet Patrol, S. Robinson, Skyy, Janet Jackson.
 ADDS: N. Hendryx, M. Miller, Yarbrough & Peoples, Cheri, Pipe Dreams, D. Warwick, N. Rodgers.
 LP ADDS: Earth, Wind & Fire, Musical Youth, Rufus.

WEDR — MIAMI — GEORGE JONES, PD — #1 — MICHAEL JACKSON
 HOTS: B. Nunn, Soul Sonic Force, Earth, Wind & Fire, D. Summer, Quadrant Six, M. Mel/D. Bootee, Space Kadet, G. Washington, Jr., G. Clinton, Skyy, E. Hall, Jr., B. Wright, Janet Jackson, Crash Crew, S. Mills, Spyder D., A. Bofill, Peoples Choice, Instant Funk, Dynasty.
 ADD: G. Page/D. Pearson, Champaign, J. Moore, Change, J. Lynn/G. Chandler, M. Miller, Pointer Sisters, Cheri, Rocker's Revenge, Gypsy Love.
 LP ADDS: Rufus, P. Sledge, B. Rush, Light Of The World, O'Bryan.

WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — MICHAEL JACKSON
 HOTS: P. Bryson, Gap Band, L. Vandross, Earth, Wind & Fire, G. Washington, Jr., S. Robinson, Paris, R. Winters & Fall, Louisiana Purchase.
 ADDS: Central Line, D. Ross, C. Earland, Glenn Jones, The Time.

WRKS — NEW YORK — BARRY MAYO, PD — #1 — HALL & OATES
 JUMPS: 18 To 4 — L. Richie, 19 To 7 — Men At Work, 25 To 17 — G-Bank, Ex To 26 — S. Arrington, Ex To 29 — State Of Grace, Ex To 30 — Kashif.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — MICHAEL JACKSON
 HOTS: Indeeep, Musical Youth, A. Bofill, M. Joseph, Weather Girls, Gap Band, Earth, Wind & Fire, G. Clinton, DeBarge, Yarbrough & Peoples, Four Tops, System, Cashmere, P. Brown, L. Richie, Dazz Band, Hall & Oates, S. Robinson, Tavares, R.D. Fields.
 ADDS: RGB, A. Jarreau, Pipe Dream, N. Hendryx, S. Shelto, Clash Action, E. Grant, Kiddo, Change, J. Moore, Pure Energy, Cheri, Gentle Persuasion, G. Issacs, Citispeak.
 LP ADDS: Mikki, McFadden & Whitehead.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — MICHAEL JACKSON
 HOTS: DeBarge, M. Joseph, Indeeep, Gap Band, Musical Youth, Earth, Wind & Fire, L. Richie, Dazz Band, Yarbrough & Peoples.
 ADDS: T. Brunson, Instant Funk, O'Bryan, Lanier & Co., Red Parrot Orchestra, Dynasty, Kashif.
 LP ADDS: Janet Jackson.

OK100 — WASHINGTON, D.C. — JON TURK, MD — #1 — MICHAEL JACKSON
 HOTS: R. Parker, Jr., DeBarge, G. Washington, Jr., Earth, Wind & Fire, P. Bryson, Dazz Band, D. Summer, Champaign, Hall & Oates, E. Mercury/R. Flack, Culture Club, E. King, L. Richie, K. Loggins, S. Robinson.
 ADDS: Instant Funk, Rufus, S. Arrington, Kashif, Con Funk Shun, B. Wright, Dawson & Diggs, Tavares, M. Moore, Whispers.

WKYS — WASHINGTON, D.C. — DONNIE SIMPSON, PD — #1 — P. AUSTIN
 HOTS: Gap Band, Musical Youth, M. Gaye, Earth, Wind & Fire, DeBarge, Michael Jackson, A. Bofill, L. Richie, Trouble Funk, M. Moore, Indeeep, Hall & Oates, Dazz Band, M. Joseph, K. Loggins, M. Gaye, G. Washington, Jr., A. Cymone, Yarbrough & Peoples, S. Robinson, L. Vandross, Spinners, C. Cross, Weather Girls, S. Arrington, Culture Club, The Time.
 ADDS: Tavares, Con Funk Shun, D. Warwick, Whispers, M. Manchester, Hot & Cold Sweat, Dawson & Diggs, E. Klugh/B. James.
 LP ADDS: Thompson Twins.

"WE'VE GOT THE JUICE"
 RFC/ATLANTIC 7-89879

72 CASH BOX

ATTITUDE

ALL AMERICA IS TURNING ON TO THE JUICE!

SMASH CITY

OUR STRENGTH IS OUR MUSIC.



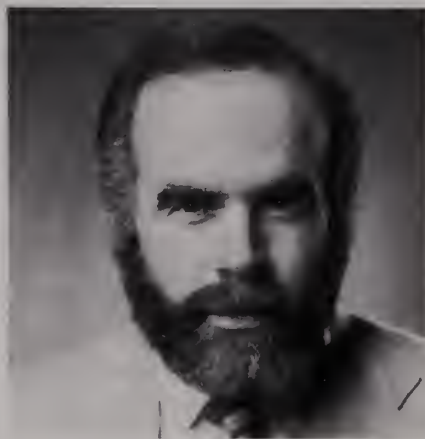
Cohn, Fox Named To VP Positions At CBS Records

NEW YORK — Marvin Cohn has been named senior vice president, business affairs and administration, at the CBS Records Division, and William P. Fox has been appointed vice president, operations, CBS Records.

In his new position, Cohn will assume general administrative responsibilities and oversee CBS Records' talent and music properties negotiations. He will also continue to supervise all business matters on a national basis with artists, producers and other Columbia and Epic/Portrait/CBS Associated Labels (E/P/A) contractors, as well as providing direction for CBS Records' A&R staff. Cohn will report directly to Dick Asher, president, CBS Records, and deputy president, CBS/Records Group.

Cohn moves up from senior vice president, business affairs, at the division, a post he held since 1981. He joined CBS Records in 1965 as senior financial analyst and subsequently held the positions of director, A&R administration, vice president, administration, music publishing, and vice president, talent contracts. In 1976, he was named vice president, business affairs.

William P. Fox, CBS Records' newly named vice president, operations, will hold responsibilities for key planning and operating issues of CBS Records Manufacturing. He will also assist in developing long- and short-term record manufacturing strategies and will work closely with the company's operations, MIS and finance executives. He will also continue, on behalf of the deputy CBS/Records Group staff, to be responsible for CX development, liaison with CBS Records International (CRI) on manufacturing operations, and coordination of Compact Disc (CD) activities. Fox will



Marvin Cohn



William P. Fox

report to Walter Dean, executive vice president, CBS Records.

Since 1980, Fox has been vice president, finance, on the staff of the deputy president, CBS/Records Group. He joined the firm in 1968 in the control analysis section of the corporate finance staff moving in 1970 to CBS Musical Instruments as vice president and controller. In 1975, he joined CBS Records as vice president and controller and was subsequently named vice president, finance and administration.

New Rock On Radio

(continued from page 17)

History of Rock and Roll, John Fogarty talks about how Creedence Clearwater Revival's music influenced the Stray Cats," said Denise Oliver, program director at the ABC Rock Radio web. "I don't really see the need to separate new music from AOR, but if we get the demand from our affiliates then we might do it."

RKO Radioshows is taking a similarly realistic approach to modern rock programming. "Right now, we're watching the new music movement very closely but we're not going to produce a program just to be trendy," said Gary Landis, manager of RKO Radioshows. "This 'new' format needs to be defined, and a shake-out has to happen. Right now, we're in the hype cycle, but we're not going to jump on the bandwagon. In fact, just this week, WNYK in Norfolk, Va., started to modify its format from 100% Carroll and started playing stuff like the Police and Steely Dan."

Video Game Glut

(continued from page 9)

he hasn't encountered too many serious problems with the programs. "At least it's a start. A year ago we didn't even have these plans and we had to keep everything except defectives."

"It's still a very viable business," commented Perless, "but now the retailer is being forced to pick and choose his inventory. Two years ago, we were heroes if we had any type of the product. Last Christmas, we were heroes if we had the hits in stock. This year, it's going to be even more selective because it's too confusing and costly to run a full catalog house with every minor manufacturer's complete line on the shelves."

20th To Release McCartney Film

LOS ANGELES — A new motion picture starring Paul McCartney, which is currently filming in London, *Give My Regards to Broad Street*, has been acquired for worldwide distribution by Twentieth Century-Fox Pictures.

McCartney, who also wrote the screenplay, will star in the film, dubbed a musical comedy in the vein of *Hard Day's Night* and *Help!* The score will consist of 10 McCartney tunes, two original songs and eight re-orchestrated versions of tunes he wrote for The Beatles and his group Wings.

Co-starring in the film with McCartney are his wife Linda, his partners from Wings, former Beatle cohort Ringo Starr and Australian actor Bryan Brown of *Breaker Morant* and *The Thorn Birds* fame.

The film is being produced by Andros Epaminondas and directed by Peter Webb, with production design by Anthony Pratt. Academy Award winning melina Canonero, who worked on *Chariots of Fire*, will do the costume design.

ITA Update '83

(continued from page 16)

titled "Managing Location Production by Remote Control." The third is at 9 a.m. on Tuesday and is entitled "Managing Tomorrow's Technology/Focusing on Computer Advances and Video Disc Technology for More Effective Media Development and Production."

"Tape Manufacturing in the '80s," the special technical session on the future of tape manufacturing, is at 9 a.m. on Wednesday.

Entertainment for the closing night banquet and show will be provided by Count Basie and his Orchestra.

Toto, CBS Dominate Grammys

(continued from page 19)

Levine, Album Producers.

Comedy Field

BEST COMEDY RECORDING

"Live On The Sunset Strip," Richard Pryor.

Spoken/Documentary Field

BEST SPOKEN WORD, DOCUMENTARY OR

DRAMA RECORDING

"Raiders Of The Lost Ark: The Movie On Record," (Actual Dialog, Music and Sound Effects), Album Producer: Tom Voegeli.

Composing Field

BEST INSTRUMENTAL COMPOSITION

"Flying" (Theme From E.T. — The Extra-Terrestrial), John Williams, Composer.

BEST ALBUM OF ORIGINAL SCORE WRITTEN FOR A MOTION PICTURE OR A TELEVISION SPECIAL

"E.T. — The Extra-Terrestrial" (Music From The Original Motion Picture Soundtrack), John Williams, Composer.

BEST CAST SHOW ALBUM

"Dreamgirls," Henry Krieger, Composer, Tom Ewen, Lyricist, David Foster, Album Producer.

Video Field

VIDEO OF THE YEAR

"Olivia Physical" (MCA Video), Olivia Newton-John.

Jazz Field

BEST JAZZ VOCAL PERFORMANCE, FEMALE

"Gershwin Live!," Sarah Vaughan.

BEST JAZZ VOCAL PERFORMANCE, MALE

"An Evening With George Shearing and Mel Torme," Mel Torme.

BEST JAZZ PERFORMANCE, DUO OR GROUP

"Route 66," The Manhattan Transfer.

BEST JAZZ INSTRUMENTAL PERFORMANCE, SOLOIST

"We Want Miles," Miles Davis.

BEST JAZZ INSTRUMENTAL PERFORMANCE, GROUP

"More Live," Phil Woods Quartet.

BEST JAZZ INSTRUMENTAL PERFORMANCE, BIG BAND

"Warm Breeze," Count Basie & His Orchestra.

Miscellaneous Awards

Crafts

BEST ARRANGEMENT OF AN INSTRUMENTAL

"Flying," John Williams.

BEST INSTRUMENTAL ARRANGEMENT ACCOMPANYING VOCAL(S)

"Rosanna," Jerry Hey, David Paich.

BEST VOCAL ARRANGEMENT FOR TWO OR MORE VOICES

"Rosanna," Toto.

BEST ALBUM PACKAGE

"Get Closer," Art Kosh with Ron Larson. BEST ALBUM NOTES

"Bunny Berigan (Giants Of Jazz), John Chilton, Richard Sudhalter.

BEST HISTORICAL ALBUM

"The Tommy Dorsey/Frank Sinatra Sessions Vols. 1, 2, 3.

BEST ENGINEERED RECORDING (Nonclassical)

"Toto IV," Al Schmitt, Tom Knox, Greg Ladanya, David Paich, Steve Pocar, Dick Gall, Bruce Heigh.

PRODUCER OF THE YEAR (Nonclassical)

Toto.

BEST CLASSICAL VOCAL SOLOIST PERFORMANCE

"Verdi: Arias (Leontyne Price Sings Verdi)," Leontyne Price.

BEST ENGINEERED RECORDING, CLASSICAL

"Mahler: Symphony No. 7 In E Minor ('Song Of The Night')," Paul Goodman.

CLASSICAL PRODUCER OF THE YEAR

Robert Woods, "Beethoven: Concerto For Piano No. 4 In G Major, Op. 58."

Classical Field

BEST CLASSICAL ALBUM

"Bach: The Goldberg Variations.

BEST CLASSICAL ORCHESTRAL RECORDING

"Mahler: Symphony No. 7 In E Minor ('Song Of The Night)."

BEST OPERA RECORDING

"Wagner: Der Ring des Nibelungen."

BEST CHORAL PERFORMANCE

(OTHER THAN OPERA)

"Berlioz: La Damnation De Faust."

BEST CHAMBER MUSIC PERFORMANCE

"Brahms: The Sonatas For Clarinet & Piano, Op. 120."

BEST CLASSICAL PERFORMANCE — INSTRUMENTAL SOLOIST OR SOLOISTS (WITH ORCHESTRA)

"Elgar: Concerto For Violin In B Minor."

BEST CLASSICAL PERFORMANCE — INSTRUMENTAL SOLOIST OR SOLOISTS (WITHOUT ORCHESTRA)

"Bach: The Goldberg Variations."

COAST TO COAST

(continued from page 12)

consideration for a part in the film *Swing Shift*, starring Goldie Hawn, but the role — an aspiring musician named Lucky who serves as the flick's romantic interest — eventually was given to Kurt Russell. Seems Springsteen was concerned about being typecast in musician parts, although he has expressed an interest in film — he supposedly did a screen test for *King Of The Gypsies* a few years back — and has a standing offer from Martin Scorsese to star in a film made by the director. . . . Speaking of Scorsese, we noticed several members of The Clash, Pearl Harbour ex of The Explosions and Ellen Foley appearing as "street scum" in a brief scene from his latest film, *The King Of Comedy*. . . . Jem Records is issuing the entire back catalog of King Crimson LPs on the new Collectors Edition label, an offshoot of its Editions EG line, and all \$8.98 lists will be on half-speed masters. Already out are "In The Court Of The Crimson King," "Red," "Larks' Tongues In Aspic," "Lizard," "Starless And Bible Black" and "In The Wake Of Poseidon," with three more due in early March. . . . Danny Sugerman's lavish *Illustrated History Of The Doors* is being readied for an August release and will be available simultaneously in hard- and soft-cover. The tome features never-before-seen photos and concert/album reviews covering virtually every week of the band's career beginning with the group's first gigs at Gazzari's on the Sunset Strip. . . . Congrats to L.A. Times "Pop Eye" guy Patrick Goldstein, who wed his Olive Oyl, Debra Rosen, in Palos Verdes, Calif. on Valentine's Day. . . . Marvin Hamlisch, Liza Minnelli, Ann-Margaret, Crystal Gayle and Alan King will perform at a "Million Dollar Evening" celebration in Houston, Tex., on Feb. 28 to benefit the Stehlin Foundation for Cancer research. . . . The first World Song Festival in America, an international pop song competition with 15 contestants representing 12 countries, took place Feb. 26 at the Shrine Auditorium with Diahann Carroll appearing as special guest performer. The fest was sponsored by L.A.'s Art Academy and awarded prizes totalling \$20,000. . . . Hard-core libertarian group T.S.O.L. has contributed two songs to the soundtrack of Penelope Decline of Western Civilization Spheeris' new movie *Suburbia*. . . . The former Rissmillers nitespot in Reseda, Calif. opened up again under its original name, The Country Club, with a trio of young businessmen taking over the operation from Jim Rissmiller, who is said to be considering developing part of the Berwin Entertainment Complex as a new rock venue.

jeffrey resner

CASH BOX TOP 100 ALBUMS

March 5, 1983

Title, Artist, Label, Number, Distributor

		Weeks On 2/26 Chart	Weeks On 2/26 Chart	Weeks On 2/26 Chart
1	THRILLER MICHAEL JACKSON (Epic QE 38112) CBS	1	11	
2	BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37978) CBS	2	35	
3	FRONTIERS JOURNEY (Columbia QC 38504) CBS	8	3	
4	H2O DARYL HALL & JOHN OATES (RCA AFL-1-4383) RCA	4	19	
5	THE DISTANCE BOB SEGER & THE SILVER BULLET BAND (Capitol ST-12254) CAP	3	8	
6	BUILT FOR SPEED STRAY CATS (EMI America ST-17070) CAP	5	37	
7	RIO DURAN DURAN (Harvest ST-12211) CAP	10	12	
8	LIONEL RICHIE (Motown 6007 ML) IND	6	20	
9	IV TOTO (Columbia FC 37728) CBS	11	47	
10	GET NERVOUS PAT BENATAR (Chrysalis FV 41396) CBS	7	16	
11	ANOTHER PAGE CHRISTOPHER CROSS (Warner Bros. 9 23757-1) WEA	18	3	
12	HELLO, I MUST BE GOING PHIL COLLINS (Atlantic 80035-1) WEA	9	15	
13	PYROMANIA DEF LEPPARD (Mercury 810 308-1 M-1) POL	16	4	
14	SPRING SESSION M MISSING PERSONS (Capitol ST-12228) CAP	13	19	
15	RECORDS FOREIGNER (Atlantic 7 80999) WEA	12	11	
16	THE NYLON CURTAIN BILLY JOEL (Columbia TC 38200) CBS	15	21	
17	JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	19	41	
18	KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398) CBS	22	14	
19	FRIEND OR FOE ADAM ANT (Epic ARE 38370) CBS	17	19	
20	COMBAT ROCK THE CLASH (Epic FE 37689) CBS	14	39	
21	NIGHT AND DAY JOE JACKSON (A&M SP-4906) RCA	23	24	
22	TRANS NEIL YOUNG (Geffen GHS 2018) WEA	20	7	
23	MONEY AND CIGARETTES ERIC CLAPTON (Duck/Warner Bros. 9 23773-1) WEA	35	3	
24	THREE LOCK BOX SAMMY HAGAR (Geffen GHS 2021) WEA	25	11	
25	NEVER SURRENDER TRIUMPH (RCA AFL-1-4382) RCA	28	6	
26	LONG AFTER DARK TOM PETTY AND THE HEARTBREAKERS (Backstreet BSR-5360) MCA	26	16	
27	THE YOUTH OF TODAY MUSICAL YOUTH (MCA-5389) MCA	30	8	
28	WORLDS APART SAGA (Portrait ARR 38246) CBS	24	19	
29	AMERICAN FOOL JOHN COUGAR (Riva RVL 7501) POL	21	44	
30	CUT GOLDEN EARRING (21 T1-1-9004) POL	38	14	
31	MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197) CBS	29	16	
32	BEATITUDE RIC OCASEK (Geffen GHS 2022) WEA	33	7	
33	1999 PRINCE (Warner Bros. 9 23720-1F) WEA	27	16	
34	OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	32	23	
35	EMOTIONS IN MOTION BILLY SQUIER (Capitol ST-12216) CAP	31	31	
36	GREATEST HITS LITTLE RIVER BAND (Capitol ST-12247) CAP	36	14	
37	LIVE EVIL BLACK SABBATH (Warner Bros. 9 23742-1 G) WEA	39	5	
38	LEXICON OF LOVE ABC (Mercury SRM-4059) POL	34	27	
39	MOUNTAIN MUSIC ALABAMA (RCA AHL-1-4229) RCA	41	51	
40	FAMOUS LAST WORDS SUPERTRAMP (A&M SP-3732) RCA	37	17	
41	FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235) CBS	43	21	
42	GREATEST HITS DAN FOGELBERG (Full Moon/Epic QE 38308) CBS	42	17	
43	DAYLIGHT AGAIN CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	40	34	
44	AEROBIC SHAPE-UP II JOANIE GREGGAINS (Parade/Peter Pan PA 106) IND	53	11	
45	HIGH ADVENTURE KENNY LOGGINS (Columbia TC 38127) CBS	47	25	
46	HEARTLIGHT NEIL DIAMOND (Columbia TC 38359) CBS	44	21	
47	SPECIAL BEAT SERVICE THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	49	20	
48	POWERLIGHT EARTH, WIND & FIRE (Columbia TC 38367) CBS	—	1	
49	ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	52	49	
50	DAWN PATROL NIGHT RANGER (Boardwalk NB-33259-1) IND	61	7	
51	HERE COMES THE NIGHT BARRY MANILOW (Arista AL 9810) IND	48	13	
52	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1) WEA	50	13	
53	LOVE OVER GOLD DIRE STRAITS (Warner Bros. 9 23728-1) WEA	51	22	
54	TOUCH THE SKY SMOKEY ROBINSON (Tamla/Motown 60307L) IND	59	6	
55	EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Warner Bros. QWS 3691) WEA	56	15	
56	GET LUCKY LOVERBOY (Columbia FC 37638) CBS	57	69	
57	PONCHO & LEFTY MERLE HAGGARD/WILLIE NELSON (Epic FE 37958) CBS	62	6	
58	ALL THE GREAT HITS COMMODORES (Motown 6028 ML) IND	54	14	
59	SPEAK OF THE DEVIL OZZY OSBOURNE (Jet ZX2 38350) CBS	45	13	
60	TROUBLE IN PARADISE RANDY NEWMAN (Warner Bros. 9 23755-1) WEA	65	5	
61	I CAN'T STAND STILL DON HENLEY (Asylum EL-60048) WEA	46	27	
62	THE EVER POPULAR TORTURED ARTIST EFFECT TODD RUNDGREN (Bearsville 23732-1) WEA	60	7	
63	TOO TOUGH ANGELA BOFILL (Arista AL 9616) IND	72	7	
64	ON THE ONE DAZZ BAND (Motown 6031 ML) IND	71	5	
65	SINGLES — 45's AND UNDER SQUEEZE (A&M SP-4922) RCA	66	13	
66	THE SINGLES ABBA (Atlantic 80036-1-G) WEA	55	13	
67	MIRAGE FLEETWOOD MAC (Warner Bros. 9 23607-1) WEA	63	34	
68	SCREAMING FOR VENGEANCE JUDAS PRIEST (Columbia FC 38160) CBS	67	34	
69	NERUDA RED RIDER (Capitol ST-12226) CAP	75	5	
70	GREATEST HITS RAY PARKER, JR. (Arista AL 9612) IND	64	14	
71	CHAKA KHAN (Warner Bros. 9 23729-1) WEA	68	13	
72	PLEASURE VICTIM BERLIN (Geffen GHS 2036) WEA	109	4	
73	SOMETHING'S GOING ON FRIDA (Atlantic 80013-1) WEA	82	17	
74	CREATURES OF THE NIGHT KISS (Casablanca NBLP 7270) POL	69	14	
75	WINDS OF CHANGE JEFFERSON STARSHIP (Grunt BXL1-4372) RCA	73	19	
76	AEROBIC SHAPE-UP JOANIE GREGGAINS (Parade/Peter Pan 104) IND	80	46	
77	AMERICAN MADE OAK RIDGE BOYS (MCA-5390) MCA	95	3	
78	REACH RICHARD SIMMONS (Elektra E160122F) WEA	76	40	
79	TOO-RYE-AY KEVIN ROWLAND & DEXYS MIDNIGHT RUNNERS (Mercury SRM-1-4069) POL	104	4	
80	MORE JAZZERCISE JUDI SHEPPARD MISSETT (MCA-5375) MCA	81	17	
81	DECEMBER GEORGE WINSTON (Windham Hill C-1025) IND	83	11	
82	BLINDED BY SCIENCE THOMAS DOLBY (Capitol MLP-15007) CAP	107	5	
83	HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL-1-4373) RCA	78	32	
84	HIMSELF BILL COSBY (Motown 6026 ML) IND	85	13	
85	GAP BAND IV THE GAP BAND (Total Experience/TE-1-3001) POL	91	39	
86	MEMORIES BARBRA STREISAND (Columbia TC 37678) CBS	94	7	
87	TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12233) CAP	87	18	
88	KIHNSPIRACY GREG KIHN BAND (Beserkley/Elektra 9 60224-1) WEA	—	1	
89	FOREVER NOW THE PSYCHEDELIC FURS (Columbia ARC 3826) CBS	90	21	
90	ALL THIS LOVE DeBARGE (Motown 6012G) IND	98	6	
91	VANDENBERG (Atco 90005-1) WEA	99	11	
92	IT'S HARD THE WHO (Warner Bros. 9 23731-1) WEA	77	25	
93	CUTS LIKE A KNIFE BRYAN ADAMS (A&M SP-6-4919) RCA	122	3	
94	SCANDAL (Columbia FC 38194) CBS	117	5	
95	CODA LED ZEPPELIN (Swan Song/Atco 7 90051-1) WEA	58	12	
96	PETER GABRIEL (Geffen GHS 2011) WEA	79	23	
97	THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23696-1) WEA	84	19	
98	ASIA (Geffen GHS 2008) WEA	100	49	
99	SHOWTIME THE J. GEILS BAND (EMI America SO-17087) CAP	70	14	
100	PROPOSITIONS BAR KAYS (Mercury SRM 1-4065) POL	74	17	

CASH BOX

March 5, 1983

AROUND THE ROUTE

by Camille Compasio

Bally Pinball Division's physical move into the new "towers" addition of the Bally Midway Mfg. Co. facilities in Franklin Park, Ill., was near completion when we spoke with company exec **Tom Nieman** at presstime. The move marks the consolidation of the firm's full line of coin-operated amusement products (pins, videos, novelty games) into one facility, for both production and administration . . . Tom further noted that Bally's highly popular "Eight Ball Deluxe Limited Edition" pin is sold out — marking the "first time in quite awhile that this has happened with a pinball machine," he said. Goes to prove that what you need is an exceptional machine to get the pinball players back in the fold . . . Bally is currently readying the introduction of some conventional pinballs for around spring of this year.

Dateline Hialeah, Fla., home of Centuri, Inc. and the hot selling "Time Pilot" video game. As we learned from the firm's **Tom Siemieniec**, the machine has been a "fantastic seller," currently ranking among the top three hits across the country. It's big in street locations as well as arcades, he said. Centuri is maintaining full production schedules to meet the

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Distributors Turn To Auctions For Slow-Moving Inventory

by Jeffrey Ressler

LOS ANGELES — Faced with a sluggish used game market and an over-abundance of trade-ins, a growing number of coin-machine distributors are turning to auctions of second-hand amusement equipment in a final effort to dilute inventories before sending unsaleable machines to the scrap heap. All across the U.S., distribs and professional auctioneers are liquidating used games to route people looking for a good buy, consumers wanting a video or pinball game for their rumpus rooms and location owners looking to install a game in their place of business.

Interviews with distributors and auctioneers revealed that auctions have three major benefits:

- Customers are often able to get machines at cheap prices, giving the operator an opportunity to purchase some machines strictly for parts. The seller benefits from the fact that all transactions are in cash, and machines are sold in "as is" condition with all sales final.

- Because hundreds of games are usually sold at each auction, distributors get the chance to move volume quantities at a quick rate. Although distribs usually get better prices for games when they're sold as used, reconditioned machines, an auction allows them to get rid of many older machines in one fell swoop.

- Auctions help establish the functional market value of a game. "For example," explains **Ira Bettleman**, executive vice president

of C.A. Robinson & Co. distributors here, "suppose we take a trade-in at \$500, shop it, and try to resell it at \$600 to \$650. After two months it goes to auction, and there it sells for \$325, regardless of the fact that we have \$500 and shopping costs in it. Well, the next time that game will have a trade-in value of \$200. We'll shop it and try to sell it for \$325."

C.A. Robinson's auctions, or "legal public sales," are usually handled by its collection manager, **Jeff Sheer**, who attributes the brisk action at the events to the "mood of the bidding." Among the "hot" games, he says "Jungle Hunt," "Tron," "Dig Dug" and "Galaga" are pulling in premium prices, with a select few units — such as Bally Midway's "Ms. Pac-Man" upright — bringing exceptional bids time and time again.

Hard-To-Get Games

Bill Pearlman, president of the Boulder, Colo.-based National Amusement Game Auction (NAGA), says some second-hand games actually sell for more money at auctions than their new, boxed counterparts. This occurs, says Pearlman, not because of the passionate bidding, but due to a willingness to pay more for hard-to-get games "just to get it first."

Pearlman recalls responding incredulously when he auctioned off a used "Super Pac-Man" for \$2,800 recently, since a spanking new upright of the same game costs only \$2,400. The buyer told Pearlman that he

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COIN MACHINE

INDUSTRY NEWS

AROUND THE ROUTE

(continued from page 31)

demand but is heavily back-ordered at present. Tom mentioned that Time Pilot, along with "Swimmer," were among the models featured on a recent segment of "Starcade," the weekly video game show aired on Cable television via Turner Broadcasting, Channel 17. . . . Coming soon is a "comical character driving game" called "Munch Mobile," which Centuri has scheduled for early March delivery, to have it in the hands of distributors before the March 25 opening of AOR '83 in Chicago.

Following are the dates and locations of some of the Bally Midway service schools, scheduled by service manager **Andy Ducay** for the period of February thru April. February classes were held at Triton College-River Grove, Ill. (14); Bally Advance-Honolulu, Hawaii (17-18); and Bally Midwest-Green Bay, Wisc. (21-22 & Feb. 28-March 1). The March schedule includes sessions at Monroe Distg.-Orlando, Fla. (10-11) and Pizza Time Theater-O'Hare Hilton-Chicago (23). April schools will be held at Banner Specialty-Pittsburgh (13); Rowe International-Kenner, La. (20); Franco Distg.-Montgomery, Ala. (27); Bally Southwest-Phoenix, Az. (date to be announced) and Triton College-River Grove, Ill. (date to be announced). Arrangements for attending the schools may be made direct with the respective co-sponsors. Further information may be obtained by contacting Andy Ducay at (312) 452-5200.

"Front Line" continues in the fore at Taito America, much to the delight of everyone at the factory. **Mike Von Kennel** tells us it's fast becoming the company's all-time biggie to date. The present market calls for two key requirements in a "hit" game, namely, longevity and high earning power, Mike stressed — and "Front Line" has both. . . . Taito is currently testing several new pieces for upcoming release. Firm's exhibit at AOR '83 in Chicago will spotlight Front Line, of course, along with a few other items that will remain under wraps until show time.

On the legislative front: Pennsylvania's **Governor Thornburgh**, in his recent budget message, proposed that the state's 6% sales tax be extended to include "arcade games" along with a number of other items. Following this disclosure the Pennsylvania Amusement & Music Machine Assn. alerted operators and immediately contacted the governor to arrange a meeting with the state group's Legislative Committee in order to present the coin machine industry's case against such a move.

Wico Taps Advantage

CHICAGO — Wico Corporation of Niles, Ill., a designer, manufacturer and distributor of parts and accessories for the coin-operated amusement industry, has signed Advantage Marketing of Mississauga, Ontario, Canada to carry its consumer line of "Command Control" game controls.

Advantage Marketing, located at 3120 Glen
(continued on page 34)

NAMA Initiates New Membership Services

CHICAGO — A unique new Food Safety Audit Service for food production commissaries of vending and foodservice management firms is being started by the National Automatic Merchandising Assn., according to G. Richard Schreiber, NAMA president.

"This new NAMA service will provide third-party evaluation by food safety experts of the food safety conditions and practices in commissaries on request by member companies," Schreiber explained.

"Although some restaurant and fast food chains and individual vending and food service firms carry out internal quality and food safety controls, this will be the first such nationwide service provided by an industry association."

The NAMA audit will be conducted on-premise by experienced public health practitioners with government or academic backgrounds. The basic audit will include in-operation observation as well as testing of commissary conditions and employee practices, where indicated. Included in the audit are personnel, food and ingredient sources, storage, preparation, food assembly and packaging, holding, route pack-out, transportation and all associated structural conditions.

David E. Hartley, NAMA public health and safety counsel, who developed the program, said the service is intended to give company management an adjunct to in-house supervision and training as well as objective evidence of food source safety for presentation to clients at vending and manual foodservice installations.

PAMMA Schedules First State Convention

CHICAGO — The first state convention and trade show, sponsored by the Pennsylvania Amusement and Music Machine Assn., one of the industry's most recently organized state associations, will take place April 30-May 1 at the Expo Mart in Monroeville, Penn. Operators and distributors from Pennsylvania and neighboring states will be participating in the exposition.

"This first attempt at a statewide expo in Pennsylvania is topping even our wildest dreams," said Domenick Salvatore (The Machine Shop, Pittsburgh), '83 Expo Chairman. Exhibitors registered to date include: Active Amusement; Amusement Emporium; Atlas Music & Novelty; Banner Specialty; Buchert Marketing; Ray E. Dequenne Distributing; Electro-Sport; M. Kramer Manufacturing; Monroe Distributing; North

The voluntary program will provide participants with a written, confidential report of the auditor's findings and recommendations, Hartley said. A certificate of audit completion will be furnished to each participant. The wording will follow recommendations made to NAMA by its Automatic Merchandising-Health Industry Committee (AMHIC), the association's advisory health group.

Insurance Program

A new Comprehensive General Liability Insurance Program for vending and foodservice management firms was recently announced by NAMA as a service to its member firms.

Designed and administered by Marsh & McLennan, the world's largest insurance administrator and broker, the program offers minimum coverage of \$1,000,000 to participating companies at group rates.

In commenting on the program, NAMA president Schreiber said, "Comprehensive liability insurance has become an important need for vending and foodservice management firms and we expect many member firms to take advantage of the highly favorable premium rates made possible by the large NAMA member base."

The group program includes coverage for products liability, broad form property damage, host liquor liability, fire legal liability, personal injury, incidental malpractice, extended bodily injury, premise medical payments and others. Schreiber noted that coverage up to \$5,000,000 is available.

The program is open only to NAMA mem-
(continued on page 34)



CONGRATULATIONS — Atari, Inc. was spotlighted at the recent presentation of Electronic Games Magazine's 1982 Arcade Awards in New York City. The awards the company received included Most Innovative Coin Video Game for Atari's Tempest and Best Science Fiction/Fantasy Video Game for the Atari 2600 Defender cartridge. (Defender is a trademark of Williams Electronics, Inc.). Pictured at the presentation are Mariann Layne (C), marketing services manager for Atari's Coin Video Games Division and Ron Stringari (R), vice president of sales, merchandising and administration for the Consumer Products Group, displaying their "Arkie" awards with Arnie Katz, editor of Electronic Games.

Treasure Chest Promotion Kit Now Available

LOS ANGELES — "Treasure Chest" a new promotion kit containing all of the ingredients for conducting a promotion in almost any type of location, is currently being offered by Business Builders of Cupertino, Calif. The price of a kit is \$100, which includes 1,000 bogus non-opening keys, an all-wood treasure chest, one lock, two posters, 100 ft. plastic pennants, six buttons and pirate hats that can be worn by employees while the promotion is in progress.

As explained by company president Carol Kantor, the keys are given to customers who must try to unlock the Treasure Chest and win the prize inside. There are several different ways to run the promotion, she added. For example, a large bowl of keys can be used and customers can pick a key at the location or an employee could distribute keys just outside the location, inviting players to come in and try to win. Special tags can be made to attach to the keys and the tags could read, "Come try to win our Treasure at (location name)."

"This is certainly one of the most cost-effective promotion kits available," said Kantor, "it is a fun traffic builder for a location and can be used over and over again." She noted that "another way to use the kit in a game center might be to put the lock on an older game and the first opening key wins the game."

The basic kit is effective for a weekend promotion at a game center or it can be expanded to a group of locations. A different Treasure Chest can be put in each participating location and the keys can be distributed with a Treasure Map guiding the customer to the various places where their keys may open a chest that is filled with valuable prizes. The prizes can vary according to the location.

Special giant size wooden treasure chests, key tags and alarms for signaling when the chest opens are among the "extras" available for the Treasure Hunt Promotion Kit.

Further information may be obtained by contacting Carol Kantor, Business Builders, 10381 S. De Anza Blvd., Suite 209, Cupertino, Calif. 95014 or phoning (408) 446-4400.

CALENDAR

- | | |
|---|---|
| March 25-27: Amusement Operators Expo, O'Hare Expo Center; Chicago. | annual convention; Concord Hotel; Keamesha Lake, N.Y. |
| April 7-10: Florida Amusement Vending Assn., state convention; Curtis Hixon Hall; Tampa. | |
| April 8-10: North Dakota Coin Machine Operators Assn.; state convention; Kirkwood Motor Inn; Bismarck. | |
| April 22-24: NAMA Western Convention Assn.; annual convention; Anaheim, Calif. | |
| April 22-24: Pacific Amusement Operators Show; trade show; Disneyland Hotel; Anaheim, Calif. | |
| April 30-May 1: Pennsylvania Amusement & Music Machine Assn.; state convention; Greater Pittsburgh Merchandise Mart/Expo Center; Monroeville. | |
| May 20-22: Music and Amusement Assn.; | |

THE JUKEBOX PROGRAMMER

* indicates new entry

March 5, 1983

POP

- 1 **DO YOU REALLY WANT TO HURT ME**
CULTURE CLUB (Epic 34-03368)
- 2 **BACK ON THE CHAIN GANG**
PRETENDERS (Sire 7-029840)
- 3 **HUNGRY LIKE THE WOLF**
DURAN DURAN (Capitol B-5185)
- 4 **STRAY CAT STRUT**
STRAY CATS (EMI America B-8122)
- 5 **ALL RIGHT**
CHRISTOPHER CROSS (Warner Bros. 7-29843)
- 6 **WE'VE GOT TONIGHT**
KENNY ROGERS AND SHEENA EASTON (Liberty B-1492)
- 7 **BILLIE JEAN**
MICHAEL JACKSON (Epic 34-03509)
- 8 **YOU ARE**
LIONEL RICHIE (Motown 1657MF)
- 9 **ONE ON ONE**
DARYL HALL & JOHN OATES (RCA PB-13421)
- 10 **BABY, COME TO ME**
PATTI AUSTIN (Qwest/Warner Bros. QWE50036)
- 11 **MY KIND OF LADY**
SUPERTRAMP (A&M 2517)
- 12 **GOODY TWO SHOES**
ADAM ANT (Epic 34-03367)
- 13 **PASS THE DUTCHIE**
MUSICAL YOUTH (MCA-42149)
- 14 **BREAKING US IN TWO**
JOE JACKSON (A&M 2510)
- 15 **SHAME ON THE MOON**
BOB SEGER & THE SILVER BULLET BAND (Capitol B-5187)
- 16 **SEPARATE WAYS (WORLDS APART)**
JOURNEY (Columbia 38-03513)
- 17 **I'VE GOT A ROCK 'N' ROLL HEART**
ERIC CLAPTON (Warner Bros. 7-29790)
- 18 **AFRICA**
TOTO (Columbia 38-03335)
- 19 **MR. ROBOT**
STYX (A&M 2525)
- 20 **DOWN UNDER**
MEN AT WORK (Columbia 38-03303)
- 21 **BEAT IT***
MICHAEL JACKSON (Epic 34-03759)
- 22 **I'M ALIVE**
NEIL DIAMOND (Columbia 38-03503)
- 23 **JEOPARDY**
GREG KIHN BAND (Berserkeley/Elektra 7-29848)
- 24 **YOUR LOVE IS DRIVING ME CRAZY**
SAMMY HAGAR (Geffen 7-29816)
- 25 **DON'T TELL ME YOU LOVE ME**
NIGHT RANGER (Boardwalk NB-11-171-7)
- 26 **I DON'T CARE ANYMORE**
PHIL COLLINS (Atlantic 7-89877)
- 27 **TWILIGHT ZONE***
GOLDEN EARRING (21/PolyGram T1103)
- 28 **THE OTHER GUY**
LITTLE RIVER BAND (Capitol B-5185)
- 29 **CHANGE OF HEART***
TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52181)
- 30 **YOU CAN'T HURRY LOVE**
PHIL COLLINS (Atlantic 7-89933)

COUNTRY

- 1 **EVERYTHING'S BEAUTIFUL**
DOLLY PARTON/WILLIE NELSON (Monument WS4 03408)
- 2 **LAST THING I NEEDED FIRST THING THIS MORNING**
WILLIE NELSON (Columbia 38-03385)
- 3 **IF HOLLYWOOD DON'T NEED YOU**
DON WILLIAMS (MCA-52152)
- 4 **I WOULDN'T CHANGE YOU IF I COULD**
RICKY SKAGGS (Epic 34-03482)
- 5 **THE ROSE**
CONWAY TWITTY (Elektra 7-69854)
- 6 **STILL TAKING CHANCES**
MICHAEL MURPHEY (Liberty B-1468)
- 7 **WE'VE GOT TONIGHT**
KENNY ROGERS AND SHEENA EASTON (Liberty B-1492)
- 8 **REASONS TO QUIT**
MERLE HAGGARD/WILLIE NELSON (Epic 34-03494)
- 9 **SWINGIN'**
JOHN ANDERSON (Warner Bros. 7-29788)
- 10 **'TILL I GAIN CONTROL AGAIN**
CRYSTAL GAYLE (Elektra 7-69893)
- 11 **SHINE ON**
GEORGE JONES (Epic 34-03489)
- 12 **GONNA GO HUNTIN' TONIGHT**
HANK WILLIAMS, JR. (Elektra/Curb 7-69846)
- 13 **DOWN ON THE CORNER**
JERRY REED (RCA PB-13422)
- 14 **WHY BABY WHY**
CHARLEY PRIDE (RCA PB-13397)
- 15 **DIXIELAND DELIGHT**
ALABAMA (RCA PB-13446)
- 16 **YOU DON'T KNOW LOVE**
JANIE FRICKE (Columbia 38-03498)
- 17 **HONKYTONK MAN**
MARTY ROBBINS (Warner/Viva 7-29847)
- 18 **AIN'T NO TRICK**
LEE GREENWOOD (MCA-52150)
- 19 **AMERICAN MADE**
OAK RIDGE BOYS (MCA-52179)
- 20 **WHEN I'M AWAY FROM YOU**
THE BELLAMY BROTHERS (Elektra/Curb 7-69850)
- 21 **I HAVE LOVED YOU, GIRL**
EARL THOMAS CONLEY (RCA PB-12414)
- 22 **BREAKIN' IT**
LORETTA LYNN (MCA 52158)
- 23 **C.C. WATERBACK**
GEORGE JONES/MERLE HAGGARD (Epic 34-02405)
- 24 **YOU'RE THE FIRST TIME I'VE THOUGHT ABOUT LEAVING**
REBA McENTIRE (Mercury/PolyGram 810 338-7)
- 25 **INSIDE**
RONNIE MILSAP (RCA PB-13362)
- 26 **FEELS RIGHT**
TANYA TUCKER (Arista AS 0677)
- 27 **JOSE CUERVO***
SHELLY WEST (Warner/Viva 7-29778)
- 28 **FINDING YOU***
JOE STAMPLEY (Epic 34-03558)
- 29 **FAKING LOVE**
T.G. SHEPPARD and KAREN BROOKS (Warner/Curb 7-29854)
- 30 **COMMON MAN***
JOHN CONLEE (MCA-52178)

BLACK CONTEMPORARY

- 1 **YOU ARE**
LIONEL RICHIE (Motown 1657 MF)
- 2 **BILLIE JEAN**
MICHAEL JACKSON (Epic 34-03509)
- 3 **FALL IN LOVE WITH ME**
EARTH, WIND & FIRE (Columbia 38-03375)
- 4 **I LIKE IT**
DeBARGE (Motown 1645)
- 5 **I'VE MADE LOVE TO YOU A THOUSAND TIMES**
SMOKEY ROBINSON (Tamlam/Motown 1655 TF)
- 6 **PASS THE DUTCHIE**
MUSICAL YOUTH (MCA-52149)
- 7 **BETCHA SHE DON'T LOVE YOU**
EVELYN KING (RCA PB-13380)
- 8 **ON THE ONE FOR FUN**
DAZZ BAND (Motown 1659MF)
- 9 **KNOCKOUT**
MARGIE JOSEPH (HCRC WS4 03337)
- 10 **LAST NIGHT A D.J. SAVED MY LIFE**
INDEEP (Sound Of New York, S.N.Y. 5102)
- 11 **HEARTBEATS**
YARBROUGH & PEOPLES (Total Experience/PolyGram TE8204)
- 12 **TOO TOUGH**
ANGELA BOFILL (Arista AS 1031)
- 13 **ATOMIC DOG**
GEORGE CLINTON (Capitol B-5201)
- 14 **BAD BOY**
RAY PARKER, JR. (Arista AS 1030)
- 15 **THE BEAT GOES ON**
ORBIT (Quality/RFC 7025)
- 16 **GOT TO FIND MY WAY BACK TO YOU**
TAVARES (RCA PB-13433)
- 17 **'TIL TOMORROW**
MARVIN GAYE (Columbia 03589)
- 18 **SINCE I LOST MY BABY**
LUTHER VANDROSS (Epic 34-03487)
- 19 **MS. GOT-THE-BODY**
CON FUNK SHUN (Mercury/PolyGram 76198)
- 20 **TONIGHT**
WHISPERS (Solar/Elektra 7-69842)
- 21 **OUTSTANDING**
THE GAP BAND (Total Experience/PolyGram TE 8205)
- 22 **I'M FREAKY**
O'BRYAN (Capitol B-5203)
- 23 **MIND UP TONIGHT**
MELBA MOORE (Capitol B-5180)
- 24 **BABY COME TO ME**
PATTI AUSTIN (Quest/Warner Bros. QWE50036)
- 25 **SO CLOSE***
DIANA ROSS (RCA PB-13424)
- 26 **THE BEST IS YET TO COME**
GROVER WASHINGTON, JR. with PATTI LABELLE (Elektra 7-69887)
- 27 **COME GIVE YOUR LOVE TO ME***
JANET JACKSON (A&M 2522)
- 28 **SHE'S OLDER NOW**
BETTY WRIGHT (Epic 34-03523)
- 29 **YOU AND I**
GOODIE (Total Experience/PolyGram TE8206)
- 30 **ARE YOU SERIOUS**
TYRONE DAVIS (Highrise SHR-2005)

OPERATORS PICKS

Brad Hamma (A.H. Entertainers, Inc., Rolling Meadows)
I DON'T CARE ANYMORE — Phil Collins — Atlantic

Margot Green (Jones Music, Burbank)
BACK ON THE CHAIN GANG — The Pretenders — Sire

Dan Tortorice (Modern Specialty, Madison)
DER KOMMISSAR — After The Fire — Epic

RECORDS TO WATCH

AMARILLO BY MORNING — George Strait — MCA
SAVE ME — Louise Mandrell — RCA
I KNOW THERE'S SOMETHING GOING ON — Frida — Atlantic
YOU ARE IN MY SYSTEM — The System — Mirage/Atco
WORKING GIRL — Cherl — 21/PolyGram

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25th Annual Convention

April 10-14, 1983

Fontainebleau Hilton Hotel

Miami Beach, Florida

NARM Markets Music

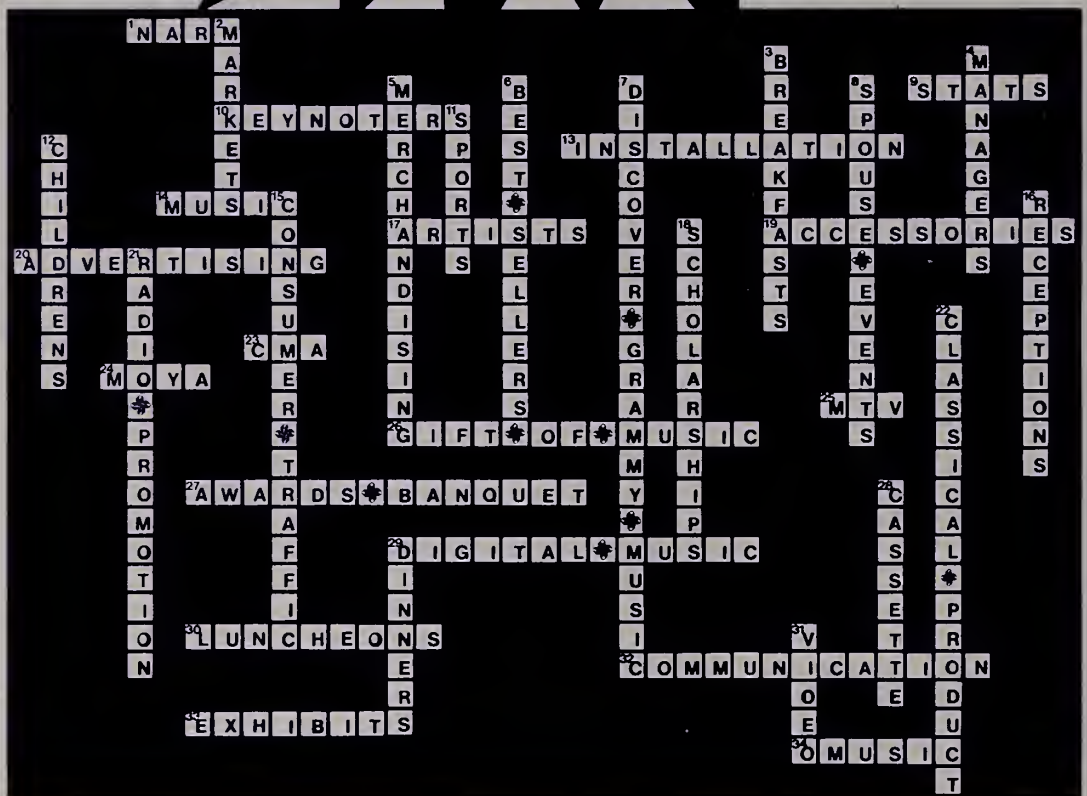
THE CONVENTION CROSSWORD PUZZLE

ACROSS

1. The trade association for marketing music
9. Industry _____ unveiled at NARM
10. "Spotlight" speakers
13. Luncheon honoring NARM officers
14. NARM Markets _____
17. Performers at luncheons and dinners
19. Exhibit area highlights
20. Inform via broadcast and print media
23. Host of spectacular luncheon show
24. Merchandiser of the Year Award
25. More about this promotion alternative
26. Super industry marketing campaign
27. Convention climax
29. Outstanding new opportunity
30. Mid-day Convention showtime
32. What happens at NARM
33. Convention meeting place
34. In Ireland, "Gift _____"

DOWN

2. NARM _____ Music
3. Convention eye-openers
4. New participants
5. What NARM members do best
6. Honored at NARM Awards Banquet
7. NARM's newest market expansion program
8. Special interest Convention schedule
11. Tennis, golf and running on Miami Beach
12. Product line getting first-time Convention program
15. Key to retailer's success
16. Relax here after Convention business day
18. Awarded at Foundation Dinner
21. Hot topic of Convention program
22. "Class" topic for a Convention program
28. Profound packaging opportunity
31. Software and games



"NARM MARKETS MUSIC" CONVENTION THEME

"NARM Markets Music" encompasses in a short but very meaningful phrase, the focus of the program for the 1983 NARM Convention.

The Convention gets off to its traditional start with a Welcoming Reception on Sunday evening, April 10. The "Gift of Music" Best Seller Awards Banquet closes the program on Wednesday evening, April 13. In between will be days packed full of programming featuring such "NARM Markets Music" expansion opportunities as "Gift of Music"; "Discover Grammy Music"; promotion alternatives such as MTV; the compact disc; new product lines to increase store traffic (video, video games, home computer software); and the merchan-

dising of specialty product (children's and classical). An exciting new dimension is added to the Convention programming, as artists' managers will be involved in a panel session on their role in increasing pre-recorded music sales.

Afternoons will be reserved for the meetings between customers and suppliers, which will take place outdoors in the Fontainebleau's pool and beach area, where a cabana/exhibit booth set-up will provide the unique environment for inter-company communication.

Luncheon shows will feature outstanding recording artists, as will the Scholarship Foundation Dinner and the Awards Banquet.

You should be there! Register today!

Call or write: NARM, 1008-F Astoria Blvd., P.O. Box 1970, Cherry Hill, N.J., 08034 (609) 424-7404