

# CASHBOX

July 24, 1982

NEWSPAPER

\$3.00



# NOW IS THE TIME TO SEND FOR...

# T H E E N V O Y



**A VERY CURRENT ALBUM FROM**

# WARREN ZEVON

**THE ENVOY** IS AVAILABLE ON  
ASYLUM RECORDS & CASSETTES

PRODUCED BY WADDY WACHTEL, GREG LADANYI & WARREN ZEVON  
DIRECTION: IRVING AZOFF/Front Line Management

© 1982 ELEKTRA/ASYLUM RECORDS A WARNER COMMUNICATIONS COMPANY





# CASH BOX

THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

VOLUME XLIV — NUMBER 9 — July 24, 1982

## CASH BOX

**GEORGE ALBERT**  
President and Publisher

**ALAN SUTTON**  
Vice President and Editor in Chief

**J.B. CARMICLE**  
Vice President and General Manager, East Coast

**JIM SHARP**  
Vice President, Nashville

**RICHARD IMAMURA**  
Managing Editor

**MARK ALBERT**  
Marketing Director

East Coast Editorial  
**FRED GOODMAN**, Bureau Chief  
**LARRY RIGGS**  
**JIM BESSMAN**

West Coast Editorial  
**MARK ALBERT**, Radio Editor  
**MICHAEL GLYNN**, Audio/Video Editor  
**MICHAEL MARTINEZ**, Marketing Editor  
**JEFFREY RESSNER**

Research  
**KEN KIRKWOOD**, Manager  
**BILL FEASTER**  
**MIKE PLACHETKA**  
**HARALD TAUBENREUTHER**  
**GREGORY D. LESCHISHIN**

Nashville Editorial/Research  
**JUANITA BUTLER**  
**TOM ROLAND**  
**KEITH HINTON**

Art Director  
**LARRY GRAYCRAFT**

Circulation  
**THERESA TORTOSA**, Manager

PUBLICATION OFFICES  
**NEW YORK**  
1775 Broadway, New York NY 10019  
Phone: (212) 586-2640  
Cable Address: Cash Box NY  
Telex: 666123

**HOLLYWOOD**  
6363 Sunset Blvd. (Suite 930)  
Hollywood CA 90028  
Phone: (213) 464-8241

**NASHVILLE**  
21 Music Circle East, Nashville TN 37203  
Phone: (615) 244-2898

**CHICAGO**  
**CAMILLE COMPASIO**, Coin Machine, Mgr.  
1442 S. 61st Ave., Cicero IL 60650  
Phone: (312) 863-7440

**WASHINGTON, D.C.**  
**EARL B. ABRAMS**  
3518 N. Utah St.,  
Arlington VA 22207  
Phone: (703) 243-5664

**MIGUEL SMIRNOFF**  
Director of South American Operations

**ARGENTINA** — **MIGUEL SMIRNOFF**  
Lavalle 1569, Piso 4, Of. 405  
1048 Buenos Aires, Argentina  
Phone: 89-6796

**AUSTRALIA** — **ALLAN WEBSTER**  
23 Young Street  
Neutral Bay N.S.W. Australia 2089

**BRAZIL** — **CHRISTOPHER PICKARD**  
Av. Borges de Medeiros, 2475  
Apt. 503, Lagoa  
Rio de Janeiro, Brasil  
Phone: 294-8197

**CANADA** — **KIRK LaPOINTE**  
420 Gloucester Street, #107  
Ottawa, Ontario, Canada, K1E 7T7  
Phone: (613) 235-7743

**GERMANY** — **GERHARD AUGUSTIN**  
Oettingenstrasse 66  
8 Munich 22  
Phone: 089-221363  
Telex: 5-29378

**ITALY** — **MARIO DE LUIGI**  
"Musica e Dischi" Via Giannone 2  
20154 Milan, Italy  
Phone: (02) 389-059/389-936

**JAPAN** — Adv. Mgr., **SACHIO SAITO**  
Editorial Mgr., **KOZO OTSUKA**  
3rd Floor of Chuo-Tatemono bldg.  
2-chome, 11-1, Shinbashi, Minato-ku,  
Tokyo Japan, 105  
Phone: 504-1651

**NETHERLANDS** — **CONSTANT MEIJERS**  
P.O. Box 1807  
1200 BV Hilversum  
Phone: 035-19841

**SPAIN** — **ANGEL ALVAREZ**  
Lopez de Hoyos 178, 5 CD  
Madrid — 2 Spain  
Phone: 415 23 98

**UNITED KINGDOM** — **PAUL BRIDGE**  
27 Moreton Place, London SW1 England  
Phone: 01-834-1120

SUBSCRIPTION RATES \$125 per year anywhere in the U.S.A. Published weekly by CASH BOX (ISSN 0008-7289), 1775 Broadway, New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices. ©Copyright 1982 by the Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention. POSTMASTER: Send form 3579 to CASH BOX, 1775 Broadway, New York, N.Y. 10019.

## EDITORIAL

## Look To The Future

The effort to get the ball rolling on the Philips/Sony Compact Digital Disc (CD) demands closer examination by the music industry. In line with the continuing trend towards miniaturization in electronic technology and the now-clear fact that the 12 inch disc is probably not the configuration that will carry this industry into the future, it seems imperative that labels today look carefully into the possibility of change.

Many label people today say that the costs inherent in a switch from the 12-inch disc to the 5-inch digital compact disc are too high at the moment. That may be so from a short-term point-of-view, but is it also a repeat of what the U.S. auto industry was saying about the switch to fuel efficient compact cars in the early '60s? How much subsequent grief for auto workers and manufacturers alike could have been prevented if executives had had the

courage to make the necessary changes before it was too late.

Just like the case of the fuel efficient compacts vs. the American gas guzzlers, Europe and Japan again hold the technological and business edge in the implementation of the compact disc program. It has taken years for the American auto industry to re-tool to the point where it could compete on an even footing with the Volkswagens, Toyotas, Datsuns and Fiats — could it be that the American recorded music industry is headed toward the same fate?

Let's hope not. There is still time for American labels to absorb and implement the new technology before overseas companies cause a repeat of the auto industry fiasco. Times are hard enough now (especially clear when noticing the quiet layoffs at a number of labels); but let's not be so blinded by current problems that we can't look to the future.

### CONTENTS

|                               |        |
|-------------------------------|--------|
| <b>DEPARTMENTS</b>            |        |
| Black Contemporary            | 24     |
| Classifieds                   | 30     |
| Country                       | 20     |
| Gospel                        | 11     |
| International                 | 27     |
| Jazz                          | 13     |
| Merchandising                 | 16     |
| Radio                         | 18     |
| Video                         | 15     |
| <b>FEATURES</b>               |        |
| Coast To Coast                | 14     |
| Editorial                     | 3      |
| Executives On The Move        | 12     |
| New Faces To Watch            | 10     |
| <b>CHARTS</b>                 |        |
| Top 100 Singles               | 6      |
| Top 200 Albums                | 28, 29 |
| Black Contemporary Albums     | 24     |
| Black Contemporary Singles    | 25     |
| Country Albums                | 21     |
| Country Singles               | 22     |
| Gospel Albums                 | 11     |
| International Albums, Singles | 27     |
| Jazz Albums                   | 13     |
| Rock Album Radio Report       | 19     |
| Top 30 Videocassettes         | 15     |
| <b>REVIEWS</b>                |        |
| Albums                        | 8      |
| Singles                       | 10     |

### ON THE COVER

Although primarily considered a black contemporary artist, Solar Records' Carrie Lucas recalls her earliest influences as MOR pop. "I was raised on pop music," said Lucas, whose song, "Show Me Where You're Coming From," entered the Top 40 on the **Cash Box** B/C singles chart this week. "The first person I can remember idolizing is Judy Garland. Barbra Streisand's style also influenced me. I didn't get into R&B until years later."



When she finally did "get into" R&B, however, the California born 'n' bred lady won a wide following for her live performances, appearing with such well-known acts as Shalamar, The Whispers, Johnny "Guitar" Watson, The O'Jays and even a backup stint with Stevie Wonder during a mid-'70s concert tour of Japan. Her dues paid on the road helped launch a recording career that, to date, has seen five LPs, including her latest, "Still In Love," hit the stores. A creative lyricist as well as vocalist, Lucas' exuberant style embraces both the funk idiom and pop hook styles, emerging with a soulful, uptempo sound.

## TOP POP DEBUTS

|                |    |   |
|----------------|----|---|
| <b>SINGLES</b> | 69 | <b>JACK &amp; DIANE</b> — John Cougar — Riva/PolyGram     |
| <b>ALBUMS</b>  | 76 | <b>LOVE WILL TURN YOU AROUND</b> — Kenny Rogers — Liberty |

### POP SINGLE

**HURTS SO GOOD**  
John Cougar  
Riva/PolyGram

### B/C SINGLE

**DO I DO**  
Stevie Wonder  
Tamla/Motown

### COUNTRY SINGLE

**TIL YOU'RE GONE**  
Barbara Mandrell  
MCA

### JAZZ

**OFFRAMP**  
Pat Metheny Group  
ECM

## NUMBER ONES



John Cougar

### POP ALBUM

**ASIA**  
Geffen

### B/C ALBUM

**GAP BAND IV**  
The Gap Band  
Total Experience/PolyGram

### COUNTRY ALBUM

**MOUNTAIN MUSIC**  
Alabama  
RCA

### GOSPEL

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



# PUT WHAT YOU WANT TO SELL MOST





# IN THE WAY TO THE MAXELL TAPE.



Two out of every three people who buy Maxell cassettes plan on doing it before they even come through your door.

So why cut their trip short by hiding our tape behind the counter?

Instead, you should display it more prominently and expose everything else that you carry to some exceptional customers.

And people who buy Maxell tape *are* exceptional. Not only do they buy over 40% more cassettes in a year than the average cassette buyer, but they're willing to pay more for quality instead of spending less. For less.

So next time you want to see more big boxes go out of your store, take the little ones out from behind your counter. The ones that say "Maxell" on them.



IT'S WORTH IT.



# CASH BOX TOP 100 SINGLES

July 24, 1982

|   | Weeks On Chart | 7/17 | Chart |
|---|----------------|------|-------|
| 1 HURTS SO GOOD                               | 3              | 14   |       |
| 2 EYE OF THE TIGER                            | 4              | 8    |       |
| 3 DON'T YOU WANT ME                           | 1              | 21   |       |
| 4 ROSANNA                                     | 2              | 15   |       |
| 5 HOLD ME                                     | 7              | 6    |       |
| 6 LOVE'S BEEN A LITTLE BIT HARD ON ME         | 5              | 12   |       |
| 7 TAINTED LOVE                                | 8              | 26   |       |
| 8 ABRACADABRA                                 | 11             | 9    |       |
| 9 ONLY THE LONELY                             | 10             | 13   |       |
| 10 EBONY AND IVORY                            | 6              | 16   |       |
| 11 KEEP THE FIRE BURNIN'                      | 12             | 7    |       |
| 12 PERSONALLY                                 | 14             | 13   |       |
| 13 LET IT WHIP                                | 13             | 13   |       |
| 14 EVEN THE NIGHTS ARE BETTER                 | 17             | 7    |       |
| 15 DO I DO                                    | 16             | 9    |       |
| 16 HARD TO SAY I'M SORRY                      | 20             | 8    |       |
| 17 TAKE ME DOWN                               | 18             | 10   |       |
| 18 WASTED ON THE WAY                          | 21             | 5    |       |
| 19 WHAT KIND OF FOOL AM I                     | 19             | 8    |       |
| 20 CAUGHT UP IN YOU                           | 9              | 13   |       |
| 21 GOING TO A GO-GO                           | 24             | 7    |       |
| 22 FORGET ME NOTS                             | 23             | 12   |       |
| 23 VACATION                                   | 28             | 4    |       |
| 24 YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU    | 26             | 9    |       |
| 25 I FOUND SOMEBODY                           | 27             | 8    |       |
| 26 TAKE IT AWAY                               | 31             | 3    |       |
| 27 LOVE WILL TURN YOU AROUND                  | 29             | 4    |       |
| 28 AMERICAN MUSIC                             | 30             | 5    |       |
| 29 ANY DAY NOW                                | 15             | 13   |       |
| 30 OUT OF WORK                                | 32             | 7    |       |
| 31 LOVE IS IN CONTROL (FINGER ON THE TRIGGER) | 39             | 5    |       |
| 32 YOUR IMAGINATION                           | 34             | 6    |       |
| 33 EARLY IN THE MORNING                       | 35             | 10   |       |

|                                       | Weeks On Chart | 7/17 | Chart |
|---------------------------------------|----------------|------|-------|
| 34 IF THE LOVE FITS WEAR IT           | 36             | 10   |       |
| 35 PLAY THE GAME TONIGHT              | 22             | 12   |       |
| 36 KIDS IN AMERICA                    | 43             | 10   |       |
| 37 PAPERLATE                          | 40             | 8    |       |
| 38 THINK I'M IN LOVE                  | 44             | 5    |       |
| 39 HOOKED ON SWING                    | 41             | 8    |       |
| 40 STILL THEY RIDE                    | 25             | 10   |       |
| 41 ALWAYS ON MY MIND                  | 37             | 20   |       |
| 42 NICE GIRLS                         | 33             | 10   |       |
| 43 ROUTE 101                          | 50             | 5    |       |
| 44 IF YOU WANT MY LOVE                | 49             | 8    |       |
| 45 CUTIE PIE                          | 48             | 9    |       |
| 46 HEAT OF THE MOMENT                 | 38             | 15   |       |
| 47 EYE IN THE SKY                     | 66             | 3    |       |
| 48 THE OTHER WOMAN                    | 42             | 19   |       |
| 49 LOVE PLUS ONE                      | 53             | 9    |       |
| 50 HOT IN THE CITY                    | 64             | 3    |       |
| 51 CRIMSON AND CLOVER                 | 47             | 13   |       |
| 52 BODY LANGUAGE                      | 45             | 13   |       |
| 53 AND I AM TELLING YOU I'M NOT GOING | 67             | 4    |       |
| 54 LANDSLIDE                          | 57             | 7    |       |
| 55 AFTER THE GLITTER FADES            | 46             | 11   |       |
| 56 WHO CAN IT BE NOW?                 | 65             | 3    |       |
| 57 (SITTIN' ON) THE DOCK OF THE BAY   | 59             | 6    |       |
| 58 BLUE EYES                          | 76             | 2    |       |
| 59 THIS MAN IS MINE                   | 54             | 11   |       |
| 60 TO DREAM THE DREAM                 | 62             | 6    |       |
| 61 SOMEDAY, SOMEWAY                   | 72             | 3    |       |
| 62 ANGEL IN BLUE                      | 52             | 10   |       |
| 63 BE MINE TONIGHT                    | 51             | 10   |       |
| 64 IT'S GONNA TAKE A MIRACLE          | 58             | 17   |       |
| 65 WORDS                              | 71             | 4    |       |
| 66 DANCING IN THE STREET              | 55             | 10   |       |
| 67 MEGA FORCE                         | 73             | 4    |       |

|   | Weeks On Chart | 7/17 | Chart |
|---|----------------|------|-------|
| 68 I REALLY DON'T NEED NO LIGHT         | 75             | 5    |       |
| 69 JACK & DIANE                         | —              | 1    |       |
| 70 I RAN (SO FAR AWAY)                  | 77             |      |       |
| 71 VALLEY GIRL                          | 81             | 2    |       |
| 72 GLORIA                               | 78             | 4    |       |
| 73 STREET CORNER                        | 74             | 5    |       |
| 74 ENOUGH IS ENOUGH                     | 80             | 3    |       |
| 75 TOO GOOD TO TURN BACK NOW            | 79             | 4    |       |
| 76 LET ME TICKLE YOUR FANCY             | —              | 1    |       |
| 77 ISLAND OF LOST SOULS                 | 58             | 8    |       |
| 78 LOVE OR LET ME BE LONELY             | 90             | 2    |       |
| 79 RIGHT KIND OF LOVE                   | 60             | 9    |       |
| 80 FOOLIN' YOURSELF                     | 89             | 2    |       |
| 81 NOW OR NEVER                         | 86             | 2    |       |
| 82 HOPE YOU LOVE ME LIKE YOU SAY YOU DO | 63             | 10   |       |
| 83 I'VE NEVER BEEN TO ME                | 61             | 21   |       |
| 84 ONLY TIME WILL TELL                  | —              | 1    |       |
| 85 WHAT DO ALL THE PEOPLE KNOW          | 70             | 9    |       |
| 86 WHAT'S FOREVER FOR                   | —              | 1    |       |
| 87 LET ME GO                            | —              | 1    |       |
| 88 HOT FUN IN THE SUMMERTIME            | —              | 1    |       |
| 89 WHY                                  | 93             | 3    |       |
| 90 SHE GOT THE GOLDMINE                 | —              | 1    |       |
| 91 WHEN IT'S OVER                       | 69             | 16   |       |
| 92 DANCE WIT' ME — PART 1               | 63             | 9    |       |
| 93 MAKING LOVE                          | 68             | 21   |       |
| 94 OUTLAW                               | 97             | 3    |       |
| 95 I WANT CANDY                         | 82             | 9    |       |
| 96 DON'T TALK TO STRANGERS              | 85             | 21   |       |
| 97 BREAK IT UP                          | 84             | 11   |       |
| 98 I LOVE ROCK 'N ROLL                  | 87             | 25   |       |
| 99 I'LL FIND MY WAY HOME                | 91             | 10   |       |
| 100 867-5309/JENNY                      | 86             | 27   |       |

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

|  |     |
|--|-----|
| Abracadabra (Sailor — ASCAP)                                   | 8   |
| After The Glitter (Welsh Witch — BMI)                          | 55  |
| Always On (Screen Gems — EMI/Rose Bridge — BMI)                | 41  |
| And I'm Telling (Dreamgirls — ASCAP/Dreamettes — BMI)          | 53  |
| Angel In Blue (Center City — ASCAP)                            | 62  |
| American Music (Ensign/Parker McGee — BMI)                     | 28  |
| Any Day Now (Intersong — ASCAP)                                | 29  |
| Be Mine Tonight (Stonebridge — ASCAP)                          | 63  |
| Blue Eyes (Intersong — ASCAP)                                  | 58  |
| Body Language (Queen Music Ltd.)                               | 52  |
| Break It Up (Somerset Songs/Evansongs Ltd. — ASCAP)            | 97  |
| Caught Up (Rocknocker/Easy Action/WB Music — ASCAP)            | 20  |
| Crimson And Clover (Big Seven — BMI)                           | 51  |
| Cutie Pie (Duchess (MCA) Perk's — BMI)                         | 45  |
| Dance Wit' Me (Jobete + Stone City — ASCAP)                    | 92  |
| Dancing In (Jobete — ASCAP/Stone Agate—BMI)                    | 66  |
| Do I Do (Jobete + Black Bull — ASCAP)                          | 15  |
| Don't Talk (Robie Porter — BMI)                                | 96  |
| Don't You Want (Virgin/Chappell/Sound Diagrams — ASCAP)        | 3   |
| Early In The Morning (Total Experience — BMI)                  | 33  |
| Ebony And Ivory (MPL Communications — ASCAP)                   | 10  |
| 867-5309/Jenny (New Daddy/Unichappell/Tutone-Keller — BMI)     | 100 |
| Enough Is Enough (Northern Goody Two-Tunes Ltd. — ASCAP/CAPAC) | 74  |
| Even The Nights (Hall-Clement — BMI)                           | 14  |
| Eye In The Sky (Woolfsongs Ltd./Careers — BMI)                 | 47  |
| Eye Of The Tiger (Holy Moley/Rude — BMI/WB/Easy                |     |

|  |    |
|--|----|
| Action — ASCAP   | 2  |
| Foolin' Yourself (ATV Music — BMI)                                 | 80 |
| Forget Me Not (Baby Fingers — ASCAP/Freddie Dee BMI)               | 22 |
| Gloria (Sugarsongs — BMI)  | 72 |
| Going To A Go Go (Jobete — ASCAP)                                  | 21 |
| Hard To Say (Double Virgo — ASCAP/Foster Freeze — BMI)             | 16 |
| Heat Of (WB/Almond Legg/Ackee — ASCAP)                             | 46 |
| Hold Me (Fleetwood Mac — BMI/Red Snapper — ASCAP)                  | 5  |
| Hooked On Swing (Various — ASCAP/BMI)                              | 39 |
| Hope You Love Me (Irving — BMI)                                    | 82 |
| Hot Fun (Warner/Tamerlane — BMI)                                   | 88 |
| Hot In The City (Rare Blue/Bonidol — ASCAP)                        | 50 |
| Hurts So Good (Riva — ASCAP)                                       | 1  |
| I Found Somebody (Red Cloud/Night River — ASCAP)                   | 25 |
| If The Love Fits (Michael O'Conner — BMI/O'Conner Songs — ASCAP)   | 34 |
| If You Want My Love (Adults/Screen Gems — EMI (BMI))               | 44 |
| I'll Find My Way (WB/Toughknott Ltd./Spheric B.V. — ASCAP)         | 99 |
| I Love Rock (Finchley—ASCAP)                                       | 98 |
| I Ran (Zomba Ent. — BMI)   | 70 |
| I Really Don't (Overdue adm. by Warner Bros./Almo/March 9 — ASCAP) | 68 |
| Island Of Lost Souls (Monster Island/Rare Blue — ASCAP)            | 77 |
| It's Gonna Take (Vogue — BMI)                                      | 64 |
| I've Never Been (Stone Diamond — BMI)                              | 83 |

|  |    |
|--|----|
| I Want Candy (Web IV and Grand Canyon — BMI)   | 95 |
| Jack & Diane (Riva — ASCAP)  | 69 |
| Keep The Fire (Fate — ASCAP)   | 11 |
| Kids In America (Finchley — ASCAP)   | 36 |
| Landslide (John Farrar — BMI)  | 54 |
| Let It Whip (Ujima/Macvacalac — ASCAP)   | 13 |
| Let Me Go (Raydiola — ASCAP)   | 87 |
| Let Me Tickle (Black Stallion — ASCAP/Fat Jack The Second — BMI)                     | 76 |
| Love Is In Control (Yellowbrick Road — ASCAP/GRAGER — BMI/Rodsongs PRS)              | 31 |
| Love's Been (Bobby Goldsboro /House of Gold — ASCAP/BMI)                             | 6  |
| Love Or Let (Porpette/Clairence Scarborough — BMI)                                   | 78 |
| Love Plus One (Bryan Morrison — ASCAP)   | 49 |
| Love Will Turn You (Llonsmate/Deb Dave/Briarpatch — ASCAP/BMI)                       | 27 |
| Making Love (20th Century-Fox/New Hidden Valley — ASCAP/Begonia Melodies/Fedora—BMI) | 93 |
| Mega Force (BMI)   | 67 |
| Nice Girls (Intersong — ASCAP)   | 42 |
| Now Or Never (Bobnal — BMI)  | 81 |
| Only The Lonely (Clean Sheets — BMI)   | 9  |
| Only Time (WB/Almond Legg adm. by WB/Ackee — ASCAP)                                  | 84 |
| Outlaw (Far Out — ASCAP/Milwaukee — BMI)   | 94 |
| Out Of Work (Bruce Springsteen — ASCAP)  | 30 |
| Paperlate (Pun Music — ASCAP)  | 37 |
| Personally (Tree/Five Of A Kind — BMI)   | 12 |
| Play The Game (Don Kirshner/Blackwood/Fifty Grand — BMI)                             | 35 |
| Right Kind Of Love (Narrow Dude/Bonnie Bee   |    |

|  |    |
|--|----|
| Good/WB Music — ASCAP  | 79 |
| Rosanna (Hudmar — ASCAP)   | 4  |
| Route 101 (Irving/Calquin — BMI)                                       | 43 |
| She Got (House Of Gold — BMI)  | 90 |
| Sittin' On (Silver Sounds/Spectrum VII — ASCAP)                        | 57 |
| Someday, Someway (Belwin — Mills/MHC — ASCAP)                          | 61 |
| Still They Ride (Weed High Nightmare — BMI)                            | 40 |
| Street Corner (Nick-O-Val — ASCAP)                                     | 73 |
| Tainted Love (Equinox — BMI)   | 7  |
| Take It Away (MPL Communications — ASCAP)                              | 25 |
| Take Me Down (Chinnichap — BMI)  | 17 |
| The Other Woman (Raydiola — ASCAP)                                     | 48 |
| Think I'm In Love (Gracton — BMI)                                      | 38 |
| This Man Is Mine (Strange Euphoria/Sheer/Know — ASCAP)                 | 59 |
| To Dream (Rare Blue — ASCAP)   | 60 |
| Too Good To Turn (Muff — BMI)  | 75 |
| Vacation (Some Other/Daddy-Ch/Lypsinc — ASCAP)                         | 23 |
| Valley Girl (Munchkin Music)   | 71 |
| Wasted On The Way (Putzy Putzy — ASCAP)                                | 18 |
| What Kind Of Fool (Robie Porter — BMI)                                 | 19 |
| What Do All (Dode + MAM + Nineteen Eighty — ASCAP)                     | 85 |
| What's Forever (Tree — BMI)  | 86 |
| When It's Over (Blackwood/Dean Of Music — BMI/April/Duke Reno — ASCAP) | 91 |
| Who Can It Be (April Music Pty. — BMI)                                 | 56 |
| Why (Chic — BMI)   | 89 |
| Words (Private Life/Private Parts — ASCAP)                             | 65 |
| Your Imagination (Hot-Cha/Unichappell — BMI)                           | 32 |
| You Should Hear (Warner-Tamerlane/Body Electric — BMI)                 | 24 |



= Exceptionally heavy radio activity this week



= Exceptionally heavy sales activity this week



## Reagan Tax Break Failing To Stimulate Sales, Investment

by Michael Martinez

LOS ANGELES — Record retailers generally feel that the recent 10% tax break received by consumers and businesses will have little effect on their sales or investment planning. Their attitude largely reflects the public's skepticism that the tax cut will reverse the slumping economy.

In a **Cash Box** survey of retailers, most of those contacted regarded the tax cuts as too small to stimulate significantly more consumer traffic in their stores, nor did they feel the business tax credit substantial enough to provide added revenue for investment — two stated goals of the Reagan Administration's tax plan.

Although the business tax break is retroactive to the beginning of 1981, many economists have publicly stated that businesses have not reacted to the tax credits by pouring money into facilities, equipment or employment-creating new investments.

Though some contacted said it was too early to tell for sure, most retailers, in accordance with polls of public sentiment, felt that the personal income tax break, which

became effective July 1, will not fatten paychecks enough to prompt a burst of consumer spending.

Because of unemployment and the prices of living necessities — i.e. food, rent/mortgage, clothing, utilities — most dealers felt that consumers are still reluctant to enthusiastically engage in leisure spending on records.

"If a guy has a couple of extra bucks a week to spend, I don't think that the first thing that comes to his mind is going to be records," exclaimed Martin Spector, head of the Florida-based Spec's Music chain. "I don't see it making much of an impact on my business at all."

Noting that Detroit's unemployment was running double the national average, Calvin Simpson, owner of Simpson's Wholesale/Bad Records, Inc., said, "If people get any extra money back from taxes, it'll be used to pay rent, buy food or pay bills. People are afraid right now because so many people are unemployed. As a result, they have a tendency to hold onto their money."

(continued on page 13)



**MOTLEY BEATING** — Elektra/Asylum recording group Motley Crue recently visited the label's Hollywood headquarters to discuss promotional efforts behind its "Too Fast For Love" LP, which will be re-released in early August. Pictured during the meeting are (l-r): Mick Mars, Vince Neil, Tommy Lee and Nikki Sixx of the group and Allan Coffman, Motley Crue manager. Pictured seated is Joe Smith, chairman, E/A.

## One Stops Adjusting To The Record Business Uncertainty

by Jim Bessman

NEW YORK — The current health of the one-stop business is such that where one operator can report improvement as high as 15% over a year ago, another will moan that he is 30% down. A **Cash Box** one-stop survey shows that several factors are affecting whether a particular operation is doing well or not. These include geographic location, quality of product being released and quantity of services provided. Many operators are voicing familiar complaints, with recent manufacturer price hikes being the most criticized. But all are adapting themselves to today's realities, be it by altering their buying habits or by expanding their product offerings.

Perhaps the biggest surprise is the positive outlook offered by several operators. One such operator is Bob Perloff, manager of Universal One-Stop and Rack Service in Philadelphia. "Last year was very successful for us," said Perloff, noting that the year ended June 30

showed business up in the area of 15-20%. "The record business has never had a dip so much as it has now, but business is still there. A lot of people are bad mouthing it, including a lot of us who are in it. In fact, we're our own worst enemies."

Charles Faison, general manager of Tidewater One Stop, which serves some 250 accounts within a two-day market from Norfolk, Va., is another operator with a positive outlook. "We're two or three percent ahead of last year," Faison said. "One month might drop a point or two, but the next might gain four. And the big season is yet to come. It should be a big time going down the end-of-the-year stretch."

In Los Angeles, Lou Fogelman, president of Show Industries, said that the company's City One Stop was "very strong," and that while some accounts were buying less, others had grown. "We were a little soft at the beginning this year, but the last couple of months we've been 10% better than last year," said Fogelman. "Overall we're very

pleased with the business."

But another Los Angeles one-stop operator, John's Music owner John L. Jackson, reported a 25-30% drop in volume over the last three months. In Chicago, Stan Meyers, vice president sales and marketing at Sound Video Unlimited, is experiencing his worst summer in memory. "I hope it's just summer doldrums," he said.

### Tourism Down

In New York, Ben Karol, co-owner of King Karol, reported a 15% drop in business, largely due to a drop in tourism caused by the economy. George Weiss, vice president of Long Island's Win Records and Video, Inc., showed a 20% decrease in record volume. And in Atlanta, Gwen Kessler, owner of Tara Records and Tape Distributor, Inc., is slowly coming out of what she termed an "awful" last month. "May and June started sliding real bad," she said, explaining that the South was beginning to feel the recession more strongly than before.

Kessler joined many one-stop operators in blaming increased manufacturer costs for causing decreased business. "After the RCA increase, dealers started jumping up and down they were so disturbed," said

(continued on page 14)

## Inconsistent Fill, Lowballing Hinder Vid Game Sales

by Michael Martinez

LOS ANGELES — Inconsistent product fill and escalating price competition are two major obstacles hindering record retailers' efforts to merchandise video games cartridges, according to a **Cash Box** survey. Dealers contacted who deal with such product generally believe that manufacturers of video game software have yet to acquaint themselves with record retail outlets and give distribution priority to the national department store chains and discount stores that comprise the market for a majority of their toy business.

At the same time, record merchandisers point out that price slashing by discount stores, toy stores and department stores has further complicated their merchandising plans.

Some dealers contacted strongly inferred that record retailers appeared to be a low priority in the distribution mix of video game cartridges, a condition they attribute to the sales practices of manufacturers, particularly Atari and Intellivision, the latter a product of the Mattel Electronics company.

"It's not so much a (fill) problem as it is sheer stupidity on the part of the manufacturers," asserted Bruce Shortz, general manager of the Amarillo, Tex.-based Hastings Books, Records and Video chain. "They just haven't figured out the deal with record retailers yet."

### No Terms

With the absence of discount and dating or returns programs, record dealers are reluctant to buy in deeply on even the hottest game titles, for as one dealer put it, "you buy it, you own it." To date only Intellivision is openly considering a stock balancing program.

While those companies with a history of toy and electronics manufacturing were generally cited as the worst offenders in filling orders, conversely, companies that have recently been established to manufacture video games, without the advantage of built-in national accounts, have developed distribution ties from the ground up. Imagic and Activision were identified as two companies which have followed this path.

(continued on page 30)

## PolyGram To Bow CD Software In U.S. In '83

NEW YORK — With several of the 41 worldwide licenses of the Philips/Sony compact disc hardware located here in the U.S., PolyGram U.S.A. has become the first American label to outline specific release plans for software in the new configuration.

With product launch scheduled for between mid- and late-'83, Emiel Petrone, vice president, marketing, West Coast, for PolyGram reported that the label "really hasn't formed any distribution plans as yet." However, Petrone said that the company's product debut will coincide with the initial release of CD hardware in the U.S., scheduled to take place after the introduction of the new technology in Europe and Japan.

"We're launching it in Europe first," he said, "because Philips will be one of the first manufacturers to release hardware in Europe. After that, Japan will release it, and then it will come to the United States."

(continued on page 12)



**COLUMBIA SIGNS CYMONE** — Columbia Records has signed Andre Cymone. Formerly with Prince, Cymone wrote, produced and played all instruments on "Livin' in The New Wave," his debut Columbia LP slated for release in a few weeks. The same named single is being released this week. Pictured at the signing are (l-r): Larkin Arnold, vice president/general manager, A&R, black music, CBS Records; Cymone; Al Teller, senior vice president/general manager, Columbia; and Myron Roth, senior vice president/general manager, West Coast operations, CBS Records.



## BUSINESS NOTES

## PolyGram Finalizes Acquisition Of 20th

LOS ANGELES — PolyGram Records last week purchased 20th Century-Fox Records for an undisclosed sum. In addition to purchasing the label and its catalog, PolyGram also entered into an agreement with 20th Century-Fox Film Corp. to release selected soundtracks from 20th Century-Fox films.

Under the terms of the deal, 20th Century-Fox product will be released under the Casablanca label. Among the acts currently on the 20th roster are: Stephanie Mills (who had her latest LP, "Tantalizingly Hot!," released this week on PolyGram), Jim Photoglo, Leon Haywood, Dusty Springfield, Jim Colucci and Carl Carlton (whose product will continue to be distributed for a while by RCA Records, which was 20th's distributor prior to the new deal).

Commenting on the new acquisition, PolyGram president/chief operating officer Guenter Hensler said, "We're excited about the prospect of adding 20th Century-Fox Records' artists and catalog to PolyGram, and have already seen the first fruits of this acquisition with the immediate acceptance of Stephanie Mills' single 'Last Night' from her new album... We look forward to releasing the upcoming records from 20th Century artists, and similarly feel that the agreement with 20th Century-Fox Films offers great prospects for the future."

## CBS Posts 2nd Quarter Decrease

NEW YORK — CBS, Inc. last week reported net income of \$46.1 million, or \$1.64 per share, for the second quarter 1982, a slight decline from last year's figures of \$46.8 million, or \$1.67 per share. The company also reported overall revenues of \$1.03 billion, a slight increase over the comparable period last year.

Despite decreases in net income and earnings per share, CBS/Records Group garnered a small profit in the second quarter of this year compared to losses incurred during the same period last year. "Although the revenue declined, when you subtract the difference, you come up with a profit," said CBS spokesman Ray Healey.

Revenues for the CBS/Columbia Group, which includes CBS Toys and the new CBS/Bally deal to produce home video game cartridges, declined 13% in the second quarter. The company attributed this to continuing softness in the consumer markets it serves. Both the musical instruments and specialty retailing operations reported losses, leading to an overall loss for the Group.

In addition, revenues for the CBS/Broadcast Group rose 12% over last year's second quarter, with those increases being spread relatively evenly throughout the group's operations. Profits for the group rose in spite of pressure exerted by the establishment of the Radioradio network and the start-up of additional news and sports programming.

Commenting on CBS Inc.'s overall performance, Thomas H. Wyman, president, CBS, Inc. said that "Given the poor economic climate in this country and abroad, we are satisfied with our first half results, particularly considering the substantially increased level of development activity we are expensing in 1982. At the same time, we continue to be apprehensive about the second half of 1982, should the projected recovery not materialize."

## MCA Videocassette Bows Low Price

LOS ANGELES — Nearly one month after Paramount Home Video announced the lowering of rental surcharges on some 62 titles and the creation of the mid-priced Gateway Video Line, MCA Videocassette becomes the second home video software manufacturer to decrease pricing on select titles in a move to help encourage sales. In conjunction, MCA is launching a full-scale marketing campaign on lowered product which will include national advertising.

"Collector's Choice," as the lower-priced MCA series has been dubbed, will initially include 30 previously announced programs, with one new title slated to be added each month. All titles in the line will carry a suggested list price of \$39.95. The two July titles added to Collector's Choice are *Abbott and Costello Meet Frankenstein* and *Hot T-Shirts*.

"In selecting the titles for the Collector's Choice series, we've been very careful to include programs which we feel are truly collector's items, such as *Duck Soup*, *To Kill A Mockingbird*, *My Little Chickadee* and *All Quiet On The Western Front*," said MCA Videocassette president Gene Giaquinto. "We believe that these are titles which, if the price is right, more consumers will want to own."

Included at present in the Collector's Choice series, in addition to the aforementioned titles, are *Rooster Cogburn*; *Shenandoah*; *Schizoid*; *Loretta Lynn in Concert*; *A Change of Habit*; *The Happy Hooker Goes To Hollywood*; *Bedtime For Bonzo*; *The Killers*; *The Incredible Hulk*; *Scarface*; *Charade*; *Holiday Inn*; *Going My Way*; *Yum Yum Girls*; *Massage*; *Touch of Love*; *The State Of The Union*; *Neil Sedaka Concert*; *An Evening With Ray Charles*; *How To Watch Pro Football*; *Frankenstein*; *Dracula (1931)*; *The Wiz*; *Frenzy*; *Mission Galactica/The Cylon Attack*; *Shogun Assassin*; and *Sgt. Pepper's Lonely Hearts Club Band*.

The campaign accompanying the debut of Collector's Choice, entitled "Reel Deal," will include special packaging by which all \$39.95 product will carry a sticker on the shrink wrap with the Reel Deal designation and a Collector's Choice tag on the cassette box.

## Alfa Suspends U.S. Operations Indefinitely

LOS ANGELES — Alfa Records, U.S., has temporarily suspended operations "in order to re-evaluate its sales and marketing programs in relation to current conditions in the record industry marketplace," according to label president Bob Fead.

Fead indicated that Alfa's staff will be maintained to supervise day-to-day activities during the suspension period, which at this point is indefinite. He also noted that the label's roster, as of this date, is being maintained, while production and release schedules will be evaluated as part of "the overview process."

CBS Records International (CRI) will continue to represent Alfa, U.S. outside the United States and Canada, while Alfa Records, Japan will continue normal operations in its home base.

Alfa was organized and began operations in the U.S. in July 1980, working from headquarters here. Artists currently represented on the Alfa roster are: The Monroes, Yukihiro, Takahashi, Casiopea, Yutaka Yokokura, Theresa T. Starley, The Corbin/Hanner Band, Lulu, Burton Cummings, Billy Vera, Bobbi Walker and Minakox.

## Motown Rolls Back LP Prices

LOS ANGELES — Motown Records' decision to lower wholesale prices for albums and tapes will not only help to re-establish the value of prerecorded music in an era of dwindling discretionary income, according to company president Jay Lasker, but also it should take away much of the incentive for consumers to home tape.

"By lowering our prices we have taken away a major reason for home taping," said Lasker. "If we can come in with more economical prices for albums, it will make them a more attractive buy to people who would have had the tendency to home tape."

To qualifying accounts, Motown is offering 10% discount and dating on all current albums and tapes, as well as its popular \$5.98 midline series. The sales program also includes extensive in-store merchandising support and special advertising allowances for multi-media spots and layouts created by the label.

According to Lasker, the program will make it possible for dealers to sell \$8.98 list product for under six dollars and midlines for between \$3.50 and \$3.75.

He also pointed out that Motown's many in-store display materials will focus on the theme of lower prices for its albums and tapes. A generic midlines poster, for example, highlights the acts included in that series as priced at less than four dollars, while a separate poster for current frontline acts touts a price of under six dollars.

Additionally, Lasker said the campaign will try to tap the rapidly expanding tape market with a poster keyed to the mobility of personal and car stereo cassette players.

Lasker noted that Motown's acts and suppliers have been totally supportive of the program. "We will make less money per unit, but we all felt it was necessary in order to get people back into the stores," he explained. "Rather than sit back and wait for a miracle, we decided to take action now."

## LeMel Named Boardwalk Sr. VP

LOS ANGELES — Gary LeMel was recently named to the post of senior vice president at the Boardwalk Entertainment Company, where he most recently served as vice president of A&R/publishing for the label. In addition to his duties overseeing artists signing and aspects of domestic and international affairs, LeMel will now assume a broader role in managing Boardwalk's West Coast office.

LeMel joined the company during its formative stages in 1980, serving as a creative liaison between the label and artists. He is credited with several producer/artist collaborations, including the pairing of Tierra and producer Freddie Perren and

(continued on page 12)



Gary LeMel

## REVIEWS

## ALBUMS

## OUT OF THE BOX



TANTALIZINGLY HOT — Stephanie Mills — Casablanca/PolyGram NBLP 7265 — Producer: Stephanie Mills — List: 8.98

Once strongly identified with her role as Dorothy in the all-black Broadway musical version of the *Wizard of Oz*, *The Wiz*, Mills has given her wholesome image a 180 degree spin, appearing as a steamy, sultry woman on the jacket art and singing almost exclusively about romance. "Still Lovin' You," "You Can't Run From My Love," "Ole Love," "True Love Don't Come Easy," "Your Love Is Always New" and "I Can't Give Back the Love I Feel For You" are obsessed with interpersonal relationships, as is the funky single shouter, "Last Night," bulleting at #43 on the B/C charts. Writhing contemporary R&B sounds, with two prime cuts produced and accompanied by Ashford and Simpson.

## FEATURE PICKS

## POP

EDDIE MURPHY — Columbia FC 38180 — Producers: Eddie Murphy and Robert Wachs — List: None — Bar Coded

After achieving widespread notoriety as the funniest member of *Saturday Night Live's* revamped troupe of players, Murphy gets a chance to flex his comedic muscles in this live, stand-up performance recorded at New York City's Comedy Strip club. Barely out of his teens, the young talent comes across with a hilarious mastery of colloquialisms in the vein of Richard Pryor combined with the playfulness of Robin Williams. Whether tackling topical issues or inquiring about the nomenclature of Little Rascals characters like Buckwheat, Murphy's initial outing on vinyl and his upcoming role in the film *48 Hours* should help nurture his already promising career.

THE PIRATE MOVIE — Original Soundtrack — Polydor PD-2-9503 — Producer: Warren Entner — List: 13.98

This swashbuckling two-LP soundtrack to the Kristy McNichol/Christopher Atkins movie musical opens with a disco march which sounds like *The Village People* meets Gilbert & Sullivan, and from there anything goes. There's an MOR duet between the film's stars, a new wave/new romantic anthem entitled "We Are the Pirates," and a risqué romp by McNichol called "Pumpin' and Blowin'," among other catchy frivolities. Considering the impressive chart movement of the *Annie* soundtrack, this family musical score could pick up action the orphan with the pooch leave in their wake. Kool & the Gang makes a guest appearance on one track, "Stand Up and Sing," for additional spice.

(continued on page 10)



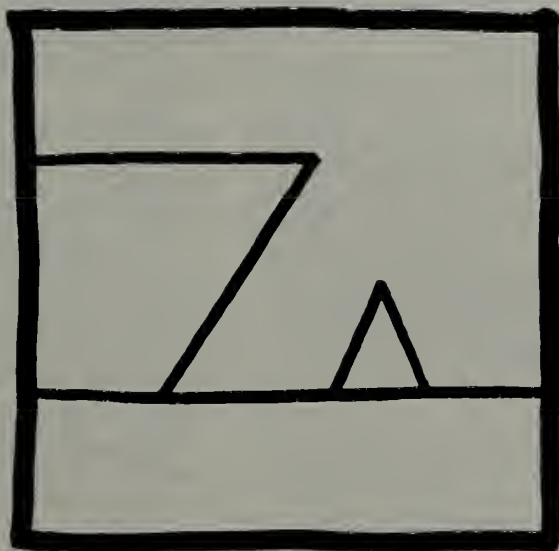
Frank & Moon Zappa  
Valley Girl



PHOTO: LIVZEY

*From the Zappa album:*

Ship Arriving Too Late To  
Save A Drowning Witch



FW 38066



Barking Pumpkin Records  
P.O. Box 69338  
Los Angeles  
California, 90069

Glotzer Management  
7720 Sunset Boulevard  
Los Angeles  
California 90046  
(213) 851-5461

\* From DROODLES.  
Published by Price/Stern/Sloan  
Publishers, Inc., Los Angeles,  
California. Copyright © 1953,  
renewed 1981 by Roger Price.



## REVIEWS

(continued from page 8)

## COUNTRY

**IN THE JAILHOUSE NOW** — Willie Nelson & Webb Pierce — Columbia PC 38095 — Producers: Willie Nelson, Chips Moman — List: none — Bar Coded

The latest of Nelson's collaborations with long-standing friends, this effort is a collection of standard country tunes given simple arrangements that rely heavily on traditional bar band instrumentation. The duo calls on a host of top-notch musicians, including Johnny Gimble, Jody Payne and Leon Russell, in covering such country jewels as "There Stands The Glass," "Slowly," and "I Don't Care."

**AFTER ALL THESE YEARS** — Tompall and the Glaser Brothers — Elektra 60148-1 — Producers: Jimmy Bowen, Joe Wilson — List: 8.98 — Bar Coded

The Glaser Brothers have chosen an appropriate title for their second release with the label; once the leading group in the country field, the act returned last year following a lengthy hiatus from the forefront of the genre. These are the same singers who backed up Marty Robbins' "El Paso" hit in the '60s, and their vocal combination is as strong and western-influenced as then.

## BLACK CONTEMPORARY

**LET ME TICKLE YOUR FANCY** — Jermaine Jackson — Motown 6017ML — Producers: Jermaine Jackson and Berry Gordy — List: 8.98

The Motown member of the illustrious Jackson Five shows off his vocal, instrumental and composing skills with this collection of pop ballads and dance-oriented funk-rockers. Don't let the 1950s style album cover fool you; Jackson isn't only inspired by his legacy but also by modern tunesmiths, as evidenced by the Prince overtones and backing vocals by "Spud & Pud" (Mark Mothersbaugh and Jerry Casale of Devo) on the title track. Oversight production work by the performer and Motown founder Berry Gordy enriches the quality of the selections here, making it a natural for B/C, DOR and club play.

**SPECIAL** — Jimmy Cliff — Columbia FC 38099 — Producer: Chris Kimsey — List: None — Bar Coded

Cliff's latest explorations of love, revolution and social awareness in the uplifting roots rock reggae groove tower above most other artists currently in the genre, his spiritual vocals sincerely paired with thoughtful arrangements. A true poet/musician, like Dylan or Victor Jara, Cliff originally achieved notoriety as "Johnny Too Bad" in the Jamaican film *The Harder They Come*, and with his newest disc living up to its title, it's hoped the artist will attract more listeners than just his small but loyal following in the U.S.

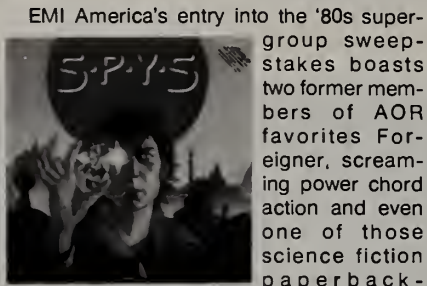
## JAZZ

**LUNAR ECLIPSE** — Tony Dagradi — Gramavision GR 8103 — Producer: Jonathan F.P. Rose — List: 8.98

Fans of Carla Bley and Professor Longhair should already be familiar with this New Orleans-based reedsman, but the level of musicianship Degradi demonstrates throughout *Lunar Eclipse* makes it clear that he is a musician deserving of widespread attention. His compositional and mechanical skills are outstanding, and his taste and approach broad yet personal. Emotive and intelligent from start to finish and completely devoid of any filler. Count on hearing more from Dagradi.

## NEW AND DEVELOPING

**SPYS** — EMI America ST-17073 — Producer: Neil Kernon — List: 8.98 — Bar Coded



EMI America's entry into the '80s super-group sweepstakes boasts two former members of AOR favorites Foreigner, screaming power chord action and even one of those science fiction paperback-type cover designs sure to attract the attention of PDs and teen consumers alike. Plenty of marauding drum fills and special synth effects add to the excitement in numbers like "Ice Age," while rock balladeers will find "Hold On (When You Feel You're Falling)" engrossing fare. Ex-Foreigners Ed Gagliardi and Al Greenwood bring their acumen of commercial viability to this project and hardly intend to stay undercover for long.

**SCOTT BAIO** — RCA NFLI-8025 — Producer: Nathan Lam — List: 6.98 — Bar Coded

TV Teen Dream Scott Baio, who won the hearts of *16 Magazine* readers across America with his video performances on *Happy Days* and will soon co-star on the *Joanie Loves Chachi* series, sings with a youthfully mellow tone on his self-titled first foray into pop, and not surprisingly does best when covering "How Do You Talk To Girls," a tune written by another tube idol, Rick Springfield. Considering the mobs attending Baio's personal appearances at amusement parks, fairs and other venues, expect to see much better-than-usual sales on this highly visible, developing vocalist.

## SINGLES

## OUT OF THE BOX



**JOHN COUGAR** (Riva/PolyGram R-210)

**Jack & Diane** (3:45) (Riva Music, Inc. — ASCAP) (J. Cougar Mellencamp) (Producers: J. Cougar Mellencamp, D. Gehman)

Jack & Diane, the main characters in this encore to Cougar's #1 "Hurts So Good," are two American kids growing up fast but "holding onto 16" for as long as they can. Not unusual, but this shuffling pop "ditty," as Cougar himself calls it, has a certain power that hits to the heartland with a warm, descriptive storyline that's both personal and universal.

## FEATURE PICKS

## POP

**ASIA** (Warner Bros. 7-29970)

**Only Time Will Tell** (WB Music Corp./Almond Legg Music Corp., admin. by WB Music Corp./Ackee Music Inc. — ASCAP) (Wetton, Downes) (Producer: M. Stone)

A synthesized horn flourish trumpets the

## NEW FACES TO WATCH



## Stray Cats

In July 1980, a Long Island, N.Y.-based band called the Tomcats got tired of playing small local venues and longed to find a place that would accept its neo-rockabilly style. "We used to play all these little places you never heard of," said bassist Lee Rocker. "The bigger places wouldn't have us because you'd have to have a big PA system, and you'd have to sound like a heavy metal band."

The group's first move was to neighboring New York City, where it enjoyed moderate success playing at such clubs as Max's Kansas City and Hurray's. Still not completely satisfied, the trio made off for England to seek its fortune. "We had heard that rock 'n' roll was still big in France and England, and we wanted adventure," said lead guitarist Brian Setzer. "Since they speak English over there, we thought we'd give it a try."

Exactly two years later, the band is back in the States, having recently recorded "Built For Speed" for EMI America and is now in the early phases of a 50-date nationwide tour under the moniker The Stray Cats. The band has consciously bucked prevailing musical trends in America, preferring instead the ways of Gene Vincent, Eddie Cochran and Johnny Burnette. The Stray Cats even recorded "Baby Blue Eyes," one of the latter's songs, on "Built For Speed."

"We were sick of drugged-out people listening to synthesizers and thinking that they're getting cosmic," said Setzer. "We wanted to get back to dance music." On the LP, the group does just

that. Comprised mostly of Setzer's fast paced songs ranging thematically from the merits of 1957 Chevys to heavy partying, "Built For Speed" is redolent of music commonly heard 25 years ago.

In the same vein, "Lonely Summer Nights," the LP's lone slow ballad, is written in the 1957 genre in all aspects except the saxophone solo, whose flavor is definitely post-1950s. "I didn't think of it like that," said Setzer. "I just wanted to write a ballad that didn't sound like Neil Diamond."

Following a rough start, the band, which also includes drummer Slim Jim Phantom, enjoyed relatively quick success in England. "We supposedly had all these gigs set up but none of them materialized," said Setzer. "That didn't bother us until we found out that it is really hard to get gigs over there because they want tapes."

The group's fortunes took a turn for the better when the members met Claudine Riley, a British publicist who put them up in her offices and found them better gigs. In time, they began playing well-known halls such as The Venue and Dingwall's.

It was at the Venue that The Stray Cats made the acquaintances of Mick Jagger, Keith Richards and Charlie Watts. Sufficiently impressed by the Stray Cats' sound, the Stones invited the group to open three midwestern dates on the 1981 American Tour. In a similar fashion, the band also met Dave Edmunds, who, along with Hein Hovan, produced "Built For Speed." Edmunds also produced "Stray Cats" and "Gonna Ball," two LPs the group cut for Arista Records in England. "Everybody we met, we met at one of our gigs," said Rocker.

Although still not signed to an American record label, the Stray Cats' biggest coup came when, after having opened for the Stones, the group was invited to be the musical guests on ABC-TV's *Fridays* show. Several weeks later, the EMI America deal came up.

opening of Asia's second single and the follow-up to the smash "In The Heat Of The Moment." Like that song, it's a multi-layered progressive rock production with a simple, easily flowing melody at its core, thus providing a little something for both the rock and pop fan.

**TED NUGENT** (Atlantic 7-89998)  
**Bound And Gagged** (3:57) (Broadhead Music — ASCAP) (Ted Nugent) (Producer: Ted Nugent)

Gonzo gun lover Nugent allows his weapons fetish to come to the fore here, as he pleads for wasting any nation that dares look cross-eyed at the U.S. of A. Features a strong hook, delivered with the patented Nugent wallop.

**LOVERBOY** (Columbia 18-03054)  
**Lucky Ones** (3:49) (Blackwood Music, Inc./Dean of Music — BMI/April Music, Inc./Duke Reno — ASCAP) (P. Dean, M. Reno, D. Thurlow, S. Smith) (Producers: B. Fairbairn, P. Dean)

A hard, pounding synthesizer rhythm rips out the beat for the rock hard title cut from the Canadian group's platinum-and-still-rising LP. With such ironic lines as "Don't look now but guess who hit the big time" wailed against a wall of crunching riffs, it's not hard to see why AOR has played the grooves out of such tunes and pop should do the same.

**BILLY SQUIER** (Capitol 5235)  
**Emotions In Motion** (3:48) (Songs of the Knight — BMI) (B. Squier) (Producers: Mack, Squier)

Led Zeppelin may be gone (for now), but there's still Robert Plant and Billy Squier. Rock radio purists will take heart in the fact that Squier hasn't defected in the direction of dance music, as Queen has, but instead preserves the heavy blues rock riffing 'n' wailing created by Zep. It also has the marching cadence of his last pop smash, "The Stroke." Sure to score big.

## COUNTRY

**MERLE HAGGARD/GEORGE JONES** (Epic 14-03072)

**Yesterday's Wine** (3:13) (Willie Nelson Music — BMI) (W. Nelson) (Producer: B. Sherrill)

For any country fan — staunch or nominal — this combination is almost too good to be true. The Hag and the Possum deliver their easily identifiable stylistic tendencies to a tune penned by the red-headed stranger, with the ensuing platter maintaining more of a country feel than any record currently in circulation.

**ANNE MURRAY** (Capitol P-B-5145)  
**Hey! Babyl** (2:47) (Le Bill Music, Inc./Unart Music Corp. — BMI) (B. Channel, M. Cobb) (Producer: J.E. Norman)

Anne Murray has been noted in the past for her ballads, but this cover of the Bruce Channel hit from the '60s is the second up tempo release the songstress has had consecutively. The tune's past acceptance alone should generate some enthusiasm among adult listeners, also eliciting a high degree of crossover potential.

**JOHNNY CASH** (Columbia 18-03058)  
**Georgia On A Fast Train** (2:36) (ATV Music Corp. — BMI) (B.J. Shaver) (Producer: J. Clement)

Cash has never been known for owning an outstanding vocal range, but the man in black actually opens this disc up with a surprisingly effective effort at yodeling, and closes it in the same manner. Sandwiched in between, however, is standard Cash fare, covering a simple country existence spread over a common chord progression that works well.

**CRYSTAL GAYLE** (Columbia 18-03048)  
**Livin' In These Troubled Times** (3:27) (Roger Cook Music/Cookhouse Music — BMI) (R. Cook, P. Donnelly, S. Hogin) (Producer: A. Reynolds)

A mandolin and banjo after-beats accentuate the lily-throated singer's latest offering, an appropriately titled piece for the current state of much of the populace. Roger Cook, who has written several other songs for Gayle, has captured the flavor of

(continued on page 12)



## TOP 15 ALBUMS

### Spiritual

|  | Weeks<br>On<br>Chart | 7/17 |
|--|----------------------|------|
| <b>1 LORD, YOU KEEP ON PROVING YOURSELF TO ME</b><br>FLORIDA MASS CHOIR<br>(Savoy SGL 7078)<br>Unavailable At Press Time                       | 3                    | 11   |
| <b>2 WHEN ALL GOD'S CHILDREN GET TOGETHER</b><br>REV. KEITH PRINGLE<br>(Savoy SL 14656)<br>Unavailable At Press Time                           | 2                    | 32   |
| <b>3 HIGHER PLANE</b><br>AL GREEN (Myrrh MSB 6665)<br>"His Name Is Jesus"  | 1                    | 35   |
| <b>4 A TOUCH OF CLASS</b><br>JACKSON SOUTHERNAIRES<br>(Malaco 4375)<br>"Don't Look Down On A Man"  | 5                    | 12   |
| <b>5 YOU BROUGHT THE SUNSHINE</b><br>CLARK SISTERS<br>(Sound of Gospel SOG 132)<br>Unavailable At Press Time                                   | 6                    | 6    |
| <b>6 IS MY LIVING IN VAIN</b><br>CLARK SISTERS (New Birth 7056)<br>"Expect Your Miracle"   | 4                    | 64   |
| <b>7 IT'S GONNA RAIN</b><br>MILTON BRUNSON<br>(Myrrh MSB 6696)<br>Title Cut  | 8                    | 11   |
| <b>8 GLORY TO HIS NAME</b><br>ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR<br>(Savoy SL-14614)<br>Unavailable At Press Time             | 9                    | 4    |
| <b>9 LORD, FROM THE DEPTHS OF MY HEART</b><br>JAMES CLEVELAND AND THE WASHINGTON D.C. CHAPTER<br>(Savoy AL-14654)<br>Unavailable At Press Time | 7                    | 12   |
| <b>10 EVERY TIME I FEEL THE SPIRIT</b><br>DR. CHARLES HAYES & THE COSMOPOLITAN CHURCH CHOIR<br>(Savoy SGL 7076)<br>Unavailable At Press Time   | 10                   | 10   |
| <b>11 GO</b><br>SHIRLEY CAESAR (Myrrh MSB 6665)<br>"I'm Determined"  | 12                   | 38   |
| <b>12 MIRACLE MAN</b><br>MIGHTY CLOUDS OF JOY<br>(Myrrh MSB 6664)<br>Title Cut   | 11                   | 11   |
| <b>13 KEYED UP</b><br>GOSPEL KEYNOTES (Nashboro 7252)<br>Unavailable At Press Time   | 15                   | 4    |
| <b>14 DOUGLAS MILLER &amp; THE TEXAS SOUTHEAST STATE CHOIR (COGIC)</b><br>(Pearl 16002)<br>"Send It On Down, Lord"                             | —                    | 1    |
| <b>15 CLOUDBURST</b><br>MIGHTY CLOUDS OF JOY<br>(Myrrh MSB 6663)<br>"Everybody Ought To Praise His Name"                                       | 13                   | 5    |

### Inspirational

|   | Weeks<br>On<br>Chart | 7/17 |
|---|----------------------|------|
| <b>1 AGE TO AGE</b><br>AMY GRANT (Myrrh MSB-6697)<br>"Sing Your Praise To The Lord"           | 1                    | 10   |
| <b>2 I SAW THE LORD</b><br>DALLAS HOLD (Greentree R 3723)<br>Title Cut                        | 2                    | 32   |
| <b>3 MIRACLE</b><br>B.J. THOMAS (Myrrh 6705)<br>"I'm In Tune"                                 | 3                    | 32   |
| <b>4 UNFAILING LOVE</b><br>EVIE TORNQUIST (Word WSB 8867)<br>"How I Love You Lord"            | 4                    | 32   |
| <b>5 THE VERY BEST OF THE IMPERIALS</b><br>(Dayspring SST 4025)<br>"Same Old Fashioned Way"   | 6                    | 28   |
| <b>6 AMAZING GRACE</b><br>E.J. THOMAS (Myrrh 6675)<br>Title Cut                               | 7                    | 48   |
| <b>7 MAKE ME READY</b><br>FARRELL & FARRELL<br>(New Pax NP33104)<br>Unavailable At Press Time | 5                    | 5    |
| <b>8 BLESS THE LORD WHO REIGNS IN BEAUTY</b><br>BILL GAITHER TRIO (Word 6670)<br>Title Cut    | 8                    | 18   |
| <b>9 JONI'S SONG</b><br>JONI EARECKSON (Word WSB 8856)<br>Title Cut                           | 9                    | 32   |
| <b>10 THE TRAVELER</b><br>DON FRANCISCO (New Pax NP 33106)<br>"Traveler Joy"                  | 10                   | 40   |
| <b>11 AMY GRANT IN CONCERT VOL. II</b><br>(Myrrh MSB 6677)<br>"I'm Gonna Fly"                 | 11                   | 33   |
| <b>12 PRIORITY</b><br>IMPERIALS (Dayspring DST 4017)<br>"The Trumpet Of Jesus"                | 14                   | 12   |
| <b>13 ONLY JESUS</b><br>DION (Dayspring DST-4027)<br>Unavailable At Press Time                | —                    | 1    |
| <b>14 HOLM, SHEPPARD, JOHNSON</b><br>(Greentree R 3583)<br>"Drawin' From The Well"            | 12                   | 47   |
| <b>15 BUBBLIN'</b><br>HINSONS (Calvary STAV-5178)<br>"God's Gonna Do The Same"                | 13                   | 10   |

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

## COMING SOON

THE CASH BOX

SPOTLIGHT ON GOSPEL MUSIC

SPOTLIGHT ON GOSPEL MUSIC

SPOTLIGHT ON GOSPEL MUSIC

SPOTLIGHT ON GOSPEL MUSIC

## Sparrow Offers \$7.47 Discount LP Program To Push New Product

NASHVILLE — In an effort to promote some of the label's upcoming new releases, Sparrow Records has designed a "Sparrow Special 7.47" plan, which offers retailers an 8½% discount and a six-month return period. The discount is designed to allow retailers to price one Sparrow album per month at \$7.47 instead of the list price of \$8.98 in a custom-designed display center.

According to Bill Hearn, vice president of

### Priority Inks Clawson

NASHVILLE — Gospel artist Cynthia Clawson has signed an exclusive recording contract with Priority Records.

Under the agreement, five of Clawson's previous releases — "In The Garden," "The Way I feel," "It Was His Love," "You're Welcome Here" and "Finest Hour" — will be re-released by the CBS-affiliated label in early September. Her first album of original material with Priority is scheduled for an October release date.

Clawson currently has a production pact with Elwyn Ramer of 19th Street Prods. She is managed by Linda Miller.

marketing with the label, Sparrow's campaign will cover new product by Phil Keaggy, Michael and Stormie Omartian and the 2nd Chapter of Acts, along with "Communion/Volume III" and a two-record Christmas collection. Participating record and bookstore outlets will receive advance shippings of the albums, with the "7.47" shipments going out approximately the seventh of the month preceding the record's official release.

Included with the records, which are sent in a set quantity agreed upon at the outset of the program by both Sparrow and retail participants, is a custom-designed display center incorporating the particular album within the program. Whereas the wholesale price of Sparrow product averages around \$5.10, retailers involved in the campaign will receive the albums for only \$4.67.

For more information on the program, contact Sparrow marketing vice president Bill Hearn, by writing to Sparrow Records, 8025 Deering Ave., Canoga Park, Calif. 91304 or by calling (213) 703-6599.

- INSPIRATIONAL AND SPIRITUAL GOSPEL AWARDS
- NEWS ON THE LATEST TRENDS IN THE MARKETPLACE
- INTERVIEWS WITH VARIOUS GOSPEL PERSONALITIES
- DIRECTORY OF GOSPEL RECORD COMPANIES

ISSUE DATE:  
AUG. 7, 1982

ADVERTISING DEADLINE:  
JULY 23, 1982

RESERVE YOUR ADVERTISING SPACE NOW BY CONTACTING:

LOS ANGELES:  
ALAN SUTTON  
213 • 464-8241

NASHVILLE:  
JIM SHARP  
615 • 244-2898

NEW YORK:  
J.B. CARMICHAEL  
212 • 586-2640



## REVIEWS

## SINGLES

(continued from page 10)

her vocal abilities here.

**BILL ANDERSON** (Southern Tracks ST 1007)**Southern Fried** (3:37) (Stallion Music, Inc./Lowery Music Co., Inc. — BMI) (B. Anderson) (Producers: B. Anderson, M. Johnson)

The famed whisperer is backed by a punchy and spirited rhythm section on a tune that supports such Dixie stalwarts as Richard Petty, Loretta Lynn and "Kiss my grits!" The record's drive and inherent identification with the South are strong enough to make a listener want to move to L.A. (lower Alabama).

## BLACK CONTEMPORARY

**DAZZ BAND** (Motown 1622MF)**Keep It Live (On The K.I.L.)** (Ujima Music/Jobete Music Co., Inc./Three Go Music — ASCAP) (R. Andrews, B. Harris, K. Pettus, M. Wiley) (Producers: R. Andrews, Dazz)

"Romancin' and dancin' is the main thrust" of this percolating funk jam, the title track from the Dazz Band's LP and the follow-up to the #1 B/C dance hit "Let It Whip." Dazz keeps it live, all the way, with crowd and party noises surrounding the rhythm/chant. "On The K.I.L." is on the one.

**RICK JAMES** (Motown 1634FG)**Hard To Get** (3:45) (Jobete Music Corp., Inc./Stone City Music Co. — ASCAP) (R. James) (Producer: R. James)

One thing that's not "hard to get" about the second single from the "Throwin' Down" LP is where the familiar rhythm arrangement comes from; it's right out of "Super Freak." It's also an appropriate segue from "Dance Wit Me," as it continues in the same dance-oriented vein.

**THE FOUR TOPS** (Casablanca/PolyGram NB 2353)**Sad Hearts** (2:51) (MCA Music, a div. of MCA, Inc. — ASCAP) (Blatte, Gottlieb) (Producer: D. Wolfert)

On the heels of the *Grease 2* LP, which The Tops' material dominated, the classic and classy R&B vocal group bounces back with a slick R&B/pop offering from the team that provided the hit "When She Was My Girl." Levi Stubbs can still belt it out.

## NEW AND DEVELOPING

**THE HUMAN LEAGUE** (A&M 2425)**Love Action (I Believe In Love)** (3:49) (Virgin Music, Inc./Dinsong, admin. in the U.S. by Chappell Music Co. — ASCAP)

(Oakey, Burden) (Producers: M. Rushent, The Human League)

If English synthesizer music has had any substantial impact on the American pop audience, then it's been due primarily to such songs as Soft Cell's "Tainted Love" and The Human League's "Don't You Want Me." The bottom line was those songs had memorable melodies and were extremely danceable. "Love Action" has these qualities as well.

**THE WAITRESSES** (Polydor/PolyGram PD 2214)**No Guilt (It Wasn't The End Of The World)** (3:47) (Merovingian Music/CRI CRI Music — BMI) (C. Butler) (Producers: K. Munkacsy, C. Butler)

A favorite new music cut on progressive AOR outlets for some time, its popularity can be attributed to a skipping ska-inspired beat and wry lyrics from a girl's viewpoint about her liberation from a relationship and consequent growth.

Fest, Van Hengel  
Named To Int'l  
Posts At EMI Cos.

LOS ANGELES — Helmut Fest has been named to the position of director, A&R and marketing, for EMI Music, Europe & International. Fest, currently vice president, international, for the Capitol/EMI America/Liberty Records Group, will relocate to London Oct. 1. He will be replaced in the U.S. by Kick Van Hengel, who will assume the title of general manager, international, Capitol/EMIA/Liberty.

In his new position, Fest will be responsible for the formulation and implementation of A&R and marketing strategies for European and other international markets. He will also be involved in the development and coordination of A&R and marketing functions at all EMI Music firms.

Fest will report directly to Ken East, president/chief operating officer, EMI Music, Europe & International.

Fest first joined the EMI organization in 1969, when he hooked up with EMI Electrola in his native Germany. He spent the next 11 years there in a variety of A&R and marketing functions. In 1979, he was transferred to the U.S., where he took over the international division at the Capitol/EMIA/Liberty Records Group.

Fest's replacement in the U.S., Van Hengel, will be based in Hollywood at the Capitol Tower, where he will report directly to Don Zimmermann, president, Capitol/EMIA/Liberty Records Group.

In his new position, which becomes effective Oct. 1, Van Hengel will be responsible for the worldwide exploitation of all North American-generated Capitol/EMIA/Liberty Records Group product.

Reporting to Van Hengel will be Frances Rogers, director, international administration; Rob Walker, director, Australasian & Latin America operations; and Harriet Brand, international promotion manager.

Van Hengel began his career with EMI Music U.K. in 1968

## PolyGram CD

(continued from page 7)

While PolyGram's release plans call for a national introduction, the program will bow with 200 titles in the U.S., as compared with 600 titles in Europe. Petrone adds that the initial releases will be "a little bit more slanted towards our classical product" since the classical buyer is characteristically more affluent and willing to invest in new technology. The CD hardware is expected to initially retail for over \$700.

To introduce the new configuration, Petrone predicted there would "most likely" be multi-label CD demos. (A spokesman for A&M added that that company was meeting with Sony representatives last week to discuss its own CD demo, and would have a better idea of its plans in the next few weeks.)

While the PolyGram series will be classically oriented at the inception, Petrone said that the advantages of CD should enable it to grow quickly. "We feel the Compact Disc has five or six advantages," he said. "It's an optimal sound reproduction, it has 60 minutes of maximum playing time per side, offers complete protection against scratches and dust, it's pocket-sized, and there is the possibility for visuals also being stored on them."

While optimistic, Petrone sees little analogy between CDs and vinyl LPs, and cassettes and 8-tracks, i.e., the CD and standard LP can live side-by-side.

"We feel the compact disc will be a third world carrier," said Petrone. "In other words, product will be released on the normal analog LP, on the music cassette and on the compact disc. The 8-track was eliminated by the consumer."

## EXECUTIVES ON THE MOVE

**Greene Appointed** — InterMagnetics Corp., a worldwide manufacturer of video equipment, has formed an international marketing company to sell video and audio cassette tape, computer tape and related electronic products to consumer and industrial markets. Russell C. Green, who has been in the magnetic tape industry for more than a decade, has been appointed president of Magnetic Tape International. He joins MTI after three years as executive vice president of SICO, of Gardena, Calif.

**Cook Named At Blay** — The Andre Blay Corporation, has announced the appointment of Bob Cook as vice president of sales for the company. He was most recently the national sales manager for Electro-Voice. From mid-1979 through February 1981, he was national sales manager of Magnetic Video.

**LeVine Appointed At CBS** — Barry LeVine has been appointed associated director, college marketing for CBS Records. Since 1980 he has been manager, college marketing, CBS Records. He joined CBS as a College Representative at the State University of New York at Albany.

**Changes At WEA** — The WEA Los Angeles regional branch has announced the appointment of Patricia Dignam as a video sales representative for the Hollywood, San Fernando Valley, Ventura County and Las Vegas territories. She joined WEA in January of 1979 as secretary to the national director of marketing services. In January of 1981, she was appointed video sales coordinator at the Los Angeles branch. Also announced was the appointment of Jim Fisher as sales manager of Video Products for the entire west coast, Hawaii and Alaska. In the fall of 1979, he joined the WEA Los Angeles branch as a Video Specialist handling all sales, marketing and merchandising of Warner Home Video product for the west coast, Texas, Hawaii and Alaska. And Cory Conery has been named as the branch marketing coordinator. He joined WEA in August of 1978 and has been promoted from mail room director to inventory representative and to singles action specialist for the entire branch sales territory. Also the appointment of Paul Newnham as national director of accounting has been announced. He joined WEA nine months ago as accounting manager for the Los Angeles branch. Prior to that he had been with Warner Communications as manager of financial planning and as a WCI auditor.

**Mitchell Schnelder** has left Solters/Roskin/Friedman. An account executive for the past three years in the firm's west coast music department, he has handled such artists as Melissa Manchester, Leo Sayer, ABBA and Hall & Oates. He can be reached at (213) 650-5925.

Harris Named  
Solar President

LOS ANGELES — Record industry veteran Ray Harris was recently named president of Solar Records and executive vice president of Dick Griffey Prods. (DGP).

Dick Griffey, who has served as president of the label since its inception in 1978, will now function as chairman of the board of the Dick Griffey Group of Companies in a move that coincides with corporate restructuring of DGP/Solar.

Commenting on Harris' appointment, Griffey said, "The move is a reflection of our growth. Ray is a vital force in the music industry and it is with pride that I welcome him to our family."

"His primary responsibility will be to coordinate and supervise the day to day marketing and administrative operations of the record company as well as assist in the various activities of DGP," continued Griffey. "This appointment was necessitated in order that I may remain closer to the creative aspects of DGP/Solar."

Harris, who will be based in the label's L.A. headquarters, comes to Solar from RCA Records, where he was most recently division vice president of black music. He started at RCA in 1974 as a product manager, eventually moving to his last position where he was responsible for overseeing A&R, marketing, product management, publicity and the profit and loss of the Black Music Product Center.

The new Solar president, who is also on the board of directors of the Black Music Assn. (BMA), worked with Griffey previously when Solar was distributed through RCA.

## Boardwalk Names LeMel

(continued from page 8)

707 with Keith Olson, among others.

Commenting on LeMel's promotion, Irv Biegel, president, Boardwalk, said, "Gary LeMel, since the company's inception, has overseen the vital areas of A&R and publishing, and he's also been the primary executive for our foreign licensees."

"His position has always been a pivotal one at Boardwalk," Biegel continued, "and this new title reflects the depth as well as the breadth of his importance to us."

Klaassen, Minshull  
Named At Decca

NEW YORK — Reinhard Klaassen and Raymond P. Minshull have been named president and executive vice president, respectively, of Decca International, London. The appointments were announced by Dr. Werner Vogelsang, president, PolyGram Record Operations (PRO), to whom Klaassen and Minshull will report.

A 34-year veteran of the record industry, Klaassen was most recently commercial director and member of the board of the Decca Record Co., Ltd., and was entrusted with operational responsibilities for the London-based Decca International.

Klaassen began his career in 1948 as a sales assistant and representative of the Decca Dutch Supplies Company, where he was named sales manager in 1955. He rose to the position of deputy managing director of Phonogram Amsterdam eight years later, and became managing director in 1968. In 1973 he was appointed vice president of Phonogram International, in which position he was responsible for the popular repertoire division. In 1978, he was named head of PRO's Area Office II.

Prior to his appointment as executive vice president, Minshull was director, classical recording, Decca Record Co., Ltd., and a member of the company's board. He joined Decca in 1957 as a member of the artists department, and was named manager of the classical artists department in 1967.

Wissert To Head  
A&R For MCA

LOS ANGELES — Joe Wissert has been named to the post of vice president, A&R, at MCA Records. Wissert will be based at MCA's Universal City headquarters.

Wissert, a veteran producer, will be responsible for domestic signings for MCA. He will report directly to Bob Siner, president, MCA.

Prior to his new appointment at MCA, Wissert served for the last six years as executive producer of A&R at Columbia Records. He worked with Earth, Wind & Fire and has produced Boz Scaggs and the J. Geils Band.





## Reagan Tax Break Failing To Stimulate Sales, Investment

(continued from page 7)

Few see the tax break as negative, but as Harold Vogel, analyst with Merrill Lynch Pierce Fenner and Smith Inc., said, "The tax cut doesn't hurt, but it doesn't appear to be a long-term positive."

### Too Small

In terms of the impact the tax break will have on businesses, retailers contacted said that high interest rates, the impact of soft sales and increased overhead generally combine to render the Reagan Administration's tax cut insignificant. "The 10% tax break is minimal, and it's pretty much wiped out by high interest rates," said Specter, who reflected the attitude of several dealers contacted.

Jay Cox, controller at Associated Distributors based in Phoenix, Ariz., said, "We'll probably break even on taxes this year. The prevailing economic factor is that high interest rates are killing us."

An economic factor weighted near equally with the problem of high interest rates is unemployment and its impact on sales. Those contacted said that, in many cases, the tax credit would eventually be used to pay for regular operational expenses, easing the burden of rising overhead costs.

But the possibility of even greater drop-off in consumer spending has been identified as a major problem that could further diminish effects of the tax cut. "People without jobs are not going to spend money on records, so our income is going to drop off," explained Ted Hudson, head of Ted's One Stop/Hudson Embassy Stores in St. Louis. "No consumer means no income for us, and that means the tax break doesn't really exist. We're caught between a rock and a hard place."

"There's no real benefit from the Reagan tax cut, only for big businesses," asserted Bruce Webb, owner of Webb's Department Store in Philadelphia. "A company that grosses \$300,000 or less annually won't feel the effect of the tax cut in terms of having money to invest in the business," he explained. "The money saved in taxes might be just enough to pay for the increased operations costs such as gas and electric."

As Simpson put it, "The tax break is not significant enough to turn things around in Detroit. The tax break would have been more favorable to us three years ago, when we were making some money."

Despite the tax reductions granted both businesses and consumers, which were expected to spark consumer spending and business investment, they are adding to predicted federal budget deficits, which could raise the interest rates diagnosed as the cause of slow business growth.

According to figures in a recent U.S.

Commerce Department study, businesses have not used the tax break credit to create new jobs and have only increased spending on new facilities and equipment 8.7% over 1981. Projected new investment spending is expected to only rise 2.2% in 1982 to a predicted total of \$328.6 billion.

### Unfavorable Poll

Public doubts that the Reagan Administration tax cut would have a significant positive effect on the economy were amplified by a recent nationwide *Los Angeles Times* poll that revealed that 58% of those offering an opinion believed that the tax cut would not stimulate the economy, while 34% felt that it would.

Despite this bleak picture, there is some optimism regarding the long range benefits to businesses and hopes for renewed consumer enthusiasm represented by the tax break.

John Marmaduke said that the Reagan tax cut, as a "slow fix," rather than a fast-acting solution, would offer some long-range help to the retail community. He said that accelerated depreciation on equipment and inventory aspects of the bill have "freed up some money," but that it is still too early to tell what impact it would have on business investments. Marmaduke said he felt that the reduction of inflation, coupled with larger take home pay checks for many consumers, could do more to boost the economy than the tax break.

"From a consumer standpoint, we started reprojecting our potential sales picture for the summer in March," said Ralph King, vice president of marketing for the national Record Bar chain based in Durham, N.C.

"We felt that, since the consumer had not really supported the Christmas sales season, high prices and unemployment keeping sales soft, the timing was right for a host of new superstar releases, plus the tax break to bring people back into the stores," King continued.

He added that "consumers are tired of holding on to money and are ready to spend money again," trying to cure themselves of consumer cabin fever. King added that June and, so far, July have been strong sales months for the chain and that he anticipated the consumer excitement and sales throughout August. But then he also foresees an obstacle to the turnaround.

"Hot selling product by superstar acts and the surprise success of some new artists have helped to build an excitement among consumers and served to get them enthused about buying records again," he said. "Without that excitement and with the possibility of interest rates climbing again, September could turn into another drought until the holiday sales season."

cerns for dealers as creative in-store merchandising, motivations of sales personnel, inventory and financial management, newspaper advertising and security control.

Other highlights of the conference are expected to be the presentation of the 1982 VSDA Awards during the gala opening dinner on Aug. 29 and a Video Game Night the following evening, Aug. 30, which will be combined with a cocktail buffet. Another attraction of the conference will be the VSDA Video Store, a display set-up that will attempt to feature every piece of product currently available to the video dealer by participating software manufacturers.

Conference registration forms have been sent to all VSDA members. Others interested in affiliating with VSDA and attending the confab can contact VSDA at P.O. Box 1910, Cherry Hill, N.J. 08034 or by calling (609) 424-7117.

## TOP 30 ALBUMS

|    | Weeks On Chart  | 7/17 |    | Weeks On Chart | 7/17   |    |    |
|----|---|------|----|----------------|--|----|----|
| 1  | OFFRAMP<br>PAT METHENY GROUP (ECM-1-1216)   | 1    | 10 | 16             | FANDANGO<br>HERB ALPERT (A&M SP-3731)                            | 18 | 9  |
| 2  | HANDS DOWN<br>BOB JAMES<br>(Tappan Zee/Columbia FC 38067)                           | 7    | 3  | 17             | COME MORNING<br>GROVER WASHINGTON, JR.<br>(Elektra 5E-562)       | 16 | 33 |
| 3  | ROYAL JAM<br>THE CRUSADERS (MCA 2-8017)   | 4    | 5  | 18             | HAPPY HOUR<br>DEODATO (Warner Bros. BSK 3649)                    | 24 | 2  |
| 4  | AS WE SPEAK<br>DAVID SANBORN<br>(Warner Bros. 9 23650-1)                            | 5    | 4  | 19             | AMERICAN CLASSIC<br>DEXTER GORDON<br>(Musician/Elektra E1-60126) | 20 | 5  |
| 5  | BREAKIN' AWAY<br>AL JARREAU (Warner Bros. BSK 3576)                                 | 2    | 49 | 20             | DIRECT HIT<br>NOEL POINTER<br>(Liberty LT-51123)                 | 12 | 6  |
| 6  | WE WANT MILES<br>MILES DAVIS (Columbia C2 38005)                                    | 3    | 11 | 21             | WYNTON MARSALIS<br>(Columbia FC 37574)                           | 17 | 25 |
| 7  | LITE ME UP<br>HERBIE HANCOCK<br>(Columbia FC 37928)                                 | 10   | 8  | 22             | OUT OF THE SHADOWS<br>DAVE GRUSIN (GRP/Arista 5510)              | —  | 1  |
| 8  | MYSTICAL ADVENTURES<br>JEAN-LUC PONTY (Atlantic SD 19333)                           | 6    | 24 | 23             | RIO<br>LEF RITENOUR<br>(Musician/Elektra E1-60024)               | 22 | 20 |
| 9  | LOVE NOTES<br>CHUCK MANGIONE<br>(Columbia FC 38101)                                 | 13   | 3  | 24             | IN LOVE'S THEME<br>DAVE VALENTIN<br>(GRP/Arista 5511)            | —  | 1  |
| 10 | IT'S A FACT<br>JEFF LORBER (Arista 9583)  | 8    | 18 | 25             | FATHERS AND SONS<br>(Columbia FC 37972)                          | 23 | 12 |
| 11 | LOOKING OUT<br>MCCOY TYNER (Columbia FC 38053)                                      | 19   | 3  | 26             | FREE & EASY<br>PHIL UPCHURCH (Jam 007)                           | 30 | 2  |
| 12 | TELECOMMUNICATIONS<br>AZY MUTH<br>(Milestone/Fantasy M-9101)                        | 9    | 16 | 27             | DAN SIEGEL<br>(Elektra E1-60037)                                 | 25 | 18 |
| 13 | THE DUDE<br>QUINCY JONES (A&M SP-3721)  | 14   | 68 | 28             | HOLLYWOOD<br>MAYNARD FERGUSON<br>(Columbia FC 37713)             | 21 | 14 |
| 14 | OBSERVATIONS &<br>BILLY COBBHAM'S GLASS<br>MENAGERIE<br>(Musician/Elektra E1-60123) | 11   | 5  | 29             | WE ARE ONE<br>PIECES OF A DREAM<br>(Elektra 9 60142-1)           | —  | 1  |
| 15 | CARLA BLEY LIVE!<br>THE CARLA BLEY BAND<br>(Watt/ECM W 12)                          | 15   | 6  | 30             | WEATHER REPORT<br>(ARC/Columbia FC 37616)                        | 28 | 23 |

## ON JAZZ

**LONE STAR BLUES** — Since commercial radio seems to have decided that nobody wants to hear blues records, aficionados of the artform can sometimes feel a little alone in this world. With blues clubs in the Northeast few and far between these days, blues sometimes appears destined for a museum existence, relying heavily on college and arts endowment sponsorship. But in Texas, blues can still pack 'em in, as the recent Juneteenth Blues Festival once again proved. The annual nine-day affair, which its sponsors claim is the world's largest blues festival, succeeded in drawing well over 100,000 to shows in Houston, San Antonio and Galveston with performances by **Lonnie Brooks, Koko Taylor, Larry Davis, Percy Mayfield, Albert Collins, Milt Larkin's All Stars, Arnett**



**DESIRABLE EFFORT** — Elektra/Musician recording artist Tom Scott recently finished a new, digitally-recorded LP, "Desire," to be released in August. Pictured are (l-r): Bruce Lundvall, president, Elektra/Musician; Scott; Ron Rainey, Scott's manager; and Jeff Weber, producer.

**Cobb, Big Walter, and Johnny Copeland**, as well as the premiere of an original play on **Lightnin' Hopkins**. Like the plethora of jazz festivals mounted this summer, Juneteenth, which celebrates the Emancipation Proclamation, relied heavily on corporate sponsorship, in this case from Miller Beer, Gulf, Exxon and Shell.

**CONTEMPORARY MASTERS** — Columbia Records has reactivated its Contemporary Masters Series, with six collections slated for release next week. Featured artists include **Art Blakey & The Jazz Messengers, Duke Ellington** ("The Girls Suite"/"The Perfume Suite"), **Ornette Coleman** ("Broken Shadows"), **Thelonius Monk** (previously unreleased live recordings), **Roy Eldridge** and a piano compilation entitled "They All Played Bebop." The compilation and Eldridge LPs are double-record sets, the others singles. Columbia's **Dr. George Butler** tells us that the label will add two more batches of releases to the series in August and September and will debut a "Jazz Legends" series, with recordings from as far back as the '20s, next winter.

**JAZZ WAVES** — National Public Radio (NPR) will celebrate the fifth anniversary of its *Jazz Alive* program this fall, but the network is far from content to rest on its laurels. The following week, NPR will premiere a new 13-part series, *Taylor Made Piano: A Jazz History With Dr. Billy Taylor*. The series, based on Taylor's new book, *Jazz Piano*, will trace the history and development of jazz from traditional African music through to the avant garde. As host, Taylor will both narrate and demonstrate the elements and changes of each stylistic development.

**GREENWICH VILLAGE UPDATE** — The producers for the first Greenwich Village Jazz Festival have announced a partial list of artists for the Aug. 30-Sept. 6 fest. Slated to appear at the participating downtown clubs are: **Kenny Barron, Arthur Blythe, Joanne Brackeen, Ron Carter, Doc Cheatham, Honi Coles, Paquito D'Riviera, Al Foster, Frank**

(continued on page 30)

## Harris To Keynote VSDA Conference

LOS ANGELES — Mel Harris, president of Paramount Home Video, will be the keynote speaker for the Video Software Dealers Assn. (VSDA) conference at the Fairmont Hotel in Dallas, Texas, Aug. 29-31. Harris, who oversees program production and distribution for pay TV and all supplemental markets at Paramount as well as home video, is scheduled to deliver the keynote address at the Aug. 30 opening business session for the conference, themed "Building A Bright Future."

Following Harris' speech Aug. 30, a day-long program of general business sessions is scheduled, featuring panel discussions comprised of and concerning video dealers and manufacturers, in addition to one on the mechanics of profitable rental programs in which retailers, distributors and manufacturers will participate.

The closing day's sessions, Aug. 31, will be directly aimed at such operational con-



## One-Stops Adjust To Uncertainty

(continued from page 7)

Kessler, who responded by raising her prices 1.5 percent. "Some big accounts went shopping and didn't give us an order. It used to be that people wanted service, but now everybody's got records, so they're looking for price and there's always someone in the one-stop business who will give a better price."

Win's Weiss has also passed along the RCA hike. "If customers don't want to pay it, that's fine, I won't sell it. Why should I have to absorb the heat?"

Still, Weiss has had to absorb earlier price increases. "In New York, the competition is very tough, and this is a penny business. Every time I increased prices I was forced to back down. Even NARM's two cents for the 'Gift of Music' campaign; I passed it on and was told that no one else was doing it."

Many one-stops are joining retailers in resisting the RCA hikes. At John's Music, Jackson is refusing to bring RCA product in. "Every time they raise prices, we lose customers," he explained. "Here in L.A., black male unemployment is at 18-25% and black teen unemployment is 40-50%. Who is going to buy records?"

Fogelman has asked his one-stop accounts to support City One Stop in its boycott of RCA product (**Cash Box**, June

26). "Everybody is supportive so far, but if they want more than the top 10 hit titles we provide, they'll get them elsewhere."

### Backs RCA

Ben Karol was the only operator who refused to quarrel with RCA. "I have no right to determine what a manufacturer has to charge for his product," he explained. "It's very presumptuous on the part of a buyer to tell a seller what he should sell his goods for. I don't know what his costs are, but I do know my costs of doing business in New York, and I get amazed when people tell me that my prices are too high. If a manufacturer continues to promote his product and gives me credit terms I can live with, I have no qualms about his price."

But Karol did complain about those companies whose credit terms are such that he has had to raise prices for their product. "MCA is so absolutely restrictive on credit that it lowered my limit by 75%, so now even though you're current they won't ship you unless you pay in advance. Capitol wants its money yesterday, and WEA is not far behind. Companies that cooperate with us are sold at a lower price, but those that walk out on us get raised on a very selective basis. So even with the RCA hike, we charge more on MCA product."

Win's Weiss mentioned the problem of obtaining product when distribution points close down. "RCA shut down a warehouse in Rockaway, making it a seven-day ship from Indianapolis. How can you anticipate the right amount to order when there's no turnaround time?"

Weiss also noted a more common complaint: lack of quality product. "What happened to people with ears? I never saw such a low for the record industry in the type of music out now!"

### Broader Possibilities

"We have to broaden merchandise possibilities for dealers out there, just as retailers themselves are doing," said Fogelman, whose City One Stop recently held its first video game fair (**Cash Box**, May 22) to introduce accounts to the home entertainment software line. Since Jan. 1, over 75 accounts have picked up on the games.

Fogelman is also trying to make his customers more aware of the benefits of the \$5.98 lines. Another record product line — oldies — is credited by Weiss for softening the blow of Win's 20% decrease in record volume. "We're doing a larger business in oldies than in current product," he said, speaking of the 25,000-30,000 oldies titles in stock. "That in itself tells me that current product is bad."

Win how has five people solely involved in oldies. But the company is also handling video tapes and games, which Weiss said helped make overall business better by 10% in the last year.

Ben Karol is one one-stop operator who has refused to diversify into video lines. "It's a waste of time," he asserted. "With over \$7 million a year in record business, we can't do enough business in tapes or games to make it worthwhile. At \$5 per rental, we maybe do \$300 a day. So we sell 10 to 20 games a day — it isn't even postage stamp money when we can sell a hundred pieces of new record product an hour at \$8 each."

However Karol, as with many operators, has made adjustments in other facets of his business operation. Six months ago he established a two-tiered price structure, one for COD orders and another for credit. "Credit costs are a bit higher to encourage greater cash flow to pay our bills faster," he explained.

And with all the current hardship and uncertainty facing all segments of the record industry, Charles Faison summed up the feelings of most operators.

"This is one of the best businesses to be in — still."

## COAST TO COAST

**EAST COASTINGS** — Paul Simon is putting the finishing touches on a digital album here . . . **The Police** has set an August tour with dates in Toronto, Houston, Illinois, Baltimore, Los Angeles and San Francisco. Although a New York date had originally been scheduled for Aug. 18, F.B.I. considers the band overexposed in the Gotham market and will take a pass. **Oingo Boingo** will open all dates . . . More from the Minnesota connection: Warner Bros. is set to release the debut single by **Vanity Six**, a female trip ages 16-21. Titled "He's So Dull," the girls are backed by **The Time**, with production duties by **Prince**. Sources close to the group report that the single, culled from a forthcoming LP, is the disc's least risque offering, which also includes such titles as "Nasty Girls" and "Drive Me Wild." Would you expect anything less from a group that



**THE POP TREATMENT** — Andy Warhol (l) and Capitol recording artist Billy Squier recently unveiled this Warhol-painted portrait of Squier for the cover of his forthcoming LP, "Emotions In Motion." The album ships next week.

performs in camisoles? . . . A&M has inked **Janet Jackson** of the **Michael/Jermaine/LaToya** et al Jacksons . . . Island has released "Up Where We Belong," a duet by **Joe Cocker** and **Jennifer Warren** recorded for the film *An Officer And A Gentleman* . . . **The B-52's** are at Compass Point Studio in The Bahamas . . . **Rouder** is set to go with "Make My Home Where I Hang My Hat" by Texas terror **Johnny Copeland** . . . Hannibal Records is mulling a midline series . . . With a full-scale blitz by Cairo Mgmt., The Press Office, Side One Marketing and Magna Booking, Allentown, Pa.'s **Revenge** is beginning to see some results on its Nile Records import EP . . . Two Views Dept.: Recent assaults on the *East Coastings* Command Post have included visitations by England's **Pigbag** and hometown hero **Ross The Boss**, now fronting EMI's **Manowar**. In town for dates at The Peppermint Lounge, Pigbag was looking forward to its American appearance and upcoming Japanese tour in order to get a breather from the mayhem that has attended the band in the U.K., where its single, "Papa's Got A Brand New Pigbag," has experienced a very long (and strange) chart run. "It's kind of a weird situation over there," said group member **Jim Johnstone**. "Papa's been out for a year-and-a-half, and it's just taken off in the last few months. It's given us a whole new audience who only know us from this record, which was done some time ago. In New York, I think most of the people who know about us have been listening a little bit longer. We've kind of changed since 'Papa' — we've swapped people and gotten a little bit more subtle." Although decidedly rock-oriented, Johnstone cited **Ornette Coleman**, **Cecil Taylor**, **The Art Ensemble of Chicago** and **The World Saxophone Quartet** among the horn band's primary influences. "When we first started, there wasn't any conscious decision to be anything," reflected Johnstone. "We had the horns and just learned as we went. We're young and white, and we just naturally wound up playing in rock venues. The people who come to see us aren't into jazz — they don't hear us solo and say 'that's improvisation' — but if it works, we take the audience with us. I'm really quite amazed sometimes. I look into the audience and see skinheads dancing. Yet if we called ourselves a jazz band, people wouldn't come out" . . . **Manowar** would never call themselves anything but a rock band. "This is a man's band," declared **Ross The Boss**. "All we have to offer other bands is crushing defeat. After we leave the stage in smoke and flame, they'll know who **Manowar** is." Obviously, the Bronx bomber and former **Dictator** pulls no punches.

**POINTS WEST** — **Pink Floyd's** film of "The Wall" directed by **Alan (Bugsy Malone, Fame, Shoot the Moon) Parker** was screened in Los Angeles recently prior to its August opening. It's a depressing, spacy, fast-paced, bloody, loud, right-on, message-mongering, heavy, disorienting, timeless, spectacular, moody, hallucinogenic work, conjuring up memories of **Tommy**, **Citizen Kane**, **Performance**, **The Man Who Fell to Earth**, **Stardust**, **Altered States**, **Last Night at Marienbad**, **If**, **The Devils** and a slew of other sensory-overload pics. **Floyd** freeks will undoubtedly want to stock up on their tabs for this one, which stars **The Boomtown Rats' Bob Geldorf**, features the animation wizardry of **Gerald Scarf**, and seems destined for a mixed critical response and a large cult following. Special effects used in the rock 'n' roll tale are fantastic, with one scene portraying endless rows of children seated at their desks singing the title chant and another showing lead character **Pink** watching TV before suddenly being attacked by his own surreal paranoid delusions. All in all, a crazy but well-crafted movie. Just beware of those flashbacks they always warned you about. . . . Look for **Tom Petty's** new **Backstreet** LP around the beginning of September, with one fan privy to a few cuts describing the vocals as "a cross between **Bob Dylan** and the **Everly Brothers**." A very limited number of picture discs may also be pressed . . . **Mike Gormley** and **Miles Copeland's** L.A.P.D. (Los Angeles Personal Direction) agency has signed techno-popper **Gary Numan** for management in North America, and his fifth release is slated for late summer . . . An energetic girl group called **Toxic Shock** will appear at a benefit for the alternative newspaper *Post-American* held at Fink's in Bloomington, Ill., on July 31. Joining the combo will be **Diatrobe** and the **Post-Adolescent Blues Band** . . . Southern California's rockabilly boys **The Blasters** will perform at Hollywood's Palladium Aug. 6 before steppin' into the studio during October to lay tracks for their second album, due for an early 1983 shipping . . . Over at 415, **Romeo Void's** "Nvr Say Nvr" platter, which scored so well as indie product, has been reissued by Columbia as part of its pact with the **Howle Klein**-run label. The band's follow-up recording, "Benefactor," should be out in August . . . **Jon Lyons**, the bassplaying singer/songwriter who left **Tommy Tutone** following the explosive single success of "867-5309/Jenny" to pursue a solo career, talks about his past and present in the latest issue of *Chic* magazine . . . Producer **Val Garay** just remixed **John Hiatt's** "I Look For Love" for a single, with the flipper Hiatt's version of "Take Time To Know Her," the **Percy Sledge** classic . . . Commemorating sales of **Judi Shepard Missett's** "Jazzercise" LP, the only album in the aerobics field certified gold, a demonstration of the exercise regimen was held July 19 at the Universal Studios parking lot in North Hollywood during the late afternoon. Fitness fans were bussed in from several jazzercise classes, for the celebratory event where the strongest drink around was fresh-squeezed o.j.

jeffrey resner

## Satellite Networks Spur Move To National Shows

by Larry Riggs

**NEW YORK** — Satellite delivery systems, which enable radio networks to broadcast better quality sound than telephone line-transmitted programming, are beginning to spawn nationwide call-in shows using toll-free 800 area code numbers. Three major webs are already airing such shows, while others plan to debut them next year. The programs, ranging from call-ins that enable listeners to speak directly to musical artists to nationwide oldies request lines, all aim to build audience participation and loyalty. The existing programs all use the combination of music, host personality and the hope of speaking directly to celebrities to attain those ends.

One of the first such programs was **RKO RadioShow's Solid Gold Saturday Night** which premiered last January. It is hosted by **Dick Bartley**, program director of **A/C**-formatted **WFYR/Chicago**, who is also an oldies maven.

"The show originated at **WFYR**, our o&o in Chicago," said **Dan Griffin**, vice president and program director, **RKO Radio Networks**. "We saw this nostalgia blanket going around the country, and we spoke to **Dick** about putting the show on the network for a straight five hours on Saturday night and he agreed to do it. So far, it has worked out well."

**Solid Gold Saturday Night** is transmitted from **WFYR's** Chicago studios to **RKO's** up-link facility in New York via two 15 kHz backhaul lines. The network then sends it to its over 100 affiliates via the satellite. Most of the stations taking this show are either Top 40 or **A/C** stations, although there are a few exceptions. "WVCG in Miami is an **MOR** station but they have the right demographic so they decided to take us," said **Griffin**.

The majority of the music requested on the show was popular during the 1960s. "The music runs from about 1957 to 1970 and, in fact, **Dick** is now in the process of compiling a list of the greatest 100 hits of all time via the requests," said **Griffin**, adding that **Bartley** announces in the style of disc jockeys today, rather than that of the time when the music was big. "Even though the music comes from that time frame, **Dick** uses a more contemporary approach," said

(continued on page 18)



## TOP 30 VIDEOCASSETTES

|  | Weeks On<br>7/17 Charts | Weeks On<br>7/17 Charts |
|--|-------------------------|-------------------------|
| <b>1 STAR WARS</b><br>20th Century-Fox Home Video 1130   | 1 7                     |                         |
| <b>2 ON GOLDEN POND</b><br>20th Century-Fox Home Video 9037  | 2 8                     |                         |
| <b>3 ARTHUR</b><br>Warner Home Video 72020   | 4 12                    |                         |
| <b>4 STRIPES</b><br>Columbia Pictures Home Entertainment 10600   | 3 12                    |                         |
| <b>5 PRIVATE LESSONS</b><br>MCA Distribution Corporation 71008   | 6 5                     |                         |
| <b>6 ABSENCE OF MALICE</b><br>Columbia Pictures Home Entertainment 10005                                     | 8 3                     |                         |
| <b>7 DRAGONSLAYER</b><br>Paramount Home Video 1367   | 7 7                     |                         |
| <b>8 TIME BANDITS</b><br>Paramount Home Video 2310   | 9 11                    |                         |
| <b>9 NEIGHBORS</b><br>Columbia Pictures Home Entertainment VH/BE 10445                                       | 5 6                     |                         |
| <b>10 SUPERMAN II</b><br>Warner Home Video WB-61120  | 13 16                   |                         |
| <b>11 RAGTIME</b><br>Paramount Home Video 1486   | 18 2                    |                         |
| <b>12 JANE FONDA'S WORKOUT</b><br>KVC/RCA Karl Video Corporation 042   | 12 4                    |                         |
| <b>13 GHOST STORY</b><br>MCA Distributing Corporation 77006  | 10 9                    |                         |
| <b>14 WHOSE LIFE IS IT ANYWAY?</b><br>MGM/UA MVR/MBR 00140   | 14 5                    |                         |
| <b>15 TAPS</b><br>20th Century-Fox Video 1128  | 11 10                   |                         |
| <b>16 BODY HEAT</b><br>Warner Home Video LD-70005  | 17 16                   |                         |
| <b>17 ROCKY II</b><br>20th Century-Fox Home Video 4565   | 19 7                    |                         |
| <b>18 FOR YOUR EYES ONLY</b><br>20th Century-Fox Home Video 1128   | 20 17                   |                         |
| <b>19 MODERN PROBLEMS</b><br>20th Century-Fox Video 1129   | 15 10                   |                         |
| <b>20 THE FRENCH LIEUTENANT'S WOMAN</b><br>20th Century-Fox Video 4868                                       | 16 15                   |                         |
| <b>21 AN AMERICAN WEREWOLF IN LONDON</b><br>Universal City Studios, Inc., MCA Distributing Corporation 77004 | 23 17                   |                         |
| <b>22 CLASH OF THE TITANS</b><br>MGM/UA Home Video 700074  | 21 17                   |                         |
| <b>23 MAKING LOVE</b><br>20th Century-Fox Video 1146   | — 1                     |                         |
| <b>24 RICHARD PRYOR LIVE IN CONCERT</b><br>Vestron VA-4000   | 24 17                   |                         |
| <b>25 SO FINE</b><br>Warner Home Video 11143   | 25 9                    |                         |
| <b>26 ONLY WHEN I LAUGH</b><br>Columbia Pictures Home Entertainment 10451                                    | 22 17                   |                         |
| <b>27 SHOOT THE MOON</b><br>MGM/UA MVR/MBR 00141   | — 1                     |                         |
| <b>28 HALLOWEEN II</b><br>MCA Distributing Corporation 77005   | 26 13                   |                         |
| <b>29 ATLANTIC CITY</b><br>Paramount Pictures, Paramount Home Video 1460                                     | 29 17                   |                         |
| <b>30 GOLDFINGER</b><br>20th Century-Fox Video 4595  | — 1                     |                         |

The Cash Box Top 30 Videocassettes chart is a compilation of the fastest moving titles in both Beta and VHS formats, based primarily on rental activity, as reported by leading accounts around the country. Accounts surveyed include: Video Plus-Chicago; Radio 437-Philadelphia; Classic Video-Oak Lawn; The Video Store-Cincinnati; Precision Video-Chicago; Entertainment Systems-Phoenix; Nickelodeon-Los Angeles; Everybody's-Portland; Radio 437-Bala Cynwyd; American Tape & Video-Atlanta; Crazy Eddie-New York; The Cinema Store-Encino; Video Company-Larkspur; Video Studio-Farmington; Tyson Video-Atlanta; Video Library-San Diego; Video Media-Charlottesville; Wonderful World of Video-Chattanooga; Boston Video-Boston; Warehouse-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.

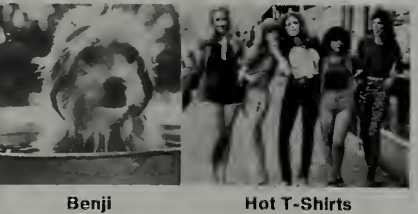
## NEW VIDEO SOFTWARE RELEASES

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 presstime.

- Butterfly**  
Cassette — Vestron V 6007 .... No List
- The Private Eyes**  
Cassette — Vestron V 5001 .... No List
- Benji**  
Cassette — Vestron V 5003 .... No List
- The Last Chase**  
Cassette — Vestron V 5004 .... No List
- They All Laughed**  
Cassette — Vestron V 5005 .... No List
- Hokus, Pokus It's Magic**  
Cassette — Vestron V 5006 .... No List
- Cat People**  
Cassette — MCA Videocassette/MCA Distributing Corp. 77008 ..... \$85.50
- Abbott And Costello Meet Frankenstein**  
Cassette — MCA Videocassette/MCA Distributing Corp. 55074 ..... \$39.95
- Hot T-Shirts**  
Cassette — MCA Videocassette/MCA Distributing Corp. 55025 ..... \$39.95
- Personal Best**  
Cassette — Warner Home Video 61242 ..... Rental Only
- Sharky's Machine**  
Cassette — Warner Home Video 72024 ..... Rental Only

- Rollover**  
Cassette — Warner Home Video 72022 ..... Rental Only
- Fritz The Cat**  
Cassette — Warner Home Video 26017 ..... \$60.00
- The Grateful Dead: Dead Ahead**  
Cassette — Warner Home Video 34049 ..... \$50.00
- Heavy Traffic**  
Cassette — Warner Home Video 26016 ..... \$60.00
- Jonl Mitchell: Shadows And Light**  
Cassette — Warner Home Video 34057 ..... \$50.00
- The Music Of Melissa Manchester**  
Cassette — Warner Home Video 34065 ..... \$50.00
- The Seduction**  
Cassette — Media Home Entertainment M196 ..... \$59.95
- The Adventures Of The Wilderness Family**  
Cassette — Media Home Entertainment M203 ..... \$54.95

- Amazing Dobermans**  
Night of the Juggler
- Rumpelstiltskin**  
Cassette — Unicorn M14 ..... \$59.95
- Pinocchio**  
Cassette — Unicorn M13 ..... \$59.95
- Master Mind**  
Cassette — Unicorn M15 ..... \$59.95



Benji Hot T-Shirts



Amazing Dobermans Night of the Juggler

## SOUNDVIEWS

**SUMMER SOFTWARE** — Baseball and the beach are synonymous with summer for most Americans, so for those videophiles who can't get enough of either or both, the season brings two standout offerings of sport and surf — VCA Programs' *The Boys of Summer* and Pacific Arts' *The Endless Summer*. *Boys*, due in August, is a feature-length production based on **Roger Kahn's** classic story of the Brooklyn Dodgers, tracing the lives of eight players from the legendary team that ruled Ebbets Field and the National League in the early '50s. Under a unique co-production arrangement, VCA Programs will handle home video distribution, while Thorn EMI Video Programming Enterprises is marketing it to commercial and pay television. **Bruce Brown's** *The Endless Summer*, on Pacific Arts Video Records, is the classic 1966 surf film that follows a two-man surfing safari from the beaches of Malibu across Senegal, Ghana, Nigeria, South Africa, Australia, New Zealand, Tahiti, Hawaii and back to California. *The Endless Summer* is available in VHS and Beta cassette for now, with the videodisc release to follow. . . *Annie's Sandy* may be the latest dog star stealing hearts on the silver screen, but fellow mutt **Benji** is still the leading box office pooch and through a deal between Vestron Video and Mulberry Square Prods., his self-titled motion picture hit will be coming to home video in September on Vestron. The deal also includes the 1983 release of such other Mulberry Square offerings as *For The Love of Benji*, *Benji At Work*, *The Phenomenon of Benji* and *Benji's Very Own Christmas Story*, in addition to such family-oriented comedies as *Hawmps* and *The Double McGuffin*. A major marketing and cross-merchandising campaign will accompany the Benji releases. . . MCA Videocassettes is readying the release of three new summer titles, **Paul Schrader's** recent update of **Val Lewton's** *Cat People*, starring **Nastassia Kinski** and **Malcolm McDowell** (and featuring music by **Giorgio Moroder** with lyrics and vocals by **David Bowie**); *Abbott and Costello Meet Frankenstein*, the 1948 Universal feature with **Bela Lugosi** and **Lon Chaney, Jr.**; and a drive-in type flick from Canon Films, *Hot T-Shirts*. The latter two carry a \$39.95 suggested list price, while *Cat People* goes for \$85.50. . . Media Home Entertainment ends summer with a little sizzle, as the Hollywood-based independent expects to begin shipping *The Seduction*, starring **Morgan Fairchild** (of *Flamingo Road* infamy), in September. . . Finally, The Nostalgia Merchant has tentatively planned to begin offering four titles from its recent deal with Viacom in mid-October. Included are **Sam Peckinpah's** war film *Cross of Iron*, with **James Coburn** and **Maximilian Schell**; the horror film *The Uncanny* with **Peter Cushing** and **Ray Milland**; the thriller *Night of the Juggler* with **James Brolin**; and *The Amazing Dobermans*, with **Fred Astaire** and **Barbara Eden** (but not Benji). All titles will carry a \$59.95 suggested list.



**MTV'S IN THE PINK** — MTV Video Jockeys **Alan Hunter** (l) and **Martha Quinn** (r) recently selected 22-year-old **Brian Jones** as the winner in the cable network's "MTV Takes You To 'The Wall'" contest. Jones and a friend received a round-trip flight to London for the premiere of the movie *Pink Floyd: The Wall*.

**VIDEO DISCS DOINGS** — RCA SelectaVision VideoDisc, which recently celebrated the production of its five millionth disc some 16 months after the introduction of its CED system, has inked a licensing agreement with PolyGram Pictures for the motion picture titles *American Werewolf in London* and *Endless Love* with **Brooke Shields**. MCA Videocassette has had considerable success with the tape versions of both titles and RCA eagerly anticipates their planned fall disc releases (especially in light of the fact that previous Shields vehicles *Blue Lagoon* and *Pretty Baby* have consistently been among RCA's topselling discs, and it is felt that *American Werewolf* falls into the same comedy category as the immensely popular *Airplane!*). *American Werewolf* should be out in mid-October, with *Endless Love* to follow.

**MUSIC VIDEO** — When the Chairman of the Board sings, people listen, and when **Frank Sinatra** opens the 5,000-seat amphitheater in the village of Altos de Chavon in the Dominican Republic Aug. 20, Paramount Video will be there to tape the show for pay television. Not surprising that Paramount got the nod to tape Ol' Blue Eyes' first ever special for pay TV; Altos de Chavon, which was conceived to generate and promote interest in Dominican art, was funded by Gulf & Western Industries, of which Paramount is a subsidiary. . . Gowers Fields Flattery has wrapped production on three separate projects, **Fleetwood Mac's** "Hold Me," a conceptual clip directed by **Steve Barron** (who did the **Human League's** "Don't You Want Me?"); an **Ozzy Osbourne** concert special taped at Southern California's Irvine Meadows for TV and home video use; and a **Split Enz** concert special taped in Hamilton, Ontario, which receives its premiere airing on Warner Amex's MTV. . . MCA Records has a batch of new videos available concurrently with new releases from such acts as Australia's **The Swingers**, L.A.'s **The Alley Cats** and **The Grass Roots**, in addition to England's **The Fixx** and, coming in early August, **The Trees**.

**CHRYSALIS VISUAL CLOSES WEST COAST OFFICES** — "We haven't been given a reason, except that the owners, **Terry Ellis** and **Clive Walters**, said it wasn't what they wanted," said a spokesman for Chrysalis Visual Programming Division last week following word that the two-year-old home video and cable/network TV production unit had shuttered its West Coast offices here in L.A. The general feeling, however, is that the closing was the result of a consolidation move centering the operation in London and New York, where Chrysalis recently entered into a new joint venture with independent producer **Linda Yellend**. The first scheduled production for the joint venture is reportedly a documentary video on **Prince Charles** and **Lady Diana**. Chrysalis Visual has only had three releases thus far (including *The Best of Blondie*, *Slip Stream* with **Jethro Tull** and *Now You See It, Now You Don't*, a how-to videogram on magic tricks featuring British illusionist **Paul Daniels**) and, according to sources close to the division, no new projects were in production at the time of the L.A. closing. Three staffers were let go, including general manager **Linda Carhart**, who'd been with Chrysalis for more than 10 years, heading up the record label's video department before moving over. Video production on label promotional clips will continue under the supervision of creative services vice president **Roland Young**, as will distribution and sales of current Chrysalis Visual programs.

michael glynn



# MERCHANDISING

## TOP 200 ALBUMS

### Plant LP Jumps 25 Points To #6 In Second Week Of Release

by Mark Albert and Ken Kirkwood

**TOP STORY OF THE WEEK** is Robert Plant, who takes a dynamic second week jump into the Top Ten at #6 bullet from #31. Excellent sales everywhere, led by the Midwest and East. Number one retail reports in Chicago, Cleveland, Cincinnati, Buffalo, Boston, Portland and Seattle. Look for this album to really kick in at the racks in the next couple of weeks.

**TOP TEN HIGHLIGHTS** — Asia stays at #1 for the fourth consecutive week. . . The Rolling Stones remain at #2 bullet. The LP continues to gain momentum, but is still a little short. . . Jumping six points to #3 bullet is Fleetwood Mac. Outstanding retail action in all regions led by the West, South and the East. The "Hold Me" single moves to #5 bullet from #7 on the **Cash Box** Top 100 Singles chart. . . Toto inches up another notch to #5 bullet, thanks to an increase in activity at the rack level. . . John Cougar moves up a point to #9 bullet behind the strength of his #1 single, "Hurts So Good". . . REO Speedwagon cracks the Top Ten at #10 bullet, up from #12. Very strong sales out of the Midwest, South and West. Top 15 rack sales as well.

**TOP 100 HIGHLIGHTS** — Survivor jumps to #12 bullet, up from #15. Strong retail action in the South, East and Midwest. Top 25 rack sales as well. Look for the Survivor single, "Eye Of The Tiger," at #2 bullet, to go to #1 next week. . . Steve Miller takes a nice 11-point jump to #13 bullet. Huge sales out of the West, South and Midwest. Starting to kick in at the rack level. The title single, "Abracadabra," goes to #8 bullet from #11 on the Top 100 Pop Singles chart. . . Pete Townshend goes to #27 bullet from #32 with good retail on the coasts. . . Crosby, Stills & Nash jump to #28 bullet, up from #46 in their second week. Doing quite well on the coasts and in the Midwest. The "Wasted On The Way" single breaks into the Top 20 at #18 bullet, up from #21. . . The *Rocky III* soundtrack jumps 10 points to #29 bullet with retail out of the East, South and Midwest. Top 30 item at the racks. . . Frank Zappa, #31 bullet, up from #34, is strong in the West, East and Midwest and continues to gain retail strength in the South. The "Valley Girl" single jumps to #71 bullet from #81. . . Larry Elgart's "Hooked On Swing" jumps to #32 bullet from #36. Exploded at the rack level this week, in some cases a Top Ten item. . . Chicago moves to #42 bullet from #48 with strong retail out of the Midwest, South and West. Making inroads in the East and at the racks as well. . . April Wine jumps 10 points to #45 bullet in its third week. Good sales in the

Midwest, West and South. . . The *E.T.* soundtrack moves to #47 bullet, up from #59, with best retail on the coasts and picking up in the Midwest. . . Glenn Frey goes to #48 bullet, up from #56, with good retail out of the West, Midwest and South. . . Jeffrey Osborne takes a nine-point jump to #51 bullet. Best sales out of the East, West and South. His Top Five single, "I Really Don't Need No Light," on the Top 100 Black Contemporary Singles chart, is starting to cross over nicely, going to #68 bullet from #75. . . King Crimson goes to #58 bullet from #68 with moderate sales out of the West and Midwest. . . The soundtrack to *Grease 2* remains a strong Top 15 rack seller. . . Elvis Costello moves 12 points in his second week to #74 bullet. Selling the best in the West, East and Midwest. . . Judas Priest jumps 23 points to #77 bullet in its second week with strong retail in the South, West and Midwest. . . Eddie Money moves to #84 bullet from #96. Strong action out of the West and Midwest. His single, "Think I'm In Love," jumps to #38 bullet, up from #44 on the Top 100 Pop Singles chart. . . Leaping into the Top 100 is the soundtrack to *Star Trek II*. Good sales out of the Midwest and West. Look for this to do well at the racks in upcoming weeks. . . Joe Jackson pops into the Top 100 at #89 bullet, up from #108. Fair sales out of the West, East and Midwest.

**101 TO 200 HIGHLIGHTS** — David Sanborn moves to #105 bullet, up from #115 with retail action in the Midwest and West. . . Bloodstone takes a nice jump to #106 bullet from #117 with good sales out of the East and South. The LP jumped to #19 bullet from #34 on the **Cash Box** Top 75 B/C Albums chart. . . X moves up to #111 bullet from #126 with sales out on both coasts, primarily the West. . . The Pointer Sisters take a 22-point jump to #119 bullet with good sales out of the South, Midwest and West. . . Ted Nugent jumps to #122 bullet, up from #149, with good retail out of the Midwest and West.

**DEBUTS** — The top chart entry this week is Kenny Rogers at #76 bullet. Strong retail out of the South and Midwest with immediate rack action as well. . . He also jumps to #38 bullet from #54 on the Top 75 Country Albums chart. His "Love Will Turn You Around" single is #20 bullet on the Top 100 Country singles chart after only three weeks and is #27 bullet after only four weeks on the Top 100 Pop Singles chart. . . Pieces Of A Dream debuts this week at #158 bullet with retail out of the East and West. . . Black Uhuru comes in at #165 bullet with good response in the East and South. . . The last debut this week is *Imagination* at #187.



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 <i>ROCKY III</i>                 | 9 <i>HOOLED ON SWING</i>  |
| 2 <i>CROSBY, STILLS &amp; NASH</i> | 10 <i>APRIL WINE</i>      |
| 3 <i>FRANK ZAPPA</i>               | 11 <i>ANNIE</i>           |
| 4 <i>JUDAS PRIEST</i>              | 12 <i>GLENN FREY</i>      |
| 5 <i>KENNY ROGERS</i>              | 13 <i>ROXY MUSIC</i>      |
| 6 <i>ELVIS COSTELLO</i>            | 14 <i>JEFFREY OSBORNE</i> |
| 7 <i>CHICAGO</i>                   | 15 <i>CLASH</i>           |
| 8 <i>PETE TOWNSHEND</i>            |                           |

### NORTHEAST 1.

- 1 *CROSBY, STILL & NASH*
- 2 *ROCKY III*
- 3 *PETE TOWNSHEND*
- 4 *CLASH*
- 5 *ELVIS COSTELLO*
- 6 *ANNIE*
- 7 *DREAMGIRLS*
- 8 *HOOLED ON SWING*
- 9 *KENNY ROGERS*
- 10 *FRANK ZAPPA*

### SOUTHEAST 2.

- 1 *CHICAGO*
- 2 *KENNY ROGERS*
- 3 *ROCKY III*
- 4 *CROSBY, STILLS & NASH*
- 5 *HOOLED ON SWING*
- 6 *GREASE 2*
- 7 *FRANK ZAPPA*
- 8 *JEFFREY OSBORNE*
- 9 *ELVIS COSTELLO*
- 10 *JUDAS PRIEST*

### BALTIMORE/WASHINGTON 3.

- 1 *DREAMGIRLS*
- 2 *CROSBY, STILLS & NASH*
- 3 *ROCKY III*
- 4 *JUDAS PRIEST*
- 5 *FRANK ZAPPA*
- 6 *ANNIE*
- 7 *HOOLED ON SWING*
- 8 *JEFFREY OSBORNE*
- 9 *KENNY ROGERS*
- 10 *MARSHALL CRENSHAW*

### WEST 4.

- 1 *CLASH*
- 2 *CROSBY, STILLS & NASH*
- 3 *PETE TOWNSHEND*
- 4 *FRANK ZAPPA*
- 5 *ROCKY III*
- 6 *ELVIS COSTELLO*
- 7 *JUDAS PRIEST*
- 8 *EDDIE MONEY*
- 9 *ROXY MUSIC*
- 10 *E.T.*

### MIDWEST 5.

- 1 *CHICAGO*
- 2 *CROSBY, STILLS & NASH*
- 3 *ROCKY III*
- 4 *APRIL WINE*
- 5 *FRANK ZAPPA*
- 6 *JUDAS PRIEST*
- 7 *GLENN FREY*
- 8 *PETE TOWNSHEND*
- 9 *ROXY MUSIC*
- 10 *KENNY ROGERS*

### NORTH CENTRAL 6.

- 1 *ROCKY III*
- 2 *HOOLED ON SWING*
- 3 *CHICAGO*
- 4 *GREASE 2*
- 5 *APRIL WINE*
- 6 *KENNY ROGERS*
- 7 *GLENN FREY*
- 8 *ANNIE*
- 9 *E.T.*
- 10 *CROSBY, STILLS & NASH*

### DENVER/PHOENIX 7.

- 1 *CROSBY, STILLS & NASH*
- 2 *PETE TOWNSHEND*
- 3 *APRIL WINE*
- 4 *GLENN FREY*
- 5 *JUDAS PRIEST*
- 6 *ELVIS COSTELLO*
- 7 *ROCKY III*
- 8 *ROXY MUSIC*
- 9 *KING CRIMSON*
- 10 *JEFFREY OSBORNE*

### SOUTH CENTRAL 8.

- 1 *ROCKY III*
- 2 *JUDAS PRIEST*
- 3 *FRANK ZAPPA*
- 4 *KENNY ROGERS*
- 5 *CROSBY, STILLS & NASH*
- 6 *CHICAGO*
- 7 *APRIL WINE*
- 8 *ANNIE*
- 9 *POINTER SISTERS*
- 10 *ELVIS COSTELLO*



WHAT'S IN-STORE

**FOREGROUND TO THE STOREFRONT** — Audio Environments Inc. (AEI), the supplier of foreground music to over 8,000 national accounts including airlines, restaurants, hotels, fashion stores and dental offices, has expanded its involvement in record promotion to the retail level (**Cash Box**, April 10). **Eileen Neitlich**, AEI director of promotions, reports that the company, which licenses original artist music from labels for inclusion in tapes distributed to its accounts, has its first tie-in with a record retailer in the current cross-merchandising campaign featuring four Arista acts with the Wild West clothing store chain. There are 35 of the stores in Southern California, which cater to teens and young adults, and all will feature **Air Supply**, **Halcut 100**, **Alan Parsons** and **Melissa Manchester** on their in-store sound systems. Display materials will also draw attention to these acts, with coupons attached to easelbacks offering a buck off on the artists' albums at any **Music Plus** outlet. Neitlich expects more retailer tie-ins in future promotions and is looking for a way to engage patrons at restaurant accounts in impulse buying at record stores.

**50,000 TOTO POSTERS CAN'T BE WRONG** — Columbia Records has printed up 50,000 **Toto** concert posters as prizes in retail and radio contests supporting the current "Toto IV" LP and summer tour. Already involved are Atlanta's **Turtles** chain and station Z93, and Cleveland's **Record Theatre** stores and station WGCL. Other markets where the contests will run are Washington, D.C., Chicago and Los Angeles. Additional prizes include **Toto/Addidas** warm-up jackets, **Toto** catalogs and special posters autographed by the band. Retailers interested in participating are asked to call **Ron Oberman** of Columbia at (213) 556-4700.

**THE CAVAGE PATCH** — **Cavages** recently teamed with station "97 ROCK," WGRQ-FM in Buffalo, in a "Dancing in the Streets at the Worlds Fair" contest, which last week awarded the grand prize winner round trip airfare and hotel accommodations in Knoxville, Tenn., to see **Van Halen** in concert, as well as visit the 1982 World's Fair. Entry blanks were obtained at **Cavages** for random drawings at the station. The grand prize winner was given 97 minutes to call in and claim the prize following the specified drawing time. Other drawings were then held to give away 25 first prizes consisting of a 97 Rock/**Van Halen** beach towel and "Diver Down" LP, with winner call-ins not necessary . . . **Cavages**, along with station Z98, is also sponsoring a "Valley Girl Night" at Uncle Sam's nightclub in Buffalo. In searching for the "Valley Girl of Western New York," the stores are using large "Valley Girl" displays along with signs detailing the event, which calls for any girl interested to appear at the club and do a **Moon Unit Zappa** "Valley Girl" impersonation onstage. The grand prize winner gets a manicure, pedicure, body wrap and face lift free from **Derwald's Head-To-Toe** health center. The winner and runners-up get copies of the **Frank Zappa** "Ship Arriving Too Late To Save A Drowning Witch" album. As for that face life, **Cavages John Grandoni** insists that it will be included in the first prize "only if she wants it."

**DOCTORS ORDERS** — Milwaukee's **Radio Doctors** recently celebrated the first anniversary of its classical outlet by opening the store a couple hours earlier than its regular 11 a.m. Sunday starting time to its 4,000 classical mailer customers. Invitations had been included in the mailer, and those that attended received coffee and donuts to sweeten the wholesale prices offered on classical product during the two-hour period. Merchandising coordinator **Wendy Birky** reports that "the cash register line ran around the store, with customers carrying half a dozen albums in their hands." A second register from the pop store had to rushed over to handle traffic . . . After several delays, **Radio Doctors'** aerobics promotion is finally taking place this week. The week-long event will have various health-related demonstrations on a stage set across the street, and "anything remotely aerobic" will be put on sale . . . **Radio Doctors** and **Columbia Records** are sending the winner of a drawing to the Hollywood Bowl to see **Toto**. To be eligible for the drawing, entrants must correctly identify scrambled bits of seven **Toto** songs played on station WKTL.

jim bessman

Distributors Cautious With Country 45s In Face Of Economy, \$1.99 List Price

by Tom Roland

NASHVILLE — In the midst of a tight economy and a price hike on singles to \$1.99 list, record one-stops and rack jobbers have taken a more cautious approach in purchasing country 45s. Jukebox operators and consumers alike are spending less on singles, and the jukeboxes are waiting to buy country product (even with some name acts) until the record is a proven "hit."

Although record labels tend to agree that single sales are off, there is some disagreement as to how significant the decline actually is. While **Joe Galante**, vice president, marketing, for **RCA**, claims that sales are off as much as 30%, **Roy Wunsch**, vice president, marketing, for **CBS** and **Tony Tamburrano**, national promotion director for **MCA**, seem to feel that any drop in sales is of a less damaging nature.

Off 30%

"I'd say it's off a good 30%," said **Galante**, attributing most of the decline to the cautious attitude adopted by one-stops and jukebox operators. "I think it's a combination of the pricing and also the fact that they have video games in there, and that quarter now competes with the jukebox just as albums compete for dollar bills versus a lot of other home entertainment sources. You have the same thing in a bar where people are out their playing 'Galaxian' or 'Pac-Man' or 'Defender' versus playing a record."

With more quarters and dollars headed for alternative entertainment, **Galante** noted that declining sales have changed the buying habits of one-stops and distributors, making them more cautious of the product they are willing to stock. "With

Jammin Records, New Production Unit Bow

LOS ANGELES — **Freelance Prods., Inc.** and **Jammin Records** were formed recently by **Will Kirkland**. The initial release on **Jammin** will be "Sail Away," the first single from the upcoming "Big Train Rollin'" LP by the group **Travis Moon**.

The companies can be reached by mailing to P.O. Box 1561, Jupiter, Fla. 33458 or by calling (305) 746-2222.

interest rates being the way they are and business being slower," he said, "you're getting a slower turnover on your inventory, so people are being more cautious in terms of their buying habits in regard to singles. The other factor that's compounded this entire situation is radio. Playlists used to be a little bit larger so you could get a record started a little bit easier than you can today. Now it's taking more and more to get up there, and it's delaying some of the purchases that people ordinarily would have made out of the box."

Sales Down

As a result, very few new and developing artists are seeing an initial reaction to solid product until it has definitely proven its validity through radio airplay. "The smaller artists are definitely suffering," he commented. "There's no doubt about that, but even with the larger artists, you're not seeing the kind of volume that you would have on a #1 record. Where we used to be at 200,000 on a #1 record, now it's down to 150,000 and, for some records, 125,000."

**Wunsch**, however, stated that any drop in sales is of a more minimal proportion. "I'm finding that the hit single records are selling," he said. "I'm not seeing a dramatic decline of any type. I'm sure there is probably some loss due to the nature of the economy, but, from what I've been able to determine, it hasn't been that significant."

**CBS** is the only major label not currently at the \$1.99 list price for singles, but **Wunsch** maintained that that should not make his sales dramatically different from any other labels. "I tend to think in general that an account that buys from us at one price and **RCA** or **MCA** at another tends to market their records at the same price," he said. "I'm speculating on that. I'm sure there are accounts who pass along that type of savings, but it seems a little difficult to believe that all of them do."

Whether or not singles overall are selling at a slower clip, **Wunsch** indicated that lesser-known artists are definitely being scrutinized more closely by the various links in the distribution network. "Records that don't make it or maybe make it to the mid-chart are selling less than they were a couple years ago or last year at this time," he noted. "In the past there were more ac-

(continued on page 20)

BREAKOUTS/PLUS PROFIT

TOP SELLING VIDEO GAMES

- DEFENDER Atari CX2609
- CHOPPER COMMAND Activision AX015
- PAC-MAN Atari CX2646
- STARMASTER Activision AX016
- YAR'S REVENGE Atari CX2655
- DEMON ATTACK Imagic 3200
- STAR STRIKE Intellivision 5161
- HAUNTED HOUSE Atari CX2654
- SPACE HAWK Intellivision 5136
- SPACE INVADERS Atari CX2632
- SPACE JOCKEY U.S. Games BC 1001
- SUPER BREAKOUT Atari CX2608
- KABOOM! Activision AG010
- MISSILE COMMAND Atari CX2638

TOP SELLING ACCESSORIES \*

- Audio Technica Disc-Wisk (AT6010)
- Audio Technica Sonic Broom (AT6012)
- Bowers Outer LP Sleeves
- (S) Discwasher D-4 1 1/4 oz. Refill Fluid
- (S) Discwasher M-4 System Kit
- Discwasher "Perfect Path" Cassette Cleaner
- Le-Bo Outer LP Sleeves
- Maxell LNC-90
- Maxell UDXL II C-60
- (S) Maxell UDXL II C-90
- Maxell UDXL II C-90 (2/Bag)
- Maxell T-120 (videocassette)
- Memorex T-120 (videocassette)
- TDK Cassette Head Cleaner
- TDK DC-90
- (S) TDK DC-90 (2/Bag)
- (S) TDK SAC-90
- TDK SAC-90 (2/Bag)

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

TOP SELLING MIDLINES

- (S) A Flock of Seagulls • Jive/Arista VA 66000
- AC/DC • Let There Be Rock • Atco SD-3615
- Tommy Bolin • Private Eyes • Columbia C-34329
- Bow Wow Wow • Last of the Mohicans • RCA CLP1-4314
- David Bowie • The Rise and Fall of Ziggy Stardust and the Spiders From Mars • RCA AYL1-3843
- Crosby, Stills & Nash • Atlantic SD-8229
- (S) Crosby, Stills, Nash & Young • So Far • Atlantic SD-15119
- The Crusaders • Street Life • MCA 3094
- (S) The Doors • Elektra EKS 75007
- (S) Halcut 100 • Pelican West • Arista AL 6600
- Joe Jackson • Look Sharp! • A&M SP-4743
- Quincy Jones • The Best • A&M SP-3200
- (S) Missing Persons • Capitol DLP-15001
- The Monroes • Alfa AAE-15015
- The Rolling Stones • Sucking In The Seventies • Rolling Stone/Atco COC-T6028
- Spyro Gyra • Morning Dance • MCA 9004

COMPILED FROM: Record Theatre — Cincinnati • Dan Jay Music — Denver • Gary's — Virginia • Karma — Indianapolis • Big Apple Records — Denver • Peaches — Cincinnati, Columbus • Tower Records — Sacramento, San Diego, Seattle • Radio Doctors — Milwaukee • Sound Video, Unltd. — Chicago • Cavages — Buffalo • Sound Warehouse — San Antonio • Alta — Phoenix • Disc-O-Mat — New York City.

\* Excludes T-Shirts & Paraphernalia

(S) Heavy Sales



## Satellite Webs Enabling Radio To Run National Call-Ins

(continued from page 14)

Griffin. "He's not just another doo-wop jock."

Another telephone call-in show that aimed for an A/C-type demographic is the 90-minute Barry Manilow special on CBS's Radioradio web on May 22, and combined his music with the calls. "The idea for starting this came from out of my head," said Leslie Corn, Radioradio program director. "We had wanted to offer something that none of the other networks were doing, and when I spoke to Barry, he really liked the idea so we went ahead with it."

The show, which was fed to 141 affiliates across the country, was hosted by Dave Prince, air talent at A/C outlet WCZY/Detroit. Unlike Bartley at WFYR, Prince maintained a deliberately low profile. "He had a mandate to let his guest shine and to keep in the background," said Corn. "But what he did do was take the readings off of our computer that told where each listener was calling from and what his or her age was so that he could say over the air 'Hi, is this so and so from Decatur, Illinois?' That way, we eliminated the problem of dead air or people going 'hello, hello' over the air."

Corn sees this type of show as a growing trend in radio, considering that satellite delivery now makes better, more cost-effective transmission possible. "I've been talking to people who say that we're now ready for talk on FM stations," she said. "The thing that makes this different from ordinary talk shows is the audience participa-

## Country, B/C Up In Houston, Down In Dallas Arbs

NEW YORK — Results of the Spring 1982 Arbitron rating period that ran from March 18 to June 9 reflect mixed results in AOR, country and B/C listenerships, with some Winter 1982 market leaders being supplanted by #2 stations.

Such was the case in the Dallas/Fort Worth market, where country shares were generally down but WBAP skyrocketed to 7.7 from 6.7. Listeners were perhaps wooed away from rival KSCS, which dropped to 7.3 from 8.4 during the same period. KPLX also plummeted to a modest 4.5 from 6.4.

AOR shares, conversely, gained overall as KZEW rose to 6.4 from 4.9, while KTXQ remained more or less the same, dropping one tenth of a point to 6.3. Top 40 outlet KVIL-FM also stayed at par, although it rose to 8.4 from 7.9, capturing the lead in the market.

Simultaneously, B/C outlet KKDA-FM fell to 5.2 from a Winter Book high of 6.6, while jazz outlet KSAX rose modestly to 1.4 from 1.0.

The Spring Book results in Houston were nearly the exact opposite of those in its northern neighbor, as the country and B/C formats gained, while AOR was mixed. Country outlet KILT-FM rose to 7.5 from a Winter Book share of 6.9, and KENR rose a half point to 1.9 during the same period. KIKK-FM also rose a full point to 8.8 from 7.8.

Simultaneously, B/C station KMJQ rose a full point to 9.1 from 8.1, becoming the market leader, while urban contemporary outlet KRLY rose over a point to 6.5 from 5.3. AOR, however, posted mixed results as KLOL rose to 6.5 from 5.9 and KSRR to 3.5 from 3.4. KRBE fell to 5.7 from 6.0 during the same period.

All figures quoted here represent average quarter hours, all persons 12+ from 6 a.m. to midnight Monday to Sunday.

tion," added Corn. "And I think it could fit any format except beautiful music." While Radioradio has no further call-in shows scheduled for 1981, it has not written off the concept and is looking to do others in 1983.

In the same vein, B/C station WBMX/Chicago very recently premiered *Hollywood Live*, a 90-minute call-in show produced by Sidney Miller and whose principal host is Frankie Crocker, PD at WBLS/New York. Other B/C air talents will also host the show. "I'm not the kind of radio programmer who likes to run a lot of syndicated shows. But this one, which is fed on satellite, seems to be the wave of the future," said Lee Michaels, program director at WBMX. Interestingly enough, he will be hosting one show on August 15. The show airs each Sunday night at 9:30 p.m. CDT.

On *Hollywood Live*, several musical artists, such as Quincy Jones, Ashford & Simpson, Stevie Wonder and the Temptations will talk about their music and listeners will call an 800 area code number and speak to them, much in the manner of the CBS special. "Even though we have cut back on talk at our station, I feel people can tolerate a little talk if they can participate in it," said Michaels. "What this show can do is make these superstars personal, and they can tell the young people what you have to do to get into the business and things like that."

### Host Important

As with *Solid Gold Saturday Night* and the Barry Manilow special, the personality of the host is important, even though his role may not be that great. "You know, Frankie is Frankie," said Michaels. "He is always in control of the show and he does it with taste and professionalism so that nothing will get out of hand."

Although Michaels alleged that WBMX is the #1 black station in Chicago on Sunday nights anyway, he said that *Hollywood Live* has enabled him to remain so and he will continue to broadcast this show. Like CBS's Corn, he sees the call-in show as a growing trend. "I don't think we could have done this show without the satellite because it probably would have been too expensive," he said.

NBC, however, is waiting until 1983, when all of its satellites will be in place before it launches any call-in show on The Source. "We were considering the possibility of syndicating Dr. Ruth Westheimer on The Source," said Frank Cody affiliate relations and program development director at The Source. "I think her show would appeal to the AOR audience of The Source, and our polls show us that stations would like it." Dr. Ruth Westheimer is a New York-based psychologist who hosts *Sexually Speaking* each Sunday night on A/C outlet WYNY/New York. On the show, listeners call in with sexual problems, and she attempts to help them.

"This show could really work because the AOR audience likes sex, drugs and rock 'n' roll," Cody continued. "We can't advocate the use of drugs on the air, and we already provide lots of rock programming so that leaves sex. Besides, people can feel as if they are eavesdropping when they hear it."

Cody said that The Source is going to test market *Sexually Speaking* in the Fall, with an eye to premiering it in 1983. "The only problem we have, I think, is with some local station management people who might not like the idea," he said.

It is too early to tell if these national call-in shows signify a trend as yet. But, since two networks have already run such programs and another is planning to in 1983, they just may be a wave of the future.

## AIRPLAY

**SETTING A TREND?** — Now that it has won \$10 million in damages from its anti-trust suit against the American Federation of Television and Radio Artists (AFTRA) (**Cash Box**, July 17), Tuesday Prods., the San Diego-based commercial production company, has filed suit against the Screen Actors Guild (SAG) for the same reason — namely, that the union engaged in a group boycott against the firm. While no monetary figure was named in the suit, filed in U.S. District Court for the Southern District of California, Tuesday seeks damages for lost profits in the past, future profits and for increased expenses resulting from the boycott. **John D. Collins**, Tuesday's counsel explained the basis of the suit: "Since the SAG and AFTRA agreements are identical, we felt this action was a logical outgrowth of the AFTRA suit," he said in a prepared statement. AFTRA apparently lost the lawsuit, because judge **Judith N. Keep** of the Federal Court ruled that several provisions in the AFTRA contract were illegal.

**FACE-OFF ON DEREGULATION** — The National Radio Broadcasters Assn. (NRBA) recently went before the House Telecommunications subcommittee to propose that radio broadcasters pay a flat fee, say one percent of their yearly gross, to help subsidize public broadcasting and to extend the terms of radio broadcasting licenses from seven to 50 years. Last year, an amendment to the Omnibus Budget Act provided for radio the terms of licenses to seven from three years (**Cash Box**, Dec. 26, 1981). "What we're suggesting is, in place of a license, broadcasters be given a 50 year contract permitting them to use the frequency which they could lease, sub-let or do whatever they want," said **Abe Voron**, NRBA executive vice president. "It would then be a property right and would eliminate all regulation except technical regulation, the Fairness Doctrine and the Equal Time Clause. In return, those stations would be forced to pay one percent of their gross sales to the U.S. Treasury, which would be earmarking those funds for non-commercial radio." This proposal, which has been around in various forms for the past



**FOR YOUR EARS ONLY** — After her concert at San Diego's Fox Theater was taped for CBS's Radioradio network, EMI America recording artist **Sheena Easton** (r) chatted with **Leslie Corn**, the web's program director. Easton's 90-minute debut radio concert is set to air Aug. 7.

five years, is being revived in an apparent attempt to get some form of broadcasting deregulation passed in this Congressional session. The fee is called a Spectrum fee, and the NRBA feels it is a valid trade-off for broadcasting deregulation. "Our philosophy is that if you have a contract for oil rights on a piece of land, you have to pay something for the right to drill and that is the theory behind this proposal," continued Voron. The National Assn. of Broadcasters (NAB), however, disagrees philosophically with the concept of a flat fee for broadcasting licenses. "We don't feel that commercial radio stations should be obligated to pay for a station that could be their competitor," said **Spencer Dennis**, executive director, political education, NAB. "We view such a fee as a tax and imposing a tax is something the Federal Communications Commission (FCC) couldn't do." At issue are the different views of each organization on the likelihood of passage of broadcasting deregulation during the current Congressional session, particularly S. 1629, the broadcasting deregulation bill that passed the Senate in the beginning of April, but is sitting in the Telecommunications subcommittee while Rep. **Timothy Wirth**, the subcommittee chairman, deals with common carrier bills and other legislative matters; some have viewed this as a stalling tactic in this election year. "The NRBA is anxious to get broadcast deregulation a fait accompli," said the NAB's Dennis. "But we think the price they're asking is too high." All their efforts may be for naught, however, because, although the NRBA proposed the concept to Wirth and Rep. **John Dingell** (D-Mich.), chairman of the House Commerce Committee, no solid bill has been proposed, and no subcommittee member has announced his intention of doing so.

**STATION TO STATION** — EMI recording artist **Gary U.S. Bonds** will be playing five concert dates at New York's Bottom Line July 20-24, and AOR outlet **WNEW-FM** will be broadcasting the July 21 show at 8:30 p.m. Simultaneously, the station will give away prizes commemorative for the week, dubbed "Gary U.S. Bonds Week." A different jock will introduce the comeback king each night, and the concert broadcast will include an on-air history of Bonds. What makes this concert series special is that it is the first five night stand given by a rock artist in nearly as many years. . . In Chicago, meanwhile, Top 40 outlet **WLS-FM** has added *Cross Current* to its public affairs broadcasting inventory. The show, slated to run each Monday from 5-5:30 a.m., is a countdown of the best-selling contemporary Christian music. Presented in four segments, the first week features the top 10 songs as compiled by a Christian music magazine. The second week focuses on the top five songs in their entirety as well as a new release. The third week sees an in-depth profile of an individual artist or group while the fourth week's show reviews the top 10 songs heard in week one. The show will also contain background info on featured artists and stories associated with certain songs. . . **Mike Phillips** has been named program director at A/C-formatted **KIOI**/San Francisco. He was formerly vice president of the NBC FM Group and an independent radio consultant. A 22-year radio veteran, Phillips has also done such things as bring **KYUU** into the A/C market and guide **KFRC** to higher numbers in the Arbitron ratings. . . **Jim Davis**, program director at AOR outlet **WFBQ**/Indianapolis, is rumored to be the next PD at the station. The station's last PD, **Joe Krause**, left recently to become assistant program director at neophyte New York AOR station **WAPP**. . . **Steven Goldstein**, program director at A/C outlet **WTIC-FM**/Hartford, Ct., recently copped two Clio awards for promotional spots he wrote for **WABC**/New York. . . This just in: **Rick Carroll**, the PD at **KROQ**/Los Angeles, whose Top 40 new wave format earned him a 3.7 in the Spring Arbitron book, making **KROQ** #3 music station in the City of Angels, has officially left the station to form his own consultancy. He will be replaced by **Freddy Snakeskin**, the afternoon drive jock who will remain at that post. Carroll is currently seeking other stations to consult besides **KROQ**. The country may indeed be ready for his brand of radio station that, of late, has broken such acts as A&M/I.R.S.'s **The Go-Go's**, Bomp/Elektra recording artist **Josie Cotton** and, of course, **Moon Unit Zappa**.

larry riggs



# CASH BOX ROCK ALBUM RADIO REPORT



— **SPYS • EMI AMERICA**  
**ADDS:** KBPI, KMET, WKLS, WMMS, KLOL, KSHE, WABX, WLIR, WOUR, KNCN. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.



**12 SURVIVOR • EYE OF THE TIGER • SCOTTI BROS./CBS**  
**ADDS:** None. **HOTS:** WCCC, KBPI, KMET, WSHE, WYFE, WNEW, WKLS, WMMS, WGRQ, KMG, WBLM, KSHE, WABX, WLIR. **MEDIUMS:** KNCN, WOUR, KLOL, KZAM. **PREFERRED TRACKS:** Title. **SALES:** Good in all regions.

## # 1 MOST ADDED

## # 1 MOST ACTIVE

LP Chart Position

LP Chart Position

LP Chart Position

### # 5 MOST ADDED

**70 A FLOCK OF SEAGULLS • JIVE/ARISTA**  
**ADDS:** KZAM, WBLM. **HOTS:** KMET, KNCN, KROQ, WHFS, WLIR. **MEDIUMS:** KBPI, WSHE, WYFE, WNEW, WKLS, WGRQ, KLOL, WOUR, KNCN. **PREFERRED TRACKS:** I Ran, Telecommunications, Space. **SALES:** Moderate to fair in all regions; strongest in West.

**45 APRIL WINE • POWER PLAY • CAPITOL**  
**ADDS:** WABX. **HOTS:** KBPI, WNEW, WMMS, WGRQ, KLOL, KSHE, WLIR. **MEDIUMS:** KMET, WSHE, WYFE, WBLM, WCCC. **PREFERRED TRACKS:** Enough. **SALES:** Moderate in Midwest and West; fair in others.

**1 ASIA • GEFEN**  
**ADDS:** None. **HOTS:** KBPI, KMET, WSHE, WNEW, WKLS, WMMS, KMG, WBLM, KLOL, KSHE, KZAM, WABX, WLIR, KNCN. **MEDIUMS:** WCCC. **PREFERRED TRACKS:** Only, Heat, Sole. **SALES:** Good in all regions.

**67 GARY U.S. BONDS • ON THE LINE • EMI AMERICA**  
**ADDS:** None. **HOTS:** WNEW, WMMS. **MEDIUMS:** KMET, WSHE, WKLS, WBLM, KZAM, WLIR, WOUR. **PREFERRED TRACKS:** Work, Rendezvous. **SALES:** Moderate to fair in all regions; strongest in Midwest.

### # 4 MOST ADDED

**74 ELVIS COSTELLO & THE ATTRACTIONS • IMPERIAL BEDROOM • COLUMBIA**  
**ADDS:** KNCN, KSHE, KROQ. **HOTS:** KNCN, WHFS. **MEDIUMS:** WLIR, WOUR. **PREFERRED TRACKS:** Little Fool, Man. **SALES:** Moderate in all regions.

**9 JOHN COUGAR • AMERICAN FOOL • RIVA/POLYGRAM**  
**ADDS:** WGRQ. **HOTS:** KBPI, KMET, WSHE, WNEW, WKLS, WMMS, KMG, WBLM, WABX, WOUR, KNCN. **MEDIUMS:** KLOL, KSHE, WLIR. **PREFERRED TRACKS:** Jack, Hurts. **SALES:** Good to moderate in all regions.

**63 MARSHALL CRENSHAW • WARNER BROS.**  
**ADDS:** KZAM, KROQ. **HOTS:** WHFS, WLIR, WOUR. **MEDIUMS:** KBPI, WNEW, WBLM, KLOL, KNX. **PREFERRED TRACKS:** Cynical, Someday, There. **SALES:** Weak in West; fair in others.

**28 CROSBY, STILLS & NASH • DAYLIGHT AGAIN • ATLANTIC**  
**ADDS:** None. **HOTS:** KNCN, KNX, KBPI, WNEW, WGRQ, KLOL, KZAM. **MEDIUMS:** WOUR, WLIR, WABX, KMET, WSHE, WYFE, WMMS, KMG, WBLM, KSHE. **PREFERRED TRACKS:** Wasted. **SALES:** Good to moderate in all regions.

**3 FLEETWOOD MAC • MIRAGE • WARNER BROS.**  
**ADDS:** None. **HOTS:** WCCC, KNCN, WABX, KNX, KBPI, KMET, WSHE, WYFE, WNEW, WKLS, WMMS, WGRQ, KMG, WHFS, KSHE, KZAM. **MEDIUMS:** WOUR, WBLM, KLOL. **PREFERRED TRACKS:** Hold. **SALES:** Good in all regions.

**48 GLENN FREY • NO FUN ALOUD • ASYLUM**  
**ADDS:** None. **HOTS:** KMET, WSHE, WNEW, WKLS, WMMS, WGRQ, WBLM, WLIR, KNCN. **MEDIUMS:** WYFE, KLOL. **PREFERRED TRACKS:** Partytown, Found, One. **SALES:** Moderate in West and Midwest; fair in others.

**20 GENESIS • THREE SIDES LIVE • ATLANTIC**  
**ADDS:** None. **HOTS:** WOUR, WLIR, KMET, WSHE, WNEW, WMMS, WGRQ, WBLM, WHFS, KSHE. **MEDIUMS:** WCCC, KNCN, WABX, KBPI, KNCN, WYFE, KROQ, WKLS, KMG, KZAM. **PREFERRED TRACKS:** Paperlate, Misunderstanding. **SALES:** Good to moderate in all regions.

### # 3 MOST ADDED

**77 JUDAS PRIEST • SCREAMING FOR VENGEANCE • COLUMBIA**  
**ADDS:** KNCN, WKLS, KMET. **HOTS:** WGRQ, WLIR. **MEDIUMS:** WMMS, KLOL, KSHE, WOUR, WCCC. **PREFERRED TRACKS:** Bloodstone, Title, Pain. **SALES:** Moderate in all regions; weakest in South.

**22 KANSAS • VINYL CONFESSIONS • KIRSHNER/CBS**  
**ADDS:** None. **HOTS:** KBPI, KMET, WSHE, KMG, WBLM, KLOL, KSHE. **MEDIUMS:** WNEW, WKLS, WMMS, WABX. **PREFERRED TRACKS:** Play, Right. **SALES:** Moderate to fair in all regions.

**169 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA**  
**ADDS:** WOUR, WGRQ. **HOTS:** KLOL, KNX. **MEDIUMS:** KBPI, WSHE, WYFE, WNEW, KROQ, WKLS, WABX, WLIR. **PREFERRED TRACKS:** Who Can, Down Under. **SALES:** Fair in West and Midwest; weak in others.

**13 THE STEVE MILLER BAND • ABRACADABRA • CAPITOL**  
**ADDS:** None. **HOTS:** KBPI, WSHE, WYFE, WNEW, WMMS, WGRQ, KZAM, KNX, WLIR. **MEDIUMS:** KROQ, WKLS, KMG, WBLM, KNCN. **PREFERRED TRACKS:** Title. **SALES:** Good to moderate in all regions.

**84 EDDIE MONEY • NO CONTROL • COLUMBIA**  
**ADDS:** None. **HOTS:** WCCC, WOUR, WYFE, WNEW, WKLS, WGRQ, KLOL, WLIR. **MEDIUMS:** KNCN, KBPI, KMET, WSHE, KROQ, WMMS, WBLM, KSHE, KZAM, WABX. **PREFERRED TRACKS:** Shakin', Take, Title. **SALES:** Moderate to fair in all regions.

**19 THE MOTELS • ALL FOUR ONE • CAPITOL**  
**ADDS:** None. **HOTS:** KBPI, KMET, WSHE, KNCN, WNEW, WMMS, KMG, WHFS, KZAM, WLIR. **MEDIUMS:** KROQ, WKLS, WBLM, WOUR, WCCC. **PREFERRED TRACKS:** Loney, Over, Art. **SALES:** Good to moderate in all regions.

**122 TED NUGENT • NUGENT • ATLANTIC**  
**ADDS:** None. **HOTS:** None. **MEDIUMS:** KBPI, KMET, WSHE, WNEW, WMMS, WGRQ, KLOL, KSHE, WOUR. **PREFERRED TRACKS:** Bound. **SALES:** Moderate in Midwest and West; fair in others.

**16 THE ALAN PARSONS PROJECT • EYE IN THE SKY • ARISTA**  
**ADDS:** None. **HOTS:** WSHE, WNEW, WKLS, WGRQ, WOUR, KNCN. **MEDIUMS:** KBPI, KMET, WYFE, WMMS, WBLM, KLOL, KZAM, WLIR. **PREFERRED TRACKS:** Title, Fingers, Psychobabble. **SALES:** Good to moderate in all regions.

**6 ROBERT PLANT • PICTURES AT ELEVEN • SWAN SONG/ATCO**  
**ADDS:** None. **HOTS:** WCCC, KBPI, KMET, WSHE, WYFE, WKLS, WMMS, WGRQ, KMG, KLOL, KSHE, WLIR, KNCN. **MEDIUMS:** WNEW, WBLM, WABX. **PREFERRED TRACKS:** Open. **SALES:** Good in all regions.

**10 REO SPEEDWAGON • GOOD TROUBLE • EPIC**  
**ADDS:** None. **HOTS:** KBPI, KMET, WSHE, WYFE, WNEW, WKLS, WMMS, WGRQ, KMG, WBLM, KSHE, KNCN, WCCC. **MEDIUMS:** KLOL, WABX. **PREFERRED TRACKS:** Fire. **SALES:** Good to moderate in all regions.

**2 THE ROLLING STONES • STILL LIFE • ROLLING STONES/ATCO**  
**ADDS:** None. **HOTS:** WCCC, KNCN, KBPI, KMET, WSHE, KNCN, WNEW, KROQ, WMMS, WGRQ, KMG, WLIR. **MEDIUMS:** WKLS, WBLM, KSHE, WOUR. **PREFERRED TRACKS:** Thumb, Go-Go, Shattered. **SALES:** Good in all regions.

**18 .38 SPECIAL • SPECIAL FORCES • A&M**  
**ADDS:** None. **HOTS:** KNCN, KBPI, KMET, WSHE, WNEW, WKLS, WMMS, WGRQ, KMG, WBLM, KLOL, KSHE, WABX. **MEDIUMS:** WYFE, KZAM. **PREFERRED TRACKS:** Caught, Chains. **SALES:** Good to moderate in all regions.

### # 2 MOST ADDED

— **TORONTO • GET IT ON CREDIT • NETWORK/ELEKTRA**  
**ADDS:** WOUR, WBLM, WGRQ, WNEW, KMET, KBPI. **HOTS:** None. **MEDIUMS:** WMMS. **PREFERRED TRACKS:** Open. **SALES:** Fair initial response in Midwest; weak in others.

**5 TOTO • IV • COLUMBIA**  
**ADDS:** None. **HOTS:** KMET, KMG, KNX. **MEDIUMS:** KBPI, WNEW, WKLS, WMMS, WBLM, KSHE. **PREFERRED TRACKS:** Rosanna, Afraid, Africa. **SALES:** Good in all regions.

**27 PETE TOWNSHEND • ALL THE BEST COWBOYS ... ATCO**  
**ADDS:** None. **HOTS:** KNCN, WOUR, WLIR, KBPI, WSHE, WNEW, WKLS, WMMS, WGRQ, WHFS, KSHE. **MEDIUMS:** WCCC, KNX, KMET, KNCN, WYFE, KROQ, WBLM, KLOL. **PREFERRED TRACKS:** Skirts, Face, Uniforms. **SALES:** Good to moderate in all regions.

**14 VAN HALEN • DIVER DAN • WARNER BROS.**  
**ADDS:** None. **HOTS:** KMET, WSHE, WYFE, WNEW, WKLS, WMMS, WGRQ, WBLM, WLIR. **MEDIUMS:** KMG, KLOL, KSHE. **PREFERRED TRACKS:** Dancing, Where. **SALES:** Good to moderate in all regions.



## Distributors Cautious With Country 45s In Face Of Economy, \$1.99 List Price

(continued from page 17)

counts and one-stops in general that were willing to take a little risk earlier on records like that, but they're probably less prone to take those early risks now. With developing acts, there's no doubt about it; they will wait to see the confirmation of a hit."

Like Galante, Wunsch felt that jukeboxes will be programmed in the near-future, if not already, in a pattern similar to the programming tendencies of radio. "In a whole lot of markets, there's a high impact of oldies on radio playlists," he commented, "so I think you're going to see a higher degree of oldies staying on a jukebox. A jukebox operator, like a one-stop, has a risky business. His job is to pull quarters and half-dollars, so he wants a high rate of a sure thing as far as that playlist on the box is concerned. I think that strictly goes along with what radio is playing. Radio is playing a high degree of oldies, so jukeboxes will have a high degree of oldies on their lists."

### Changing Patterns

According to Tony Tamburrano, distributors are exercising a heavier reorder pattern. "They're ordering just what they have to have," he said. "If a one-stop orders 100 Kenny Rogers records and that day he sells 100, instead of ordering 500, he'll order 100 a day for five days."

While country singles constitute some 80% of sales of 45s for Seaport in Portland, Gina Esmino noted that orders are not as brisk as they were two or three years ago. She said that many establishments that previously owned jukeboxes, because of the royalties they had been forced to pay through a Copyright Royalty Tribunal ruling, had changed their musical entertainment sources and were relying on radios in their stores. The jukebox operators who remain are much less prone to purchase a single "out of the box." "Because of the price increase, they're being a lot more careful about what they buy," she stated. "Before they would just buy it if it was on the charts; now they more or less have to listen to it."

Predictably, Seaport has become more cautious in its buying habits. "On a new artist I usually don't buy it right away unless I've heard it and I think it's going to do well," she said. "With an established artist I'll buy it, but it depends on who the artist is. On a Willie Nelson, of course I'm going to buy it, but as far as quantity goes, I'll buy maybe 200 to begin with. Two years ago I probably would have doubled it. With the price increases and the budget I can only buy so much."

Mile High in Denver has been selling mostly to specialty shops, but with fewer purchases being made and a high rate of returns, Tim Stephenson has reduced his purchase quantities by 50%. "Two years

ago I might have started out with 1,000," said Stephenson. "Now maybe I'll go 500 and see how it goes. I can always reorder. A couple years ago, I would have gone on more right out of the box. We have so many returns that a lot of times I wonder why we even do it; but I think that's because American pressings are just shitty. The quality's terrible, especially on singles."

Rack jobbing operations, such as Lieberman's in Chicago, have always been cautious, but single buyer Adrienne Neumann insisted that she has had to tighten her belt even more because of the economy and the price of singles. "I'm a little leery to go on records unless they've got a lot of airplay," she said. "Even with a known artist, I'll wait for the airplay in my marketplace. I've always done that, but sometimes when it was a known artist like Kenny Rogers, I'd go on it right away. Now I wait for the airplay. If I don't have the airplay, I don't sell records, and, at \$1.99 a record, that's a lot of money to have returns."

The only distributor reached who had not experienced a decline in volume of country product was Central South in Nashville. "It seems like our one-stop has been selling just as many and maybe more country singles," said Becky Woo. "I won't say that's true on the pop side, but we sell country singles real well. I'm not sure whether that's just our customers, the areas they're in, or what it is, but we've always sold country well, and I haven't seen any drop, maybe even a small increase."

Even so, Central South is stocking smaller quantities of singles. "We've cut back on even the name artists, so that we don't get stuck with a lot because of the returns policies," she said. "We're maybe being a little more conservative in general."

## Mandrell, Davis Back As CMA Co-Hosts

NASHVILLE — Barbara Mandrell and Mac Davis have been tabbed for the third consecutive year as co-hosts of the Country Music Assn. (CMA) awards show, scheduled for Oct. 11. Sponsored by Kraft, Inc., the nationally televised ceremonies, which emanate from the Grand Ole Opry, will begin at 8:30 p.m. Central Standard Time.

"With the professionalism of our hosts and with the wide variety of talent of the major stars, all of us are enthused about the production values inherent in this fall's awards show," said Irving Waugh, executive producer and CMA television committee chairman.

Mandrell is the only artist who has won the CMA entertainer of the year award twice.



**STATLERS HOST BIGGEST 4TH YET** — Some 65,000 fans from 45 states and 10 foreign countries attended the Statler Brothers' 13th annual Happy Birthday U.S.A. celebration in the group's hometown of Stanton, Va. Jerry Reed was the special guest for the festivities, which also included a host of events such as a morning parade, softball and appearances by local entertainers, including group member Harold Reid's daughters, Kim and Karmen. During a tour of their offices, two members of the act pointed out various gifts from fans that adorned the office walls to producer Jerry Kennedy. Pictured are (l-r): Kennedy; and Statler Brothers Don Reid and Phil Baisley.

## STATION PROFILE

### WWNC/Asheville: Bringing In The Numbers With A 'Down Home' Style

by Tom Roland

NASHVILLE — Operating with a format that music director Wiley Carpenter calls a "throwback" to the earlier days of radio when the medium was a more personal and looser formatted communication venue, WWNC/Asheville, N.C., has maintained the #1 ranking in its market since 1969, currently holding down a 39.2 share of the western North Carolina market's audience.

Behind the guidance of general manager/vice president Sheldon Summerlin and program director Dave Clements, the Multimedia-owned station has worked hard to maintain its status as the market's top dog by emphasizing an awareness of its mountain community. "We've always tried to be a leader rather than a follower," says Carpenter. "We don't listen to another radio station and say, 'We're gonna do it like they did it.' What we're trying to do is shape our sound to the audience that we work with. We get out into the area and find out what people are thinking and what they like in a radio station, and that's what we try to do."

### Personality Stressed

As a result, WWNC has stressed personality in its programming, developing a number of broadcast characters (which some of the listening audience perceives as real) who "come by the station regularly," such as Danny, an aspiring superstar who leads a band called the Repulsives, and a cleaning lady named Bertha who is constantly annoying Scotty Rhodarmer, the station's morning man. The maintenance man also gives his "Cloudy Callman Weather Forecast," every afternoon, even though the audience is well aware that he is not a meteorologist.

The characters are just a small part of the station's efforts to cater to the community and keep in close touch with its citizens, an effort that begins at the top of the management structure. "Our station manager puts on his jeans and visits restaurants all over western North Carolina and just listens to people," comments Carpenter of Summerlin. "He's very into this thing, and he works hard at it. He's not afraid to experiment; he will listen to people on the street and he'll listen to us."

### 'Fun' Station

As a result, WWNC has become somewhat of a "Fun" station, incorporating amusing points into much of its programming. A recent typical promotion was developed as a joke on the air while one of the DJs was talking about ugly pickup

trucks. An ensuing "Ugly Pickup Truck Contest" brought 82 entries with dilapidated vehicles in a promotion that ensured that the contestants would have a good time. "We feel like all our contests should be fun," explains Carpenter, "something that most people can get involved with and have fun. Everything we do, we think of the audience first."

After examining the audience, they discovered that the region has a strong taste for southern gospel music, and, subsequently, the station plays one or two

(continued on page 23)

## Lively Agenda Set For Talent Buyers Seminar

NASHVILLE — Six 90-minute panels on a variety of topics ranging from artists' concerns to the role of the road manager to the ins-and-outs of satellite technology for radio will highlight the 1982 Country Music Assn. (CMA) Talent Buyers Seminar. Set for Oct. 8-12 at the Hyatt Regency Hotel here, the Talent Buyers Seminar will also feature a mini-seminar, a "rap" session and over six hours of country showcases.

Panels include: "If We Make It Through December," moderated by Wayne McCary, Eastern States Exposition, and covering the changing economic climate for certain venues; "I Never Promised You A Rose Garden," a session on the manager's role moderated by Jim Halsey; "Someday Soon," a panel on the developing cable and satellite industries co-hosted by Bud Wendell, chairman of the board, WSM, Inc., and Bob Cole, WPXX-FM/Alexandria, Va.; "When You're Hot, You're Hot," an artist's panel led by Lynn Schults, Capitol/EMI America; and "Help Me Make It Through The Night," addressing the logistics of concert coordination and led by Sonny Anderson, Disney World.

Other panels include: "King of the Road," a panel by Stan Mores that covers the role of the road manager; "You Can't Be A Beacon (If Your Light Doesn't Shine)," a session on concert promotion led by Joe Sullivan, Sound Seventy Prods.; and "What A Difference You've Made In My Life," the rap session.

Registration forms have been mailed out, according to Bette Kaye, chairman of the event. Registration is \$150 for the event, but \$100 for registrations in before Sept. 3. For additional information, contact Kaye by writing to: Talent Buyers Seminar, Country Music Assn., P.O. Box 22299, Nashville, Tenn. 37202, or by calling (615) 383-2127.



**NARAS SETS NASHVILLE OFFICERS** — The Nashville office of the National Academy of Recording Arts and Sciences (NARAS) recently elected seven officers. Pictured in the front row are (l-r): Jim Black, first vice president; Bob Farnsworth, third vice president; Joe Moscheo, president; Charlie Fach, treasurer; and John Sturdivant, second vice president and national trustee. Pictured in the back row are: Don Butler, trustee; and Fred Vail, secretary.



# TOP 75 ALBUMS

|   | Weeks On Chart |            | Weeks On Chart |
|---|----------------|------------|----------------|
|   | 7/17           |            | 7/17           |
| <b>1 MOUNTAIN MUSIC</b><br>ALABAMA (RCA AHL1-4229)  | 1              | <b>20</b>  |                |
| <b>2 WAITIN' FOR THE SUN TO SHINE</b><br>RICKY SKAGGS (Epic FE 37193)                                 | 3              | <b>32</b>  |                |
| <b>3 ALWAYS ON MY MIND</b><br>WILLIE NELSON (Columbia FC 37951)                                       | 2              | <b>19</b>  |                |
| <b>4 IN BLACK &amp; WHITE</b><br>BARBARA MANDRELL (MCA-5295)  | 4              | <b>19</b>  |                |
| <b>5 BIG CITY</b><br>MERLE HAGGARD (Epic FE 37593)  | 5              | <b>38</b>  |                |
| <b>6 INSIDE</b><br>RONNIE MILSAP (RCA AHL1-4311)  | 7              | <b>5</b>   |                |
| <b>7 HIGH NOTES</b><br>HANK WILLIAMS, JR. (Elektra/Curb E1-60100)                                     | 6              | <b>14</b>  |                |
| <b>8 HEARTBREAK EXPRESS</b><br>DOLLY PARTON (RCA AHL 1-4289)  | 8              | <b>14</b>  |                |
| <b>6 LISTEN TO THE RADIO</b><br>DON WILLIAMS (MCA-5308)   | 9              | <b>15</b>  |                |
| <b>10 QUIET LIES</b><br>JUICE NEWTON (Capitol ST-12210)   | 10             | <b>9</b>   |                |
| <b>11 NUMBER ONES</b><br>CONWAY TWITTY (MCA-5318)   | 12             | <b>9</b>   |                |
| <b>12 SOMEWHERE IN THE STARS</b><br>ROSANNE CASH (Columbia FC 37570)                                  | 15             | <b>5</b>   |                |
| <b>13 BLACK ON BLACK</b><br>WAYLON JENNINGS (RCA AHL 1-4247)  | 13             | <b>21</b>  |                |
| <b>14 INSIDE AND OUT</b><br>LEE GREENWOOD (MCA-5305)  | 11             | <b>13</b>  |                |
| <b>15 BOBBIE SUE</b><br>OAK RIDGE BOYS (MCA 5294)   | 14             | <b>23</b>  |                |
| <b>16 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</b><br>WILLIE NELSON (Columbia KC2 37542) | 18             | <b>34</b>  |                |
| <b>17 BUSTED</b><br>JOHN CONLEE (MCA 5310)  | 17             | <b>15</b>  |                |
| <b>18 WHEN WE WERE BOYS</b><br>THE BELLAMY BROTHERS (Elektra E1-60019)                                | 22             | <b>13</b>  |                |
| <b>19 JUST SYLVIA</b><br>SYLVIA (RCA AHL 1-4312)  | 21             | <b>16</b>  |                |
| <b>20 FEELS SO RIGHT</b><br>ALABAMA (RCA AHL 1-3930)  | 20             | <b>70</b>  |                |
| <b>21 FINALLY!</b><br>T.G. SHEPPARD (Warner/Curb BSK 3600)  | 23             | <b>26</b>  |                |
| <b>22 SHE'S NOT REALLY CHEATIN'</b><br>MOE BANDY (Columbia FC 38009)                                  | 24             | <b>6</b>   |                |
| <b>23 BROTHERLY LOVE</b><br>GARY STEWART & DEAN DILLON (RCA AHL 1-4310)                               | 16             | <b>10</b>  |                |
| <b>24 STRAIT FROM THE HEART</b><br>GEORGE STRAIT (MCA 5320)   | 28             | <b>4</b>   |                |
| <b>25 SOUTHERN COMFORT</b><br>CONWAY TWITTY (Elektra E1-60005)  | 19             | <b>26</b>  |                |
| <b>26 CHARLEY SINGS EVERYBODY'S CHOICE</b><br>CHARLEY PRIDE (RCA AHL1-4287)                           | 26             | <b>16</b>  |                |
| <b>27 THE PRESSURE IS ON</b><br>HANK WILLIAMS, JR. (Elektra/Curb E1-60019)                            | 27             | <b>46</b>  |                |
| <b>28 WINDOWS</b><br>THE CHARLIE DANIELS BAND (Epic FE 37694)   | 25             | <b>17</b>  |                |
| <b>29 SOME DAYS IT RAINS ALL NIGHT LONG</b><br>TERRI GIBBS (MCA-5315)                                 | 29             | <b>8</b>   |                |
| <b>30 LAST TRAIN TO HEAVEN</b><br>BOXCAR WILLIE (Main Street ST730001)                                | 30             | <b>12</b>  |                |
| <b>31 STILL THE SAME OLE ME</b><br>GEORGE JONES (Epic FE 37106)                                       | 31             | <b>34</b>  |                |
| <b>32 THE DUKES OF HAZZARD</b><br>VARIOUS ARTISTS (Scotti Bros./CBS E237712)                          | 32             | <b>17</b>  |                |
| <b>33 AIN'T GOT NOTHING TO LOSE</b><br>BOBBY BARE (Columbia FC 37719)                                 | 33             | <b>15</b>  |                |
| <b>34 THE DAVID FRIZZELL AND SHELLY WEST ALBUM</b><br>Warner Bros./Viva BSK 3643)                     | 34             | <b>25</b>  |                |
| <b>35 PISTOL PACKIN' MAMA</b><br>HOYT AXTON (Jeremiah JH-5003)  | 35             | <b>8</b>   |                |
| <b>36 LOVE TO BURN</b><br>RONNIE McDOWELL (Epic FE 38017)   | 37             | <b>4</b>   |                |
| <b>37 SOFT TOUCH</b><br>TAMMY WYNETTE (Epic FE 37980)   | 39             | <b>8</b>   |                |
| <b>38 LOVE WILL TURN YOU AROUND</b><br>KENNY ROGERS (Liberty LO-51124)                                | 54             | <b>2</b>   |                |
| <b>39 THE MAN WITH THE GOLDEN THUMB</b><br>JERRY REED (RCA AHL1-4315)                                 | 40             | <b>8</b>   |                |
| <b>40 MY HOME'S IN ALABAMA</b><br>ALABAMA (RCA AHL1-3644)   | 36             | <b>107</b> |                |
| <b>41 BET YOUR HEART ON ME</b><br>JOHNNY LEE (Full Moon/Asylum 5E-541)                                | 41             | <b>40</b>  |                |
| <b>42 THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE!</b><br>DAVID FRIZZELL (Warner/Viva 23689-1)         | 45             | <b>3</b>   |                |
| <b>43 STEP BY STEP</b><br>EDDIE RABBITT (Elektra 5E-532)  | 44             | <b>48</b>  |                |
| <b>44 THE LEGEND GOES ON</b><br>THE STALER BROTHERS (Mercury/PolyGram SRM-1-4046)                     | 48             | <b>4</b>   |                |
| <b>45 AMAZING GRACE</b><br>CRISTY LANE (Liberty/LS LT-51117)  | 47             | <b>7</b>   |                |
| <b>46 WHEN A MAN LOVES A WOMAN</b><br>JACK GRAYSON (Koala KOA 15751)                                  | 42             | <b>19</b>  |                |
| <b>47 STRAIT COUNTRY</b><br>GEORGE STRAIT (MCA 5348)  | 43             | <b>41</b>  |                |
| <b>48 SEASONS OF THE HEART</b><br>JOHN DENVER (RCA AFL1-4256)   | 38             | <b>18</b>  |                |
| <b>49 I AM WHAT I AM</b><br>GEORGE JONES (Epic FE 36586)  | 52             | <b>14</b>  |                |
| <b>50 I JUST CAME HOME TO COUNT THE MEMORIES</b><br>JOHN ANDERSON (Warner Bros. BSK 3599)             | 53             | <b>2</b>   |                |
| <b>51 JUICE</b><br>JUICE NEWTON (Capitol ST 12136)  | 49             | <b>71</b>  |                |
| <b>52 CIMARRON</b><br>EMMYLOU HARRIS (Warner Bros. BSK 3803)  | 50             | <b>31</b>  |                |
| <b>53 GREATEST HITS</b><br>JIM REEVES & PATSY CLINE (RCA AHL1-4127)                                   | 51             | <b>34</b>  |                |
| <b>54 TOO GOOD TO HURRY</b><br>CHARLY McCLAIN (Epic FE 38064)   | 57             | <b>2</b>   |                |
| <b>55 I'M GOIN' HURTIN'</b><br>JOE STAMPLEY (Epic FE 37927)   | 48             | <b>14</b>  |                |
| <b>56 TAKE ME TO THE COUNTRY</b><br>MEL McDANIEL (Capitol ST-12208)                                   | 55             | <b>13</b>  |                |
| <b>57 QUIET MAN</b><br>JOHN SCHNEIDER (Scotti Bros./CBS FZ 37956)                                     | 59             | <b>2</b>   |                |
| <b>58 SHARE YOUR LOVE</b><br>KENNY ROGERS (Liberty LOO-1108)  | 58             | <b>24</b>  |                |
| <b>59 DESPERATE DREAMS</b><br>EDDY RAVEN (Elektra 5E-545)   | 64             | <b>38</b>  |                |
| <b>60 GREATEST HITS</b><br>OAK RIDGE BOYS (MCA 5150)  | 56             | <b>49</b>  |                |
| <b>61 UNLIMITED</b><br>REBA McENTIRE (Mercury/PolyGram SRM-1-4047)                                    | 66             | <b>2</b>   |                |
| <b>62 THE SINGING COWBOY</b><br>REX ALLEN, JR. (Warner Bros. BSK 3671)                                | 67             | <b>2</b>   |                |
| <b>63 WHISKEY BENT AND HELL BOUND</b><br>HANK WILLIAMS, JR. (Elektra/Curb 6E-237)                     | 65             | <b>2</b>   |                |
| <b>64 GREATEST HITS</b><br>RONNIE MILSAP (RCA AHL 1-3722)   | 60             | <b>14</b>  |                |
| <b>65 FANCY FREE</b><br>OAK RIDGE BOYS (MCA 5209)   | 61             | <b>59</b>  |                |
| <b>66 THE SURVIVORS</b><br>JOHNNY CASH/JERRY LEE LEWIS/CARL PERKINS (Columbia FC 37961)               | 62             | <b>12</b>  |                |
| <b>67 SEVEN YEAR ACHE</b><br>ROSANNE CASH (Columbia JC-36965)   | 69             | <b>70</b>  |                |
| <b>68 FAMILY &amp; FRIENDS</b><br>RICKY SKAGGS (Rounder 0151)   | 70             | <b>2</b>   |                |
| <b>69 KENNY ROGERS GREATEST HITS</b><br>KENNY ROGERS (Liberty LOO 1072)                               | 63             | <b>71</b>  |                |
| <b>70 LIVE</b><br>TANYA TUCKER (MCA-5299)   | 68             | <b>17</b>  |                |
| <b>71 FEELIN' RIGHT</b><br>RAZZY BAILEY (RCA AHL1-4228)   | 71             | <b>23</b>  |                |
| <b>72 I LIE</b><br>LORETTA LYNN (MCA 5293)  | 72             | <b>22</b>  |                |
| <b>73 YEARS AGO</b><br>STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)                                 | 73             | <b>44</b>  |                |
| <b>74 ME AND MY R.C.</b><br>LOUISE MANDRELL AND R.C. BANNON (RCA AHL 1-4059)                          | 74             | <b>23</b>  |                |
| <b>75 LIVE</b><br>BARBARA MANDRELL (MCA 5243)   | 75             | <b>47</b>  |                |

## THE COUNTRY COLUMN

**FIFTEEN VIE FOR HALL OF FAME INDUCTION** — Fifteen candidates have been selected as finalists for the Country Hall of Fame in 1982, from which three will actually be inducted during the 16th annual Country Music Assn. (CMA) awards show Oct. 11. Founded in 1961, the hall currently includes 35 members, selected each year by an anonymous panel of 200 electors who have been involved in country music for at least 15 years. Nominees this year include country comic **Rod Brasfield**, bluegrass legends **Lester Flatt** and **Earl Scruggs**, **Lefty Frizzell**, **George Morgan**, **Ernest "Pop" Stoneman**, publishing exec **Roy Horton**, **John Lahr**, producer **Don Law**, publishing giant **Wesley Rose**, songwriter **Cindy Walker**, **Jimmy Dickens**, comedian **Benny "Whitey" Ford**, **Bradley Kincaid**, **Marty Robbins** and **Floyd Tillman**.

**WSM FIGHTS FOR OPRY TRADEMARK** — WSM, Inc., which owns the Grand Ole Opry, began a battle in Kansas City recently over the rights to the term "opry" in a legal confrontation with **Dennis Hilton**, who owns the Country Shindig Opry at Lake of the Ozarks in Missouri. WSM, with the support of witnesses **Roy Acuff**, **Minnie Pearl** and



**GREENWOOD, STRAIT SIGN UP** — MCA artists **Lee Greenwood** (l) and **George Strait** signed copies of their latest albums during a recent in-store appearance at the Record Bar in Nashville. Strait's current single, "Fool-Hearted Memory," is #14 on the **Cash Box** country chart after just six weeks out.

**Porter Wagoner**, is contending that the connotations of Hilton's terminology are a misrepresentation and that the general public is likely to believe that the Grand Ole Opry is in some way connected with Hilton's enterprise.

**FIRST BLUEGRASS DJ CONVENTION SET FOR SEPTEMBER** — The first national Bluegrass Music Disc Jockey Convention and Bluegrass Music Awards have been set for Sept. 22-27 in Lexington, Ky. featuring bluegrass seminars and workshops for both artists and disc jockeys and performances by some of the nation's top bluegrass performers. The event culminates with the presentation of the Bluegrass Music Awards Sept. 27. For more information, call the convention headquarters at the Best Western Continental Inn at Lexington, (606) 299-5281.

**HALL SETS TAPINGS FOR COUNTRY CLUB SHOW** — **Tom T. Hall's** television show, *Pop! Goes The Country*, recently began tapings for some new segments with a new name, *Tom T.'s Pop Goes The Country Club*. Reportedly, the show will feature a wider variety of guest performers and will take on a club atmosphere from its new shooting location at Opryland's Gaslight Theatre. Artists who were taped recently include **Sylvia**, **John Conlee**, **Randy Parton**, **Chet Atkins**, **Kippi Brannon**, **Boots Randolph**, **Minnie Pearl**, **Mel Tillis**, **Reba McEntire**, **Wendy Holcombe** and **Con Hunley**. Hall's syndicated program is currently in its ninth year of production under the guidance of Show Biz-Multimedia.

**FORMER CASH BOX WRITER TAKES FIRST NEJA AWARD** — The first National Entertainment Journalists Assn. (NEJA) award for top trade journalist was shared by **Jennifer Bohler** and **Ed Morris**. Bohler, former Nashville editor for **Cash Box**, was touted in the organization's ceremony at the Hall of Fame Motor Inn July 8. **tom roland**

## SINGLES TO WATCH

**BILLY PARKER & FRIEND** — *It'll Ever Need A Lady* — (Soundwaves NSD/SW-4678)

**RAY PRICE** — *Those Bridges Are Gone* — (Dimension DS 1035)

**WAYNE MASSEY** — *It Should Have Been Easy* — (MCA MCA-52082)

**TOMMY BELL** — *Every Now And Then* — (Gold Sound GS-8011)



ANOTHER  
CHART RECORD FOR  
**VINCE & DIANNE  
HATFIELD**

THANKS  
FOR YOUR SUPPORT!

"I'LL HAVE TO  
SAY I LOVE YOU  
IN A SONG"

(MBP 112)

88°



PROMOTION BY:  
**MIKE BORCHETTA • JACK PRIDE • ED KEELEY**



# TOP 100 COUNTRY SINGLES

July 24, 1982

|   | Weeks On Chart | 7/17 |
|---|----------------|------|
| 1 TIL YOU'RE GONE                             | 2              | 13   |
| 2 TAKE ME DOWN                                | 3              | 9    |
| 3 I DON'T CARE                                | 7              | 9    |
| 4 ARE THE GOOD TIMES REALLY OVER              | 6              | 11   |
| 5 HONKY TONKIN'                               | 12             | 9    |
| 6 BORN TO RUN                                 | 11             | 10   |
| 7 HEARTBREAK EXPRESS                          | 14             | 9    |
| 8 WHEN YOU FALL IN LOVE                       | 8              | 11   |
| 9 I JUST CUT MYSELF                           | 10             | 12   |
| 10 NOBODY                                     | 17             | 8    |
| 11 OH GIRL                                    | 16             | 10   |
| 12 AIN'T NO MONEY                             | 19             | 9    |
| 13 I'M GONNA HIRE A WINO TO DECORATE OUR HOME | 21             | 10   |
| 14 FOOL HEARTED MEMORY                        | 23             | 6    |
| 15 SOME MEMORIES JUST WON'T DIE               | 22             | 11   |
| 16 I DON'T THINK SHE'S IN LOVE ANYMORE        | 1              | 14   |
| 17 WOMEN DO KNOW HOW TO CARRY ON              | 26             | 5    |
| 18 I'M NOT THAT LONELY YET                    | 24             | 9    |
| 19 WOULD YOU CATCH A FALLING STAR             | 4              | 16   |
| 20 LOVE WILL TURN YOU AROUND                  | 29             | 3    |
| 21 DON'T WORRY 'BOUT ME BABY                  | 5              | 12   |
| 22 SLOW DOWN                                  | 13             | 14   |
| 23 SHE USED TO SING ON SUNDAY                 | 25             | 9    |
| 24 HEAVENLY BODIES                            | 28             | 7    |
| 25 OLD FRIENDS                                | 30             | 7    |
| 26 SHE'S PLAYING HARD TO FORGET               | 31             | 6    |
| 27 SO FINE                                    | 18             | 8    |
| 28 SHE'S NOT REALLY CHEATIN'                  | 33             | 6    |
| 29 DANCING YOUR MEMORY AWAY                   | 36             | 5    |
| 30 I STILL LOVE YOU                           | 32             | 7    |
| 31 WHAT'S FOREVER FOR                         | 37             | 6    |
| 32 CHEATER'S PRAYER                           | 34             | 8    |
| 33 WHATEVER                                   | 40             | 4    |

|   | Weeks On Chart | 7/17 |
|---|----------------|------|
| 34 YOU TURN ME ON I'M A RADIO                               | 39             | 5    |
| 35 THIS DREAM'S ON ME                                       | 42             | 4    |
| 36 JUST HOOKED ON COUNTRY                                   | 38             | 10   |
| 37 BIG OLE BREW   | 46             | 4    |
| 38 NOTHING BEHIND YOU, NOTHING IN SIGHT                     | 45             | 5    |
| 39 SHE GOT THE GOLDMINE                                     | 49             | 3    |
| 40 LOVE'S FOUND YOU AND ME                                  | 9              | 14   |
| 41 DREAMS DIE HARD  | 57             | 3    |
| 42 THE HIGH COST OF LOVING                                  | 44             | 9    |
| 43 TALK TO ME LONELINESS                                    | 43             | 8    |
| 44 BLUE RENDEZVOUS  | 53             | 6    |
| 45 ANY DAY NOW  | 15             | 13   |
| 46 NOTHING BUT THE RADIO ON                                 | 56             | 4    |
| 47 I'M TAKIN' A HEART BREAK                                 | 50             | 5    |
| 48 I THINK ABOUT YOUR LOVIN'                                | 20             | 13   |
| 49 IF YOU AIN'T GOT NOTHIN' (YOU AIN'T GOT NOTHIN' TO LOSE) | 27             | 10   |
| 50 FRAULEIN   | 52             | 6    |
| 51 DON'T WE BELONG IN LOVE                                  | 60             | 5    |
| 52 SLOW HAND  | 35             | 14   |
| 53 IT'S HARD TO BE THE DREAMER                              | 62             | 4    |
| 54 PEPSI MAN  | 54             | 8    |
| 55 I'LL BE YOUR MAN AROUND THE HOUSE                        | 67             | 3    |
| 56 STUMBLIN' IN   | 66             | 5    |
| 57 FIRST TIME AROUND  | 58             | 7    |
| 58 GET INTO REGGAE COWBOY                                   | 71             | 2    |
| 59 I JUST CAME HERE TO DANCE                                | 72             | 2    |
| 60 I'LL BE LOVING YOU                                       | 70             | 4    |
| 61 LOVE'S BEEN A LITTLE BIT HARD ON ME                      | 47             | 11   |
| 62 SHE IS THE WOMAN   | 63             | 4    |
| 63 LOVE BUSTED  | 75             | 2    |
| 64 NORTH WIND   | 64             | 8    |
| 65 I DIDN'T KNOW YOU COULD BREAK A BROKEN HEART             | —              | 1    |
| 66 SUNDAY GO TO CHEATIN' CLOTHES                            | 68             | 7    |
| 67 TAKE THE MEM'RY WHEN YOU GO                              | 76             | 3    |

|  | Weeks On Chart | 7/17 |
|--|----------------|------|
| 68 YOUR BEDROOM EYES                     | 79             | 2    |
| 69 KEEPING ME WARM FOR YOU               | 69             | 6    |
| 70 BACK IN DEBBIE'S ARMS                 | 81             | 2    |
| 71 ROLL OVER BEETHOVEN                   | 80             | 2    |
| 72 WALKIN' AFTER MIDNIGHT                | 73             | 6    |
| 73 COWBOY IN A THREE PIECE BUSINESS SUIT | 77             | 3    |
| 74 EVER-LOVIN' WOMAN                     | 85             | 3    |
| 75 MIDNIGHT FLYER                        | 78             | 4    |
| 76 RODEO CLOWN                           | 41             | 9    |
| 77 RING ON HER FINGER, TIME ON HER HANDS | 46             | 18   |
| 78 SOME OF MY BEST FRIENDS ARE OLD SONGS | —              | 1    |
| 79 WE MADE MEMORIES                      | 84             | 4    |
| 80 RAGIN' CAJUN                          | 83             | 3    |
| 81 MORE NIGHTS                           | —              | 1    |
| 82 THERE AIN'T NO WAY                    | 82             | 3    |
| 83 COUNTRY BOY'S SONG                    | —              | 1    |
| 84 LOVE NEVER DIES                       | 91             | 2    |
| 85 I'M DRINKIN' CANADA DRY               | —              | 1    |
| 86 WELCOME BACK TO MY HEART              | 86             | 5    |
| 87 MORNING, NOON AND NIGHT               | 94             | 3    |
| 88 I'LL HAVE TO SAY I LOVE YOU IN A SONG | —              | 1    |
| 89 OPERATOR                              | —              | 1    |
| 90 UNDER THE INFLUENCE OF YOU            | 92             | 2    |
| 91 WE'VE GOT TO START MEETING LIKE THIS  | 93             | 3    |
| 92 TONIGHT I'M FEELING YOU               | 51             | 8    |
| 93 THE ONE THAT GOT AWAY                 | 55             | 9    |
| 94 CHEATERS PARADISE                     | —              | 1    |
| 95 LISTEN TO THE RADIO                   | 59             | 15   |
| 96 I FALL TO PIECES                      | 61             | 9    |
| 97 DRINKING HER GONE AGAIN               | 65             | 7    |
| 98 PLAY THIS OLD WORKING DAY AWAY        | 74             | 6    |
| 99 I DON'T KNOW WHERE TO START           | 87             | 17   |
| 100 JUST LIKE A COUPLE OF KIDS           | 88             | 5    |

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

|  |    |  |     |  |    |   |    |
|--|----|--|-----|--|----|---|----|
| Ain't No Money (Coolwell/Granite — ASCAP) .....                                  | 12 | I Didn't Know (Baray/Mullet — BMI) .....                                     | 65  | Love's Been A (Bobby Goldsboro/House of Gold — BMI) .....                      | 61 | So Fine (Eldorado — BMI) .....  | 27 |
| Any Day Now (Intersong — ASCAP) .....  | 45 | I Don't Care (Cedarwood — BMI) .....   | 3   | Love's Found You (Tree/Newkeys w/Sugarplum and Sister John — BMI) .....        | 40 | Some Memories Just (House of Gold — BMI) .....  | 15 |
| Are The Good Times (Shade Tree — BMI) .....                                      | 4  | I Don't Know (Briarpatch/DebDave — BMI) .....                                | 9   | Midnight Flyer (Jody Miller — BMI) .....                                       | 75 | Some Of My Best (Tree — BMI) .....  | 78 |
| Back In Debbie's Arms (Opa-Locka — ASCAP) .....                                  | 70 | I Don't Think (Royal Haven — BMI) .....                                      | 16  | More Nights (Seven Nights — ASCAP) .....                                       | 81 | Stumblin' In (Chinnichap — adm. in U.S. & Can. by Careers — BMI) .....                    | 56 |
| Big Ole Brew (Blendingwell/Bad Ju-Ju — ASCAP) .....                              | 37 | I Fall To Pieces (Tree — BMI) .....  | 96  | Morning, Noon and Night (Ft. Knox/Jupace — BMI) .....                          | 87 | Sunday Go To Cheatin' Clothes (I.S.P.D. — ASCAP) .....                                    | 66 |
| Blue Rendezvous (House of Gold — BMI) .....                                      | 44 | I Just (Hall-Clement c/o Welk — BMI) .....                                   | 59  | Nobody (Tom Collins — BMI) .....   | 10 | Take Me Down (Chinnichap adm. in U.S. & Can. by Careers/Irving/Down 'N Dixie — BMI) ..... | 2  |
| Born To Run (Rondor (London-PRS) adm in the U.S. & Canada by Irving — BMI) ..... | 6  | I Just Cut Myself (This Side Up (div. of Prestige)/Cross Keys — ASCAP) ..... | 9   | North Wind (Jack and Bill/Welk — ASCAP) .....                                  | 64 | Take The Mem'ry (Colgems — EMI — ASCAP) .....   | 67 |
| Cheaters Paradise (Western Pride/Lightswitch — BMI) .....                        | 94 | I Still Love You (Milene — ASCAP) .....                                      | 30  | Nothing Behind You (Tree — BMI) .....  | 38 | Talk To Me (Leona — ASCAP) .....  | 43 |
| Cheater's Prayer (Old Friends — BMI) .....                                       | 32 | I Think About (Blackwood/Magic Castle — BMI) .....                           | 48  | Nothing But The (House of Gold — BMI) .....                                    | 46 | The High Cost Of Loving (Rick Hall — ASCAP) .....   | 42 |
| Country Boy's Song (Bill-Kar — SESAC/Sparks Gotta Fly — BMI) .....               | 83 | If You Ain't (Tree — BMI/Cross Key — ASCAP) .....                            | 49  | Oh Girl (Unichappell — BMI) .....  | 11 | The One That Got Away (Sawgrass — BMI) .....  | 93 |
| Cowboy In A (Peso/Wallet — BMI) .....  | 73 | I'll Be Loving You (Metaphor — BMI) .....                                    | 60  | Old Friends (Alrhond — BMI) .....  | 25 | There Ain't No Way (Famous — ASCAP) .....   | 82 |
| Dancing Your Memory (Barnwood — BMI) .....                                       | 29 | I'll Be Your (Cross Keys — ASCAP) .....                                      | 55  | Operator (Conrad — BMI) .....  | 89 | This Dream's On Me (Coal Miners — BMI) .....  | 35 |
| Don't We Belong (Blackwood/O'Lyric — BMI) .....                                  | 51 | I'll Have To (Blendingwell — ASCAP) .....                                    | 88  | Pepsi Man (Chatter Box — ASCAP) .....  | 54 | 'Til You're Gone (Rick Hall — ASCAP) .....  | 1  |
| Don't Worry About (Old Friends/Tree/Duchess-MCA/Posey — BMI) .....               | 21 | I'm Drinkin' (Ensign — BMI/Colgems-EMI — ASCAP) .....                        | 85  | Play This Old (Tree — BMI) .....   | 98 | Tonight I'm (Loyd of Nashville/Hinsdale/Plum Creek — BMI) .....                           | 92 |
| Dreams Die Hard (Jensing/Chick Rains — BMI) .....                                | 41 | I'm Gonna Hire A Wino (Peso/Wallet — BMI) .....                              | 13  | Ragin' Cajun (Hat Band — BMI) .....  | 80 | Under The (Am-Li — ASCAP/Burning River/Sip-N-Sol Songs — BMI) .....                       | 90 |
| Drinking Her Gone Again (Shady Del — ASCAP) .....                                | 97 | I'm Not That (Swallowfork — ASCAP) .....                                     | 18  | Ring On Her Finger (Tree/Love Wheel — BMI) .....                               | 77 | Walkin' After Midnight (4-Star — BMI) .....   | 72 |
| Ever-Lovin' Woman (Combine — BMI/Music City — ASCAP) .....                       | 74 | I'm Takin' (Easy Listening — ASCAP/Algee/Al Galico — BMI) .....              | 47  | Rodeo Clown (Songpainter — BMI) .....  | 76 | We Made Memories (Columb II/Sage Hen — BMI) .....   | 79 |
| First Time Around (New Keys — BMI) .....   | 57 | It's Hard To Be (Galleon — ASCAP/Algee — BMI) .....                          | 53  | Roll Over Beethoven (ARC — BMI) .....  | 71 | Welcome Back To My Heart (Acuff-Rose — BMI) .....   | 86 |
| Fool Hearted Memory (Make Believus/Welbeck — ASCAP) .....                        | 14 | Just Like (Onhison — BMI/Robchris — BMI) .....                               | 100 | She Got The Goldmine (House of Gold — BMI) .....                               | 39 | We've Got To (Hall/Clement c/o Welk — BMI) .....  | 91 |
| Fraulein (Unart — BMI) .....   | 50 | Keep Me Warm For You (Great Foreign/Skin Deep — ASCAP/BMI) .....             | 69  | She Is The Woman (Hoodswamp — BMI) .....                                       | 82 | Whatever (American Cowboy Music — BMI) .....  | 33 |
| Get Into Reggae (Bellamy Bros./Famous — ASCAP) .....                             | 58 | Listen To (Southwest Words and Music — BMI) .....                            | 95  | She Used To (Larry Gatlin — BMI) .....   | 23 | What's Forever For (Tree — BMI) .....   | 31 |
| Heartbreak Express (Velvet Apple — BMI) .....                                    | 7  | Love Busted (Tree — BMI) .....   | 63  | She's Not Really (Baray/Wood Hall — BMI) .....                                 | 28 | When You Fall (Sweet Baby — BMI/Music City — ASCAP) .....                                 | 8  |
| Heavenly Bodies (Blue Moon/Meritark/April — ASCAP) .....                         | 24 | Love Never Dies (Galleon — BMI) .....  | 84  | She's Playing Hard (April — ASCAP/Blackwood — BMI) .....                       | 28 | Women Do Know (Waylon Jennings/Vogue & Baby Chick c/o Welk — BMI) .....                   | 17 |
| Honky Tonkin' (Fred Rose/Hiram/Rightsong — BMI) .....                            | 5  | Love Will Turn (Lionsmate/DebDave/Briarpatch — ASCAP/BMI) .....              | 20  | Slow Down (Algee — BMI) .....  | 22 | Would You Catch A Falling Star (Tree — BMI) .....   | 19 |
|  |    |  |     | Slow Hand (Warner-Tamerlane/Flying Dutchman — BMI/Sweet Harmony — ASCAP) ..... | 52 | You Turn Me On (Crazy Crow — BMI) .....   | 34 |
|  |    |  |     |  |    | Your Bedroom Eyes (Nub-Pub — ASCAP) .....   | 68 |



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week



## THE COUNTRY MIKE

**CHARLOTTE COUNTRY GOES TO SATELLITE** — WIST/Charlotte recently made the move away from live country radio in favor of the Burkhardt/Abrahms' Satellite Music Network and at the same time reduced its daily air time to 18 hours. Past WIST PD **Bob Grayson** sees the shift as another management decision to go with outside consultants who favor the streamlined satellite approach instead of live personalities to steer the station. Grayson is now in the market for a similar position at another station. He can be reached at (704) 542-6412.

**PROGRAMMER PROFILE** — While she was a student at the University of Texas at Arlington, **Cathy Martindale** took a clerical job at a local broadcasting school and discovered that radio could be a bit more exciting than typing. So she decided to try to get on the air and applied at her favorite station at the time, **KSCS/Ft. Worth**, where she was promptly hired. From that day in 1974 until late 1975, Martindale held down an unusual four-day, nine-hour shift at KSCS. In early 1976 she was named program director for the Texas station along with keeping her midday air shift. After three years as PD, Martindale decided to get her license for realty and at the same time work as a general contractor. During this period she also worked part-time at **KBOX/Dallas** when she wasn't building and/or selling homes. Then in January of this year, Martindale applied at **KLIF/Dallas-Ft. Worth** where her credentials impressed **Danny McDuff** enough to give her a shot at middays on the AM station. At present, Martindale works 1-3 p.m. weekdays with a noon-1 p.m. team show with McDuff at KLIF. In addition to working with operations manager **Dan Halyburton** on promotional events and station personalities appearances, Martindale likes to snow ski and also do a little writing in her limited spare time.



Cathy Martindale

**DENVER TO CHEYENNE TREK** — Country **KBRQ/Denver** prepares to once again host a double busload trip up to Wyoming for the Cheyenne Frontier Days festivities to be held this month. Award-winning listeners from the Denver area will load up two busloads bound for Cheyenne and view a KBRQ-sponsored concert by **Barbara Mandrell** and **T.G. Sheppard**.

**VIACOM BORN TO RUN** — Eighteen members of the Viacom Broadcasting chain took part in the manufacturers' Hanover Corporate Challenge, a three-and-one-half mile race held in Central Park in New York July 7. **WKHK/New York** music director **John Brejot**, who currently runs 36 miles a week as training for the New York Marathon in October, led the Viacom team with a time of 25:03. **Cash Box** staff writer **Tom Roland**, an unofficial entry in the field of 8,000, outpaced the remainder of the Viacom squad, coming in at 27:30 in his first competition.

**NEW MANAGEMENT FOR BOSTON STATION** — **WDLW/Boston** will chart the station course under the new management of the Acton Corp., which recently acquired the Boston country outlet. According to **Duncan Stewart**, the new management plans to make no changes in the station's format or air personalities, but will work to improve the station's promotional events and advertising functions.

**LOUISIANA STATION JOINS NBC RADIO** — **KPAL-AM/Pineville, La.** has become an affiliate with the NBC Radio Network according to **Meredith Woodyard** of NBC. The Sunbelt Broadcasting station will carry regular news broadcasts and network features to add to the station's modern country format.

**WILLIAMS NAMED NEW MD AT KOKE** — **Tim Williams**, former **Cash Box** Country chart editor, has been named the new music director for **KOKE/Austin**, according to operations manager **Mike Richardson**. Williams will handle his new position along with retaining his 10 a.m.-2 p.m. daily on-air program and asks that any music calls use KOKE's separate music line at (512) 454-7940.

**CLEVELAND COUNTRY LOOKS FOR THE 'UGLIEST'** — In association with the National Multiple Sclerosis Society, **WHK/Cleveland** has started the station's search for the "ugliest" bartender in the north Ohio area. Bartenders in a four-county area receive one vote for every 25 cents collected. The bartender who collects the most money for MS will be named the "ugliest" bartender of the area and receive a grand prize of a trip for two to Las Vegas.

## PROGRAMMERS PICKS

|                         |                           |   |
|-------------------------|---------------------------|---|
| <b>Don Walton</b>       | <b>KFH/Wichita</b>        | <b>I Just Came Here To Dance</b> — David Frizzell & Shelly West — Warner/Viva |
| <b>Kevln Ireland</b>    | <b>WNWN/Coldwater</b>     | <b>Love Busted</b> — Billy "Crash" Craddock — Capitol                         |
| <b>Al Hamilton</b>      | <b>KEBC/Oklahoma City</b> | <b>Are They Gonna Make Us Outlaws Again</b> — James Talley — Oak/Curb         |
| <b>Stan Davls</b>       | <b>WVAM/Altoona</b>       | <b>If My Heart Had Windows</b> — Amy Wooley — MCA                             |
| <b>Dan Hollander</b>    | <b>WDXE/Lawrenceburg</b>  | <b>Lovin' Our Lives Away</b> — Dave Rowland — Elektra                         |
| <b>Glen Garrett</b>     | <b>WCOS/Columbia</b>      | <b>Put Your Dreams Away</b> — Mickey Gilley — Epic                            |
| <b>Tom "Cat" Reeder</b> | <b>WKCW/Warrenton</b>     | <b>Operator</b> — Tennessee Express — RCA                                     |
| <b>David Haley</b>      | <b>WJQS/Jackson</b>       | <b>New Way Out</b> — Karen Brooks — Warner Bros.                              |
| <b>Jerry Adams</b>      | <b>KFDI/Wichita</b>       | <b>Song Of The South</b> — Tom T. Hall & Earl Scuggs — Columbia               |
| <b>Buddy Covington</b>  | <b>KNUZ/Houston</b>       | <b>I'm Drinkin' Canada Dry</b> — Burrito Brothers — Curb                      |
| <b>Kevln Herring</b>    | <b>WWWW/Detroit</b>       | <b>Dreams Die Hard</b> — Gary Morris — Warner Bros.                           |
| <b>Pam Green</b>        | <b>WHN/New York City</b>  | <b>It Should've Been Easy</b> — Wayne Massey — MCA                            |

## MOST ADDED COUNTRY SINGLES

- I DIDN'T KNOW YOU COULD BREAK A BROKEN HEART** — JOE STAMPLEY — EPIC — 22 ADDS
- DREAMS DIE HARD** — GARY MORRIS — WARNER BROS. — 17 ADDS
- GET INTO REGGAE COWBOY** — THE BELLAMY BROTHERS — ELEKTRA — 15 ADDS
- LOVE BUSTED** — BILLY "CRASH" CRADDOCK — CAPITOL — 15 ADDS
- I JUST CAME HERE TO DANCE** — DAVID FRIZZELL & SHELLY WEST — WARNER/VIVA — 14 ADDS
- SHE GOT THE GOLDMINE** — JERRY REED — RCA — 13 ADDS
- I'M DRINKIN' CANADA DRY** — BURRITO BROTHERS — CURB — 13 ADDS
- THIS DREAM'S ON ME** — GENE WATSON — MCA — 12 ADDS
- I'LL BE YOUR MAN AROUND THE HOUSE** — KIERAN KANE — ELEKTRA — 12 ADDS
- SOME OF MY BEST FRIENDS ARE OLD SONGS** — LOUISE MANDRELL — RCA — 11 ADDS

## MOST ACTIVE COUNTRY SINGLES

- LOVE WILL TURN YOU AROUND** — KENNY ROGERS — LIBERTY — 55 REPORTS
- WOMEN DO KNOW HOW TO CARY ON** — WAYLON JENNINGS — RCA — 46 REPORTS
- FOOL HEARTED MEMORY** — GEORGE STRAIT — MCA — 44 REPORTS
- DANCING YOUR MEMORY AWAY** — CHARLY McCLAIN — EPIC — 42 REPORTS
- WHATEVER** — THE STATLER BROTHERS — MERCURY/POLYGRAM — 39 REPORTS
- BIG OLE BREW** — MEL McDANIEL — CAPITOL — 39 REPORTS
- YOU TURN ME ON I'M A RADIO** — GAIL DAVIES — WARNER BROS. — 37 REPORTS
- SHE'S PLAYING HARD TO FORGET** — EDDY RAVEN — ELEKTRA — 36 REPORTS
- WHAT'S FOREVER FOR** — MICHAEL MURPHY — LIBERTY — 36 REPORTS
- SHE'S NOT REALLY CHEATIN'** — MOE BANDY — COLUMBIA — 34 REPORTS

## WWNC/Asheville: Bringing In The Numbers With A 'Down Home' Style

(continued from page 20)

southern gospel cuts every hour, and on Tuesday and Thursday evenings, sponsors a three-hour gospel show, which was named "Good Newsday Tuesday" and "Good Newsday Thursday" by the audience in another promotional scheme. Carpenter also emphasizes that most of the country outlet's listeners were rock listeners in the '50s and '60s, so that station has added "Century Gold," early rock hits that are played every 90 minutes.

The station's current rotation, however, is a fairly sizeable one — 57 numbered titles on the playlist plus 30-40 extras. According to Carpenter, the records still receive a substantial rotation. "During the daytime it does get a little tight because we do have a lot of commercials," admits Carpenter. "That always goes with success, but at night and overnight we have a lot of time to experiment and play with records.

WWNC's share of the market sounds unbelievable when one realizes that the town also boasts another country station, WRAQ, and that WESC/Greenville, S.C. penetrates the market with its signal. Between the three of them, country's share of Asheville listenership is somewhere

around 50%, and, in the mornings, Rhodamer's share alone is a whopping 58%.

### Unconventional Approach

"He breaks probably every rule that modern broadcasters say you shouldn't," notes Carpenter, "and people love it. He reads the obituary column from the morning newspaper, and the first 30 minutes he's on the air he does not play a single record. He takes important things from the paper and reads them. It's been a tradition for years."

Even though the station enjoys an overwhelming popularity within the community, Carpenter is quick to point out that the management team takes a careful look at everything that goes over the air. "You have to be a part of the community," he insists. "You don't put yourself above it. We are very strict about what we do play on the air."

The Radio Ranch is the site for a diverse lineup of jocks behind the mike. Rhodamer, who has been with the station for 20 years, is followed in the morning by 64-year-old Fred Brown. Randy Houston takes on the afternoon drive shift, while 21-year-old John Anderson handles the mike during the late evenings, and 65-year-old Bill Hancock does the all-night segment.



**SHAVER MEETS 'AUNT ELOISE'** — During his recent 18-city promotional trek in support of his current single, "Amtrak (And Ain't Coming Back)," Billy Joe Shaver stopped in at WMC/Memphis, where he was introduced to fictitious morning air personality "Aunt Eloise." Pictured at the family reunion are (l-r): Les Acree, program director, WMC; Aunt Eloise; Shaver; and Tom Chaltas, local promotion manager, Columbia.





**THE HOT LINE** — Columbia recording artist Deniece Williams recently stopped by the Disc-O-Mat store in Manhattan to sign autographs and greet numerous fans. Williams' "Niecy" LP and the new "Waiting By The Hot Line" single were particular favorites among the fans. Pictured behind the counter are (l-r): Williams; Fred Richardson, regional promotion manager, Columbia; and Gloria Barley, local promotion manager, Columbia.

## THE RHYTHM SECTION

**EBONY ROCKERS** — The continuing fusion of black music and rock is becoming more evident as artists that have remained true to the traditional values of both sounds are finding room for each in their music. Prince, Cameo, the Bar-Kays, Rick James and others have remained on the forefront of the music crossover from black music to rock, while the Talking Heads, The Clash, The Police and King Crimson have successfully cross-pollinated black music sounds with their rock. The newest entry in this amalgamation derby is none other than Motown's Jermaine Jackson, whose "Let Me Tickle Your Fancy," the title track from his new LP, literally combines the smooth crooner delivery of Jackson with the quirky new music sensibilities of Spudtown faves Devo. A harder-edged offering than Jackson has delivered in the past, the song, which recently shipped as the first single from the LP, represents a departure from his ballad material and fuses a refreshing energy to the music aboard the backing vocals by Devo members. The project's genesis was in New York last November where Jackson met with Devo members Jerry Casale and Mark Mothersbaugh. All three were at the NBC Live At Five studios where they were to be interviewed. In a conversation prior to the interview, Casale and Mothersbaugh asked Jackson why he had never asked them to perform on one of his LPs — since he liked their music so much. That planted the seed and later Jackson did ask the Rubber City New Traditionalists to perform on the LP. History was made, indeed. But Jackson is not alone in his quest for music variety and freedom, as other black artists are preparing to ply their crafts with a hard rock edge. Fresh from tours with Prince's band as a bassist, Andre Symone recently signed to Columbia Records, which released his "Livin' In The New Wave," the title track from his debut album, last week. Like Jackson, Symone fuses the finer points of R&B with the energy of rock, old and new, for stimulating results. Also like Jackson, Symone includes the traditional ballad on his album, showing variety of purpose. But even these crossover rock forays are not alone in the ebony rock derby. A&M Records recently released a self-titled LP by Willie Phoenix. This Dayton, Ohio native set his sights on rock at about age six or seven when he saw Elvis Presley on TV. He went on to front several rock bands in the Ohio area, developing a style crossing the new wave posture with E Street Band energy. From his album cover, first impressions identify him as a Rastafarian, given his dreadlocks and Coventry rocker garb. But this is rock, pure and uncut. And just as we thought that the madcap, inspired band The Busboys had slipped off to obscurity to toil in a bohemian kitchen, they are back with their second Arista LP, "American Workers," a dying breed. While pop and AOR radio has continually ignored black rockers, the spirit of those adventurous enough to record the music is enduring. More on this one later.

**PENINSULA JAZZ** — The folks who put on the Monterey Jazz Festival have a special treat for jazz patrons this year. Celebrating its Silver Anniversary and 25 years of promoting jazz as a non-profit venture, the Monterey Jazz Festival board of directors, led by festival founder and general manager Jimmy Lyons and executive director Ruth Robey, have set Thursday, Sept. 16, for a special dinner/concert party at the Monterey County Fairgrounds. The first 500 ticket requests for the event will be treated to a fine spread of prime rib, king crab and giant prawns set against a backdrop of some equally fine music. Additionally, attendees will be treated to performances by Bay Area-based Brazilian dance/music troupe Batucaje, which returns to the festival after a dazzling show last year; veteran Monterey performer Ray Pizzi of woodwind fame with Ron McRoby; former Cal Tjader Band percussionist Poncho Sanchez; Gerald Wilson with his orchestra; and Carmen McRae. Tickets for the Silver Anniversary Gala Celebration Showcase Concert are \$10, while the dinner tickets are \$25. Festival officials report that all shows for the regular festival event are sold out and that acts signed to appear will be announced this week.

**SHORT CUTS** — The Budweiser Superfest will descend upon the Rose Bowl in Pasadena, Calif., Aug. 1, featuring pretty much the same line-up as other Superfests thus far, including maestro Quincy Jones with Patti Austin and James Ingram; Ashford and Simpson; and Frankie Beverly with Maze. Added to the L.A.-area show are Stevie Wonder, Aretha Franklin, Luther Vandross and reggae band Third World... The Ray Charles show is also on the road in Europe, where the R&B/blues legend will travel to Spain, Austria, France, Israel, Germany, Switzerland and England... The One Foot label has been bowed by Gramvision, Inc., which plans to release 12" dance singles through the label. First releases include singles by Cosmetic (featuring Ornette Coleman bassist Jamaaldeen Tacuma) and Oliver Lake & Jump Up. Both releases are due July 21... Stevie Wonder's video featuring him performing "Do I Do" is set to air July 24 on Dick Clark's American Bandstand over the ABC-TV network.

michael martinez

## TOP 75 ALBUMS

|    |  | Weeks<br>On<br>Chart |    | Weeks<br>On<br>Chart  |       |
|----|--|----------------------|----|---|-------|
| 1  | <b>GAP BAND IV</b><br>THE GAP BAND (Total Experience/<br>PolyGram TE 13001)                              | 2 7                  | 38 | <b>TUG OF WAR</b><br>PAUL McCARTNEY<br>(Columbia TC 37462)                      | 29 9  |
| 2  | <b>THROWIN' DOWN</b><br>RICK JAMES (Gordy/Motown 6005GL)   | 1 8                  | 39 | <b>ON THE FLOOR</b><br>FATBACK<br>(Spring/PolyGram SP-1-6739)                   | 58 2  |
| 3  | <b>STEVIE WONDER'S<br/>ORIGINAL MUSIQUARIUM I</b><br>STEVIE WONDER<br>(Tamilia/Motown 6002TL2)           | 3 9                  | 40 | <b>YOU'VE GOT THE POWER</b><br>THIRD WORLD (Columbia FC 37744)                  | 44 19 |
| 4  | <b>STREET OPERA</b><br>ASHFORD & SIMPSON<br>(Capitol ST-12207)   | 4 9                  | 41 | <b>HERE WE GO AGAIN</b><br>BOBBY BLAND (MCA-5297)                               | 47 3  |
| 5  | <b>DREAMGIRLS</b><br>ORIGINAL BROADWAY CAST<br>(Geffen GHSP 2007)  | 6 9                  | 42 | <b>DOIN' ALRIGHT</b><br>O'BRYAN (Capitol ST-12192)                              | 36 18 |
| 6  | <b>KEEP IT LIVE</b><br>DAZZ BAND (Motown 6004ML)   | 5 19                 | 43 | <b>LOVE HAS FOUND ITS WAY</b><br>DENNIS BROWN (A&M SP-4886)                     | 43 11 |
| 7  | <b>JEFFREY OSBORNE</b><br>(A&M SP-4896)  | 8 6                  | 44 | <b>STILL IN LOVE</b><br>CARRIE LUCAS<br>(Solar/Elektra E1-60008)                | 53 2  |
| 8  | <b>STRAIGHT FROM THE<br/>HEART</b><br>PATRICE RUSHEN (Elektra E1-60015)                                  | 7 14                 | 45 | <b>I'LL DO MY BEST</b><br>RITCHIE FAMILY (RCA AFL-1-4323)                       | 50 11 |
| 9  | <b>BRILLIANCE</b><br>ATLANTIC STARR (A&M SP 4883)  | 10 18                | 46 | <b>ATTITUDES</b><br>BRASS CONSTRUCTION<br>(Liberty LT-51121)                    | 37 13 |
| 10 | <b>REUNION</b><br>THE TEMPTATIONS<br>(Gordy/Motown 6008GL)   | 9 13                 | 47 | <b>LOVE CHANGES</b><br>O.C. SMITH (Motown 6019)                                 | 48 10 |
| 11 | <b>MY FAVORITE PERSON</b><br>THE O'JAYS<br>(Philadelphia Int'l./CBS FZ 37999)                            | 11 11                | 48 | <b>FRIENDS IN LOVE</b><br>DIONNE WARWICK (Arista AL 9585)                       | 46 12 |
| 12 | <b>THE OTHER WOMAN</b><br>RAY PARKER, JR.<br>(Arista AL 9590)  | 12 14                | 49 | <b>YES IT'S YOU LADY</b><br>SMOKEY ROBINSON<br>(Tamilia/Motown 6001 TL)         | 49 23 |
| 13 | <b>I'M THE ONE</b><br>ROBERTA FLACK (Atlantic SD 19354)  | 15 6                 | 50 | <b>HOT AND NASTY</b><br>ST. TROPEZ (Destiny DLA-10004)                          | 45 12 |
| 14 | <b>WHO'S FOOLIN' WHO</b><br>ONE WAY (MCA-5279)   | 13 19                | 51 | <b>YOUR WISH IS MY<br/>COMMAND</b><br>LAKESIDE (Solar/Elektra S-26)             | 52 31 |
| 15 | <b>INSTANT LOVE</b><br>CHERYL LYNN (Columbia FC 38057)   | 31 3                 | 52 | <b>SOMETHING SPECIAL</b><br>KOOL & THE GANG<br>(De-Lite/PolyGram SP1-6735)      | 51 41 |
| 16 | <b>OUTLAW</b><br>WAR (RCA AFL-1-4208)  | 16 20                | 53 | <b>CONFIDENCE</b><br>NARADA MICHAEL WALDEN<br>(Atlantic SD 19351)               | 42 9  |
| 17 | <b>JI</b><br>JUNIOR<br>(Mercury/PolyGram SRM-1-4043)   | 17 13                | 54 | <b>SO EXCITED</b><br>THE POINTER SISTERS<br>(Planet/RCA BXL-1-4355)             | — 1   |
| 18 | <b>SOONER OR LATER</b><br>LARRY GRAHAM<br>(Warner Bros. BSK 3668)  | 18 6                 | 55 | <b>MR. LOOK SO GOOD</b><br>RICHARD "DIMPLES" FIELDS<br>(Boardwalk NB1-33249)    | 41 23 |
| 19 | <b>WE GO A LONG WAY BACK</b><br>BLOODSTONE<br>(T-Neck/CBS FZ 38115)                                      | 34 3                 | 56 | <b>LIVE &amp; OUTRAGEOUS</b><br>MILLIE JACKSON<br>(Spring/PolyGram SP-1-6735)   | 56 22 |
| 20 | <b>WINDSONG</b><br>RANDY CRAWFORD<br>(Warner Bros. 9 23687-1)  | 20 6                 | 57 | <b>CON FUNK SHUN</b><br>(Mercury/PolyGram SRM-1-14030)                          | 59 32 |
|    | <b>"D" TRAIN</b><br>(Prelude PRL 14105)  | 23 14                | 58 | <b>YOUR MAN IS HOME<br/>TONIGHT</b><br>TONY TROUTMAN (T. Meln L-4000)           | 61 8  |
| 22 | <b>TRUST ME</b><br>JEAN CARN (Motown 6010ML)   | 22 7                 | 59 | <b>KEEPIN' LOVE NEW</b><br>HOWARD JOHNSON (A&M SP-4895)                         | — 1   |
| 23 | <b>ALLIGATOR WOMAN</b><br>CAMEO<br>(Chocolate City/PolyGram CCLP 2021)                                   | 19 16                | 60 | <b>THE DUDE</b><br>QUINCY JONES (A&M SP-3721)                                   | 57 69 |
| 24 | <b>NIECY</b><br>DENIECE WILLIAMS<br>(ARC/Columbia FC 37952)  | 14 15                | 61 | <b>BODY TALK</b><br>IMAGINATION (MCA 5271)                                      | 66 22 |
| 25 | <b>HAPPY TOGETHER</b><br>ODYSSEY (RCA AFL-1-4240)  | 28 5                 | 62 | <b>LADIES OF THE EIGHTIES</b><br>A TASTE OF HONEY<br>(Capitol ST-12173)         | 54 13 |
| 26 | <b>DOWN HOME</b><br>ZZ HILL (Malaco MAL 7406)  | 24 24                | 63 | <b>TRUE DEMOCRACY</b><br>STEEL PULSE (Elektra E1-60113)                         | 67 5  |
| 27 | <b>FRIENDS</b><br>SHALAMAR (Solar/Elektra S-28)  | 21 23                | 64 | <b>DROP THE BOMB</b><br>TROUBLE FUNK (Sugar Hill SH 266)                        | 62 13 |
| 28 | <b>STEAMIN' HOT</b><br>THE REDDINGS<br>(Believe In A Dream/CBS FZ 37974)                                 | 25 9                 | 65 | <b>SKYYLINE</b><br>SKYY (Salsoul/RCA SA-8548)                                   | 60 38 |
| 29 | <b>SOUP FOR ONE</b><br>ORIGINAL SOUNDTRACK<br>(Mirage/Atco WGT 19353)                                    | 30 6                 | 66 | <b>SINGING IN THE KEY OF<br/>LOVE</b><br>LATIMORE (Malaco MAL 7409)             | — 1   |
| 30 | <b>LITE ME UP</b><br>HERBIE HANCOCK<br>(Columbia FC 37928)   | 32 9                 | 67 | <b>LIVE ON THE SUNSET<br/>STRIP</b><br>RICHARD PRYOR<br>(Warner Bros. BSK 3680) | 64 15 |
| 31 | <b>NEW DIMENSIONS</b><br>THE DRAMATICS (Capitol ST-12205)  | 33 8                 | 68 | <b>CARRY ON</b><br>BOBBY CALDWELL<br>(Polydor/PolyGram PD-1-8347)               | 55 17 |
| 32 | <b>CURRENT</b><br>HEAT WAVE (Epic FE 38085)  | 38 4                 | 69 | <b>1982</b><br>THE STYLISTICS<br>(Philadelphia Int'l./CBS FZ 37955)             | 70 7  |
| 33 | <b>LOVE IS WHERE YOU FIND<br/>IT</b><br>THE WHISPERS (Solar/Elektra S-27)                                | 27 28                | 70 | <b>LOVE ME TENDER</b><br>B.B. KING (MCA-5307)                                   | 65 15 |
| 34 | <b>THE ONE GIVETH, THE<br/>COUNT TAKETH AWAY</b><br>WILLIAM "BOOTSIE" COLLINS<br>(Warner Bros. BSK 3667) | 35 10                | 71 | <b>STREET SONGS</b><br>RICK JAMES<br>(Gordy/Motown G8-1002M1)                   | 71 85 |
| 35 | <b>WISE GUY</b><br>KID CREOLE AND THE COCONUTS<br>(Ze/Sire ARK 3681)                                     | 40 5                 | 72 | <b>BREAKIN' AWAY</b><br>AL JARREAU (Warner Bros. BSK 3576)                      | 72 49 |
| 36 | <b>SHARING YOUR LOVE</b><br>CHANGE (RCA/Atlantic SD 19342)   | 26 12                | 73 | <b>WHY DO FOOLS FALL IN<br/>LOVE</b><br>DIANA ROSS (RCA AFL-1-4153)             | 68 38 |
| 37 | <b>STRONGER THAN EVER</b><br>ROSE ROYCE (Epic FE 37939)  | 39 8                 | 74 | <b>NIGHT CRUISING</b><br>BAR-KAYS<br>(Mercury/PolyGram SRM-1-4028)              | 74 37 |
|    |  |                      | 75 | <b>THE POET</b><br>BOBBY WOMACK (Beverly Glen 1000)                             | 69 37 |



# TOP 100 BLACK CONTEMPORARY SINGLES

July 24, 1982

|  | Weeks<br>On<br>Chart | 7/17 |
|--|----------------------|------|
| 1 DO I DO<br>STEVIE WONDER (Tamla/Motown 1612TF)   | 4                    | 8    |
| 2 EARLY IN THE MORNING<br>THE GAP BAND<br>(Total Experience/PolyGram TE-8201)                    | 2                    | 14   |
| 3 LET IT WHIP<br>DAZZ BAND (Motown 1609MF)   | 1                    | 20   |
| 4 CUTIE PIE<br>ONE WAY (MCA 52049)   | 6                    | 12   |
| 5 I REALLY DON'T NEED NO LIGHT<br>JEFFREY OSBORNE (A&M 2410)                                     | 5                    | 12   |
| 6 AND I AM TELLING YOU I'M NOT GOING<br>JENNIFER HOLLIDAY (Geffan 7-29983)                       | 8                    | 8    |
| 7 DANCE WIT' ME<br>RICK JAMES (Gordy/Motown 1619GF)  | 3                    | 11   |
| 8 TOO LATE<br>JUNIOR (Mercury/PolyGram 76150)  | 9                    | 11   |
| 9 PLANET ROCK<br>SOUL SONIC FORCE (Tommy Boy TB-823)   | 11                   | 8    |
| 10 SOUP FOR ONE<br>CHIC (Mirage/Atlantic WTG 4032)   | 10                   | 13   |
| 11 LOVE IS IN CONTROL (FINGER ON THE TRIGGER)<br>DONNA SUMMER (Geffan 7-29982)                   | 16                   | 4    |
| 12 STREET CORNER<br>ASHFORD & SIMPSON (Capitol P-B-5109)   | 7                    | 15   |
| 13 KEEP ON<br>"D" TRAIN (Prelude PRL 8049)   | 14                   | 9    |
| 14 WE GO A LONG WAY BACK<br>BLOODSTONE (T-Neck/CBS ZS5 02825)                                    | 12                   | 17   |
| 15 FLIRT<br>CAMEO (Chocolate City/PolyGram CC 3233)  | 17                   | 7    |
| 16 THE REAL DEAL<br>THE ISLEY BROTHERS (T-Neck/CBS ZS5 02985)                                    | 22                   | 5    |
| 17 FORGET ME NOTS<br>PATRICE RUSHEN (Elektra E-47427)  | 15                   | 20   |
| 18 OUTLAW<br>WAR (RCA PB-13238)  | 23                   | 7    |
| 19 (SITTIN' ON) THE DOCK OF THE BAY<br>THE REDDINGS (Balieva In A Dream/CBS ZS5 02836)           | 19                   | 9    |
| 20 STILL WATER (LOVE)<br>O'BRYAN (Capitol P-B-5117)  | 20                   | 10   |
| 21 LOVE ME DOWN<br>ATLANTIC STARR (A&M 2420)   | 25                   | 7    |
| 22 LET ME GO<br>RAY PARKER JR. (Arista AS 0695)  | 29                   | 6    |
| 23 OLD FASHIONED LOVE<br>SMOKEY ROBINSON (Tamla/Motown 1815TF)                                   | 21                   | 15   |
| 24 STANDING ON THE TOP — PART 1<br>THE TEMPTATIONS featuring RICK JAMES<br>(Gordy/Motown 1616GF) | 13                   | 14   |
| 25 INSTANT LOVE<br>CHERYL LYNN (Columbia 18-02905)   | 31                   | 8    |
| 26 I'LL DO MY BEST (FOR YOU BABY)<br>RITCHIE FAMILY (RCA PB-13092)                               | 26                   | 11   |
| 27 IT'S GONNA TAKE A MIRACLE<br>DENIECE WILLIAMS (ARC/Columbia 18-02812)                         | 18                   | 19   |
| 28 INSIDE OUT<br>ODYSSEY (RCA PB-13217)  | 33                   | 7    |
| 29 JUMP TO IT<br>ARETHA FRANKLIN (Arista AS 0699)  | 35                   | 4    |
| 30 THANKS TO YOU<br>SINNAMON (Beckat BKD 508)  | 30                   | 10   |
| 31 CHEATING IN THE NEXT ROOM<br>ZZ HILL (Malaco 2079)  | 28                   | 12   |
| 32 DANCE FLOOR (Part 1)<br>ZAPP (Warner Bros. 7-29961)   | 50                   | 3    |
| 33 SO FINE<br>HOWARD JOHNSON (A&M 2415)  | 42                   | 5    |

|  | Weeks<br>On<br>Chart | 7/17 |
|--|----------------------|------|
| 34 EBONY AND IVORY<br>PAUL McCARTNEY (Columbia 18-02860)                       | 27                   | 15   |
| 35 HOT FUN IN THE SUMMERTIME<br>DAYTON (Liberty P-B-1468)                      | 45                   | 6    |
| 36 TAKING APPLICATIONS<br>RICHARD "DIMPLES" FIELDS (Boerwalk NB7-11-143)       | 39                   | 6    |
| 37 I DON'T NEED YOUR LOVE<br>SEQUENCE (Sugar Hill SH-783)                      | 37                   | 9    |
| 38 FEMMES FATALES<br>ST. TROPEZ (Destiny D-2010)                               | 38                   | 11   |
| 39 JUST AN ILLUSION<br>IMAGINATION (MCA-52067)                                 | 41                   | 7    |
| 40 SHOW ME WHERE YOU'RE COMING FROM<br>CARRIE LUCAS (Solar/Elaktra S-48010)    | 43                   | 9    |
| 41 THE OTHER WOMAN<br>RAY PARKER, JR. (Arista AS 0669)                         | 24                   | 19   |
| 42 YOUR BODY'S HERE WITH ME<br>THE O'JAYS (Phile. Int'l/CBS ZS5 03009)         | 58                   | 3    |
| 43 LAST NIGHT<br>STEPHANIE MILLS<br>(Casablanca/PolyGram NB 2352)              | 52                   | 3    |
| 44 DON'T STOP WHEN YOU'RE HOT<br>LARRY GRAHAM (Warner Bros. WBS 50068)         | 34                   | 12   |
| 45 I'M A WONDERFUL THING, BABY<br>KID CREOLE & THE COCONUTS (Sire SRE 50069)   | 51                   | 9    |
| 46 ONE HELLO<br>RANDY CRAWFORD (Warner Bros. 7-29998)                          | 48                   | 8    |
| 47 WHEN YOU TOUCH ME<br>SKYY (Salsoul/RCA S7 7029)                             | 54                   | 5    |
| 48 EMERGENCY<br>WHISPERS (Solar/Elektra S-48008)                               | 32                   | 13   |
| 49 AMERICAN MUSIC<br>POINTER SISTERS (Planet/RCA JH-13254)                     | 64                   | 4    |
| 50 ON THE FLOOR<br>FATBACK (Spring/PolyGram SP 3025)                           | 59                   | 5    |
| 51 FEELIN' LUCKY LATELY<br>HIGH FASHION (Capitol P-B-5104)                     | 40                   | 11   |
| 52 I CAN MAKE YOU FEEL GOOD<br>SHALAMAR (Solar/Elektra S-48013)                | 70                   | 4    |
| 53 DON'T THROW IT ALL AWAY<br>STACY LATTISAW (Cotillion/Atco 47011)            | 68                   | 3    |
| 54 SHOUT FOR JOY<br>DUNN & BRUCE STREET<br>(Deval/Mirus DK 1009)               | 62                   | 4    |
| 55 TAKE SOME TIME OUT (FOR LOVE)<br>THE SALSOL ORCHESTRA (Salsoul/RCA S7 7026) | 57                   | 8    |
| 56 DON'T HOLD BACK<br>MIKE AND BRENDA SUTTON (Sam 82-5028)                     | 56                   | 7    |
| 57 YOUR MAN IS HOME TONIGHT<br>TONY TROUTMAN (T. Main L-200)                   | 63                   | 6    |
| 58 PRESIDENT'S RAP<br>RICH LITTLE (Boardwalk NB9-99901)                        | 60                   | 7    |
| 59 I'M THE ONE<br>ROBERTA FLACK (Atlantic 4068)                                | 74                   | 2    |
| 60 THANG (GIMME SOME OF THAT THANG)<br>VIDEEO (Houston Connection 4W9 02923)   | 61                   | 7    |
| 61 IF YOU DON'T KNOW ME BY NOW<br>JEAN CARN (Motown 1620MF)                    | 67                   | 4    |
| 62 WAITING BY THE HOTLINE<br>DENIECE WILLIAMS (ARC/Columbia 18-03015)          | 73                   | 2    |
| 63 FLAMETHROWER RAP<br>FELIX AND JARVIS (RFC/Quality 014)                      | 65                   | 6    |
| 64 IT'S ALRIGHT<br>GINO SOCCIO (RFC/Atlantic 4052)                             | 66                   | 5    |
| 65 BURNIN' LOVE<br>PLUSH (RCA PB-13228)  | 71                   | 5    |
| 66 WHY CAN'T WE LIVE TOGETHER<br>ILLUSION (Sugar Hill SH-785)                  | 69                   | 5    |

|  | Weeks<br>On<br>Chart | 7/17 |
|--|----------------------|------|
| 67 SOONER OR LATER<br>LARRY GRAHAM (Warner Bros. 7-29956)                    | 86                   | 2    |
| 68 I SPECIALIZE IN LOVE<br>SHARON BROWN (Profile PRO-5006)                   | 36                   | 15   |
| 69 IT'S NOT ME YOU LOVE<br>CLIFF DAWSON (Boardwalk NB7-11-147)               | —                    | 1    |
| 70 GIRL, YOU ARE THE ONE<br>ALFONZO (Joe-Wes 81003)                          | —                    | 1    |
| 71 KEEP IN TOUCH (BODY TO BODY)<br>THE SHADES OF LOVE (Ventura VD 5021)      | 80                   | 3    |
| 72 STRAIGHT FROM THE HEART<br>CON FUNK SHUN (Marcy/PolyGram 76159)           | 75                   | 6    |
| 73 WE GOT THE GROOVE<br>A TASTE OF HONEY (Capitol 5132)                      | 76                   | 4    |
| 74 ELECTROPHONIC PHUNK<br>SHOCK (Fantasy 926)                                | 83                   | 3    |
| 75 LOVE CHANGES<br>O.C. SMITH (Motown 1623MF)                                | 78                   | 10   |
| 76 YOUR IMAGINATION<br>DARYL HALL & JOHN OATES (RCA PB-13252)                | 82                   | 2    |
| 77 ALL THE WAY<br>JERRY BUTLER (Fountain FR 92-400)                          | 79                   | 3    |
| 78 GETTIN' TO THE GOOD PART<br>HERBIE HANCOCK (Columbia 18-03004)            | 85                   | 2    |
| 79 IMAGINATION<br>THE B.B. & Q. BAND (Capitol P-B-5118)                      | —                    | 1    |
| 80 WILL YOU KISS ME ONE MORE TIME<br>LOU RAWLS (Epic 14-02999)               | 87                   | 2    |
| 81 THE LOVER IN YOU<br>THE SUGAR HILL GANG (Sugar Hill SH-786)               | 90                   | 2    |
| 82 GIVE YOUR LOVE TO ME<br>BILL SUMMERS And SUMMERS HEAT<br>(MCA-52077)      | 88                   | 2    |
| 83 BACK TRACK<br>CERRONE (Pavillion/CBS ZS5 02962)                           | 89                   | 2    |
| 84 HAPPY HOUR<br>DEODATO (Warner Bros. 7-29964)                              | 84                   | 3    |
| 85 GROOVE YOUR BLUES AWAY<br>AMUZEMENT PARK (Our Gang/Mirus OG 1008)         | —                    | 1    |
| 86 HARD TIMES<br>CHANGE (RFC/Atlantic 4063)                                  | —                    | 1    |
| 87 CHANGE<br>BARRY WHITE (Unlimited Gold/CBS ZS5 02956)                      | —                    | 1    |
| 88 HARD TO GET<br>RICK JAMES (Gordy/Motown 1634GF)                           | —                    | 1    |
| 89 CHECKING YOU OUT<br>AURRA (Salsoul/RCA S7 7027)                           | —                    | 1    |
| 90 HOT SPOT<br>MIDNIGHT STAR (Solar/Elaktra S-48012)                         | —                    | 1    |
| 91 SOMETHING ABOUT THAT WOMAN<br>LAKESIDE (Solar/Elaktra S-48009)            | 44                   | 12   |
| 92 LETTIN' IT LOOSE<br>HEATWAVE (Epic 14-02904)                              | 55                   | 9    |
| 93 BODY LANGUAGE<br>QUEEN (Elektra E-47452)                                  | 47                   | 11   |
| 94 OVER LIKE A FAT RAT<br>FONDA RAE (Vanguard SPV-55)                        | 96                   | 3    |
| 95 (AEROBIC DANCIN) KEEP DANCIN<br>R.J.'s LATEST ARRIVAL (Zoo York WS9 2737) | 46                   | 12   |
| 96 THE VERY BEST IN YOU<br>CHANGE (RFC/Atlantic 4027)                        | 53                   | 16   |
| 97 A NIGHT TO REMEMBER<br>SHALAMAR (Solar/Elektra S-48005)                   | 49                   | 17   |
| 98 MURPHY'S JIVE LAW<br>THE MURPHYS (Ventura VD-5020)                        | 81                   | 4    |
| 99 CALYPSO FUNKIN'<br>BILLY OCEAN (Epic 14-02942)                            | 77                   | 5    |
| 100 YOU'RE #1<br>NARADA MICHAEL WALDEN (Atlantic 4037)                       | 72                   | 13   |

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

|  |    |   |    |  |    |  |     |
|--|----|---|----|--|----|--|-----|
| A Night To Remember (Silver Sounds/Spectrum VII/Satellite III — ASCAP) ..... | 97 | Forget Me Not (Baby Fingers — ASCAP/ Freddie Dea — BMI) .....                     | 17 | I'll Do My Best (Little Macho/Fonzworth — ASCAP) .....                                   | 26 | ASCAP) .....   | 91  |
| Aerobic Dancin (Arrival — BMI) .....   | 95 | Gettin' To (Rod Songs — PRS/Hancock — BMI/ Almo — ASCAP) .....                    | 78 | Jump To It (Uncle Ronnie's/April/Sunsat Burgandy — ASCAP) .....                          | 29 | Sooner Or Later (Graham-O-Tunas — BMI) .....                                   | 67  |
| All The Way (Bull Pen — BMI/Perren Vibes — ASCAP) .....                      | 77 | Girl, You Are (Liaka/Fonz/Lindaa — ASCAP) .....                                   | 70 | Just An Illusion (MCA — ASCAP) .....   | 39 | Soup For One (Chic — BMI) .....  | 10  |
| American Music (Ensign/Parker McGee — BMI) ..                                | 49 | Give Your Lov (Bilsun/Pure Delite — BMI) .....                                    | 82 | Keep In Touch (Caltone/Scorpem/Pap — ASCAP) ..   | 71 | Standing On The Top (Jobete/Stone City — ASCAP) ..                             | 24  |
| And I Am (Dreamgirls — ASCAP/Dreamettes — BMI)                               | 6  | Groove Your Blues (Content — BMI) .....   | 85 | Last Night (Tromar/Huamar/Jawil — BMI) .....   | 13 | Still Water (Jobete/Stona Agate — ASCAP/BMI) ..                                | 20  |
| Back Track (Anonymous — ASCAP) .....   | 83 | Happy Hour (Tricky Track — BMI) .....   | 84 | Last Night (Frozen Butterfly — BMI) .....  | 43 | Straight From (Val-Isa/Joa/Falster — BMI) .....                                | 72  |
| Body Language (Queen — BMI) .....  | 93 | Hard Times (Little Macho/Fonzworth — ASCAP) ..                                    | 86 | Let It Whip (Ujima/Macvacalac — ASCAP) .....   | 3  | Street Corner (Nick-O-Val — ASCAP) .....                                       | 12  |
| Burnin' Love (A la Mode — ASCAP) .....                                       | 65 | Hard To Get (Jobete/Stona City — ASCAP) .....                                     | 88 | Let Me Go (Raydiola — ASCAP) .....   | 22 | Take Some Time (Lucky Traa — BMI) .....  | 55  |
| Calypso Funkin' (Blackwood — BMI/Cheppell — ASCAP/Motcha — PRS) .....        | 99 | Hot Fun (Warner-Tamerlane — BMI) .....  | 35 | Lettin' It Loose (Rod Songs-PRS adm. by Almo — ASCAP) .....                              | 92 | Taking (On The Boardwalk/Dat Richfield Kat — BMI/Songs Can Sing — ASCAP) ..... | 36  |
| Changes (Seven Songs/Ba-Dake — BMI) .....                                    | 31 | Hot Spot (Midstar/Hip-Trip — BMI) .....   | 90 | Love Changes (Theo Coff/Fine Affair — BMI) .....   | 75 | Thang (Funtown/Shindlar/Mannish Kidd — BMI) ..                                 | 60  |
| Checking It (Lucky Thraa/Red Aurra — BMI) .....                              | 89 | I'm A Wonderful (Schott in the Dark — ASCAP/Cri Cri/Perennial August — BMI) ..... | 45 | Love Is (Yellowbrick Road — ASCAP/Reshida — BMI/Rod songs — PRS adm. by Almo — ASCAP) .. | 11 | Thanks (Amber Pass/Darryl Payne/ Eric Matthew/Kalth Diamond — BMI) .....       | 30  |
| Cheating In (Malaco/Gorilla Queen — BMI) .....                               | 28 | I'm The One (Antisla — ASCAP) .....   | 59 | Love Me Down (Almo/Jodaway — ASCAP) .....  | 21 | The Lover In You (Island/Sugar Hill — BMI) .....                               | 81  |
| Cutie Pie (Duchess/Perk's — BMI) .....                                       | 4  | I Can Make (Alive + Kickin'/Hip Trip — BMI/ Spectrum VII — ASCAP) .....           | 52 | Murphy's Jive Law (Bercam — BMI) .....   | 98 | The Other Woman (Raydiola — ASCAP) .....                                       | 41  |
| Dance Floor (Troutman's — BMI) .....   | 32 | I Don't Need (Sugar Hill — BMI) .....   | 37 | Old Fashioned Lova (Chardax — BMI) .....   | 23 | The Real Deal (April/Bovina — ASCAP) .....                                     | 16  |
| Dance Wit Ma (Jobete/Stone City — ASCAP) .....                               | 7  | I Really Don't (Overdua adm. by Warner Bros./Almo/March 9 — ASCAP) .....          | 5  | One Hello (20th Century-Fox — ASCAP) .....   | 46 | The Very Best (Little Macho/Different Strokes/GS Euro-America — ASCAP) .....   | 96  |
| Do I Do (Jobete + Bleck Bull — ASCAP) .....                                  | 1  | It's Alright (Good Flavor/Sons Calestas/Shadlec — ASCAP) .....                    | 64 | On The Floor (Clita — BMI) .....   | 50 | Too Lata (Junior/Sam — PRS) .....  | 8   |
| Don't Hold Back (Colgems/Mibren — ASCAP) .....                               | 56 | It's Gonne Taka (Vogue — BMI) .....   | 27 | Outlaw (Far Out — ASCAP/Milwaukee — BMI) .....   | 18 | Waiting By (Koa-Drick/Bellboy/Mighty Three BMI) ..                             | 62  |
| Don't Stop When (Graham-O-Tunas — BMI) .....                                 | 44 | It's Not Ma (Marvin Gardans/MEB — ASCAP) .....                                    | 69 | Over Like A Fat Rat (Jackeroe/W.B. — BMI) .....  | 94 | We Go A Long Way (Tripla Three — BMI) .....                                    | 14  |
| Don't Throw It (Famous/Gay Noel — ASCAP) .....                               | 53 | It's Specialize (Naxt Pleaau — ASCAP/STM — BMI) ..                                | 68 | Planet Rock (Shakin' Bakar — BMI) .....  | 9  | We Got The Groove .....  | 73  |
| Early In The Morning (Total Experience — BMI) ..                             | 2  | If You Don't Know Ma By Now (Assorted — BMI) ..                                   | 61 | President's Rap (Marvin Gardans/Far Out — ASCAP/Milwaukee — BMI) .....                   | 58 | When You Touch (Alligator — ASCAP) .....                                       | 47  |
| Ebony And Ivory (MPL Communications — ASCAP) ..                              | 34 | Imagination (Little Macho/Pizzazz — ASCAP) .....                                  | 79 | Shout For Joy (Murios/Devahkee/Moving World/Handshaka — ASCAP) .....                     | 54 | Why Can't We Lva (Sherlyn — BMI) .....   | 66  |
| Electro Phonic Phunk (Mac Man — ASCAP) .....                                 | 74 | Inside Out (MCA/Luzuli/Original Video — ASCAP) ..                                 | 28 | Shower Me (Silver Sounds/Spectrum VII — ASCAP) ..  | 40 | Will You Kiss (Black Eya/Bellboy — BMI) .....                                  | 80  |
| Emergency (Spectrum VII/Silver Sounds — ASCAP) ..                            | 48 | Instant Love (April/Uncia Ronnie's/Sunset Burgundy — BMI) .....                   | 25 | Sittin' On (Ivring — BMI) .....  | 19 | You're #1 (Grattuda Sky — ASCAP/Ivring/Ink/ Baby Shoes — BMI) .....            | 100 |
| Feelin' Lucky Lately (Little Macho — ASCAP) .....                            | 51 | It's Alright (Good Flavor/Sons Calestas/Shadlec — ASCAP) .....                    | 64 | So Fine (Music Corp. of America/Kashif — BMI) ..   | 33 | Your Body's Here (Mighty Three — BMI) .....                                    | 42  |
| Femmes Fatales (De Note — BMI) .....   | 38 | It's Not Ma (Marvin Gardans/MEB — ASCAP) .....                                    | 69 | Something About That (Spectrum VII/Circle L —  | —  | Your Imagination (Hot-Cha/Six Continents — BMI) ..                             | 76  |
| Fiamethrower Rap (Centar City — ASCAP) .....                                 | 63 |   |    |  |    | Your Man (Malaco/Lowery — BMI) .....   | 57  |
| Flirt (All Seeing Eya/Cameo 5 — BMI) .....                                   | 15 |   |    |  |    |  |     |



**MOST ADDED SINGLES**

- IT'S NOT ME YOU LOVE — CLIFF DAWSON — BOARDWALK**  
WJLB, WCIN, V103, WAMO, WJMO, KACE, WDAO, WAIL, KATZ, WRBD, WUFO, WLLE, WILD, WGPR-FM, WLOU, WEDR, WWRL, WWIN, OK100, WYLD-FM, WDAS-FM.
- GIRL, YOU ARE THE ONE — ALFONZO — JOE-WES**  
WNNC, WZEN, KPRS, OK100, KOKA, WPAL, V103, WATV, WAWA, WLOU, WHRK, WEDR, KDKO, WWRL, WILD, WGCI, WTLC, WDAS-FM, WGIV, KGFJ.
- IMAGINATION — THE B.B. & Q. BAND — CAPITOL**  
WATV, WIGO, WBMX, WTLC, WGCI, V103, KDAY, WENZ, WNHC, WLUM, PROS, WCIN, WRBD, WOKB, WPAL, KGFJ, WGPR-FM.
- GROOVE YOUR BLUES AWAY — AMUZEMENT PARK — OUR GANG**  
WILD, WRBD, WWIN, KPRS, WZEN, KATZ, WAWA, WUFO, WDAS-FM, WTLC, V103, WPAL, WLOU, WBMX, WGCI, WYLD-FM.
- CHANGE — BARRY WHITE — UNLIMITED GOLD**  
WHRK, WGCI, WGPR-FM, WLLE, KACE, OK100, WNHC, WYLD-FM, KGFJ, WZEN, WSOK, WDAS-FM, WWRL, KPRS, WLUM.
- HARD TIMES — CHANGE — RFC/ATLANTIC**  
WIGO, WOKB, WDAO, WSOK, WGPR-FM, WRBD, WATV, WWIN, WGCI, WPAL, WYLD-FM, WAWA, WLUM, KDKO.

**MOST ADDED ALBUMS**

- SO EXCITED — THE POINTER SISTERS — PLANET/RCA**  
KATZ, KDKO, WDAO, WLLE, WPAL, WEDR
- CUPID'S IN FASHION — AVERAGE WHITE BAND — ARISTA**  
WZEN, KPRS, KDKO, WDAO, WGCI, WWDW
- HAPPY HOUR — DEODATO — WARNER BROS.**  
WEDR, WGCI, WDAO, KDKO, WZEN

**UP AND COMING**

- THE MESSAGE — GRAND MASTER FLASH — SUGAR HILL**  
**LET ME TICKLE YOUR FANCY — JERMAINE JACKSON — MOTOWN**  
**DO SOMETHING — GOODIE — TOTAL EXPERIENCE/POLYGRAM**  
**LET'S ROCK — FEEL — SUTRA**

**BLACK RADIO HIGHLIGHTS**

**V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — J. HOLLIDAY**  
HOTS: Dazz Band, Gap Band, R. Parker, J. Osborne, One Way, O'Jays, Shotgun, Cameo, St. Tropez, S. Wonder, D. Summer, A. Franklin, Sequence, Felix & Jarvis, Odyssey, War, Isley Brothers, Videoo, R. Crawford, Zapp. ADDS: R. James, Dazz Band, M. Walden, Cliff Dawson, Grand Master Flash, General Caine, B.B.&Q. Band, J. Jackson, Alfonzo, D. Sanborn. LP ADDS: D. Sanborn.

**WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — SOUL SONIC FORCE**  
HOTS: War, J. Osborne, J. Holliday, S. Wonder, Junior, C. Lynn, R. Parker, Cameo, D. Summer, A. Franklin. ADDS: Shades Of Love, L. Graham, B.B.&Q. Band, Change, Dazz Band, Shalamar, B. Summers.

**WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — SINNAMON**  
HOTS: J. Holliday, L. Taylor, S. Mills, Sequence, A. Franklin, Peech Boys, J. Osborne, R. James, "D" Train, Cooper & Ross, Human League, Reddings, Stylistics, Dazz Band, P. Rushen, Isley Brothers, Goodie, Aurra, Feel, L. Rawls, H. Johnson. ADDS: Amusement Park, P. Rushen, G. Duke, M. Lance, New Jersey Connection, B.T. Express, Midnight Star. LP ADDS: Pieces Of A Dream, One Way.

**WILD — BOSTON — STEVE CRUMBLEY, PD — #1 — GAP BAND**  
JUMPS: 5 To 2 — J. Holliday, 13 To 9 — Soul Sonic Force, 16 To 10 — H. Johnson, 14 To 11 — Odyssey, 21 To 12 — Cameo, 19 To 13 — Con Funk Shun, 20 To 14 — D. Summer, 25 To 18 — Imagination, 29 To 19 — A. Franklin, 28 To 21 — Dayton, Ex To 22 — Zapp, Ex To 24 — L. Graham, Ex To 23 — Shades Of Love, Ex To 25 — O'Jays, Ex To 29 — S. Mills, Ex To 30 — Hall & Oates. ADDS: Blaze, ZZ Hill, Amusement Park, Midnight Star, R. Flack, Brass Construction, The System. LP ADDS: J. Simon, J. Carr, Bohannon, D. Sanborn, G. Bonds.

**WGIV — CHARLOTTE — CHRIS TURNER, PD — #1 — SOUL SONIC FORCE**  
HOTS: R. James, S. Wonder, Cameo, D. Summer, C. Lynn, Zapp, J. Osborne, Green's III, Atlantic Starr, Kid Creole & The Coconuts, R. Parker, Sequence, Illusion, Aurra. ADDS: B. Preston, J. Jackson, Grand Master Flash, Magic Lady, Brass Construction, Goodie, Klique.

**WBMX — CHICAGO — LEE MICHAELS, PD — #1 — CON FUNK SHUN**  
HOTS: Gap Band, ZZ Hill, S. Wonder, Sinnamon, J. Osborne, Imagination, "D" Train, One Way, Ashford & Simpson, Odyssey, Atlantic Starr, Bar-Kays, R. Parker, Felix & Jarvis, D. Summer, O'Bryan, Thompson Twins, War, L. Graham, G. Soccio. ADDS: Pointer Sisters, J. Jackson, Feel, S. Lattisaw, Shock, Midnight Star, B.B.&Q. Band, Grand Master Flash.

**WGCI — CHICAGO — PAM WELLES, PD — #1 — ODYSSEY**  
HOTS: R. James, R. Parker, Soul Sonic Force, Time Bandits, Sinnamon, Zapp, Kid Creole & The Coconuts, Gap Band, H. Johnson. ADDS: H. Alpert, F. James, Third World, S. Mills, R. James, Temptations, B.B.&Q. Band, K. Burke, B. White, Klique. LP ADDS: Average White Band, Deodato, D. Valentin.

**WCIN — CINCINNATI — EVERETT CORK, PD — #1 — CAMEO**  
HOTS: Atlantic Starr, War, Heatwave, R. James, Junior, One Way, Reddings, C. Lynn, Soul Sonic Force, O'Bryan, S. Wonder, J. Holliday. ADDS: Kid Creole & The Coconuts, R. Flack, C. Dawson, Aurra, Pointer Sisters, T. Troutman, Dazz Band. LP ADDS: Reddings.

**WJMO — CLEVELAND — ERIC STONE, PD — #1 — GAP BAND**  
HOTS: J. Osborne, Junior, S. Wonder, Sequence, Soul Sonic Force, Atlantic Starr, J. Holliday, O'Bryan, Reddings. ADDS: Shalamar, Eye To Eye, J. Carr, Skys The Limit, Starpoint, Sugar Hill Gang, Orange Krush, Pointer Sisters, R. Flack, S. Mills, Murphys, D. Summer, Dunn & Bruce Street, C. Dawson.

**WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — J. OSBORNE**  
HOTS: Soul Sonic Force, Sinnamon, S. Wonder, H. Johnson, D. Summer, St. Tropez, Legacy, Zapp, A. Franklin, Change. ADDS: Sound Troopie, B. White, Reddings, Pleasure, Fatback, L. Graham, Brass Construction, Bloodstone. LP ADDS: Valentine Brothers, H. Johnson, Sequence, M. Tyner.

**WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — ZZ HILL**  
HOTS: J. Holliday, Cameo, War, R. Parker, S. Wonder, Isley Brothers, Atlantic Starr, Dayton, Soul Sonic Force. ADDS: Dazz Band, Pieces Of A Dream, J. Jackson, Odyssey, R. James, Shock, C. Dawson, Aurra, H. Hancock, V. Burch, Change, H. Johnson, Sinnamon. LP ADDS: B. Ocean, Average White Band, Pointer Sisters, Deodato.

**WJLB — DETROIT — JOHN EDWARDS, PD — #1 — ASHFORD & SIMPSON**  
HOTS: Odyssey, Ritchie Family, High Fashion, Junior, McCrarys, H. Hancock, Skyy, S. Wonder, Chic, R. James, J. Holliday, Dayton, "D" Train, L. Graham, Sinnamon, Imagination, H. Johnson, Soul Sonic Force, J. Osborne. ADDS: C. Dawson, Dramatics.

**KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — J. HOLLIDAY**  
JUMPS: 10 To 5 — Cameo, 14 To 7 — J. Osborne, 26 To 9 — Zapp, 18 To 10 — Felix & Jarvis, 20 To 12 — Junior, 22 To 14 — ZZ Hill, 28 To 17 — O'Jays, 24 To 21 — Isley Brothers, Ex To 19 — Superior Movement, 30 To 25 — Atlantic Starr, Ex To 34 — R. Parker, Ex To 40 — "D" Train. ADDS: A. Franklin, H. Johnson.

**WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — SOUL SONIC FORCE**  
HOTS: One Way, Felix & Jarvis, High Fashion, J. Holliday, Cameo, Murphys, Heatwave, Con Funk Shun, General Caine, Isley Brothers, Kid Creole & The Coconuts, Reddings, St. Tropez, C. Lucas, Candela, Superior Movement, D. Summer, C. Lynn, B. Ocean, Chi-Lites. ADDS: B.B.&Q. Band, Brass Construction, Goodie, J. Jackson. LP ADDS: R. Cameron, B. Ocean, Shock, H. Johnson, F. Parris, Black Uhuru.

**KPRS — KANSAS CITY — DELL RICE, PD — #1 — GAP BAND**  
JUMPS: 13 To 7 — H. Johnson, 14 To 9 — Reddings, 18 To 8 — "D" Train, 15 To 10 — Max Groove, 16 To 11 — Atlantic Starr, 17 To 13 — A. Edwards, 19 To 14 — Candela, 20 To 15 — Heatwave, 21 To 16 — Videoo, 22 To 12 — Fatback, 23 To 17 — S. Wonder, 24 To 18 — J. Butler, 25 To 19 — J. Holliday, 31 To 20 — Murphys, 32 To 21 — Cameo, 33 To 22 — McCrarys, 34 To 23 — Isley Brothers, 36 To 24 — R. Parker, 37 To 25 — Felix & Jarvis, 38 To 26 — Kid Creole — The Coconuts, 39 To 27 — N. Pointer, Ex To 28 — M. Sadane, Ex To 29 — Taste Of Honey, Ex To 31 — Odyssey, Ex To 33 — Sho Nuff, Ex To 32 — C. Beverly, Ex To 34 — M. Wycoff, Ex To 36 — Rose Royce, Ex To 37 — Third World, Ex To 38 — Plush, Ex To 39 — Cerrone, Ex To 40 — A. Anthony. ADDS: Dunn & Bruce Street, Soul Sonic Force, J. Jackson, R. James, Alfonzo, Brass Construction, Bohannon, B. Griffin, T. Gengis, Amusement Park, Nighthawk, Bloodstone, War, Illusion, L.J. Reynolds. LP ADDS: Average White Band, D. Valentin.

**KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — J. HOLLIDAY**  
HOTS: S. Wonder, J. Osborne, Kid Creole & The Coconuts, Whispers, Cameo, Atlantic Starr, Videoo, C. Lynn, D. Summer. ADDS: J. Jackson, R. James, B.B.&Q. Band, Zapp.

**KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — J. OSBORNE**  
HOTS: S. Wonder, Cameo, Atlantic Starr, Shalamar, H. Hancock, Junior, Odyssey, Ritchie Family, Kid Creole & The Coconuts. ADDS: Goodie, Dunn & Bruce Street, B. Griffin, O'Jays, J. Jackson, Grand Master Flash. LP ADDS: Pieces Of A Dream.

**WDIA — MEMPHIS — CARL CONNER, PD**  
HOTS: Soul Sonic Force, Isley Brothers, Temptations, O'Jays, R. James, Gap Band, Zapp, Sister Sledge, J. Osborne, R. James, S. Wonder, War, R. Parker, D. Summer, Dazz Band. ADDS: Felix & Jarvis, Odyssey, Temptations, Grand Master Flash. LP ADDS: J. Osborne.

**WEDR — MIAMI — GEORGE JONES, MD — #1 — ASHFORD & SIMPSON**  
HOTS: R. James, Junior, R.J.'s Latest Arrival, One Way, O'Bryan, J. Osborne, Trauma, L.A. Connection, R. Little, H. Johnson, J. Holliday, Isley Brothers, C. Lynn, Cameo, A. Franklin, Skyy, T. Troutman, M. Wells, Chic, Reddings. ADDS: P. Funk All Stars, Stargard, Starpoint, Midnight Starr, Plush, D. Williams, R. Cameron, J. Carn, B. Preston. LP ADDS: Gap Band, Change, G. Soccio, Sequence, L. Ware, Pointer Sisters, Deodato, Oliver.

**WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — SOUL SONIC FORCE**  
HOTS: S. Wonder, J. Osborne, One Way, Gap Band, Hall & Oates, Zapp, D. Summer, Reddings, R. Little, "D" Train, Time Bandits, R. Parker, J. Holliday, O'Jays, C. Lynn, G. Bonds, C. Lynn, Odyssey, P. Rushen, Cameo, A. Franklin. ADDS: C. Dawson, L. Taylor, Pointer Sisters, Survivor, Cerrone, War, J. Jackson.

**WYLD-FM — NEW ORLEANS — TONY BROWN, PD — #1 — WINDJAMMER**  
HOTS: S. Wonder, J. Holliday, J. Osborne, Dazz Band, Junior, R. James, Gap Band, Temptations, Chic. ADDS: P. Rushen, Lakeside, B. Summers, B. White, Superior Movement, Midnight Star, T. Troutman. LP ADDS: Pieces Of A Dream.

**WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — J. HOLLIDAY**  
JUMPS: 12 To 7 — F. Rae, 17 To 8 — Odyssey, 15 To 12 — Ritchie Family, 19 To 15 — H. Johnson, 20 To 17 — J. Osborne, 24 To 19 — Shades Of Love, Ex To 24 — A. Franklin, 29 To 26 — D. Summer, Ex To 30 — C. Lucas. ADDS: Yazoo, Dayton, Aurra, R. Parker. LP ADDS: High Fashion, Dazz Band.

**WWRL — NEW YORK — BOBBY JAY, MD — #1 — J. HOLLIDAY**  
HOTS: C. Lynn, A. Franklin, Ritchie Family, Ashford & Simpson, R. James, Booker T., Dazz Band, J. Osborne, Junior, F. Rae, "D" Train, Atlantic Starr, S. Wonder, Odyssey, H. Johnson. ADDS: V. Robinson, Soul Sonic Force, Third World, D. Williams.

**WRAP — NORFOLK — JIMMY WILLIAMS, PD — #1 — GAP BAND**  
HOTS: One Way, Reddings, R. James, ZZ Hill, Soul Sonic Force, Cameo, J. Holliday, S. Wonder, Ashford & Simpson, J. Osborne, Temptations, Atlantic Starr, Isley Brothers, Dazz Band, Bloodstone, War, "D" Train, Junior, P. McCartney. ADDS: R. Crawford, H. Johnson, Dunn & Bruce Street, T. Troutman, Goodie, Aurra, B. Collins, R. Fields, Odyssey, Salsoul Orchestra. LP ADDS: B. Collins, Odyssey, J. Osborne.

**WOKB — ORLANDO — BILLIE LOVE, PD — #1 — J. OSBORNE**  
JUMPS: 7 To 4 — Junior, 9 To 6 — Felix & Jarvis, 11 To 7 — Atlantic Starr, 13 To 10 — J. Holliday, 15 To 12 — R. Parker, 31 To 13 — Zapp, Ex To 15 — Murphys, 22 To 19 — Prince, Ex To 21 — O'Jays, 29 To 22 — Chi-Lites, 27 To 23 — Collage, 40 To 28 — Isley Brothers, 36 To 26 — B. Ocean, 27 To 26 — B. Collins, Ex To 35 — Dazz Band, Ex To 37 — G. Soccio, Ex To 38 — A. Franklin, Ex To 39 — D. Summer, Ex To 40 — T. Troutman. ADDS: Change, S. Mills, Dunn & Bruce Street, Shalamar, Dayton, Brass Construction. LP ADDS: Bloodstone, Odyssey.

**WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — S. WONDER**  
JUMPS: 9 To 5 — Cameo, 10 To 6 — War, 17 To 10 — Kid Creole & The Coconuts, 21 To 18 — Isley Brothers, 23 To 20 — Shock, 24 To 21 — Dayton, 25 To 22 — Pointer Sisters, 27 To 23 — D. Summer, Ex To 24 — Atlantic Starr, 30 To 25 — R. Parker, 33 To 26 — C. Simon, 31 To 27 — R. Fields, 40 To 28 — P. Rushen, 35 To 29 — H. Johnson, 34 To 31 — A. Franklin, 38 To 32 — O'Bryan, 36 To 33 — Dunn & Bruce Street, 37 To 34 — R. Dyson, 39 To 35 — St. Tropez, Ex To 36 — Odyssey, Ex To 37 — Fatback, Ex To 38 — Zapp, Ex To 39 — Aurra. ADDS: S. Mills, C. Dawson, System, J. Jackson, S. Lattisaw. LP ADDS: B. James, C. Lynn, D. Grusin, L. Graham, Bloodstone.

**KATZ — ST. LOUIS — BERNIE HAYES, MD — #1 — J. BUTLER**  
JUMPS: 11 To 3 — St. Tropez, 20 To 9 — O.C. Smith, 9 To 2 — J. Holliday, 26 To 18 — M. Wycoff, 17 To 8 — Jones Girls, 15 To 4 — R. Crawford. ADDS: Plush, W. Hart, Amusement Park, D. Ross, Brass Construction, B. White, C. Dawson, S. Mills, D. Williams, S. Lattisaw. LP ADDS: Jewel, Pointer Sisters, C. Lynn, Superior Movement, Bohannon, High Inergy, H. Johnson, O'Bryan, Plush.

**KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — S. WONDER**  
HOTS: Atlantic Starr, J. Osborne, Reddings, Soul Sonic Force, "D" Train, Junior, J. Holliday, Gap Band, D. Summer. ADDS: Shalamar, R. Flack, R. James, L. Graham, Dayton, S. Lattisaw, Deodato.

**WSOK — SAVANNAH — JAY BRYANT, PD — #1 — S. WONDER**  
JUMPS: 7 To 4 — J. Osborne, 13 To 10 — War, 17 To 11 — J. Holliday, 16 To 12 — Isley Brothers, 19 To 13 — Cameo, 18 To 14 — J. Carr, 21 To 15 — Illusion, 22 To 16 — Odyssey, 20 To 17 — Fatback, 24 To 18 — Zapp, 25 To 19 — D. Summer, 26 To 20 — A. Franklin, 27 To 21 — Change, 29 To 22 — S. Mills, 30 To 25 — Taste Of Honey, Ex To 23 — S. Lattisaw, Ex To 24 — L. Graham, Ex To 27 — Dayton, Ex To 28 — D. Williams, Ex To 29 — Third World, Ex To 27 — Dayton, Ex To 28 — D. Williams, Ex To 29 — Third World, Ex To 30 — G. Bonds. ADDS: R. James, Dazz Band, M. Sadane, Stargard, R. Flack, Platters. LP ADDS: Stargard, J. McDuff, Fatback.

**KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — GAP BAND**  
HOTS: Dazz Band, One Way, S. Wonder, J. Holliday, Soul Sonic Force, Cameo, War, ZZ Hill, R. Parker, Temptations, J. Osborne, D. Summer, Atlantic Starr, O'Bryan, C. Lynn, Dayton, Odyssey, Pointer Sisters, Sinnamon, G. Bonds. ADDS: R. Crawford, Fatback, Zapp, S. Lattisaw, R. Flack, Alfonzo, S. Mills, G. Soccio.

**WWDW — SUMTER — BARBARA TAYLOR, PD**  
HOTS: Gap Band, J. Osborne, One Way, S. Wonder, J. Holliday, T. Troutman, Con Funk Shun, "D" Train, L. Graham, Felix & Jarvis. ADDS: J. Jackson, A. Anthony, H. Johnson, Candela, F. Rae, Forrrce, R. Little, P. Rushen, Shades Of Love, Redd Hott, G. Bonds. LP ADDS: Average White Band, High Fashion, G. Soccio, D. Valentin, D. Grusin, G. Bonds.

**OK 100 — WASHINGTON, D.C. — JOHN TURK, MD — #1 — C. LYNN**  
HOTS: "D" Train, Atlantic Starr, One Way, Ritchie Family, Junior, J. Osborne, Candela, Clausel, Imagination, D. Summer, S. Mills, S. Wonder, Reddings, Dayton, Isley Brothers, Odyssey, C. Lucas. ADDS: R. Cameron, H. Johnson, Goodie, Shades Of Love, Alfonzo, B. White, Fatback, Sugar Hill Gang.



## INTERNATIONAL DATELINE

### Canada

OTTAWA — E/A Music of Canada Ltd. has launched a significant marketing and promotional campaign — likely its largest ever for a debut domestic artist release — in support of **Davld Roberts'** Elektra album, "All Dressed Up," issued this month by the label in Canada and scheduled for imminent United States release. Marketing information from the company indicates Roberts is considered a long-term signing to be nurtured and developed slowly, which is perhaps a telling sign of just how the firm will treat the 23-year-old Toronto singer-songwriter. Company executives would be among the first to admit that recent domestic signings have not always fared well, but in Roberts E/A appears to have a bonafide commercial success. Bolstered by Los Angeles session men and a classy packaging, the album has a sheen simply not evident on most domestic albums these days. The debut single, "Boys Of Autumn," has been released to good initial radio reaction, and comes in a four-color sleeve. Roberts' "Anywhere You Run To" was recorded by **Diana Ross** for her next disc. A tour this autumn is possible, but all indications are E/A will play it patiently in developing the chock-full-of-hooks composer . . . Both **Nick Garbene** at A&M and **Sylvie Bronetta** at E/A, veteran promotional representatives, have left their respective companies this past month . . . Attic Records has scored two major platinum discs for rather unusual artists. The **Pylons**, the Toronto-based a capella band, becomes the first such group to score a platinum disc for its self-titled debut on the label, while **Plastic Bertrand**, the Belgian pop-rock singer, has gone platinum on his single, "Stop Our Encore."

kirk lapointe

### Italy

MILAN — The Italian summer season of tours began in July with many important foreign artists: **Frank Zappa**, the **Police**, **Rory Gallagher** and **Jackson Browne** have been scheduled in Milan, while the **Rolling Stones** are expected in Turin (on July 11-12) and in Naples. Among the Italian artists who started series of concerts in this period are **Patty Pravo**, **Claudio Baglioni**, **Edoardo Bennato**, the **Pooh** and **Ornella Vanoni**.

Many LPs and cassettes, including compilations of new and old hits, have been released in this period by the Italian companies. Among them "Nostalgia" and "Stars '81" (on K-tel), "Mistomare" and "Booms Anni '60" (on Durium), "Succosa" (on EMI), "16 Rounds n.2" and "30 X 60 n.2" (on CGD), "Il tempo dell'amore" (on RCA), "Tilt" (on PolyGram) and "I Campionissimi" (on CBS). In the last weeks, the new entries in the charts concentrated on compilations releases.

The Fa-Do label, previously distributed by Dischi Ricordi, is now distributed by CGD. Among the latest releases of the label there is an album by the new group **Tempi Durl**.

**Franco Crepax**, managing director of CGD-Messagerie Musicali group, announced the appointment of **Daniele Doglio** at the post of administration manager at CGD Dischi . . . **Pippo La Rosa** will now be responsible for the international department at Fonit Cetra, after the resignation of **Luigi Arduino** . . . **Stefano Micocci** and **Michele Mondella** created in Rom a new promotion agency, Media, which will follow artists like **Lucio Dalla**, **Francesco De Gregori** and others.

mario de luigi

### Japan

TOKYO — On a recent visit to Japan to attend a jazz convention sponsored by Warner/Pioneer, Elektra/Musician president and Elektra/Asylum vice president **Bruce Lundvall** found some time to speak a while with **Cash Box Tokyo**. While he was primarily in Japan to familiarize people with his Elektra/Musician label, Lundvall also spoke on a variety of industry-related topics. Among his comments:

*On his move from president of CBS Records Division to Elektra:*

"I was ready for a new challenge, that's the primary reason. In other words, for a long time, I wanted to get another chance to do creative work again. The Musician label was the answer to my dreams. I'm really enjoying my work here, trying to make Musician a label with a high visibility."

*On his expectations for Musician:*

"My initial goals are rather modest. I would like to reach about two-to-three million dollars in wholesale in the beginning. Within two or three years, I'd like to reach about five or six million dollars annually. Jazz is currently about 10% of the American market and it is growing steadily, so I think the goals are realistic."

*On home taping (a big problem in both the United States and Japan):*

"This is a very difficult question. One answer is legal control and another is technical, that is, developing some method to make it impossible to copy something. In the U.S. right now, new legislation is under discussion in Congress. However, new technology to fight taping is still lacking at this time, so home taping seems to expand continuously."

*On the record rental business, which has spread throughout Japan:*

"It's a very important problem, I think. The same thing is beginning to happen in the U.S. too; recently, some dealers have opened up rental corners. However, the problem is so much bigger here (in Japan) that severe control methods, I think, are needed."

kozo otsuka

## Canadian Copyright Appeal Board Revises Broadcasting Royalty Formula

by Kirk LaPointe

OTTAWA — The federal Copyright Appeal Board last week announced revisions to broadcasting royalty distribution among the country's two performing rights societies.

Somewhat convinced that Performing Rights Organization (PRO) of Canada Ltd. deserved a larger slice of the royalty pie, the board maintained the current level of overall payments by radio stations — set at 3.2% of gross revenue — but it gave PRO Canada Ltd. a total of .09% more.

PRO Canada now will get 1.54% of radio grosses, while the Composers, Artists and Publishers Assn. of Canada (CAPAC) will earn 1.56%. PRO Canada previously earned 1.45%, while CAPAC earned 1.75%.

Although the board agreed with PRO that

### 'Juice,' 'Classics' Top June CRIA Certifications

TORONTO — Triple platinum awards signifying sales of 300,000 units for Juice Newton's "Juice" on Capitol and "Hooked On Classics" by the Royal Philharmonic Orchestra on RCA topped the Canadian Recording Industry Assn. (CRIA) album certifications for June. In addition to the awards for Newton and the Royal Philharmonic, two double platinums, three platinums and 13 golds were given for albums, as well as one double platinum and two platinums for singles.

Double platinum album certifications, signifying sales of 200,000 units, went to the *Chariots Of Fire* soundtrack by Vangelis on PolyGram and Joan Jett & The Blackhearts' "I Love Rock 'N Roll" on CBS. Platinum album award winners (100,000 units) were "J'Suis Ton Amie" by Chantal Pary on Kebec Disc, "Success Hasn't Spoiled Me Yet" by Rick Springfield on RCA and Streethart's self-titled LP on Capitol.

Gold album certifications, signifying sales of 50,000 units, went to "Bobbie Sue" by the Oak Ridge Boys and Don Williams' "I Believe In You," both on MCA; "Small Change" by Prism, "Streethart" and Iron Maiden's "The Number Of The Beast," all on Capitol; Springfield's "Success Hasn't Spoiled Me Yet," and Alabama's "Feels So Right" & "Mountain Music" on RCA; "Time & Tide" by Split Enz on A&M; Black Sabbath's "Heaven & Hell" on WEA Music; Men At Work's "Business As Usual" on CBS; Ballroom Orchestra's self-titled LP on PolyGram; and Pary's "J'Suis Ton Amie" on Kebec Disc.

"I Love Rock 'N Roll" by Joan Jett & The Blackhearts was the top singles certification with a double platinum award signifying sales of 200,000 units. "Queen Of Hearts" by Juice Newton on Capitol and "Stop Our Encore" by Plastic Bertrand on Attic garnered platinum awards for sales of 100,000 units.

its 11,404 writers and 2,151 affiliated publishers in Canada represented a greater amount of the overall music performed than the organization had been earning, it did not go so far as to grant PRO parity with CAPAC or accede to its request at board hearings earlier this year for 1.75% of radio grosses.

Still, the concession by the board — which operates under the federal Consumer and Corporate Affairs Department — represents a victory of sorts. The extra percentage could give PRO Canada about \$420,000 in additional royalties this year, even though CAPAC has estimated the loss to them at about \$360,000.

The rates are retroactive to Jan. 1. CAPAC, with some 9,520 writers and 7,220 publishers affiliated in Canada, earned about \$21 million in total license fees last year.

PRO Canada, meanwhile, netted about \$15.8 million in overall license fees.

Both societies represent thousands of international composers and publishers, and a considerable amount — perhaps as high as 70% — of their license fees flowed from the country last year. Conversely, the success of several Canadian performers abroad earned PRO and CAPAC members significant amounts of money.

The two societies each fall argue before the three-member board for a larger share of the royalty split. Interested parties, such as broadcasters, intervene at the hearings in an attempt to hold down the royalty rate.

This year, it seems the broadcasters successfully held the board's attention and kept it from raising the overall levy.

### Tougher Piracy Law Approved In The U.K.

LONDON — An amendment to the Copyright Act increasing the penalties for piracy and counterfeiting of copyrighted works was passed last week in the House of Commons. The bill is expected to have a strong impact on piracy in the videocassette business, where up to 75% (or an estimated \$150-\$200 million) of the industry's revenues go to pirates and their distributors.

Under the new law, which will go into effect at the end of the month, those who sell or rent unauthorized copies of copyrighted material will be subject to fines of up to \$1,700 per offense and/or two years in jail. Prior to the new amendment, maximum criminal penalty under the Copyright Act was \$85, although civil courts have awarded stiffer damage judgements in infringement cases, as well as search-and-seize orders.

In addition, many feel that the new amendment will also make it easier to prosecute suspected pirates and their distributors.

## INTERNATIONAL BESTSELLERS

### Argentina

- TOP TEN 45s**
- 1 Puerto Pollensa — Sandra Mihanovich — Microfon
  - 2 Solo Le Pido A Dios — Leon Gieco — Music Hall
  - 3 Si La Vieras Con Mis Ojos — Dyango — EMI
  - 4 Cama Y Mesa — Roberto Carlos — CBS
  - 5 Ayer Te Vi — Luisa Maria Guell — Music Hall
  - 6 Lluvia — Luis Angel — Interdisc
  - 7 Mentira — Valeria Lynch — PolyGram
  - 8 La Gata Bajo La Lluvia — Rocio Durcal — Microfon
  - 9 Yo Querla Ser Mayor — Roque Narvaja — Discosa/Interdisc
  - 10 Gente Del Futuro — Cantilo y Punch — Music Hall

- TOP TEN LPs**
- 1 En Argentina — Mercedes Sosa — PolyGram
  - 2 No Llores Por Mi Argentina — Seru Giran — Interdisc
  - 3 Los 15 Maximos — various artists — PolyGram
  - 4 Estilo — Maria Martha Serra Lima — CBS
  - 5 Tiempos Dificiles — Juan Carlos Baglietto — EMI
  - 6 Las Aventuras De . . . — Panchis — Tonodisc
  - 7 Clemente — Interdisc
  - 8 Entre Una Espada Y La Pared — Dyango — EMI
  - 9 Dolcissimo — various artists — Interdisc
  - 10 Balance Provisional — Roque Narvaja — Discosa/Interdisc —Prensario

### Japan

- TOP TEN 45s**
- 1 Selbotachi No Rarabye — Hiromi Iwazaki — Victor
  - 2 Kitasakaba — Takashi Hosokawa — Nippon Columbia
  - 3 Natsu No Herolne — Nahoko Kawai — Nippon Columbia
  - 4 Sekidokomachi Dokki — Kumiko Yamashita — Nippon Columbia
  - 5 Omaeni Check In — Kenji Sawada — Polydor
  - 6 Yes Yes Yes — Of Course — Toshiba/EMI
  - 7 Silhouette Romance — Junko Ohashi — Nippon Phonogram
  - 8 Otoko No Kunsho — Daisuke Shima — King
  - 9 Hyakuman Doiler Baby — Johnny — King
  - 10 Amaku Kikenna Kaori — Tatsuro Yamashita — RVC

- TOP TEN LPs**
- 1 Pineapple — Seiko Matsuda — CBS/Sony
  - 2 Pearl Pierce — Yumi Matsutoya — Toshiba/EMI
  - 3 Now And Forever — Air Supply — Nippon Phonogram
  - 4 Concert In Central Park — Simon & Garfunkel — CBS/Sony
  - 5 Oolnaru Ayo Yumeyo — Chiharu Matsuyama — News
  - 6 Niagara Triangle Vol. 2 — CBS/Sony
  - 7 Tug Of War — Paul McCartney — Toshiba/EMI
  - 8 Biography II — Takao Kisugi — Kitty
  - 9 Someday — Motoharu Sano — Epic/Sony
  - 10 Still Life — Rolling Stones — Toshiba/EMI

—Cash Box of Japan

### United Kingdom

- TOP TEN 45s**
- 1 Fame — Irene Cara — RSO
  - 2 Happy Talk — Captain Sensible — A&M
  - 3 Abracadabra — The Steve Miller Band — Mercury
  - 4 A Night To Remember — Shalamar — Solar
  - 5 Inside Out — Odyssey — RCA
  - 6 Music And Light — Imagination — R&B
  - 7 No Regrets — Midge Ure — Chrysalis
  - 8 Just Who Is The 5 O'Clock Hero? — The Jam — Polydor
  - 9 Now Those Days Are Gone — Bucks Fizz — RCA
  - 10 Shy Boy — Bananarama — London

- TOP TEN LPs**
- 1 Lexicon Of Love — ABC — Neutron
  - 2 Avalon — Roxy Music — Polydor
  - 3 Tropical Gangsters — Kid Creole & The Coconuts — Ze
  - 4 Still Life — The Rolling Stones — Rolling Stones
  - 5 Complete Madness — Madness — Stiff
  - 6 Non-Stop Ecstatic Dancing — Soft Cell — Some Bizzare
  - 7 Abracadabra — The Steve Miller Band — Mercury
  - 8 Pictures At Eleven — Robert Plant — Swan Song
  - 9 Imperial Bedroom — Elvis Costello & The Attractions — F-Beat
  - 10 Rio — Duran Duran — EMI

—Melody Maker



# CASH BOX TOP 100 ALBUMS

July 24, 1982

| Title, Artist, Label, Number, Distributor   | Weeks On Chart |       | Title, Artist, Label, Number, Distributor   | Weeks On Chart |       | Title, Artist, Label, Number, Distributor   | Weeks On Chart |       |
|---|----------------|-------|---|----------------|-------|---|----------------|-------|
|   | 7/17           | 7/17  |   | 7/17           | 7/17  |   | 7/17           | 7/17  |
| <b>1 ASIA</b><br>(Geffen SHS 2008) WEA  | 8.98           | 1 17  | <b>33 SUCCESS HASN'T SPOILED ME YET</b><br>RICK SPRINGFIELD (RCA AFL 1-4125) RCA            | 8.98           | 23 18 | <b>67 ON THE LINE</b><br>GARY U.S. BONDS (EMI America SO-17068) CAP                                       | 8.98           | 72 5  |
| <b>2 STILL LIFE (AMERICAN CONCERT 1981)</b><br>THE ROLLING STONES (Rolling Stones/Atco COC 39113) WEA   | 9.98           | 2 5   | <b>34 MOUNTAIN MUSIC</b><br>ALABAMA (RCA AHL1-4229) RCA                                     | 8.98           | 26 20 | <b>68 HOOKED ON CLASSICS</b><br>LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4194) RCA | 8.98           | 84 36 |
| <b>3 MIRAGE</b><br>FLEETWOOD MAC (Warnar Bros. 23607-1) WEA   | 8.98           | 9 2   | <b>35 COMBAT ROCK</b><br>THE CLASH (Epic FE 37689) CBS                                      | —              | 37 7  | <b>69 HOT SPACE</b><br>QUEEN (Elektra E1-60129) WEA   | 8.98           | 54 9  |
| <b>4 ALWAYS ON MY MIND</b><br>WILLIE NELSON (Columbia FC 37951) CBS                                     | —              | 3 19  | <b>36 REACH</b><br>RICHARD SIMMONS (Elektra E1-60122F) WEA                                  | 10.98          | 33 8  | <b>70 A FLOCK OF SEAGULLS</b><br>(Jiva/Arista VA 66000) IND   | 6.98           | 80 10 |
| <b>5 IV</b><br>TOTO (Columbia FC 37728) CBS   | —              | 6 15  | <b>37 ESCAPE</b><br>JOURNEY (Columbia TC 37408) CBS   | —              | 29 51 | <b>71 WHO'S FOOLIN' WHO</b><br>ONE WAY (MCA-5279) MCA   | 8.98           | 69 18 |
| <b>6 PICTURES AT ELEVEN</b><br>ROBERT PLANT (Swan Song/Atco SS 8512) WEA                                | 8.98           | 31 2  | <b>38 JANE FONDA'S WORKOUT RECORD</b><br>(Columbia CX2 38054) CBS                           | —              | 42 9  | <b>72 STRAIGHT BETWEEN THE EYES</b><br>RAINBOW (Mercury SRM-1-4041) POL                                   | 8.98           | 67 13 |
| <b>7 GET LUCKY</b><br>LOVERBOY (Columbia FC 37638) CBS  | —              | 7 37  | <b>39 CHARIOTS OF FIRE</b><br>ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor PD-1-6335) POL | 8.98           | 30 41 | <b>73 AEROBIC SHAPE UP</b><br>JOANIE GREGGAINS (Parade/Peter Pan 104) IND                                 | 8.98           | 73 15 |
| <b>8 TUG OF WAR</b><br>PAUL McCARTNEY (Columbia TC 37462) CBS   | —              | 4 11  | <b>40 BLACKOUT</b><br>SCORPIONS (Mercury SRM-1-4039) POL                                    | 8.98           | 38 18 | <b>74 IMPERIAL BEDROOM</b><br>ELVIS COSTELLO and THE ATTRACTIONS (Columbia FC 38157) CBS                  | —              | 86 2  |
| <b>9 AMERICAN FOOL</b><br>JOHN COUGAR (Riva RVL 7501) POL   | 8.98           | 10 13 | <b>41 THE OTHER WOMAN</b><br>RAY PARKER, JR. (Arista AL 9590) IND                           | 8.98           | 35 15 | <b>75 4</b><br>FOREIGNER (Atlantic SD 16999) WEA  | 8.98           | 70 53 |
| <b>10 GOOD TROUBLE</b><br>REO SPEEDWAGON (Epic FE 38100) CBS  | —              | 12 3  | <b>42 CHICAGO 16</b><br>CHICAGO (Full Moon/Warner Bros. 9 23689-1) WEA                      | 8.98           | 48 6  | <b>76 LOVE WILL TURN YOU AROUND</b><br>KENNY ROGERS (Liberty LO-51124) CAP                                | 8.98           | — 1   |
| <b>11 DARE</b><br>THE HUMAN LEAGUE (Virgin/A&M SP-6-4892) RCA   | 6.98           | 5 22  | <b>43 SWEETS FROM A STRANGER</b><br>SOUZEEZE (A&M SP-4899) RCA                              | 8.98           | 44 9  | <b>77 SCREAMING FOR VENGEANCE</b><br>JUDAS PRIEST (Columbia FC 36160) CBS                                 | —              | 100 2 |
| <b>12 EYE OF THE TIGER</b><br>SURVIVOR (Scotti Bros. FZ 38062) CBS                                      | —              | 15 5  | <b>44 AVALON</b><br>ROXY MUSIC (Warner Bros. 9 23666-1) WEA                                 | 8.98           | 49 6  | <b>78 ALLIGATOR WOMAN</b><br>CAMEO (Chocolata City CCLP 2021) POL   | 8.98           | 74 16 |
| <b>13 ABRACADABRA</b><br>THE STEVE MILLER BAND (Capitol ST-12216) CAP                                   | 8.98           | 24 5  | <b>45 POWER PLAY</b><br>APRIL WINE (Capitol ST-12218) CAP                                   | 8.98           | 55 3  | <b>79 BRILLIANCE</b><br>ATLANTIC STARR (A&M SP-4883) RCA  | 8.98           | 76 18 |
| <b>14 DIVER DOWN</b><br>VAN HALEN (Warnar Bros. BSK 3677) WEA   | 8.98           | 8 12  | <b>46 I LOVE ROCK 'N ROLL</b><br>JOAN JETT & THE BLACKHEARTS (Boardwalk NB1-33243) IND      | 8.98           | 40 33 | <b>80 GHOST IN THE MACHINE</b><br>THE POLICE (A&M SP-3730) RCA  | 8.98           | 77 40 |
| <b>15 THROWIN' DOWN</b><br>RICK JAMES (Gordy/Motown 6005GL) IND   | 8.98           | 11 8  | <b>47 E.T. THE EXTRATERRESTRIAL</b><br>ORIGINAL SOUNDTRACK (MCA-6109) MCA                   | 8.98           | 59 15 | <b>81 KIM WILDE</b><br>(EMI America ST-17065) CAP   | 8.98           | 90 11 |
| <b>16 EYE IN THE SKY</b><br>THE ALAN PARSONS PROJECT (Arista AL 9599) IND                               | 8.98           | 16 6  | <b>48 NO FUN ALOUD</b><br>GLENN FREY (Asylum E1-60129) WEA                                  | 8.98           | 56 6  | <b>82 MISSING PERSONS</b><br>(Capitol DLP-15001) CAP  | 4.98           | 84 16 |
| <b>17 NOW AND FOREVER</b><br>AIR SUPPLY (Arista AL 9587) IND  | 8.98           | 18 6  | <b>49 NON-STOP EROTIC CABARET</b><br>SOFT CELL (Sire SRK 3647) WEA                          | —              | 50 27 | <b>83 REUNION</b><br>THE TEMPTATIONS (Gordy/Motown 6008GL) IND  | 8.98           | 82 13 |
| <b>18 SPECIAL FORCES</b><br>.38 SPECIAL (A&M SP-4888) RCA   | 8.98           | 13 9  | <b>50 ALDO NOVA</b><br>(Portrait ZRR 37498) CBS   | —              | 43 23 | <b>84 NO CONTROL</b><br>EDDIE MONEY (Columbia FC 37960) CBS   | —              | 96 3  |
| <b>19 ALL FOUR ONE</b><br>THE MOTELS (Capitol S-12177) CAP  | 8.98           | 21 13 | <b>51 JEFFREY OSBORNE</b><br>(A&M SP-4896) RCA  | 8.98           | 60 6  | <b>85 WALT DISNEY PRODUCTIONS' MOUSERCISE</b><br>(Disneyland 62516) IND                                   | 7.98           | 81 19 |
| <b>20 THREE SIDES LIVE</b><br>GENESIS (Atlantic SD 2-2000) WEA  | 10.98          | 22 5  | <b>52 STRAIGHT FROM THE HEART</b><br>PATRICE RUSHEN (Elektra E1-60015) WEA                  | 8.98           | 47 14 | <b>86 STAR TREK II: THE WRATH OF KHAN</b><br>ORIGINAL SOUNDTRACK (Atlantic SD 19363) WEA                  | 8.98           | 123 2 |
| <b>21 GAP BAND IV</b><br>(Total Experience TE-1-3001) POL   | 8.98           | 14 7  | <b>53 FREEZE-FRAME</b><br>THE J. GEILS BAND (EMI America SOO-17062) CAP                     | 8.98           | 45 37 | <b>87 PICTURE THIS</b><br>HUEY LEWIS AND THE NEWS (Chrysalis CHR 1340) IND                                | 8.98           | 83 22 |
| <b>22 VINYL CONFESSIONS</b><br>KANSAS (Kirshner FZ 38002) CBS   | —              | 19 7  | <b>54 PRIVATE AUDITION</b><br>HEART (Epic FE 38049) CBS                                     | —              | 41 7  | <b>88 WINDSONG</b><br>RANDY CRAWFORD (Warner Bros. 9 23687-1) WEA   | 8.98           | 94 6  |
| <b>23 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I</b><br>STEVIE WONDER (Tamia/Motown 8002TL2) IND            | 13.98          | 17 9  | <b>55 BEAUTY AND THE BEAT</b><br>THE GO-GO'S (I.R.S./A&M SP 70021) RCA                      | 8.98           | 51 52 | <b>89 NIGHT AND DAY</b><br>JOE JACKSON (A&M SP-4906) RCA  | 8.98           | 108 2 |
| <b>24 ANNIE</b><br>ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS  | —              | 28 10 | <b>56 STREET OPERA</b><br>ASHFORD & SIMPSON (Capitol ST-12207) CAP                          | 8.98           | 53 9  | <b>90 OUTLAW</b><br>WAR (RCA AFL1-4208) RCA   | 8.98           | 91 20 |
| <b>25 QUIET LIES</b><br>JUICE NEWTON (Capitol ST-12210) CAP   | 8.98           | 20 9  | <b>57 PELICAN WEST</b><br>HAIRCUT 100 (Arista AL 6600) IND                                  | 8.98           | 58 16 | <b>91 FEELS SO RIGHT</b><br>ALABAMA (RCA AHL 1-3930) RCA  | 8.98           | 85 72 |
| <b>26 DREAMGIRLS</b><br>ORIGINAL BROADWAY CAST (Geffen GHSP 2007) WEA                                   | 8.98           | 27 11 | <b>58 BEAT</b><br>KING CRIMSON (Warnar Bros. 9 23692-1) WEA                                 | 8.98           | 68 4  | <b>92 INSIDE</b><br>RONNIE MILSAP (RCA AHL1-4311) RCA   | 8.98           | 93 5  |
| <b>27 ALL THE BEST COWBOYS HAVE CHINESE EYES</b><br>PETE TOWNSHEND (Atco SD 38-149) WEA                 | 8.98           | 32 4  | <b>59 WILD HEART OF THE YOUNG</b><br>KARLA BONOFF (Columbia FC 37444) CBS                   | —              | 52 17 | <b>93 INSTANT LOVE</b><br>CHERYL LYNN (Columbia FC 39057) CBS   | —              | 103 3 |
| <b>28 DAYLIGHT AGAIN</b><br>CROSBY, STILLS & NASH (Atlantic SD 19380) WEA                               | 8.98           | 46 2  | <b>60 12 GREATEST HITS VOL. II</b><br>NEIL DIAMOND (Columbia TC 38066) CBS                  | —              | 57 9  | <b>94 THE HUNTER</b><br>BLONDIE (Chrysalis CHR 1384) IND  | 8.98           | 89 8  |
| <b>29 ROCKY III</b><br>ORIGINAL SOUNDTRACK (Liberty LO-51130) CAP                                       | 8.98           | 39 3  | <b>61 ONE ON ONE</b><br>CHEAP TRICK (Epic FE 38021) CBS                                     | —              | 81 9  | <b>95 MY FAVORITE PERSON</b><br>THE O'JAYS (Philadelphia Int'l. FZ 37999) CBS                             | —              | 87 11 |
| <b>30 KEEP IT LIVE</b><br>DAZZ BAND (Motown 6004ML) IND   | 8.98           | 25 19 | <b>62 BELLA DONNA</b><br>STEVIE NICKS (Modarn/Atco MR 38-139) WEA                           | 8.98           | 62 50 | <b>96 PHYSICAL</b><br>OLIVIA NEWTON-JOHN (MCA-5229) MCA   | 8.98           | 78 39 |
| <b>31 SHIP ARRIVING TOO LATE TO SAVE A DROWNING WITCH</b><br>FRANK ZAPPA (Barking Pumpkin FW 38066) CBS | —              | 34 9  | <b>63 MARSHALL CRENSHAW</b><br>(Warnar Bros. BSK 3673) WEA                                  | 8.98           | 85 10 | <b>97 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</b><br>WILLIE NELSON (Columbia KC237542) CBS  | —              | 98 45 |
| <b>32 HOOKED ON SWING</b><br>LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343) RCA         | 8.98           | 36 7  | <b>64 I'M THE ONE</b><br>ROBERTA FLACK (Atlantic SD 19354) WEA                              | 8.98           | 66 6  | <b>98 OFFRAMP</b><br>PAT METHENY GROUP (ECM-11216) WEA  | 8.98           | 71 10 |
|   |                |       | <b>65 GREASE 2</b><br>ORIGINAL SOUNDTRACK (RSO RS-1-3803) POL                               | 8.98           | 75 6  | <b>99 SOMEWHERE IN THE STARS</b><br>ROSANNE CASH (Columbia FC 37570) CBS                                  | —              | 106 5 |
|   |                |       | <b>66 JUMP UP!</b><br>ELTON JOHN (Geffen GHS 2013) WEA                                      | 8.98           | 63 12 | <b>100 SEASONS OF THE HEART</b><br>JOHN DENVER (RCA AFL1-4256) RCA  | 8.98           | 95 20 |



# CLASSIFIEDS

## CLASSIFIED AD RATE 35 CENTS PER WORD

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

## Classified Ads Close WEDNESDAY

### EMPLOYMENT SERVICE

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

### COIN MACHINES

**FOR SALE:** Bosconian \$1395, Omega Race Cocktail Table \$1175, Robby Roto (Call or write), Wizard Of Wor \$1095, Gorf \$1295, Strategy \$1095, Amidar \$1495, Scramble \$1250, Moon War \$1175, Defender \$1395, Stargate \$2075, Tempest \$1595, Centipede \$1950, Space Duel \$1425, Qix \$1395, Alpine Ski \$1825, Mini Crazy Climber \$1250, Grand Champion \$2150, Kram (Floor Sample) \$1495, Wild Western (Call or write), Electric Yo Yo \$1495, Mouse Trap \$1525, Eliminator \$1225, Space Odyssey \$1195, 005 \$1495, Locomotion \$1395, The Pit \$1725, Radarscope Sit-down \$1295, Jump Bug \$1495, Haunted House \$1350, Centaur \$1095, Eight Ball Deluxe \$1025, Hyperball \$1450, Hydra Boat \$1095, Call or write New Orleans Novelty Co., 3030 No. Arnoult Rd., Metairie, LA 70002. Telephone: (504) 888-3500.

**FOR SALE:** New and used Sircoma Draw Pokers, also used Status, Omega and Speak Easy Draw Pokers, like new. Call 717-248-9611 Guerrini's, 1211 W. 4th St., Lewistown, Pa. 17044.

**FOR SALE — RECONDITIONED:** Centipede \$2300; Tempest \$2300; Galaga \$2300; Frogger \$1900; Qix \$1900; Omega Race \$1900; Pac-Man \$2000; Defender \$1900; Monaco GP Sitdown \$1800; Monaco GP Mini \$1600; Solar Quest \$1400; Asteroids \$1200; Missile Command \$1200; Galaxian \$1200. NJ (201) 729-6171.

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

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

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

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

**FOR SALE:** 50 Seeburg 160 selection wall boxes \$25 each; 20,000 used 45 rpm records 1000 or less 10¢ each, over 1000, 9¢ each. Waiting 200 scale \$200; Rock-Ola Lowboy \$60. One-third down, balance C.O.D. CENTRAL MUSIC CO., Box 284, Killeen, Texas 76541.

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

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

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

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

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

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

### PROFESSIONAL

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

**WE REPRESENT** recording artists, record companies, music-publishers. Promotion and distribution. In the Midwestern States area. Since 1953. Write E. Saphier, Record Promotion Enterprises, 1730 Losantiville Road, Cincinnati, Ohio 45237.

**SQUARE DEAL RECORDS** in beautiful San Luis Obispo in California is interviewing for a department head. We are looking for a self-motivated, honest, dynamic record business oriented hardworker to run our Independent Label Department. Job consists of stock maintenance, contact with labels, general department organization, production of catalogues and monthly magazine format updates. Need someone interested in becoming a significant part of a unique operation in the nicest part of California. \$800-1080/month. Please phone (805) 543-3636 for details or send resume to P.O. Box 1002, San Luis Obispo, CA 93406.

### RECORDS-MUSIC

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

**BRAZILIAN HITS** — From current charts and alltime favorites. Each 12" record US \$10.00 airmail registered. Subscription rates of weekly charts under request. Orders and payments in US\$ cheques to Wilson F. Falcao — C. Postal 2525 — Rio de Janeiro, RJ — BRAZIL

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

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

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

### SERVICES COIN MACHINE

**ACE LOCKS KEYS ALIKE:** Send locks and the key you want them mastered to: \$1.35 each, 10% D/C in lots of 100 or more. **HANDEL LOCK SERVICE**, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 38th year in vending.

### HUMOR

**ATTENTION ANNOUNCERS!** Let our total comedy service unlock bigger ratings for you! Established professionals offering subscription gagletter, Dee Jay Handbooks, career-boosting Monologues, individualized Custom Gags and much more. Send for FREE INFORMATION PACKAGE. **PETER PATTEN** P.O. Box 402-C, Pinedale, Calif., 93650.

## Lowballing, Inconsistent Fill Plague Stores Selling Home Video Games

(Continued from page 7)

As David Diamond, president of Costa Mesa, Calif.-based Middle West Distributors, Inc., explained it, video games makers have been more vigorously dealing with electronic and computer outlets than record dealers because of the uncertain economy of the record industry at present. He said companies like Mattel ship one-third of their video games product to stores like K mart and other national chain accounts, noting that such outlets get first priority in shipping.

Diamond also noted that if all outlets were serviced simultaneously, then pricing problems could be curbed. He said that if major discount and department store chains receive their games product first, often to the point of saturation, then such stores are inclined to sell the games at low prices. "By the time the little dealer gets his order," Diamond asserted, "they have to sell at higher prices."

Although Diamond maintains that record dealers must learn how to deal with video game manufacturers, he said that the retail aspect of the business resembles record merchandising in that it's a title business, where hot titles sell in larger volume due to increased demand. But he cautioned that buying of catalog titles should be done with more prudence.

Many dealers also noted a glaring absence of effective merchandising materials available in support of the games, with Atari and Activision doing the best job of providing such materials.

But clearly the primary concern among record dealers is being able to have the product in-store. "Fill, what fill?" asked

Shortz rhetorically, saying that trying to obtain hit product such as Atari's "Pac-Man" and "Invaders" was a near impossible task.

#### Hit Titles

Echoing this attitude was Mitch Perliss, director of buying for Show Industries, which operates the L.A.-based City One Stop and Music Plus chain, who said, "On catalog there's been no product fill problem," he said, explaining that the store buys direct from Intellivision and Imagic while Atari and Activision come to the chain through a distributor.

"But new releases are a different story," according to Perliss. "There's just not enough out there. There is always a high demand and low availability on the hotter titles," he said.

Some retailers noted that by the time they do get a title, it may have reached its sales peak, leaving retailers with essentially dormant merchandise. "Video game software is very similar to LPs," explained Shortz, who added, "It can be a hot title at first but it dies a swift death."

"Most of the better selling video game titles peak in about six to eight weeks," said Vicki Kost, general manager and video buyer for the Seattle-based D.J.'s Sound City. "If you're going to do any volume business on a title you've got to have it when it first hits the market."

A drawback to effective video game merchandising is the practice by some manufacturers of shipping to their established accounts in one region exclusively at the expense of another market region. "A company could ship a full allotment of a game title back east to the point of saturation," said Middle West's Diamond. "They may get loaded back east, but the West Coast could be starving for the product."

While many manufacturers were reticent to discuss their marketing and distribution attitudes as they pertain to record retailers, some game makers contacted said there was no discrimination in distribution of their

product.

"Except on hot titles, our inventory is always in good shape," said Jerry Michaelson, vice president of marketing for the Odyssey 2 video game/computer system manufactured by North American Philips. "All orders that come in are handled on sequence of receipt. We don't put record retailers in a particular category; we evaluate each account."

"Ideally, record retailers would appear to be most adaptable to our software," noted Bob Faught, vice president of sales for Activision. He said that Activision is striving for 24-hour turnaround on the product, although dealing with the electronics distributors presents a problem.

"Electronics distributors are used to dealing with hardware items and have no software philosophy in terms of distribution," Faught said. "We are continually trying to educate our distributors to begin dealing with the demands of software distribution among record dealers."

#### Alternatives

One way to circumvent problems posed by an inexperienced distribution outlet is to buy the video game cartridges from a variety of distributors and/or factory direct. "Fill has not really been a problem for us because we have four or five various sources of distribution for the games," said Dwight Montjar, video director at the Canton, Ohio-based Stark/Camelot chain.

He said the chain employs a combination of manufacturer direct and distribution

buying to keep the software in-store, giving each distributor used a "fair amount of business."

"Toy stores, drug stores and discount outlets are running sales on titles so low there is no way to compete with their prices," noted D.J.'s Kost, who added that during the first six months of the year lowballing was not a problem, but that the situation is changing.

Lee Cohen, vice president of marketing for the L.A.-based Licorice Pizza chain, said that demand for games software has kept the chain's prices at profitable levels. "We've had sales with advertising but they are designed to attract customers to the stores," Cohen said.

Cautioning that lowballing is not the major problem many dealers perceive it to be, Ira Heilcher, head of the Minneapolis-based Great American Music and Wax Museum stores, said, "Summer is not the time to sell video. Do shoe stores stock outdoor jogging shoes in January and February if you live in an area of harsh winters?"

"There is a glut of product because everybody bought and bought and bought because of the successful sales of video games in March," added Heilcher. "Personally, I think people are panicking over this price cutting thing. Record dealers are just experiencing a seasonal product. If price cutting is still happening in the fall, then we'll know if there is a pricing issue or not."

### ON JAZZ

(Continued from page 13)

**Foster, Slide Hampton, Harlem Blues & Jazz Band, Jimmy Heath, Jon Hendricks, Jon Hicks Big Band, Dave Holland, Alberta Hunter, Mel Lewis Big Band, Ronnie Mathews, Charlie Persip Big Band, Sam Rivers, Hilton Ruiz, Archie Shepp, Art Taylor, Cedar Walton and Reggie Workman.** Special shows will include "Recent Developments In Jazz," at NYU featuring new and developing artists: "Tribute Night" honoring such composers as Duke Ellington, Charles Mingus and Thelonious Monk; a salute to jazz tap dancing; and a free open-air concert in Washington Square Park. fred godman



# Cash Box Top Albums/101 to 200

July 24 1982

| Title, Artist, Label, Number, Distributor  | Weeks On Chart | 7/17 | Chart |
|--|----------------|------|-------|
| <b>101 LONE RHINO</b><br>ADRIAN BELEW (Island/Atco IL 9751) WEA                            | 8.98           | 110  | 4     |
| <b>102 PAC-MAN FEVER</b><br>BUCKNER & GARCIA (Columbia XRC 37941) CBS                      | —              | 88   | 19    |
| <b>103 HANDS DOWN</b><br>BOB JAMES (Tappan Zee/Columbia FC 38067) CBS                      | —              | 113  | 3     |
| <b>104 ABACAB</b><br>GENESIS (Atlantic SD 19313) WEA                                       | 8.98           | 105  | 4     |
| <b>105 AS WE SPEAK</b><br>DAVID SANBORN (Warner Bros. 9 23650-1) WEA                       | 8.98           | 115  | 4     |
| <b>106 WE GO A LONG WAY BACK</b><br>BLOODSTONE (T-Neck FZ 38115) CBS                       | —              | 117  | 3     |
| <b>107 THE INNOCENT AGE</b><br>DAN FOGELBERG (Full Moon/Epic KE2 37393) CBS                | —              | 79   | 45    |
| <b>108 EXTRATERRESTRIAL LIVE</b><br>BLUE OYSTER CULT (Columbia KG 37946) CBS               | —              | 92   | 11    |
| <b>109 BUILT FOR SPEED</b><br>STRAY CATS (EMI America ST-17070) CAP                        | 8.98           | 118  | 5     |
| <b>110 THE CONCERT IN CENTRAL PARK</b><br>SIMON AND GARFUNKEL (Warner Bros. 2BSK 3654) WEA | 14.98          | 97   | 20    |
| <b>111 UNDER THE BIG BLACK SUN</b><br>X (Elektra 9 60150-1) WEA                            | 8.98           | 126  | 3     |
| <b>112 IN BLACK AND WHITE</b><br>BARBARA MANDRELL (MCA-5205) MCA                           | 8.98           | 109  | 9     |
| <b>113 SOONER OR LATER</b><br>LARRY GRAHAM (Warner Bros. BSK 3668) WEA                     | 8.98           | 101  | 6     |
| <b>114 "D" TRAIN</b><br>(Prelude PRL 14105) IND  | 8.98           | 114  | 13    |
| <b>115 LITE ME UP</b><br>HERBIE HANCOCK (Columbia FC 37928) CBS                            | —              | 116  | 9     |
| <b>116 NIECY</b><br>DENIECE WILLIAMS (ARC/Columbia FC 37952) CBS                           | —              | 99   | 15    |
| <b>117 20 AEROBIC DANCE HITS</b><br>MARCY MUIR (Parade/Peter Pan 101) IND                  | 8.98           | 102  | 28    |
| <b>118 FANDANGO</b><br>HERB ALPERT (A&M SP-3731) RCA                                       | 8.98           | 119  | 7     |
| <b>119 SO EXCITED</b><br>POINTER SISTERS (Planet BXL1-4355) RCA                            | 8.98           | 141  | 2     |
| <b>120 FRIENDS</b><br>SHALAMAR (Solar/Elektra S-28) WEA                                    | 8.98           | 104  | 23    |
| <b>121 THE NUMBER OF THE BEAST</b><br>IRON MAIDEN (Harvest ST-12202) CAP                   | 8.98           | 111  | 16    |
| <b>122 NUGENT</b><br>TED NUGENT (Atlantic SD 19365) WEA                                    | 8.98           | 149  | 2     |
| <b>123 TRUST ME</b><br>JEAN CARN (Motown 6010ML) IND                                       | 8.98           | 124  | 5     |
| <b>124 HEY RICKY</b><br>MELISSA MANCHESTER (Arista AL 9574) IND                            | 8.98           | 125  | 14    |
| <b>125 WAITIN' FOR THE SUN TO SHINE</b><br>RICKY SKAGGS (Epic FE 37193) CBS                | —              | 127  | 9     |
| <b>126 DIARY OF A MADMAN</b><br>OZZY OSBOURNE (Jet FZ 37492) CBS                           | —              | 107  | 36    |
| <b>127 WISE GUY</b><br>KID CREOLE AND THE COCONUTS (Ze/Sire SRK 3681) WEA                  | 8.98           | 137  | 5     |
| <b>128 GREATEST HITS</b><br>KENNY ROGERS (Liberty LOO-1072) CAP                            | 8.98           | 121  | 93    |
| <b>129 TATTOO YOU</b><br>ROLLING STONES (Rolling Stone/Atco COC 16052) WEA                 | 8.98           | 130  | 46    |
| <b>130 THE MONROES</b><br>(Alfa AAE-15015) IND   | 5.98           | 131  | 7     |
| <b>131 RIO</b><br>DURAN DURAN (Harvest ST-12211) CAP                                       | 8.98           | 120  | 8     |
| <b>132 LOVE NOTES</b><br>CHUCK MANGIONE (Columbia FC 38101) CBS                            | —              | 142  | 3     |
| <b>133 STEAMIN' HOT</b><br>THE REDDINGS (Believe In A Dream FZ 37974) CBS                  | —              | 112  | 9     |
| <b>134 BROADSWORD AND THE BEAST</b><br>JETHRO TULL (Chrysalis CHR 1380) IND                | 8.98           | 129  | 14    |

|   |       |     |     |
|---|-------|-----|-----|
| <b>135 OFFERING</b><br>AXE (Atco SD 38-148) WEA                                     | 8.98  | 145 | 5   |
| <b>136 STANDING HAMPTON</b><br>SAMMY HAGAR (Geffen GHS 2006) WEA                    | 8.98  | 132 | 27  |
| <b>137 SHEFFIELD STEEL</b><br>JOE COCKER (Island/Atco IL 9750) WEA                  | 8.98  | 151 | 3   |
| <b>138 SOUP FOR ONE</b><br>ORIGINAL SOUNDTRACK (Mirage/Atco WTG 19353) WEA          | 8.98  | 138 | 7   |
| <b>139 THE DUDE</b><br>QUINCY JONES (A&M SP-3721) RCA                               | 8.98  | 122 | 69  |
| <b>140 LOVE IS WHERE YOU FIND IT</b><br>THE WHISPERS (Solar/Elektra S-27) WEA       | 8.98  | 135 | 28  |
| <b>141 MEMORIES</b><br>BARBRA STREISAND (Columbia TC 37678) CBS                     | —     | 133 | 33  |
| <b>142 SOMETHING SPECIAL</b><br>KOOL & THE GANG (De-Lite DSR 8502) POL              | 8.98  | 128 | 41  |
| <b>143 LIVE IT UP</b><br>DAVID JOHANSEN (Blue Sky ARZ 38004) CBS                    | —     | 153 | 4   |
| <b>144 ROYAL JAM</b><br>THE CRUSADERS (MCA 2-8017) MCA                              | 12.98 | 146 | 4   |
| <b>145 JI</b><br>JUNIOR (Mercury SRM-1-4043) POL                                    | 8.98  | 139 | 13  |
| <b>146 JUICE</b><br>JUICE NEWTON (Capitol ST-12136) CAP                             | 8.98  | 147 | 73  |
| <b>147 CURRENT</b><br>HEATWAVE (Epic FE 38065) CBS                                  | —     | 148 | 4   |
| <b>148 2XS</b><br>NAZARETH (A&M SP-4901) RCA  | 8.98  | 159 | 3   |
| <b>149 BREAKIN' AWAY</b><br>AL JARREAU (Warner Bros. BSK 3576) WEA                  | 8.98  | 134 | 49  |
| <b>150 DROP THE BOMB</b><br>TROUBLE FUNK (Sugar Hill SH 266) IND                    | 8.98  | 140 | 13  |
| <b>151 EYE TO EYE</b><br>(Warner Bros. BSK 3570) WEA                                | 8.98  | 154 | 8   |
| <b>152 CHIPMUNK ROCK</b><br>THE CHIPMUNKS (RCA AFL1-4303) RCA                       | 8.98  | 136 | 11  |
| <b>153 STEVE FORBERT</b><br>(Nemperor ARZ 37434) CBS                                | —     | 166 | 2   |
| <b>154 ANGST IN MY PANTS</b><br>SPARKS (Atlantic SD 19347) WEA                      | 8.98  | 155 | 11  |
| <b>155 BIG SCIENCE</b><br>LAURIE ANDERSON (Warner Bros. BSK 3674) WEA               | 8.98  | 143 | 12  |
| <b>156 HAPPY TOGETHER</b><br>ODYSSEY (RCA AFL1-4240) RCA                            | 8.98  | 163 | 5   |
| <b>157 THE ONE THAT YOU LOVE</b><br>AIR SUPPLY (Arista AL 9551) IND                 | 8.98  | 158 | 59  |
| <b>158 WE ARE ONE</b><br>PIECES OF A DREAM (Elektra 9 60142-1) WEA                  | 6.98  | —   | 1   |
| <b>159 TIME PIECES/THE BEST OF ERIC CLAPTON</b><br>ERIC CLAPTON (RSO RX 1-3099) POL | 8.98  | 144 | 7   |
| <b>160 IT'S A FACT</b><br>JEFF LORBER (Arista AL 9583) IND                          | 8.98  | 162 | 18  |
| <b>161 SHARING YOUR LOVE</b><br>CHANGE (RFC/Atlantic SD 19342) WEA                  | 8.98  | 152 | 12  |
| <b>162 YOU'VE GOT THE POWER</b><br>THIRD WORLD (Columbia FC 37744) CBS              | —     | 157 | 19  |
| <b>163 THE LEGEND GOES ON</b><br>THE STATLER BROTHERS (Mercury SRM-1-4048) POL      | 8.98  | 173 | 2   |
| <b>164 ANNE MURRAY'S GREATEST HITS</b><br>(Capitol SOO-12110) CAP                   | 8.98  | 164 | 125 |
| <b>165 CHILL OUT</b><br>BLACK UHURU (Island/Atco 9752) WEA                          | —     | —   | 1   |
| <b>166 GOLD</b><br>STEELY DAN (MCA-5324) MCA  | 8.98  | 170 | 3   |
| <b>167 PRIVATE EYES</b><br>DARYL HALL & JOHN OATES (RCA AFL1-4028) RCA              | 8.98  | 156 | 45  |

|  |      |     |     |
|--|------|-----|-----|
| <b>168 WORKING CLASS DOG</b><br>RICK SPRINGFIELD (RCA AFL 1-3697) RCA  | 8.98 | 150 | 69  |
| <b>169 BUSINESS AS USUAL</b><br>MEN AT WORK (Columbia ARC 37978) CBS   | —    | 176 | 3   |
| <b>170 HOMOSAPIEN</b><br>PETE SHELLEY (Arista AL 6602) IND   | 5.98 | 177 | 2   |
| <b>171 QUARTERFLASH</b><br>(Geffen GHS 2003) WEA   | 8.98 | 161 | 40  |
| <b>172 I'VE NEVER BEEN TO ME</b><br>CHARLENE (Motown 6009ML) IND   | 8.98 | 168 | 16  |
| <b>173 STREET SONGS</b><br>RICK JAMES (Gordy/Motown G8-1002M1) IND   | 8.98 | 160 | 68  |
| <b>174 THE ONE GIVETH, THE COUNT TAKETH AWAY</b><br>WILLIAM "BOOTS" COLLINS (Warner Bros. BSK 3667) WEA          | 8.98 | 172 | 10  |
| <b>175 THE JAZZ SINGER</b><br>NEIL DIAMOND (Capitol SWAY-12120) CAP  | 9.98 | 171 | 84  |
| <b>176 DOIN' ALRIGHT</b><br>O'BRYAN (Capitol ST-12192) CAP   | 8.98 | 178 | 18  |
| <b>177 MEGA FORCE</b><br>707 (Boardwalk NB1 33253) IND   | 8.98 | 179 | 3   |
| <b>178 WINDOWS</b><br>THE CHARLIE DANIELS BAND (Epic FE 37694) CBS   | —    | 165 | 17  |
| <b>179 TUTONE 2</b><br>TOMMY TUTONE (Columbia ARC 37401) CBS   | —    | 169 | 25  |
| <b>180 D.E. 7TH</b><br>DAVE EDMUNDS (Columbia FC 37930) CBS  | —    | 174 | 13  |
| <b>181 HOOKED ON BIG BANDS</b><br>FRANK BARBER (Victory VIC 702) IND   | 8.98 | 167 | 8   |
| <b>182 LADIES OF THE EIGHTIES</b><br>A TASTE OF HONEY (Capitol ST-12173) CAP                                     | 8.98 | 175 | 13  |
| <b>183 RESTLESS BREED</b><br>RIOT (Elektra E1-60134) WEA   | 8.98 | 185 | 3   |
| <b>184 YOU COULD HAVE BEEN WITH ME</b><br>SHEENA EASTON (EMI America SW-17061) CAP                               | 8.98 | 180 | 35  |
| <b>185 BOBBIE SUE</b><br>OAK RIDGE BOYS (MCA-5294) MCA   | 8.98 | 181 | 23  |
| <b>186 THE LAST OF THE MOHICANS</b><br>BOW WOW WOW (RCA CPL1-4314) RCA   | 5.98 | 182 | 12  |
| <b>187 BODY TALK</b><br>IMAGINATION (MCA-5271) MCA   | 8.98 | —   | 1   |
| <b>188 WE WANT MILES</b><br>MILES DAVIS (Columbia C2 38005) CBS  | —    | 186 | 11  |
| <b>189 CHRISTOPHER CROSS</b><br>(Warner Bros. BSK 3383) WEA  | 8.98 | 184 | 130 |
| <b>190 TIME AND TIDE</b><br>SPLIT ENZ (A&M SP-4894) RCA  | 8.98 | 189 | 13  |
| <b>191 BLIZZARD OF OZZ</b><br>OZZY OSBOURNE (Jet JZ 36812) CBS   | —    | 187 | 67  |
| <b>192 CAROL HENSEL'S EXERCISE &amp; DANCE PROGRAM VOLUME 2</b><br>(Vintage/Mirus VN1 7733) IND                  | 8.98 | 192 | 32  |
| <b>193 FAME</b><br>ORIGINAL SOUNDTRACK (RSO RX 1-3080) POL   | 8.98 | 183 | 26  |
| <b>194 TURNED ON BROADWAY</b><br>LUTHER HENDERSON conducting THE BROADWAY SYMPHONY ORCHESTRA (RCA AFL1-4327) RCA | 8.98 | 194 | 8   |
| <b>195 HIGH NOTES</b><br>HANK WILLIAMS, JR. (Elektra/Curb E1-60100) WEA  | 8.98 | 188 | 14  |
| <b>196 ANIMATION</b><br>JON ANDERSON (Atlantic SD 19355) WEA   | 8.98 | 197 | 6   |
| <b>197 CAT PEOPLE</b><br>ORIGINAL SOUNDTRACK (Backstreet BSR-6107) MCA   | 8.98 | 198 | 15  |
| <b>198 JUST ANOTHER DAY IN PARADISE</b><br>BERTIE HIGGINS (Kat Family FZ 37901) CBS                              | —    | 191 | 23  |
| <b>199 CONFIDENCE</b><br>NARADA MICHAEL WALDEN (Atlantic SD 19351) WEA   | 8.98 | 200 | 8   |
| <b>200 MR. LOOK SO GOOD</b><br>RICHARD "DIMPLES" FIELDS (Boardwalk NB1-33249) IND                                | 8.98 | 190 | 23  |

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

|                             |         |                           |         |                     |         |                           |          |                              |         |                        |     |
|-----------------------------|---------|---------------------------|---------|---------------------|---------|---------------------------|----------|------------------------------|---------|------------------------|-----|
| A Taste of Seagulls         | 70      | Chipmunks                 | 152     | Go-Go's             | 55      | Loverboy                  | 16       | Parsons, Alan                | 16      | Streisand, Barbra      | 141 |
| Aerobics (Greggains)        | 73      | Clash                     | 35      | Graham, Larry       | 113     | Lynn, Cheryl              | 93       | Pieces of a Dream            | 158     | Survivor               | 12  |
| Aerobics (Muir)             | 117     | Cocker, Joe               | 137     | Hagar, Sammy        | 136     | Manchester, Melissa       | 124      | Pointer, Robert              | 6       | Temptations            | 83  |
| Air Supply                  | 17, 157 | Collins, William "Bootsy" | 174     | Haircut 100         | 57      | Mandrell, Barbara         | 112      | Pointer Sisters              | 119     | Third World            | 162 |
| Alabama                     | 34, 91  | Costello, Elvis           | 7       | Hall & Oates        | 167     | Mangione, Chuck           | 132      | Police                       | 80      | .38 Special            | 18  |
| Alpert, Herb                | 118     | Cougar, John              | 9       | Hancock, Herbie     | 115     | Manhattan Swing Orchestra | 32       | Quarterflash                 | 81      | Tommy Tutone           | 179 |
| Anderson, Jon               | 196     | Crawford, Randy           | 88      | Heart               | 54      | McCartney, Paul           | 8        | Queen                        | 67      | Toto                   | 5   |
| Anderson, Laurie            | 155     | Crenshaw, Marshall        | 63      | Heatwave            | 147     | Men At Work               | 169      | Rainbow                      | 72      | Townshend, Pete        | 27  |
| April Wine                  | 45      | Crosby, Stills & Nash     | 28      | Hensel, Carol       | 192     | Metheny, Pat              | 98       | Reddings                     | 133     | Trouble Funk           | 150 |
| Ashford & Simpson           | 56      | Cross, Christopher        | 189     | Higgins, Bertie     | 198     | Miller, Steve             | 13       | RIO Speedwagon               | 10      | Van Halen              | 14  |
| Asla                        | 1       | Crusaders                 | 144     | Human League        | 11      | Milap, Ronnie             | 92       | Riot                         | 183     | Walden, Narada Michael | 199 |
| Atlantic Starr              | 79      | "D" Train                 | 114     | Imagination         | 187     | Missing Persons           | 82       | Rogers, Kenny                | 76, 128 | War                    | 90  |
| Axe                         | 135     | Daniels, Charlie          | 178     | Iron Maiden         | 121     | Money, Eddie              | 84       | Rolling Stones               | 2, 129  | Whispers               | 140 |
| Barber, Frank               | 181     | Davis, Miles              | 188     | J. Geils Band       | 53      | Monroes                   | 130      | Roxy Music                   | 44      | Wilde, Kim             | 81  |
| Belew, Adrian               | 101     | Dazz Band                 | 30      | Jackson, Joe        | 89      | Motels                    | 19       | Royal Philharmonic Orchestra | 68      | Williams, Deniece      | 116 |
| Black Uhuru                 | 165     | Denver, John              | 100     | James, Bob          | 103     | Mouserice                 | 85       | Rushen, Patrice              | 52      | Williams, Hank, Jr.    | 195 |
| Blondie                     | 94      | Diamond, Neil             | 60, 175 | James, Rick         | 15, 173 | Murray, Anne              | 164      | Sanborn, David               | 105     | Wonder, Stevie         | 23  |
| Bloodstone                  | 106     | Duran Duran               | 131     | Jarreau, Al         | 149     | Nazareth                  | 148      | Scorpions                    | 40      | X                      | 111 |
| Blue Oyster Cult            | 108     | Easton, Sheena            | 184     | Jethro Tull         | 134     | Nelson, Willie            | 4, 97    | Shalamar                     | 120     | Zappa, Frank           | 31  |
| Bonds, Gary U.S.            | 67      | Edmunds, Dave             | 180     | Jett, Joan          | 46      | Newton, Juice             | 25, 146  | Shelley, Pete                | 170     |                        |     |
| Bonoff, Karla               | 59      | Eye To Eye                | 151     | Johansen, David     | 143     | Newton-John, Olivia       | 96       | Simmons, Richard             | 36      |                        |     |
| Bow Wow Wow                 | 186     | Fields, Richard "Dimples" | 200     | John, Elton         | 66      | Nicks, Stevie             | 62       | Simon and Garfunkel          | 110     |                        |     |
| Broadway Symphony Orchestra | 194     | Flack, Roberta            | 64      | Jones, Quincy       | 139     | Nova, Aldo                | 50       | Simon and Garfunkel          | 110     | Annie                  | 24  |
| Buckner and Garcia          | 102     | Fleetwood Mac             | 3       | Journey             | 37      | Nugent, Ted               | 122      | Skaggs, Ricky                | 125     | Cat People             | 197 |
| Cameo                       | 79      | Fogelberg, Dan            | 107     | Judas Priest        | 77      | Oak Ridge Boys            | 185      | Soft Cell                    | 49      | Charlies Of Fire       | 39  |
| Carn, Jean                  | 123     | Fonda, Jane               | 38      | Junior              | 145     | O'Bryan                   | 176      | Sparks                       | 154     | Dreamgirls             | 26  |
| Cash, Rosanne               | 99      | Forebner, Steve           | 153     | Kansas              | 22      | Odyssey                   | 158      | Split Enz                    | 180     | E.T.                   | 47  |
| Change                      | 161     | Foreigner                 | 75      | Kid Creole/Coconuts | 127     | O'Jays                    | 95       | Springfield, Rick            | 33, 188 | Fame                   | 193 |
| Charlene                    | 172     | Frey, Glenn               | 48      | King Crimson        | 58      | One Way                   | 71       | Squeeze                      | 43      | Grease 2               | 65  |
| Cheap Trick                 | 61      | Gap Band                  | 21      | Kool & The Gang     | 142     | Osborne, Jeffrey          | 51       | Statter, Bros.               | 163     | Rocky III              | 29  |
| Chicago                     | 42      | Genesis                   | 20, 104 | Lewis, Huey         | 87      | Osbourne, Ozzy            | 128, 191 | Steeley Dan                  | 166     | Soup For One           | 138 |
|                             |         |                           |         | Lorber, Jeff        | 160     | Parker, Ray               | 41       | Stray Cats                   | 109     | Star Trek II           | 86  |



# CASH BOX

July 24, 1982

## AROUND THE ROUTE

by Camille Compasio

Bally Midway's advertising and sales promotion manager **Jim Jarocki** clued us in on a recently launched promo effort, the "Ms. Pac-Man" Championship Tournament, which is being held in cooperation with the Six Flags theme parks. Event began on June 27 and will run through the end of August at the various parks across the country. A caravan of about 50 machines is being transported from park to park for regional competition at each location for one week periods, and play is open to all park visitors. Special arcade areas are set up in each instance to accommodate contestants and there'll be a number of prizes awarded. Regional winners will receive all expenses paid trips (for players and their families) to Los Angeles to compete in the finals, which will be covered by the popular *That's Incredible* ABC-TV show for airing sometime this fall. Jim said early response to the tournament has been terrific and it is doing much towards conveying a wholesome industry image and attracting a wide range of players, in terms of age and social background. "You'd be amazed at the different types of people who are playing," Jim said. He also noted that the event is enjoying a

(continued on page 37)

## Coin Industry Image Boosted Due To 'Tron' Cross-Promotions

by Jeffrey Ressler

LOS ANGELES — Boasting innovative computer-generated imagery and other visually compelling special-effects, Walt Disney Production's video game fantasy film *Tron* opened in over 1,000 theaters nationwide on July 9, accompanied by a massive media campaign and several tie-in promotions with well-known consumer products. Besides boosting the Disney studio's credibility with contemporary movie audiences, the electronic epic's marketing blitz could also enhance the video amusement industry's collections and image.

In the coin-operated game field, Bally Midway is currently enjoying the success of its *Tron* upright model, which actually uses specific scenes from the film in its play design. The video manufacturer introduced the model through a competition at its 400 Alladin's Castle arcade centers on May 24, with 16 finalists ranging in age from 13 to 33 duking it out with joysticks during playoffs at Madison Square Garden's Felt Forum July 7 in New York. A celebrity tournament held prior to the finals at the midtown New York arena drew such contestants as Willie Mays, Hank Aaron, Barbara Eden, *Tron*'s stars David Warner and Cindy Morgan, along with other TV and film personalities.

The winner of the *Tron* video game tourney was Richard Ross of Jacksonville, Fla., a 29-year-old science enthusiast who attended graduate school at the University of Hawaii and is now working on his doctorate in

chemistry. Ross' high score reached 3,958,901, and he was rewarded with a new *Tron* coin-op machine, a Commodore Home Computer system, an Intellivision home vid game

(continued on page 37)

## Congress Proposes 10% Excise Tax On Amusement Games

CHICAGO — As a potential source of revenue for the new Reagan Administration budget, the Joint Committee on Taxation of the U.S. Congress has proposed a 10% excise tax on certain "luxury items" including coin-operated amusement devices. Glenn Braswell, the new executive director of the Amusement Game Manufacturers Assn., alerted the industry to this proposal in his introductory newsletter, which was issued when the association relocated its headquarters from Chicago to the Washington, D.C. area.

In his report, Braswell indicated the possibility of a "lack of information by certain committee members about the coin-operated amusement industry," stressing that the committee could be confusing it with videocassette recorders, which recently have been the subject of highly publicized hearings.

The industry will be challenged to identify and distinguish itself, he noted, and along these lines AGMA has already put the wheels

(continued on page 37)

### CONTENTS

|                               |    |
|-------------------------------|----|
| Around The Route .....        | 31 |
| Industry Calendar .....       | 34 |
| Industry News .....           | 34 |
| In Review .....               | 36 |
| Jukebox Programmer .....      | 38 |
| Manufacturers Equipment ..... | 35 |

# COIN MACHINE



Operation ROBOTRON has begun...





and there's no end in sight!

# ROBOTRON: 2084<sup>T.M.</sup>

## STATUS REPORT:

The revolt of the Robots is powerful. They are staging an all-out attack to re-program the remaining few hundred humans into their own image or wipe any trace of humanity from the face of the earth.

But take heart! Reports from the field advise the challenge of the Robots is being met! All over the world, people are taking to the controls and engaging in battle. They are fighting off the marauding Robots with great strategy and skill. Operation ROBOTRON is a brilliant success!

***In the ultimate conflict between man and machine, Williams has made you the winner!***

For the service back-up that keeps you out-front, call Williams toll-free at 800/621-1253.

In Illinois, call toll-free at 800/572-1324.

Williams<sup>®</sup> 

**ELECTRONICS, INC.**

3401 N. California Ave., Chicago, IL 60618  
Cable Address: WILCOIN, CHICAGO  
AVAILABLE FOR IMMEDIATE DELIVERY  
THROUGH YOUR WILLIAMS DISTRIBUTOR



Upright model shown. Also available in mini-upright and cocktail table, now with a new 19" super-screen!



## L.A. City Council Rejects Bid To Place Games Tax On Ballot

by Jeffrey Ressler

LOS ANGELES — A proposal that would have put the question of instituting a \$250 per machine annual tax on video game machines in arcades before Los Angeles voters in the November election was soundly defeated by the City Council July 13. The proposal, which needed City Council approval to be included on the November ballot, was voted down unanimously after an emotional dialogue between operators and council members that eventually had everyone agreeing that such a tax would be unfair to and severely damage the local amusement game industry.

Councilman Hal Bernson (12th District) originally suggested the tax proposal be placed on the November ballot, where it would require two-thirds of the voters' support to be enacted. However, at the Council meeting, he received little positive response from his peers and later joined in the unanimous vote against the proposal. Bernson explained that he had submitted the proposal in response to complaints from constituents in his district who claimed some electronic game parlors breed traffic, noise and crime, which then require major policing efforts. The tax, said Bernson, would have paid for additional police protection of arcades and generated additional revenue to the city.

Many councilmen spoke out strongly against the measure, with Dave Cunningham, who represents Southwest Los Angeles, calling on the video game industry to avoid the "insane approach" to taxation and advised them not to "kowtow" by agreeing to any form of "rank blackmail." Councilman Arthur K. Snyder referred to the proposal as "a sin tax," adding, "I can think of lots worse sins going on in this city."

Currently in L.A., arcade operators who handle five or more units pay up to \$3,000 in one-time licensing fees, \$102 for an annual police permit, and an \$18.75 per year business

tax no matter how many machines are at each location. Ops and distributors have long felt the financial sting of local taxation, but the proposed \$250 per machine charge would have devastated several businesses, testified arcade owners and their attorneys at council meeting. After the council voted down the measure, however, Bernson said a lower fee might still be discussed with officials from the video amusement industry. Neal Papiano, an attorney representing coin-op distributors, said his clients may possibly agree to pay a \$25.00 business tax instead of the \$18.75 charge now in effect.

Bernson later said he would take into consideration an option extending the Conditional Use provision over video game arcades that has been operative in L.A. for the last year, which maintains game room owners must show proof of their responsibility to the community as an upright commercial venture with proper crowd control capability. Although all arcades opened in the area over the past year requires a Conditional Use Permit, those which have been around prior to that time do not, and Bernson says he might favor all video game hall owners requiring the special permit to establish they haven't been a public nuisance, adding this action may have to be taken over the course of a one or two year period.

As the issue now stands, there will be no proposal to tax video games placed on the November ballot, and it seems unlikely that one will be enacted in the near future. However, if the proposal is introduced again as a license "fee" rather than a "tax," it could very well be approved on the City Council level without going to the voters. However, judging from the City Council's reluctance to act on the original proposal, it is again unlikely that it will be submitted again without substantial modifications.

## Bally Opens 'Pac-Man' Palace Eatery

CHICAGO — Bally's Aladdin's Castle, Inc., recently opened the doors to Bally's Pac-Man Palace, a modern family entertainment center which offers a limited fast food menu. The center, which is located in Kalamazoo, Michigan, features the latest in coin-operated games, including a large selection of Bally Midway's "Pac-Man" and "Ms. Pac-Man," along with Bally Pinball Division's "Mr. and Mrs. Pac-Man" pinball machines.

Pac-Man is a trademark of Bally Midway Mfg. Co., licensed for limited use to Bally's Aladdin's Castle.

With the establishment of the new center Bill O'Donnell, Jr., president of Bally's Aladdin's Castle and vice president of Bally Manufacturing Corp., feels that it is one additional concept which meets the growth requirements of amusement centers for the 1980s.



**OLYMPIAN EFFORT** — In support of the California State Olympics, held June 25-29 at UCLA, Atari, Inc. donated \$2,500 to the Special Olympics Committee and took active part in the event itself. In addition to providing Dig Dug, Pac Man and other video game characters to march in the opening day parade, Atari also provided games for the contestants and celebrity instructors like Matthew Laborteaux (l), one of the stars of NBC-TV's Little House On The Prairie.

## Variety Of New Video Game Promotional Materials Offered By Cinematronics

EL CAJON, Calif. — Cinematronics, Inc. has introduced a colorful decal that portrays a scene from the firm's recently released video game "Jack the Giantkiller." The decal pictures Jack and the goose fleeing from the chasing giant. It affixes easily to any surface and can be removed and re-used.

The company is also offering "Jack the Giantkiller" tip cards and holders. The cards include introductory hints on game play and are geared to enhance the excitement of the game for the player.

The accompanying tip card holder is designed with self-adhesive backing, can be easily secured to any surface and just as easily removed and re-used for other games.

To order the cards and obtain additional information contact the Cinematronics sales department at (714) 562-7000.

### High Score Awards

Skillful players may now achieve high score awards for their achievements on Cinematronics' games. These awards are in the form of certificates or "diplomas of the video game industry," as the company refers to them. There is space provided for the player's name, the high score achieved and the name of the game on which the high score was made.

The awards were designed to encourage players to develop their skills and to generate repeat play. Operators can increase the number of replays per video game by offering certificates to their expert players.

Following is the current list of record holders on Cinematronics games: Robert Summers and Greg Smith of Euclid, Ohio with a score of 64,790 points in a doubles game of "Rip-Off"; Jon Weeks of Londonderry,

New Hampshire, who scored 7,601,110 points on "Star Castle"; John Hooper and Dennis Smith of Lakewood, Calif., with a score of 716,950 points in a two-player "Armor Attack" game and John Hooper who took solo honors with 319,670 points. Cinematronics invites any players who have beaten these scores to contact the factory's sales department.

## McCleskey Named At Data East

CHICAGO — Robert E. Lloyd, executive vice president-general manager of Santa Clara, Calif.-based Data East, Inc., announced the appointment of Mark McCleskey as vice president-sales. "Mark brings to Data East a strong understanding of our business from his experience as both a distributor and a manufacturer," according to Lloyd. "He spent six years at the distributor level and most recently was national sales manager for Universal U.S.A. In today's changing video game market, we're pleased to have someone whose background is as diverse as Mark's."

Commenting on his new appointment, McCleskey stated, "We have many exciting new games under development with the next release being readied for shipment to our distributors. Presently our 'Mission-X' is proving to be a strong, consistent earner, and is the most successful interchangeable game ever introduced by Data East."

McCleskey holds a B.S. Degree from the University of Tennessee and currently resides in Los Gatos, Calif.

Lloyd also announced that Data East has begun the manufacturing of its machines at the firm's headquarters. This step was taken, he explained, to assure timely and efficient delivery of both conventional and interchangeable Data East games.

## CALENDAR

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

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

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

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

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



Mark McCleskey



## PINBALL MACHINES

### BALLY

Ground Shaker (1/80)  
Silverball Mania (3/80)  
Space Invaders (3/80)  
Rolling Stones (5/80)  
Mystic (6/80)  
Hot Doggin' (7/80)  
Viking (8/80)  
Skateball (10/80)  
Frontier (11/80)  
Xenon (11/80)  
Flash Gordon (2/81)  
Eight Ball Deluxe (4/81)  
Fireball II (5/81)  
Embryon, w.b. (7/81)  
Fathom (8/81)  
Medusa (10/81)  
Centaur (10/81)  
Elektra (12/81)  
Vector (2/82)  
Mr & Mrs. Pac-Man (5/82)  
Rapid Fire (5/82)

### GAME PLAN

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

### GOTTLIEB

Roller Disco, w.b., (1/80)  
Torch (2/80)  
Spider Man (3/80)  
Circus, w.b. (4/80)  
Panthera (6/80)  
Counterforce (8/80)  
Star Race, w.b. (9/80)  
James Bond (10/80)  
Time Line (11/80)  
Force II (1/81)  
Pink Panther (3/81)  
Mars (6/81)  
Volcano (8/81)  
Black Hole (10/81)  
Haunted House (2/82)  
Devil's Dare (4/82)  
Caveman pin/video (5/82)

### STERN

Big Game, w.b. (3/80)  
Ali (4/80)  
Seawitch (5/80)  
Cheetah, w.b. (6/80)  
Quicksilver (7/80)  
Star Gazer (7/80)  
Flight 2000 (9/80)  
Nine Ball (1/81)  
Free Fall (2/81)  
Lightning (4/81)  
Split Second (7/81)  
Catacomb (9/81)  
Viper (11/81)  
Orbitor I (4/82)

### WILLIAMS

Gorgar (1/80)  
Laser Ball, w.b. (1/80)  
Firepower (3/80)  
Blackout (9/80)  
Scorpion, w.b. (9/80)  
Alien Poker (10/80)  
Black Knight (12/80)  
Jungle Lord (4/81)  
Pharaoh (7/81)  
Solar Fire (9/81)  
Barracora (10/81)  
Hyperball pin/video (2/82)  
Cosmic Gunfight (7/82)

## VIDEO GAMES (upright)

### AMSTAR

Laser Base (7/81)

### ATARI

Monte Carlo (4/80)  
Asteroids Cabaret (5/80)  
Missile Command (8/80)  
Missile Command Cabaret (8/80)  
Battlezone (11/80)  
Battlezone Cabaret (11/80)  
Asteroids Deluxe (4/81)  
Asteroids Deluxe Cabaret (4/81)  
Centipede (6/81)  
Centipede Cabaret (6/81)  
Red Baron (8/81)  
Red Baron, sit-down (8/81)  
Tempest (10/81)  
Tempest Cabaret (10/81)  
Dig Dug (4/82)  
Dig Dug Cabaret (4/82)  
Kid Kangaroo (6/82)

## MANUFACTURERS EQUIPMENT

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

### CENTURI

Eagle (10/80)  
Eagle Maxi (10/80)  
Phoenix (1/81)  
Route 16 (4/81)  
Route 16 Elite (4/81)  
Pleiades (7/81)  
Vanguard (9/81)  
Challenger (11/81)  
The Pit (3/82)  
Loco-Motion (3/82)  
D-Day (3/82)

### CINEMATRONICS

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

### DYNAMO

Lil Hustler (12/81)

### EXIDY

Bandido (1/80)  
Tailgunner 2 (2/80)  
Targ (6/80)  
Spectar (1/81)  
Venture (8/81)  
Mousetrap (12/81)  
Victory (2/82)  
Pepper II (6/82)

### GAME PLAN

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

### GAMETECNIKS

Tri-Pool (1/82)

### GDI

Red Alert (10/81)

### GOTTLIEB

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

### GREMLIN/SEGA

Monaco GP (2/80)  
Mini Monaco GP (5/80)  
Astro Fighter (2/80)  
Car Hunt (5/80)  
Digger (7/80)  
Carnival (8/80)  
Tranquilizer Gun (8/80)  
Moon Cresta (10/80)  
Space Firebird (12/80)  
Astro Blaster (3/81)  
Pulsar (4/81)  
Space Odyssey (7/81)  
Space Fury (7/81)  
Frogger (9/81)  
Eliminator (12/81)  
Turbo (1/82)  
005 (1/82)  
Eliminator 4-player (2/82)  
Zaxxon (4/82)  
Turbo Mini-Upright (5/82)

### MIDWAY

Deluxe Space Invaders (1/80)  
Galaxian (4/80)  
Extra Bases (5/80)  
Space Encounters (8/80)  
Space Encounters Mini-Myte (9/80)  
Space Zap (10/80)  
Space Zap Mini-Myte (10/80)  
Pac-Man (11/80)

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

### NAMCO AMERICA

Sweet Licks (4/82)

### NINTENDO

Donkey Kong (9/81)

### ROCK-OLA

Warp-Warp (9/81)

### SIGMA

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

### STERN

Astro Invader (8/80)  
Berzerk (1/81)  
The End (3/81)  
Scramble (4/81)  
Super Cobra (7/81)  
Moon War (10/81)  
Turtles (11/81)  
Strategy X (11/81)  
Jungler (2/82)  
Frenzy (5/82)  
Tazz-Mania (5/82)

### TAITO AMERICA

Space Chaser (2/80)  
Stratovox (9/80)  
Polaris (12/80)  
Space Invaders Trimline (2/81)  
Crazy Climber (3/81)  
Crazy Climber Trimline (3/81)  
Zarzon (5/81)  
Zarzon Trimline (5/81)  
Colony 7 (7/81)  
Colony 7 Trimline (7/81)  
Moon Shuttle (8/81)  
Moon Shuttle Trimline (8/81)  
Qix (10/81)  
Qix Trimline (10/81)  
Lock 'N Chase (10/81)  
Grand Champion (12/81)  
Alpine Ski (3/82)  
Wild Western (5/82)  
Electric Yo-Yo (5/82)  
Kram (5/82)

### THOMAS AUTOMATICS

Triple Punch (6/82)

### UNIVERSAL USA

Cheekie Mouse (5/80)  
Magical Spot (10/80)  
Zero Hour (1/81)  
Space Panic (1/81)  
Cosmic Avenger (8/81)  
Lady Bug (12/81)

### U.S. BILLIARDS

Quasar (4/81)

### WILLIAMS

Defender (12/80)  
Stargate (10/81)  
Make Trax (10/81)  
Robotron 2084 (3/82)

## COCKTAIL TABLES

### AMSTAR

Phoenix

### ATARI

Soccer (4/80)  
Asteroids (4/80)  
Missile Command (8/80)  
Football (7/80)  
Asteroids Deluxe (4/81)  
Centipede (6/81)  
Tempest (10/81)  
Dig Dug (4/82)

### CENTURI

Rip Off (8/80)  
Targ (10/80)  
Route 16 (4/81)  
Pleiades (7/81)

### ELCON

Diversions booth size (9/81)

### GAME PLAN

Shark Attack (5/81)

### GAMETECNIKS

Tri-Pool (1/82)

### GDI

The Thief (4/82)

### GOTTLIEB

New York, New York (3/81)

### GREMLIN/SEGA

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

### MIDWAY

Deluxe Space Invaders (3/80)  
Galaxian (4/80)  
Extra Bases (8/80)  
Space Zap (10/80)  
Pac-Man (11/80)  
Rally-X (2/81)  
Gorf (4/81)  
Wizard of Wor (6/81)  
Omega Race (8/81)  
Galaga (11/81)  
Kick-Man (1/82)  
Ms. Pac-Man (2/82)  
Bosconian (2/82)

### STERN

Astro Invader (11/80)  
The End (1/81)  
Berzerk (2/81)  
Scramble (5/81)

### TAITO AMERICA

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

### THOMAS AUTOMATICS

Triple Punch (6/82)

### WILLIAMS

Defender (4/81)

## PHONOGRAPHS

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

## POOL TABLES & FOOSBALL

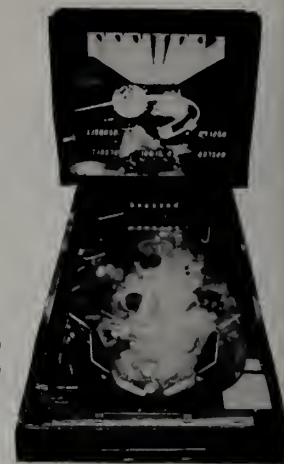
Irving Kaye Silver Shadow  
Irving Kaye Lion's Head  
Dynamo Model 37  
Dynamo-The Tournament foosball (5/82)  
TS Tournament Eight Ball  
U.B.I. Bronco  
Valley Cougar  
Valley Tiger Cat bumper pool (6/82)



**IN REVIEW: A photographic lineup of some of the amusement machines introduced by the various games manufacturers and dated according to their exposure in Cash Box.**



SEGA/GREMLIN 'ZAXXON'. A space action video game with unique dimensional effects, great color and sound; plus challenging skill factors and obstacles for wide player appeal. (4/10/82)



STERN 'ORBITOR I'. Among the pluses on this Stern pin are the innovative contoured playfield to enhance the visual effects, and motorized bumpers for exciting, high speed play. (4/17/82)



GDI 'THE THIEF'. Game theme involves a heated car chase with police in pursuit of the Thief (who is the player). Sixteen crime levels from amateur to pro add challenge to the game. (4/24/82)



NAMCO AMERICA 'SWEET LICKS'. A fun-filled single player where 8 cake monsters pop up from holes on the base and must be bumped back in. Colorful graphics, lively music and flashing lights. (4/24/82)



ATARI 'DIG DUG'. An interesting maze game with the player controlling a miner who must avoid a colorful variety of obstacles like dragons and ghosts, of different point values. (5/1/82)



DYNAMO 'THE TOURNAMENT'. The latest Dynamo foosball table features several new design and construction improvements including one-piece reinforced cabinets and special corner ramps. (5/15/82)



STERN 'FRENZY'. In this 1 or 2 player video, the player maneuvers a humanoid through a series of mazes, avoiding various obstacles along the way. Dynamic action and sound. (5/8/82)



BALLY 'MR. & MRS. PAC-MAN PINBALL'. A pin version of the historic video game, containing the basic elements of the maze concept in a pinball format with plenty of scoring moves. (5/15/82)



CINEMATRONICS 'JACK THE GIANT-KILLER'. A video version of the popular storybook scenario. Six different screens and twelve difficulty levels make for a game of challenge and fun (5/1/82)



BALLY 'RAPID FIRE'. Among the unique features of this pin is a gun mechanism that shoots balls for explosive action, and a playfield of advancing lights and stationary targets. (6/5/82)



TAITO AMERICA 'WILD WESTERN'. The theme here reflects the excitement of the Old West, with shootouts, a train robbery, and lots of good guys/bad guys play action. Exciting sound accompaniment. (6/5/82)



GOTTLIEB 'CAVEMAN'. This is the factory's integrated pinball/video game which focuses on a prehistoric chase where the player moves from the pinball playfield to the video maze section during play. (6/5/82)



TAITO AMERICA 'KRAM'. The factory's newest video game incorporates the popular maze concept with innovative sound accompaniment. Numerous play variations for one or two players. (6/12/82).



STERN 'TAZZ-MANIA'. The main character in this one or two player video is a hip-shooting devil who scores points by destroying a room full of bouncing creatures. New, slim cabinet design. (6/12/82).

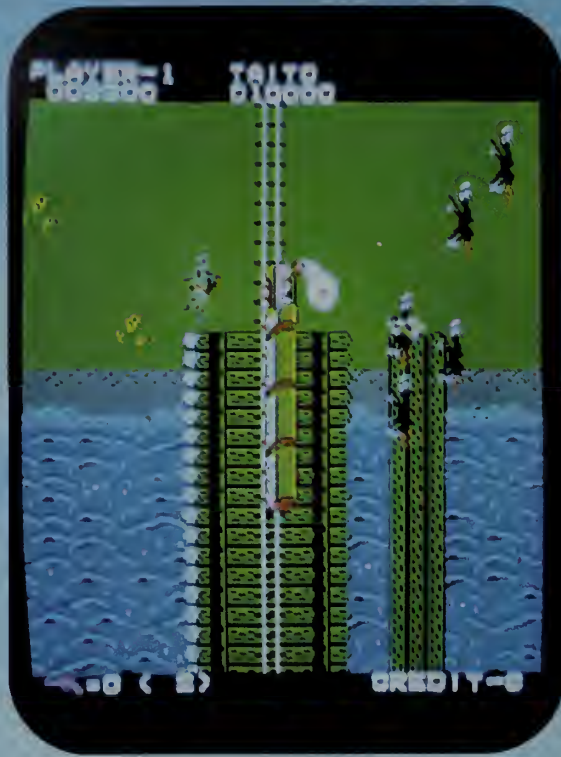


# Taito America rides again with *Wild Western*™





# How the West (and wild profits) are won:



Can law and order prevail in this thrilling tale of yesteryear? You'll soon find out because player after player will line up to see if, as Sheriff, their badge, their skill and their six-shooter can stand between the train getting through and bands of outlaws set to ambush it! Simplicity of play concept combines with a constant variation of elements and exciting action to assure never-ending play appeal.

Players can't shoot over the train, but they can fall back and get the bandits from behind, gallop hard to get ahead of the train and shoot over their shoulder and even cross the tracks for an all-out shoot-out complete with ricocheting bullets!

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

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

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



For happy trails and happy players, it's

## Wild Western™



|                  |                 |                        |                       |
|------------------|-----------------|------------------------|-----------------------|
|                  |                 | 1 or 2 player upright: |                       |
| Height:          | Width:          | Depth:                 | Crated Weight:        |
| 170 c/m<br>(67") | 61 c/m<br>(24") | 76 c/m<br>(30")        | 126 kg.<br>(280 lbs.) |

For technical service, call the hot line toll-free (except in Illinois): (800) 323-0666.

TAITO AMERICA CORPORATION • 1256 Estes Ave. • Elk Grove Village, IL 60007 • (312) 981-1000 • Telex 25-3290



## AROUND THE ROUTE

(continued from page 31)

great deal of mass media exposure, which will certainly benefit the entire industry.

The "Eyes" have it! With the recent resumption of production following the annual summer vacation shutdown at Rock-Ola Mfg. Corp., a top priority item currently in delivery is the newly introduced "Eyes" video game. The model tested out "superbly well," according to Ron Moskal, vice president of sales, and is fast becoming an in-demand piece. Might also mention that Rock-Ola donated a "Jump Bug" video game as part of its participation in the annual "Empire Follies" sponsored by Bally Midwest in Livonia, Mich., with all proceeds going to the children of the Int'l Order of Alhambra. Ron said over 800 people attended this year's function and more than \$4500 was raised for the children. Hats off to Bally Midwest's Hank Heiser who's been running the follies from the very start.

On to Washington: As of July 6, the Amusement Game Manufacturers Assn. (formerly Amusement Device Manufacturers Assn.) is operating out of its newly established office in our nation's capital. Address and phone number are: 205 The Strand, Suite 3, Alexandria, Va. 22314; telephone is (703) 548-8044. The association's former office in Chicago was closed on June 28. AGMA's new executive director is Glenn E. Braswell; administrative assistant is Eleanor M. Nash. Braswell invites association members, potential members and interested individuals in the coin machine industry to visit the new office whenever they are in Washington and to direct any comments or suggestions they might have to his attention.

State Association News: Among the latest to join the growing number of newly organized state associations is the Puerto Rico Coin Machine Operators Assn., established just a couple of months ago and already boasting a membership of 75. Association headquarters are being set up in San Juan, Puerto Rico. . . Maryland operators have also joined forces to form the Maryland Amusement Operators Assn., which started out with six members and has already increased the ranks to over 50. The fledgling organization is currently addressing a local move to raise the state amusement tax and is working with the full support of Baltimore area distributors. According to an AMOA tally, this brings the total number of active state associations to 42.

## Stern Taps Bird Dist.

CHICAGO — The appointment of Bird Distributors, Inc. as a distributor of Stern games was recently announced by Tom Campbell, director of marketing at Stern Electronics, Inc. Campbell stated that the Stern organization feels that the addition of Bird Distributors, with branches in both Merriam and Manhattan, Kan., will give added exposure to the Stern product line in the Kansas market.

The Bird premises in Merriam are located at 5161 Merriam Drive (Merriam, Kan. 66203) and its Manhattan address is 101 Poyntz Ave. (Manhattan, Kan. 66502).

## Coin Industry Image Receives Boost From 'Tron' Promotions

(continued from page 31)

console complete with a selection of cartridges, an Ideal *Tron* board game, a hand-held Tomy *Tron* game, a digital watch by Bradley featuring scenes from the movie, five dollars each week in Alladin's Castle tokens for a full year, and an all-expenses paid trip to Manhattan for the finals courtesy of Eastern Airlines and Hyatt Hotels. The contest spawned two runner-ups — 19-year-old Scott Katkin, a freshman at Rhode Island Community College, and 18-year-old Sterling Ouchi from Torrance, Calif. who attends California State University at Long Beach — both of whom won the same prizes as the first place victor with the exception of the Commodore computer unit.

According to Bernie Powers, director of Bally's arcade operation, all 400 branches of Alladin's Castle took part in the tournament, with *Tron* T-shirts, stickers, competition posters and entry blank displays featured in the game centers, and heavy advertising, primarily on radio, spotlighting the preliminary rounds.

"No one else in this business has had such a successful competition," said Powers, "and all the attention has really helped out collections. One exceptionally important factor was that the prizes all tied in names such as Mattel, Ideal, Hyatt Hotels and Eastern that are familiar in households, rather than merely offering something like a \$50,000 cash award. So far, the *Tron* machines are doing terrific in our locations and we're looking forward to seeing the first week collections after the film has opened."

Besides Bally Midway, other companies including Coca-Cola, Scott Paper, Smuckers, and Armour-Dial are involved in extensive promotional tie-ins for the futuristic feature. Coke's campaign consists of an in-theatre promotion featuring a free cup and popcorn pitcher offer, and the soft drink firm also plans a *Tron* drive at fast food convenience stores to be announced shortly. Scott Paper products started its *Tron* cross-promotion during May via radio spots, TV ads and point-of-purchase materials announcing a sweepstakes along with a free iron-on sticker offer at participating stores. Smuckers offers free with purchase of their products a *Tron* Futuristic Adventure Book by means of a seven foot high POP display, with two million of the books printed and 15,000 displays being made available to retailers.

Armour-Dial is running three different *Tron* promos from May through August, using 30,000 seven-foot high point-of-purchase modules at supermarkets nationwide. In late May the company began advertising a beach towel premium supported by four-color, full-page ads in consumer magazines. Another self-liquidating premium offers a soundtrack album to the film and, finally, Armour-Dial will feature a giveaway of book cover items.

Mattel Electronics is due to spend \$1.5 million on ads for its three *Tron* home video game cartridges used with its Intellivision line, including 8,000 displays describing the various carts — "Deadly Disc," "Mazeatron" and "Solar Sailer." In addition to marketing character and vehicular figurines from the film, Tomy is set to produce a hand-held electronic game based on the flick, with a \$2 million TV ad campaign backing its efforts.

CBS Records has been licensed to release the soundtrack album featuring a score by classical synth composer Wendy Carlos and two tunes, "1990s Theme" and "Only Solutions" performed by the multi-platinum rock group Journey. Alladin's Castle director Powers claims the first 250,000 albums sold will include coupons redeemable for two play

tokens at any of the Bally arcade centers good on any machine in the game rooms.

To date, Walt Disney Productions has granted in excess of 40 licenses for producing *Tron* merchandise, and sources at the studio say there are new offers pouring in daily since the movie's first three days garnered \$4.8 million in ticket sales, a respectable but not overwhelming figure these days for box office receipts of a major motion picture. Within the coming months, if not sooner, expect to see T-shirts, sweatshirts, posters, costume jewelry, pins, sleeping bags, wallets, activewear, soap, pajamas, playsuits, hats, cards, balloons, sunglasses, viewmaster slides, yo-yos, frisbees, jigsaw puzzles, socks, stationery, storybooks, magazines and more all based on elements of the man versus computer plotline. Publication of sundry books will be handled by Simon & Shuster, Ballentine and Paradise Press, while King Features Syndicate has been running a *Tron* comic strip since Jan. 24 in 30 newspapers across the country.

Besides newspapers giving major coverage to the film's new visual techniques, scores of magazines and television programs have focused on Disney's celluloid rebirth. *Time* and *Newsweek* both scheduled *Tron* as its cover story during the week of June 21, but the resignation of Secretary of State Alexander Haig bumped the video game warriors off the prime spot, leaving only the long, colorful spreads remaining intact. *Omni*, *Rolling Stone*, *US*, *Electronic Games*, *Video Gaming*, *Mechanix Illustrated*, *Home Video*, *Film Comment*, *Smithsonian*, *American Cinematographer*, *Life*, *Games*, *Twilight Zone*, *Progressive Media*, *Scholastic*, *Video Systems* and a score of more computer-oriented magazines are scheduled to publish articles about the film over the summer months.

Television programs dealing with the *Tron* phenomenon include the *Today Show*, which ran during the week of July 4, a half-hour segment of *Good Morning America* which aired last week and an upcoming 30-minute portion of *Walter Cronkite's Universe* that will explore the picture's graphics on an episode slated for July 20. Disney's own TV paid advertising budget totals \$5 million, and radio features will be broadcast in the top 25 markets. Dozens of stories have appeared in local newspapers since the film's opening, with at least 100 breaks and features appearing prior to the July 9 premiere date.

And that's not all.

In the weeks to come, undoubtedly more and more of the public will be made aware of the video game pic through the extensive media coverage and various merchandising drives, all pointing towards wider acceptance of arcades and amusement machines in the American consciousness which, at a time when many operators and distributors are being burdened with restrictive legislation, heavy taxation and other financial woes, has the potential to lift the coin-op industry to even greater popularity.

## Amusement Game Tax Proposed By Congress

(continued from page 31)

in motion for the preparation of a "white paper" to serve as a guideline for industry members in addressing this legislative threat.

Also under consideration at present is a 10% tax proposal on video games by the Washington, D.C. City Council, according to Braswell. AGMA was successful in securing a postponement of the originally scheduled June 24 hearing on the matter and will continue to work closely with Washington area distributors and operators in monitoring this and other industry related legislation.



**CONGRATULATIONS** — Chet McMurdie, president of Bally Advance in San Francisco, and Don Osborne, vice president of sales and marketing for the Coin-Operated Games Division of Atari, Inc., display commendations they received from the city of San Jose for their participation in San Jose's Youth Month. Atari presented a check for \$2,000 to the City Council during the ceremony, matching the amount of money raised for youth programs through the use of Atari coin-operated video games.

## 'Zaxxon' TV Blitz Brings Results

LOS ANGELES — The Sega offices here are being flooded with calls from players, arcade owners and operators in the Los Angeles area as a result of the firm's recently launched "Zaxxon" TV campaign (*Cash Box*, July 10), according to Bob Rosenbaum, a vice president of Sega.

The program consists of a series of outstanding 30-second spot commercials on "Zaxxon," utilizing state-of-the-art computer-generated graphics, being aired in Los Angeles, Chicago, New York, New Jersey and Pennsylvania. The initial feedback in the Los Angeles market brought such comments as "income has doubled over a weekend period" as a direct result of the television exposure, according to Rosenbaum who told *Cash Box* that arcade owners who are familiar with their regular patrons reported that, since the commercials started, "many new faces are coming in" to play the games and "people are specifically asking for Zaxxon."

Following the initial airing in Los Angeles, the timetable for the spots will run from July 11 through July 25 in Chicago and from July 12 through July 25 in New York, Northern New Jersey, Philadelphia and Southern New Jersey.

## Dynamo Named 'Manufacturer Of Year' By AMOT

LOS ANGELES — Dynamo Corp., the Great Prairie, Texas-based manufacturer of coin-operated pool table and soccer games, as well as electronic video games, was named Manufacturer of the Year by the Amusement and Music Operators of Texas (AMOT). The award was presented by Bobby Minnick, president, AMOT.

The announcement of the award, made at Dynamo's annual convention recently in Ft. Worth, cited the firm's continuing support of the Texas 8-ball pool league and tournament sponsored annually by the AMOT. In addition to its contributions to the league, Dynamo's "Big D" coin-operated pool tables were often provided for league play and the championship tournament in Austin.

In accepting the award on behalf of Dynamo, Bill Rickett, president of the company, said, "We are privileged to have been selected for such a prestigious award from this fine organization."



# THE JUKEBOX PROGRAMMER

July 24, 19

\* indicates new entry

## POP

- 1 HURTS SO GOOD JOHN COUGAR (Riva/PolyGram R 209)
- 2 EYE OF THE TIGER SURVIVOR (Scotti Bros./CBS ZS5-02912)
- 3 DON'T YOU WANT ME THE HUMAN LEAGUE (A&M/Virgin 2397)
- 4 CAUGHT UP IN YOU 38 SPECIAL (A&M 2412)
- 5 ONLY THE LONELY THE MOTELS (Capitol PB-5114)
- 6 ROSANNA TOTO (Columbia 18-02811)
- 7 KEEP THE FIRE BURNIN' REO SPEEDWAGON (Epic 14-02967)
- 8 HOLD ME FLEETWOOD MAC (Warner Bros. 7-29966)
- 9 GOING TO A GO-GO THE ROLLING STONES (Rolling Stones/Atco RS 21301)
- 10 TAINTED LOVE SOFT CELL (Sire SRE 40655)
- 11 LET IT WHIP DAZZ BAND (Motown 1609MF)
- 12 DO I DO STEVIE WONDER (Tamia/Motown 1612TF)
- 13 ALWAYS ON MY MIND WILLIE NELSON (Columbia 18-02741)
- 14 WASTED ON THE WAY CROSBY, STILLS & NASH (Atlantic 4058)
- 15 ABRACADABRA THE STEVE MILLER BAND (Capitol PRO-9785)
- 16 I FOUND SOMEBODY GLENN FREY (Asylum E-47466)
- 17 PERSONALLY KARLA BONOFF (Columbia 18-02805)
- 18 LOVE'S BEEN A LITTLE BIT HARD ON ME JUICE NEWTON (Capitol P-B-5120)
- 19 HARD TO SAY I'M SORRY CHICAGO (Full Moon/Warner Bros. 7-29979)
- 20 YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU MELISSA MANCHESTER (Arista AS 0676)
- 21 PLAY THE GAME TONIGHT KANSAS (Klirshner/CBS ZS5-02903)
- 22 VACATION GO-GO'S (I.R.S./A&M IR-9907)
- 23 LOVE IS IN CONTROL (FINGER ON THE TRIGGER) DONNA SUMMER (Geffen 7-29982)
- 24 EBONY AND IVORY PAUL McCARTNEY (Columbia 18-02860)
- 25 AMERICAN MUSIC\* POINTER SISTERS (Planet/RCA YB-13254)
- 26 IF YOU WANT MY LOVE CHEAP TRICK (Epic 14-02968)
- 27 TAKE IT AWAY\* PAUL McCARTNEY (Columbia 18-03018)
- 28 I RAN (SO FAR AWAY) A FLOCK OF SEAGULLS (Jive/Arista VS 102)
- 29 LOVE WILL TURN YOU AROUND\* KENNY ROGERS (Liberty P-B-1471)
- 30 DANCING IN THE STREET VAN HALEN (Warner Bros. WBS 7-29986)

## COUNTRY

- 1 TAKE ME DOWN ALABAMA (RCA PB-13210)
- 2 HONKY TONKIN' HANK WILLIAMS, JR. (Elektra E-47462)
- 3 ARE THE GOOD TIMES REALLY OVER MERLE HAGGARD (Epic 14-02894)
- 4 'TIL YOU'RE GONE BARBARA MANDRELL (MCA-52038)
- 5 NOBODY SYLVIA (RCA PB-13223)
- 6 I DON'T CARE RICKY SCAGGS (Epic 14-02931)
- 7 I DON'T THINK SHE'S IN LOVE ANYMORE CHARLEY PRIDE (RCA PB-13096)
- 8 HEARTBREAK EXPRESS DOLLY PARTON (RCA PB-13234)
- 9 LOVE'S BEEN A LITTLE BIT HARD ON ME JUICE NEWTON (Capitol P-B-5120)
- 10 AIN'T NO MONEY ROSANNE CASH (Columbia 18-02897)
- 11 HEAVENLY BODIES EARL THOMAS CONLEY (RCA PB-13246)
- 12 ANY DAY NOW RONNIE MILSAP (RCA PB-13216)
- 13 WOMEN DO KNOW HOW TO CARRY ON WAYLON JENNINGS (RCA PB-13257)
- 14 BORN TO RUN EMMYLOU HARRIS (Warner Bros. 7-29953)
- 15 DON'T WORRY 'BOUT ME BABY JANIE FRICKE (Columbia 18-02859)
- 16 FOOL HEARTED MEMORY GEORGE STRAIT (MCA-52066)
- 17 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty P-B-1471)
- 18 OH GIRL CON HUNLEY (Warner Bros. WBS 50058)
- 19 I'M GONNA HIRE A WINO TO DECORATE OUR HOME DAVID FRIZZELL (Warner/Viva WBS 50063)
- 20 WHATEVER THE STATLER BROTHERS (Mercury/PolyGram 76162)
- 21 WOULD YOU CATCH A FALLING STAR JOHN ANDERSON (Warner Bros. WBS 50043)
- 22 SO FINE OAK RIDGE BOYS (MCA-52065)
- 23 YOU TURN ME ON I'M A RADIO GAIL DAVIES (Warner Bros. 7-29972)
- 24 SHE'S NOT REALLY CHEATIN' MOE BANDY (Columbia 18-02966)
- 25 DANCING YOUR MEMORY AWAY CHARLY McLAIN (Epic 14-02975)
- 26 THIS DREAM'S ON ME\* GENE WATSON (MCA-52074)
- 27 SHE GOT THE GOLDMINE\* JERRY REED (RCA PB-13266)
- 28 SLOW DOWN LACY J. DALTON (Columbia 18-02847)
- 29 I'M NOT THAT LONELY YET\* REBA McENTIRE (Mercury/PolyGram 76157)
- 30 SLOW HAND CONWAY TWITTY (Elektra E-47443)

## BLACK CONTEMPORARY

- 1 DO I DO STEVIE WONDER (Tamia/Motown 1612TF)
- 2 EARLY IN THE MORNING THE GAP BAND (Total Experience/PolyGram TE-8201)
- 3 CUTIE PIE ONE WAY (MCA 52049)
- 4 AND I AM TELLING YOU I'M NOT GOING JENNIFER HOLLIDAY (Geffen 7-29983)
- 5 LET IT WHIP DAZZ BAND (Motown 1609MF)
- 6 I REALLY DON'T NEED NO LIGHT JEFFREY OSBORNE (A&M 2410)
- 7 TOO LATE JUNIOR (Mercury/PolyGram 7615)
- 8 KEEP ON "D" TRAIN (Prelude PR-8049)
- 9 LOVE ME DOWN ATLANTIC STARR (A&M 2420)
- 10 LOVE IS IN CONTROL (FINGER ON THE TRIGGER) DONNA SUMMER (Geffen 7-29982)
- 11 FLIRT CAMEO (Chocolate City/PolyGram CC 3233)
- 12 DANCE WIT' ME RICK JAMES (Gordy/Motown 1813GP)
- 13 THE REAL DEAL THE ISLEY BROTHERS (T-Neck/CBS ZS5-02985)
- 14 STREET CORNER ASHFORD & SIMPSON (Capitol P-B-5109)
- 15 LET ME GO RAY PARKER, JR. (Arista AS 0695)
- 16 (SITTIN' ON) THE DOCK OF THE BAY THE REDDINGS (Believe In A Dream/CBS ZS5-02836)
- 17 JUST AN ILLUSION IMAGINATION (MCA 52067)
- 18 SOUP FOR ONE CHIC (Mirage/Atlantic WTG 4032)
- 19 AMERICAN MUSIC POINTER SISTERS (Planet/RCA JH-162540)
- 20 JUMP TO IT ARETHA FRANKLIN (Arista AS 0699)
- 21 WE GO A LONG WAY BACK BLOODSTONE (T-Neck/CBS ZS5-02825)
- 22 YOUR BODY'S HERE WITH ME THE O'JAYS (Phila. Int'l./CBS ZS5-03009)
- 23 ON THE FLOOR FATBACK (Spring/PolyGram SP 3025)
- 24 WAITING BY THE HOTLINE\* DENIECE WILLIAMS (ARC/Columbia 18-03015)
- 25 LAST NIGHT STEPHANIE MILLS (Casablanca/PolyGram NB 2352)
- 26 I'M THE ONE\* ROBERTA FLACK (Atlantic 4068)
- 27 EMERGENCY WHISPERS (Solar/Elektra S-4600E)
- 28 STANDING ON THE TOP — PART 1 THE TEMPTATIONS featuring RICK JAMES (Gordy/Motown 1816GF)
- 29 HOT FUN IN THE SUMMERTIME\* DAYTON (Liberty P-B-1468)
- 30 IT'S GONNA TAKE A MIRACLE DENIECE WILLIAMS (ARC/Columbia 18-02012)

## OPERATORS PICKS

Gary Snortum (Cigarette Service, Inc., Appleton)  
**SHE'S NOT REALLY CHEATIN'** — Moe Bandy — Columbia

Russ Mawdsley, Jr. (Russell-Hall, Inc., Holyoke)  
**LOVE WILL TURN YOU AROUND** — Kenny Rogers — Liberty

Patricia Burns (Black Hills Novelty Co., Rapid City)  
**LOVE WILL TURN YOU AROUND** — Kenny Rogers — Liberty

## RECORDS TO WATCH

**GET INTO REGGAE COWBOY** — The Bellamy Brothers — Elektra  
**I DIDN'T KNOW YOU COULD BREAK A BROKEN HEART** — Joe Stampley — Epic  
**NOTHING BEHIND YOU, NOTHING IN SIGHT** — John Conlee — MCA  
**THINK I'M IN LOVE** — Eddle Money — Columbia  
**HARD TO GET** — Rick James — Gordy/Motown  
**SHOW ME WHERE YOU'RE COMING FROM** — Carrle Lucas — Solar/Elektra  
**DANCE FLOOR (Part I)** — Zapp — Warner Bros.

## CASHBOX Subscription Blank

1775 Broadway, New York, N.Y. 10019 (212) 586-2640

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS: BUSINESS  HOME  \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ PROVINCE \_\_\_\_\_ COUNTRY \_\_\_\_\_ ZIP \_\_\_\_\_

NATURE OF BUSINESS \_\_\_\_\_  PAYMENT ENCLOSED

DATE \_\_\_\_\_ SIGNATURE \_\_\_\_\_

USA

1 YEAR (52 ISSUES) \$125.00

1 YEAR FIRST CLASS/AIRMAIL, \$180.00  
 (Including Canada and Mexico)

OUTSIDE USA FOR 1 YEAR

AIRMAIL \$195.00

FIRST CLASS STEAMER MAIL \$170.00

Please Check Classification

- DEALER
- ONE-STOP
- DISTRIBUTOR
- RACK JOBBER
- PUBLISHER
- RECORD COMPANY
- DISC JOCKEY
- JUKEBOXES
- AMUSEMENT GAMES
- VENDING MACHINES
- OTHER \_\_\_\_\_



THE WORLD WE KNOW HAS SPAWNED ANOTHER WORLD.  
A PARALLEL WORLD OF ENERGY AND LIGHT,  
A WORLD WHERE VIDEO GAME BATTLES ARE REAL.

# TRON

© MCMLXXXII Walt Disney Productions

ENTER THE WORLD OF TRON, THE VIDEO GAME FROM  
BALLY/MIDWAY, BASED ON THE FUTURISTIC ADVENTURE  
MOTION PICTURE FROM WALT DISNEY PRODUCTIONS.



*Bally* MIDWAY



*We're Excited — They're Excited!*

**RCA and Planet Records**

We're all excited! The Pointer Sisters debut album "So Excited" including the first instantly added single "American Music" (YB-13254) superbly produced by **RICHARD PERRY.**



Manufactured and Distributed by RCA Records

