

# CASHBOX

November 13, 1982

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Laura Branigan

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# CASH BOX

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## EDITORIAL

### Looking Ahead

With the start of the Christmas sales season just weeks away, it would be wise to stop a moment to reflect on some of the lessons learned so far this year. If this is to be a successful year, the weeks between Thanksgiving and the end of the year must be utilized effectively.

One of the most important lessons of this year is that there is much more competition out there for the consumer's leisure dollar. Now more than ever, there are a variety of products out there that compete directly with prerecorded music — often with manufacturers that are willing to spend big to grab a market share.

Music no longer sells itself, so dealers are going to have to use every trick in the book to draw the

consumers into the store. The music business means excitement, and that is one message that needs to be conveyed.

Also, take advantage of all of the various point-of-purchase and other in-store materials available to attract attention to the product. In spite of all of the negative press this year, the consumer should be reassured that all is not lost in the music industry.

In addition, there seems to be a number of opportunities for cross-merchandising schemes using the competing products. If such things as home video games, home computers and the like are popular now, why not work prerecorded music in there somewhere? This can still be a pretty good year if the Christmas season comes through, so let's get to work.

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### ON THE COVER

Atlantic recording artist Laura Branigan, currently nudging her way towards Top Ten status on the **Cash Box** Pop Singles chart as her 45, "Gloria," rises to #11 bullet this week, believes emotion is the key behind a hit tune. "When I sing a song," she once said, "it's like pouring it out of my heart." A five-minute rocker with passionate vocals backed with neo-disco dance rhythms, "Gloria" is the second single to emerge from Branigan's self-titled debut this year, and marks her greatest career achievement to date.



Formerly a background singer for folkpoet Leonard Cohen, the Brewster, N.Y. maiden attended the American Academy of Dramatic Arts school in Manhattan after high school. Following her gig with Cohen, she put together a nightclub act comprising her own compositions, as well as material written by Stevie Wonder, Barry Manilow, Vickie Sue Robinson and Billy Joel. Playing gigs at N.Y. clubs like Reno Sweeney's got the buzz going around town that Branigan was hot stuff indeed, and it wasn't long before Atlantic Records chairman Ahmet Ertegun began to show interest in the soprano's talents.

## TOP POP DEBUTS

### SINGLES

78 **YOU GET LUCKY** — Tom Petty And The Heartbreakers — Backstreet/MCA

### ALBUMS

37 **FAMOUS LAST WORDS** — Supertramp — A&M

### POP SINGLE

**UP WHERE WE BELONG**  
Joe Cocker and Jennifer Warnes  
Island/Atco

### B/C SINGLE

**SEXUAL HEALING**  
Marvin Gaye  
Columbia

### COUNTRY SINGLE

**YOU'RE SO GOOD WHEN YOU'RE BAD**  
Charley Pride  
RCA

### JAZZ

**INCOGNITO**  
Spyro Gyra  
MCA

## NUMBER ONES



Marvin Gaye

### POP ALBUM

**AMERICAN FOOL**  
John Cougar  
Riva/PolyGram

### B/C ALBUM

**FOREVER, FOR ALWAYS, FOR LOVE**  
Luther Vandross  
Epic

### COUNTRY ALBUM

**JUST SYLVIA**  
Sylvia  
RCA

### GOSPEL

**PRECIOUS LORD**  
Al Green  
HI/Myrrh

# CASH BOX TOP 100 SINGLES

November 13, 1982

		Weeks On Chart			Weeks On Chart			Weeks On Chart			
		11/6			11/6			11/6			
<b>1</b>	<b>UP WHERE WE BELONG</b> JOE COCKER AND JENNIFER WARNES (Island/Atco 79996)	1	12	<b>35</b>	<b>DIRTY LAUNDRY</b> DON HENLEY (Asylum 7-69894)	44	3	<b>69</b>	<b>SO MUCH IN LOVE</b> TIMOTHY B. SCHMIT (Full Moon/Asylum 7-69939)	64	7
<b>2</b>	<b>HEART ATTACK</b> OLIVIA NEWTON-JOHN (MCA-52100)	3	11	<b>36</b>	<b>I NEED YOU</b> PAUL CARRACK (Epic 14-03146)	26	11	<b>70</b>	<b>SHOCK THE MONKEY</b> PETER GABRIEL (Geffan 7-29883)	79	3
<b>3</b>	<b>WHO CAN IT BE NOW?</b> MEN AT WORK (Columbia 18-02888)	2	19	<b>37</b>	<b>SEXUAL HEALING</b> MARVIN GAYE (Columbia 38-03302)	58	3	<b>71</b>	<b>DOWN UNDER</b> MEN AT WORK (Columbia 38-03303)	87	2
<b>4</b>	<b>TRULY</b> LIONEL RICHIE (Motown 1644)	7	6	<b>38</b>	<b>DON'T FIGHT IT</b> KENNY LOGGINS WITH STEVE PERRY (Columbia 18-03192)	25	12	<b>72</b>	<b>DOES IT MAKE YOU REMEMBER</b> KIM CARNES (EMI America B-8147)	86	2
<b>5</b>	<b>JACK &amp; DIANE</b> JOHN COUGAR (Rive/PolyGram R-210)	4	17	<b>39</b>	<b>AMERICAN HEARTBEAT</b> SURVIVOR (Scotti Bros./CBS ZS4 03213)	42	8	<b>73</b>	<b>I WOULDN'T BEG FOR WATER</b> SHEENA EASTON (EMI America B-8142)	80	3
<b>6</b>	<b>I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR)</b> MICHAEL McDONALD (Werner Bros. 7-29933)	5	15	<b>40</b>	<b>ON THE WINGS OF LOVE</b> JEFFREY OSBORNE (A&M 2434)	45	7	<b>74</b>	<b>RIGHT HERE AND NOW</b> BILL MEDLEY (Planet/RCA YB-13317)	67	6
<b>7</b>	<b>SOMEBODY'S BABY</b> JACKSON BROWNE (Asylum 7-69982)	6	16	<b>41</b>	<b>BE MY LADY</b> JEFFERSON STARSHIP (Grunt/RCA FB-13350)	46	6	<b>75</b>	<b>HARD TO SAY I'M SORRY</b> CHICAGO (Full Moon/Warner Bros. 7-29979)	61	24
<b>8</b>	<b>YOU CAN DO MAGIC</b> AMERICA (Capitol B-5142)	8	16	<b>42</b>	<b>SHADOWS OF THE NIGHT</b> PAT BENATAR (Chrysalis CHS 2647)	47	4	<b>76</b>	<b>1999</b> PRINCE (Warner Bros. 7-29896)	84	2
<b>9</b>	<b>NOBODY</b> SYLVIA (RCA PB-13223)	10	13	<b>43</b>	<b>NEW WORLD MAN</b> RUSH (Mercury/PolyGram 76179)	35	9	<b>77</b>	<b>TUG OF WAR</b> PAUL McCARTNEY (Columbia 38-03235)	71	7
<b>10</b>	<b>HEARTLIGHT</b> NEIL DIAMOND (Columbia 18-03219)	11	10	<b>44</b>	<b>WHAT ABOUT ME</b> MOVING PICTURES (Network/Elektra 7-69952)	49	9	<b>78</b>	<b>YOU GOT LUCKY</b> TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52144)	—	1
<b>11</b>	<b>GLORIA</b> LAURA BRANIGAN (Atlantic 4048)	14	20	<b>45</b>	<b>AFRICA</b> TOTO (Columbia 38-03335)	57	3	<b>79</b>	<b>I KNOW THERE'S SOMETHING GOING ON</b> FRIDA (Atlantic 7-89984)	89	2
<b>12</b>	<b>THE ONE YOU LOVE</b> GLENN FREY (Asylum 7-69974)	12	13	<b>46</b>	<b>STATE OF INDEPENDENCE</b> DONNA SUMMER (Geffan 7-29895)	48	7	<b>80</b>	<b>VALARIE</b> STEVE WINWOOD (Island/Warner Bros. 7-29879)	88	2
<b>13</b>	<b>BREAK IT TO ME GENTLY</b> JUICE NEWTON (Capitol B-5148)	9	13	<b>47</b>	<b>A PENNY FOR YOUR THOUGHTS</b> TAVARES (RCA PB-13292)	51	8	<b>81</b>	<b>THE ONLY WAY OUT</b> CLIFF RICHARD (EMI America 8135)	75	7
<b>14</b>	<b>STEPPIN' OUT</b> JOE JACKSON (A&M 2428)	17	13	<b>48</b>	<b>EVERYBODY WANTS YOU</b> BILLY SQUIER (Capitol B-5163)	52	7	<b>82</b>	<b>WHAT'S FOREVER FOR</b> MICHAEL MURPHEY (Liberty B-1466)	65	17
<b>15</b>	<b>MUSCLES</b> DIANA ROSS (RCA PB-13348)	18	7	<b>49</b>	<b>A LOVE SONG</b> KENNY ROGERS (Liberty B-1485)	54	6	<b>83</b>	<b>YOU DROPPED A BOMB ON ME</b> THE GAP BAND (Total Experience/PolyGram TE8203)	74	14
<b>16</b>	<b>MANEATER</b> DARYL HALL & JOHN OATES (RCA PB-13354)	20	5	<b>50</b>	<b>WHATCHA GONNA DO</b> CHILLIWACK (Millennium/RCA TB-13110)	55	5	<b>84</b>	<b>TWO LESS LONELY PEOPLE IN THE WORLD</b> AIR SUPPLY (Arista AS1004)	—	1
<b>17</b>	<b>GYPSY</b> FLEETWOOD MAC (Warner Bros. 7-29918)	13	11	<b>51</b>	<b>ROCK THE CASBAH</b> THE CLASH (Epic 34-03245)	56	6	<b>85</b>	<b>SWEET TIME</b> REO SPEEDWAGON (Epic 14-03175)	69	12
<b>18</b>	<b>EYE IN THE SKY</b> THE ALAN PARSONS PROJECT (Arista AS 0896)	15	19	<b>52</b>	<b>HOLD ON</b> SANTANA (Columbia 18-03160)	19	14	<b>86</b>	<b>FOREVER MINE</b> THE MOTELS (Capitol B-5182)	—	1
<b>19</b>	<b>YOU DON'T WANT ME ANYMORE</b> STEEL BREEZE (RCA PB-13282)	21	12	<b>53</b>	<b>COOL MAGIC</b> THE STEVE MILLER BAND (Capitol B-5162)	53	6	<b>87</b>	<b>I GOTTA TRY</b> MICHAEL McDONALD (Werner Bros. 7-29862)	—	1
<b>20</b>	<b>SOUTHERN CROSS</b> CROSBY, STILLS & NASH (Atlantic 7-89969)	22	9	<b>54</b>	<b>LET'S GO DANCIN' (OOH LA, LA, LA)</b> KOOL & THE GANG (Da-Lta/PolyGram DE824)	59	3	<b>88</b>	<b>TALK TALK</b> TALK TALK (EMI America B-8136)	90	2
<b>21</b>	<b>GET CLOSER</b> LINDA RONSTADT (Asylum 7-69948)	23	7	<b>55</b>	<b>DESTINATION UNKNOWN</b> MISSING PERSONS (Capitol B-5161)	60	6	<b>89</b>	<b>WAKE UP MY LOVE</b> GEORGE HARRISON (Dark Horse/Warner Bros. 7-29864)	—	1
<b>22</b>	<b>PRESSURE</b> BILLY JOEL (Columbia 38-03244)	24	8	<b>56</b>	<b>YOU AND I</b> EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)	62	5	<b>90</b>	<b>GOODBYE TO YOU</b> SCANDAL (Columbia 38-03234)	—	1
<b>23</b>	<b>IT'S RAINING AGAIN</b> SUPERTRAMP (A&M 2502)	34	3	<b>57</b>	<b>ATHENA</b> THE WHO (Warner Bros. 7-29905)	43	11	<b>91</b>	<b>YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU</b> MELISSA MANCHESTER (Arista AS 0676)	78	25
<b>24</b>	<b>LOVE ME TOMORROW</b> CHICAGO (Full Moon/Warner Bros. 7-29911)	27	8	<b>58</b>	<b>ABRACADABRA</b> THE STEVE MILLER BAND (Capitol P-5126)	38	25	<b>92</b>	<b>YOUNG LOVE</b> AIR SUPPLY (Arista AS 1005)	73	9
<b>25</b>	<b>I.G.Y. (WHAT A BEAUTIFUL WORLD)</b> DONALD FAGEN (Warner Bros. 7-29900)	29	6	<b>59</b>	<b>BABY, COME TO ME</b> PATTI AUSTIN (Qwest/Warner Bros. QWE50036)	66	7	<b>93</b>	<b>ATTACK OF THE NAME GAME</b> STACY LATTISAW (Columbia/Atco 7-99968)	94	4
<b>26</b>	<b>MICKEY</b> TONI BASIL (Chrysalis 2638)	30	10	<b>60</b>	<b>EYE OF THE TIGER</b> SURVIVOR (Scotti Bros./CBS ZS5 02912)	40	24	<b>94</b>	<b>LET ME TICKLE YOUR FANCY</b> JERMAINE JACKSON (Motown 1628MF)	81	17
<b>27</b>	<b>LOVE COME DOWN</b> EVELYN KING (RCA PB-13273)	28	12	<b>61</b>	<b>HAND TO HOLD ON TO</b> JOHN COUGAR (Rive/PolyGram R211)	76	2	<b>95</b>	<b>THE MESSAGE</b> GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill 584)	96	3
<b>28</b>	<b>THE LOOK OF LOVE (PART ONE)</b> ABC (Mercury/PolyGram 76168)	31	10	<b>62</b>	<b>SHAKIN'</b> EDDIE MONEY (Columbia 38-03252)	68	5	<b>96</b>	<b>RIBBON IN THE SKY</b> STEVIE WONDER (Tamla/Motown 1639TF)	77	9
<b>29</b>	<b>HEARTBREAKER</b> DIONNE WARWICK (Arista AS 1015)	32	8	<b>63</b>	<b>TOUGH WORLD</b> DONNIE IRIS (MCA-52127)	70	4	<b>97</b>	<b>VALLEY GIRL</b> FRANK ZAPPA/MOON ZAPPA (Barking Pumpkin/CBS W5902972)	92	18
<b>30</b>	<b>ROCK THIS TOWN</b> STRAY CATS (EMI America B-8132)	33	9	<b>64</b>	<b>I GET EXCITED</b> RICK SPRINGFIELD (RCA PB-13303)	41	10	<b>98</b>	<b>STAND OR FALL</b> THE FIXX (MCA-52106)	91	5
<b>31</b>	<b>THE GIRL IS MINE</b> MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)	39	2	<b>65</b>	<b>USED TO BE</b> CHARLENE & STEVIE WONDER (Motown 1650)	72	3	<b>99</b>	<b>PLEDGE PIN</b> ROBERT PLANT (Swen Song/Atco SS 7-99952)	—	1
<b>32</b>	<b>MISSING YOU</b> DAN FOGELBERG (Full Moon/CBS 34-03289)	37	6	<b>66</b>	<b>GET UP AND GO</b> GO-GO'S (I.R.S./A&M IR-9910)	50	8	<b>100</b>	<b>BLUE EYES</b> ELTON JOHN (Geffan 7-29954)	85	18
<b>33</b>	<b>I'M SO EXCITED</b> POINTER SISTERS (Planet/RCA JH-13317)	36	9	<b>67</b>	<b>JUMP TO IT</b> ARETHA FRANKLIN (Arista AS 0699)	63	13				
<b>34</b>	<b>I RAN (SO FAR AWAY)</b> A FLOCK OF SEAGULLS (Jiva/Arista VS 102)	16	19	<b>68</b>	<b>YOU CAN'T HURRY LOVE</b> PHIL COLLINS (Atlantic 7-89933)	83	2				

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

A Love Song (Music Corp. Of America/Sycamora Valley — BMI) . . . . .	49	Hand To Hold On To (Riva — ASCAP) . . . . .	61	Love Me Tomorrow (Double Virgofoster Frees/Irving — BMI) . . . . .	24	Steppin' Out (Aibion — ASCAP) . . . . .	14
A Penny For (Kenny Nolan/Downtown — ASCAP) . . . . .	47	Hard To Say (Double Virgo — ASCAP/Fostar Fraaza — BMI) . . . . .	75	Maneater (Fust Buzza/Hot-Cha/Unichappell — BMI) . . . . .	16	Sweet Time (Fate — ASCAP) . . . . .	85
Abacadabra (Sailor — ASCAP) . . . . .	58	Heart Attack (Stephan A. Kipnar/April/Peul Bliss — ASCAP) . . . . .	2	Missing You (Hickory Grova — ASCAP) . . . . .	32	Talk Talk (Island — BMI) . . . . .	88
Africa (Hudmar/Cowbella — ASCAP) . . . . .	45	Heartbreaker (Gibb Brothers — BMI) . . . . .	29	Mickey (Chinnichap/Careers — BMI) . . . . .	26	The Girl Is Mine (Mijac — BMI) . . . . .	31
American Heartbeat (Holy Monley/Rude — BMI/WB/Easy Action — ASCAP) . . . . .	39	Heartlight (Stonebridge/New Hldan Vellay — ASCAP/Carole Bayer Sagar — BMI) . . . . .	10	Missing You (Hickory Grova — ASCAP) . . . . .	32	The Look Of Love (Virgin/Chappell — ASCAP) . . . . .	28
Attack Of (Gratituda Sky — ASCAP/Pologrounds — BMI) . . . . .	93	Hold On (Over Tha Rainbow — ASCAP/Mark-Cain — CAPAC) . . . . .	52	Muscles (Mijac — BMI) . . . . .	15	The Message (Sugar Hill — BMI) . . . . .	95
Athena (Towsar Tunas — BMI) . . . . .	57	I.G.Y. (Freejunkt — ASCAP) . . . . .	25	New World Man (Cora — ASCAP) . . . . .	43	The One You (Red Cloud/Night River — ASCAP) . . . . .	12
Be My Lady (Allen — BMI) . . . . .	41	I Know There's (Russ Ballard Ltd./Island Ltd.) . . . . .	79	1999 (Controversary — ASCAP) . . . . .	76	The Only Way Out (WB — ASCAP) . . . . .	81
Blue Eyes (Intersong — ASCAP) . . . . .	100	I'm So Excited (Braintree/'Til Dawn/Blackwood — BMI) . . . . .	33	Nobody (Tom Collins — BMI) . . . . .	9	Tough World Beme — ASCAP) . . . . .	63
Break It To Me Gently (Northern (MCA) — ASCAP) . . . . .	13	I Get Excited (Robie Porter — BMI) . . . . .	64	On The Wings (Lincoln Pond/Almo/Merch 9 — ASCAP) . . . . .	40	Truly (Brockman — BMI) . . . . .	4
Cool Magic (Silk Stocking — BMI) . . . . .	53	I Need You (Plangant Visions — ASCAP) . . . . .	36	Pledge Pin (Flames Of Albion/Bey Ltd. — ASCAP) . . . . .	99	Tug Of War (MPL Communications — ASCAP) . . . . .	77
Destination Unknown (Priveta Life/Lifa After Music/Private Parts — ASCAP/BMI) . . . . .	55	I Ran (Zomba Ent. — BMI) . . . . .	34	Pressure (Joel Songs — BMI) . . . . .	22	Two Less Lonely (Uknart/Big Perada — BMI) . . . . .	84
Dirty Laundry (Cass Country/Kortchmar — ASCAP) . . . . .	35	It's Raining Again (Delicate — ASCAP) . . . . .	23	Ribbon In The Sky (Jobate/Bleck Bull — ASCAP) . . . . .	98	Up Where We (Famous — ASCAP/Ensign — BMI) . . . . .	1
Does It Maka (Moonwindow — ASCAP) . . . . .	72	I Wouldn't Beg (Unichappell — BMI) . . . . .	73	Right Here And Now (ATV/Mann & Wall Songs — BMI) . . . . .	74	Used To Be (Stone Diamond — BMI) . . . . .	65
Don't Fight It (Milk Money — ASCAP/Lecay Blvd./Warner-Tamerlane/Body Electric — BMI) . . . . .	38	Jack & Diane (Riva — ASCAP) . . . . .	5	Rock The Casbah (Ninadan Ltd. — PRS) . . . . .	51	Valarie (Island/Blue Sky Rider — BMI) . . . . .	80
Down Under (Blackwood — BMI) . . . . .	71	Jump To It (Uncle Ronnie/April/Sunset Burgandy — ASCAP) . . . . .	67	Rock This Town (Zomba — BMI) . . . . .	30	Valley Girl (Munchkin Music) . . . . .	97
Everybody Wants You (Songs Of The Knight — BMI) . . . . .	48	Let Me Tickla (Black Stallion — ASCAP/Fet Jeck The Second — BMI) . . . . .	94	Sexual Healing (April — ASCAP) . . . . .	37	Wake Up My Love (Ganga BV — BMI) . . . . .	89
Eye In The Sky (WoolfSongs Ltd./Ceraars — BMI) . . . . .	18	Let's Go Dancin' (Delightful — BMI/Doubla F — ASCAP) . . . . .	54	Shadows Of The Night (Innar Santum — BMI) . . . . .	42	What About Me (Australian Tumbleweed — BMI) . . . . .	44
Eye Of The Tiger (Holy Moley/Rude — BMI/WB/Easy Action — ASCAP) . . . . .	80	Love Come Down (Music Corp. Of America/Keahlf — BMI) . . . . .	27	Shakin' (Grajonca — BMI/Elizabeth Myers — ASCAP) . . . . .	62	Whatcha Gonna Do (ATV Of Canada/Soma Sung Songs/18 Karat Gold/P.R.O. — BMI) . . . . .	50
Forever Mine (Clean Sheets — BMI) . . . . .	86			Shock The Monkey (Patar Gabriel Ltd. — ASCAP) . . . . .	70	What's Forever (Tree — BMI) . . . . .	82
Get Closer (Charry Lana — ASCAP) . . . . .	21			So Much In Lova (ABKCO — BMI) . . . . .	69	Who Can It Be (April Music Pty. — BMI) . . . . .	3
Get Up And Go (Daddy Oh/Lip Sync — ASCAP) . . . . .	86			Somebody's Baby (Jackson Browne/Kortchmar — ASCAP) . . . . .	7	You And I (Four Way — ASCAP) . . . . .	56
Gloria (SugarSongs — BMI) . . . . .	11			Southern Cross (Kenwood/CatPatch — BMI/Gold Hill — ASCAP) . . . . .	20	You Can Do (April/Russall Bellered Ltd. — ASCAP) . . . . .	8
Goodbye To You (Zacko Songs) . . . . .	90			Stand Or Fall (Colgams — EMI/ASCAP) . . . . .	98	You Can't Hurry Lova (Stone Age — BMI) . . . . .	68
Gypsy (Fleetwood Mac/Welsh Wlth — BMI) . . . . .	17			State Of Indapandence (WB — ASCAP/Spherlc B.V. — BMI) . . . . .	98	You Don't Want (Toneman/Wood Straat — ASCAP) . . . . .	19
				Buma/Toughnot Ltd. — PRS) . . . . .	46	You Dropped (Total Experience — BMI) . . . . .	83
						You Got Lucky (Gona Gator/Wild Getor — ASCAP) . . . . .	78
						You Should (Warner-Tamerlane/Body Electric — BMI) . . . . .	91
						Young Love (Careers/Bastell Reynolds — BMI/Riva — PRS) . . . . .	92

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



**MANHATTAN TRANSFER'S NEW ORLEANS STOP** — Atlantic recording group Manhattan Transfer recently played before the National Assn. of Broadcasters (NAB) radio programming conference in New Orleans. The group is currently engaged in a North American tour and working on a new album for release in early 1983. Pictured in New Orleans are (l-r): Cheryl Bentyne and Tim Hauser of the group; Eddie Fritts, president, NAB; and Janis Siegel and Alan Paul of the group.

## Labels Show A Wide Range Of Christmas Titles For '82

by Jim Bessman

NEW YORK — While the Christmas buying season is still a few weeks away, retailers are already stocking up on special Christmas product. The quantity of new Christmas titles is somewhat down from last year, but there are many that should excite buyers of both traditional Christmas record fare and hipper holiday product.

A major label breakdown shows A&M releasing Christmas albums by Herb Alpert and the Carpenters. Atlantic will re-release three Christmas singles — Donny Hathaway's "This Christmas" and separate versions of "White Christmas" by Otis Redding and Clyde McPhatter & The Drifters.

CBS has "A Guitar For Christmas" by classical guitarist Liona Boyd, "That

Special Time Of Year" by Gladys Knight & The Pips, "A Gatlin Family Christmas" by Larry Gatlin Brothers Band, "The Greatest Hits Of Christmas" by the Mormon Tabernacle Choir, "Christmas With Caravelli" and Merle Haggard's "Going Home For Christmas" on Epic. In addition, CBS will market three *Annie*-related children's albums along with "Annie's Christmas."

Elektra/Asylum will re-release last year's "Christmas Country" album featuring 10 country artists, and MCA's "Oak Ridge Boys Christmas" album is the first Christmas collection from the popular quartet. Motown has a new midline Christmas catalog composed of eight previously released albums by artists including the Jackson Five, the Temptations, the Supremes, Smokey Robinson & The

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## Country Labels Place Oldies On 'B' Sides Of New 45s In Attempt To Bolster Single Sales To Jukebox Operators

by Tom Roland

NASHVILLE — In an effort to increase the value of particular singles to jukebox operators, the country divisions of RCA and PolyGram have begun sporadically testing the use of previous hit records as the "B" side to current product. While it is still too early to make any judgments as to whether the program has been successful enough to turn the concept into a policy, both labels indicate that they have met with favorable initial response, while the other country labels are currently studying the proposal.

RCA in particular has launched into the program, still in its testing stages, with releases geared to weigh the response to the move on the jukebox level, as well as in the stores. The label has placed "Luckenbach, Texas" on the back of the current Waylon & Willie single; "Fire & Smoke" on the "B" side of Earl Thomas Conley's latest and "Drifter" on the flip side of the current Sylvia seven-inch disc, and has acted in a similar fashion with records by Alabama, Jerry Reed and Louise Mandrell. PolyGram has, thus far, utilized the concept on only two records: "Do You Know You Are My Sunshine" was the "B" side for the Statler Brothers' "Whatever" single, and "Sweet Dreams" is the tune on the flip side of the current Reba McEntire release.

Joe Galante, vice president of marketing and soon-to-be head of RCA/Nashville, noted that while the record will also reach the consumer, his primary target is the one-stop and jukebox market, which makes up the biggest percentage of country single buyers. Depending on the source, estimates have placed the percentage of

country singles sold to those buyers between 50% and 80%. He indicated, however, that at this point, it is still too premature to enact a policy, although he suggested that the label is beginning to acquire positive feedback.

"We've been doing it off and on over the past couple of months trying to build up some kind of trial-and-error situation where we know which sides work best with which artists and what kind of records work well," he said.

While he admits that the program is geared solely toward the jukebox sale by adding value for that particular customer, he conjectured that it could also spur sales at the consumer level. "If you ask me how many people bought 'Tennessee River' by Alabama the first time it was out when we were yelling and screaming our heads off that we have a superstar group, I'll bet we didn't even break 100,000 units on that single," he commented, "so there are a whole bunch of people who don't have that one."

### Good Associations

Galante is also of the opinion that the program could aid in developing the artists' image through association with their older product. "It's one of the things that we're using to try to increase our penetration in the marketplace," he noted, "and to build up the awareness of the artist at both an industry and a consumer level. When you go into a jukebox and — take any record — you see the 'A' side, and, if you're really into that artist, you may want to play the 'B' side; you play the 'B' side and you find out it's a piece of crap. Now we're giving you a

record that's an oldie that you might remember, and if you didn't remember that the artist did it, you might remember the song and put the two of them together and start building up the awareness of the artist."

"The whole idea really is to try and find a way to increase the value of a single," said Joe Polidor, director of marketing at PolyGram/Nashville. "People are screaming about the cost of this, that and the other thing, and rightfully so, and all of the labels are under tremendous pressure to increase the value and at the same time maintain, or preferably reduce, the cost. Realistically, nobody's got the margins to eat anymore, and in country music, our #1 customer is the box operator, and we're trying to find something to do that will somehow increase the value of the package."

While Polidor has no intention of making every single a two-hit release, he does plan on continuing the program at a pace in which the company can determine the effect on sales of both singles and albums. While consumer reaction to the approach is yet unmeasurable, Polidor is hopeful that increased consumer awareness of older product by the artists may generate additional catalog sales. "That's another fallout effect that we were wondering about," he said, "and we hope that might take place, but again, the primary purpose was to increase the value to a very prized customer, the box operator, and, at the same time, to hopefully give the consumer something to increase the value of the product."

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## Retailers Pointing Ads, In-Store Promos At MTV

by Jim Bessman

NEW YORK — Since its inception, MTV has been working with retailers, supplying them with merchandising materials, setting up VJ in-store appearances and facilitating communication between retailers and local cable companies. Now retailers, who have frequently praised the music video cable service for its impact on sales, are beginning to use it more actively with time buys on the local and national level, in-store cable hook-ups and other tie-ins.

Spokesmen for MTV say that the company has no special programs aimed at signing up retailers to advertise on the service. When MTV does court a retailer directly, as in the case with Record Bar, it provides its national subscribership data to show the advantage of national advertising to a major chain. Record Bar's Betsy Strandberg said that after receiving MTV's data, she sent out questionnaires throughout the chain to obtain additional statistics on MTV coverage by county.

Usually however, retailers contact their local cable companies to purchase time from the two minutes per hour given by MTV to local operators, or are referred to them after queries to MTV. Storer Cable TV in the Dade/Broward System in Miami has picked up business through MTV in this manner and is now putting together an ad package containing MTV research for use in actively seeking new clients. Dynamic Cablevision of Florida, which has successfully solicited Spec's in Hialeah and

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## Waronker Named President Of Warner Bros. Label

LOS ANGELES — Lenny Waronker, senior vice president and director of A&R for Warner Bros. Records since 1978, has been appointed president of the label. Warner Bros. Records board chairman Mo Ostin had held the title since 1975.

As president, Waronker will be involved in the company's day-to-day operations, as well as long-range planning, particularly in the area of talent acquisition and development. He will also continue to be actively involved in the company's A&R activities, including limited record production in the future.

Waronker joined the label as an A&R staff member in 1966. He was subsequently named director of A&R, then vice presi-

dent, director of A&R, before becoming senior vice president.

Beginning his career in the music industry before his graduation from the University of Southern California, when he worked as an apprentice to producer and current Viva Records head Snuff Garrett. Before joining Warner Bros., Waronker served as a professional manager for Metric Music and in promotion for Liberty Records, the label founded by his father, Si Waronker.

During his tenure with Warner Bros., Waronker has worked closely with many of the label's artists, from The Beau Brummels and Harper's Bizarre (which included fellow A&R executive and producer Ted Templeman) to Gordon Lightfoot, Randy Newman, The Doobie Brothers, Arlo Guthrie, Rickie Lee Jones, Michael McDonald, Maria Muldaur, Ry Cooder, James Taylor, The Everly Brothers, Van Dyke Parks and Paul Simon, among others.



Lenny Waronker

## Radio Luxembourg, Cash Box Pact For European Broadcasts

NASHVILLE — Beginning in mid-October, the English service of Radio Luxembourg began broadcasting weekly countdowns of the **Cash Box** Pop Singles and Country Singles charts to its listeners in the United Kingdom and Western Europe.

The countdowns reach 7.5 million listeners in Great Britain alone, and also cover Germany, France, Spain, Luxembourg, Belgium, Italy, The Netherlands and the Scandinavian territories.

"We are truly pleased at this time to be working with an organization as prestigious as Radio Luxembourg, which covers the entire continent of

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## BUSINESS NOTES

## NARM Indie Distributions Conference Starts

LOS ANGELES — The National Assn. of Recording Merchandisers (NARM) Independent Distributors Conference attracted more than 250 participants to the Inter Continental Hotel in Ft. Lauderdale, Fla., Nov. 4-6.

Aside from substantial attendance by independent distributors, several independently distributed record companies had key representation there, including Clive Davis, president of Arista Records; Irv Biegel, president of Boardwalk Records; Jay Lasker, president of Motown Records; Sal Licata, president of Chrysalis Records; and Joe Robinson, president of Sugar Hill Records.

Davis conducted a "Dialogue for the Future" during the Nov. 6 general business session, where he fielded questions on the issues facing the industry as a whole and those of particular importance to independent distribution community. Biegel, during the Friday business session addressed the conference theme, "Vote Independent — Your Distribution Force." Ron Schafer, Pika Corp., moderated a distributor/manufacturer panel titled "Star Chamber."

Other topics covered include identification of pirated product and the technology used for such detection; sales, marketing and promotion; NARM's "Gift of Music" campaign; NARM's Grammy Awards promotion; and certain techniques in buying.

The conference chairman's welcoming address was delivered by Tony Dalessandro, president of M.S. Distributing. NARM president Harold Okinow, president of Lieberman Enterprises, also delivered opening remarks while the Independent Distributors Advisory Committee report was given by committee chairman James Schwartz, president of Schwartz Bros.

## World Hunger Media Awards Set

LOS ANGELES — The inaugural World Hunger Media Awards have been set for Nov. 23, at the United Nations building in New York City. The awards were established in March 1982 by Kenny and Marianne Rogers, who will personally present \$100,000 in cash prizes to winners in six categories.

The awards were developed to honor members of the media who have made the most significant contributions to raising public awareness of world hunger. The cash prizes for those honored are being provided by the Rogerses.

Awards will be given for the Best Newspaper Coverage; Best Periodical Coverage, Best Television Program; Best Film; Best Photojournalism; and Best Book. A Special Achievement Award of \$20,000 will also be made to establish two Congressional internships in memory of the late Harry Chapin, the catalyst for development of the awards. Chapin devoted much of his time and resources to eradicating world hunger.

Commenting on the awards and how he became interested, Kenny Rogers said, "I was tremendously impressed with Harry's unselfishness and his ability to give so much of his time, and I wanted to help."

Winners receiving the awards for their work were selected by a five-person panel of judges consisting of: Marjorie Benton, chair of Save the Children; Patricia Carbine, publisher of *Ms. Magazine*; James B. Chapin, chair of World Hunger Year (the New York-based organization founded by Chapin, which is administering the awards event); Roy Fisher, dean of the School of Journalism, University of Missouri; and Tarzie Vittachi, deputy director of UNICEF.

## Three Platinum LPs In October Awards

NEW YORK — Three albums were certified platinum and 10 gold by the Recording Industry Assn. of America (RIAA) during the month of October. Two singles were certified gold as well.

Certified platinum were "Breakin' Away" by Warner Bros. recording artist Al Jarreau; "Good Trouble" by Epic recording group REO Speedwagon; and "Emotions In Motion" by Capitol recording artist Billy Squier.

Albums certified gold were "Vacation" by I.R.S./A&M recording group the Go-Gos; "Three Sides Live" by Atlantic recording act Genesis; "If That's What It Takes" by Warner Bros. recording artist Michael McDonald; "All Four One" by Capitol recording group the Motels; "Neil Diamond's Greatest Hits Vol. II" on Columbia; "Christmas Card" by Mercury/Polygram recording group the Statler Bros.; "Business As Usual" by Columbia recording group Men At Work; "Christmas Wishes" by Capitol recording artist Anne Murray; the soundtrack to *The Extraterrestrial (E.T.)* on MCA; and "Screaming For Vengeance" by Columbia recording group Judas Priest.

Gold singles included Riva/PolyGram recording artist John Cougar's "Jack & Diane" and "Hurts So Good."

## 'Gift of Music' Advertising Contest

LOS ANGELES — The National Assn. of Recording Merchandisers (NARM) recently announced plans for its fourth Annual "Gift of Music" Advertising Awards for the best television, radio and print advertising using the NARM theme. The winners will be honored during the NARM annual convention in April. There will also be an award for a total Gift of Music campaign using all the media available including billboards and in-store display.

The advertising competition, which is co-sponsored by NARM and professional advertising trade groups, is part of the multi-million dollar Gift of Music campaign to sell records and tape started by NARM in 1980. The Television Bureau of Advertising, the Radio Advertising Bureau and the Newspaper Advertising Bureau are co-sponsoring the contest this year with NARM and are distributing part of the 10,000 entry blanks for the contest to its members. They will also provide a panel of judges for each category of the awards.

Entries will be judged on the basis of creativity and effectiveness. The advertising bureaus will also participate in the awards presentation during the NARM Convention in April at the Fontainebleau Hotel in Miami Beach, Fla. Winning retailers, rack jobbers, distributors and one-stops will receive plaques for their efforts, while advertising agencies and production departments of newspapers, radio and television stations responsible for in-house production will receive special certificates of merit.

All ads must feature the NARM Gift of Music slogan and the logo. Ads may be submitted by a variety of sources, including retailers, rack jobbers, etc. and must begin by Dec. 31, 1982. Additional entry blanks can be obtained at the NARM office by calling (609) 424-7404 or writing to NARM, 1008-F Astoria Blvd., Cherry Hill, N.J. 08034.

## CBS Masterworks Bows New Package, Improved Pressing

by Michael Martinez

LOS ANGELES — In an effort to gain more visibility as a retail item and to compete more successfully with imported classical music competition, CBS Masterworks has designed a new album package concept, improved the quality of its analog-recorded albums and cassettes and reduced the wholesale cost of its digital releases.

The action by CBS Masterworks reflects the move by CBS Records in the last two years to manage more closely quality control and develop better vinyl and tape mediums upon which the music is presented.

"The package design, the pressing and recording improvements are part of a total upgrading of the quality of the entire Masterworks line," said Susan Koscis, a spokeswoman for CBS Masterworks. She added that the CBS classical music division will continue its shift toward becoming an audiophile line, noting that there were plans for release of only 10 analog recordings during 1983. Digital and half-speed mastered albums from CBS Masterworks have both come out through the Master-sound line. But now only half-speed mastered LPs will be in the Mastersound line, while digitals will come out under the new Masterworks logo.

The Mastersound line was previously packaged in an anti-static poly-lined sleeve with a factory-sealed and reusable poly-bag encasing the album jacket. The new design allows for more uniformity in the

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## Tough Competition Topic Of College Radio Gathering

by Larry Riggs

NEW YORK — Seminars on the future and current state of the music and radio industries, station programming and management, and record company-college radio station relations highlighted the second annual CMI/Progressive Media college radio conference held Oct. 29 and 30 at the New York Sheraton Hotel here.

Despite the current recession, an estimated 500 college and commercial radio programmers and managers, major and independent record labels, recording artists and talent managers from all over the country attended the two-day conference. In addition, approximately 10 major and small labels, video producers, artists and management firms set up display in the convention's first ever exhibition hall.

Setting the tone for the convention, keynote speaker Mike Harrison admonished the student broadcasters to maintain their ideals in face of what he termed "the pressures of reality." Among those, he saw the increased competition radio may face from outside sources.

"Radio can die," he said. "We saw FM go from a poor stepchild of AM to the dominant form in only 10 years. Now, if there are people walking around programming their own Sony Walkman cassettes, why should they listen to you?" He also saw the possibility that the music and radio industries could become extinct. "Music and communications will never die," he continued. "But the industries may die. There are other forms of communication, but there is as big difference between the industry and art."

Harrison went on to give a thumbnail sketch of how the consultants took over AOR radio, after a series of intercorporate wars between programmers and sales departments during the 1970s encouraged their rise. "There are a lot of networks in the

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## REVIEWS

## ALBUMS

## OUT OF THE BOX



**LONG AFTER DARK — Tom Petty and the Heartbreakers — Backstreet/MCA BSR-5360 — Producers: Tom Petty and Jimmy Iovine — List: 8.98 — Bar Coded**

Petty's fifth album focuses on the pursuit of love and breaking up from intimate relationships and overall is a much tighter record than the previous "Hard Promises." Working-class values and tough-talking lyrics permeate the keyboard-dominated LP, which also introduces new member Howie Epstein to the band of Heartbreakers, taking on bass and vocal duties. "You Got Lucky," a strong pop song exuding self-confidence, is the top singles debut of the week, entering the charts at #78 bullet with exceptional radio reports.

## FEATURE PICKS

## POP

**HELLO, I MUST BE GOING! — Phil Collins — Atlantic 80035-1 — Producer: Phil Collins — List: 8.98 — Bar Coded**

Current Genesis lead vocalist and sticksman Collins gets a fat sound on his latest solo sojourn, employing a string section and horns on various cuts here. The fare on the platter (named, incidentally, after a tune sung by Groucho Marx in the flick *Animal Crackers*) consists mostly of original rockers shaded with progressive, R&B and jazz influences and a cover of the Supremes classic "You Can't Hurry Love." AOR PDs may want to cue the screamer "Like China" or the hook-conscious "It Don't Matter To Me," while MOR and soft pop programmers could choose the ballad "Why Can't It Wait 'Til Morn'g."

**CREATURES OF THE NIGHT — Kiss — Casablanca/PolyGram NBLP 7270 — Producers: Michael James Jackson, Paul Stanley and Gene Simmons — List: 8.98**

Just when you thought it was safe to go back into the record store, along comes a new album by the outrageous masters of rock 'n' roll mayhem, the hellacious Kiss. Screeching axes, apocalyptic drum work, metallic lyrics and Gene Simmons' graveyard howls haven't changed much in the years since the group's halcyon days of the early '70s. Old and new fans of the band should find this LP excelling in production values (thanks to the mixing by Bob Clearmountain) and the combo's lighthearted approach to the heavy metal/glam rock genre. "I Still Love You," which begins as a hypnotic ballad and soon metamorphosizes into a hard rocking ear-popper, has the most impact.

**MIDNIGHT LOVE — Marvin Gaye — Columbia FC 38197 — Producer: Marvin Gaye — List: None — Bar Coded**

Veteran crooner Gaye already has a #1

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# WE'RE BULLISH ON BRANIGAN.

When we released Laura Branigan's debut album, we *knew* it would go to the top! And it *has*! "Gloria," the powerhouse single that took the country by storm, is headed straight for Number One! And the album? Looks like a Christmas best-seller!

Bullish on Branigan? You bet we are! Because when Laura Branigan sings, everybody listens.

**ON ATLANTIC RECORDS AND CASSETTES.**



Produced by Jack White.



Give the gift of music.

Management: Susan Joseph, Twin Trumpets Productions

Atlantic Recording Corp. • A Warner Communications Co.

## REVIEWS

(continued from page 6)

B/C single, "Sexual Healing," culled from this album, and the tune — which features him on Fender Rhodes, synths, bass synth and organ — is shooting up the pop charts with a lot of momentum as well, jumping over 20 points this week and slotted at #37 bullet. Gaye's tales of romantic love have lost none of their snap since his early days with Motown, and other compositions worth noting on this outing include "Third World Girl," which sparkles with Caribbean rhythms, and the sexy "Til Tomorrow."

**HENRY PAUL — Atlantic 80032-1 — Producer: Peter Solley — List: 8.98 — Bar Coded**

As one of the founding members of the Southern rock team The Outlaws, Paul earned a solid rep for his superlative boogie guitar work on tunes like "High Tide and Green Grass," but left to pursue a solo career in 1977. On his latest Atlantic release, he and his five member Florida backup group concentrate on a hard rock output, returning to Southern style sounds on just a couple of songs, most notably J.P. Pennington's "Don't Leave Me This Way." Steady studio knob twiddling by Oingo Boingo and Jo Jo Zep producer Peter Solley gives the LP a contemporary sheen missing from Paul's earlier excursions.

**CHIPMUNKS GO HOLLYWOOD — Alvin, Simon and Theodore — RCA AFL 1-4376 — Producers: Janice Karman and Ross Bagdasarlan — List: 8.98 — Bar Coded**

After satirizing the world of rock 'n' roll, these vivacious vermin known as the Chipmunks take on popular movie soundtracks with this album, performing souped-up versions of such hits as "9 to 5," "Arthur's Theme" and "You're The One That I Want." Especially uproarious are the silly speedo renditions of "Tomorrow" from the film *Annie*, and the mega-smash "Eye of the Tiger" from *Rocky III* that starts off instrumentally exactly like the original, but then shifts into a fast-paced falsetto vocal groove. A good bet for the Christmas gift-giving crowd.

**GONE TROPPO — George Harrison — Dark Horse/Warner Bros. 23734-1 — Producers: George Harrison, Ray Cooper and Phil McDonald — List: 8.98 — Bar Coded**

Former Beatle Harrison delivers one of his most delightful albums in years with this effort, which contains the usual dose of spiritually themed songs ("Mystical One," "Circles," "That's The Way It Goes") and romantic ditties ("I Really Love You," "Wake Up My Love"). Billy Preston assists on two of the cuts here — a pleasant instrumental called "Greece" and the theme from the film *Time Bandits*, "Dream Away." Especially appealing is the calypso-flavored title track, that refers to hanging out in the tropics. Possibly Harrison's best release since 1977's "33 1/3."

## BLACK CONTEMPORARY

**TONGUE IN CHIC — Chic — Atlantic 80031-1 — Producer: Nile Rodgers — List: 8.98 — Bar Coded**

Funk glazed with techno-pop sophistication and rhythm 'n' blues earthiness has always been this quintet's forte, and its most recent outing provides listeners with glossy dance floor sounds complete with right-on harmonies and dynamic production. A mid-tempo soul-stirrer, "When You Love Someone," closes out the first side and stands a chance to win heavy crossover from pop and MOR outlets, as does the ballad on the flip side called "Sharing Love." Scorching boogie ditties include "Hangin'" and the sing-a-long "Chic (Everybody Say)."

## GOSPEL

**THIS IS LOVE — Patrick Henderson — Priority JU 38169 — Producer: Patrick**

**Henderson — List: None — Bar Coded**

Henderson is the man who co-wrote "Real Love" with Michael McDonald, and his compositions continue to maintain heavy R&B influences, incorporating tight horns and bouncy rhythm tracks behind a spiritual message sheathed in pop melodies. The entire LP is ripe with keyboard textures, investigating several styles from moving ballads to straight-ahead pop to reggae.

## NEW AND DEVELOPING

**CUT — Golden Earring — 21 Records/PolyGram T1-1-9004 — Producer: Shell Schellekens — List: 8.98**

This journeyman Dutch rock outfit had a big hit with "Radar Love" off its "Moontan" album, but has been fallow ever since that successful single. Now, making its label debut on 21 Records, the quartet seems ready to bounce back into the limelight with this disc that includes tracks like the eerie, seven-minute-long "Twilight Zone," taking its bassline from the Rod Serling TV series of the same name. Earringleader George Kooymans has tailored most of the material to fit within an AOR framework, and digital mastering gives the tunes additional clarity.



## NEW FACES TO WATCH



Frida

As a member of ABBA, redheaded Ani-Frid "Frida" Lyngstad has managed to sell more records than any group active today. One could easily imagine that kind of success leaving an artist with little taste for bucking the tried-and-true or the desire to expand beyond an already extraordinary success. But "Something's Going On," Frida's first English-language solo album, demonstrates that the Euro-pop queen refuses to stand still.

"We've been together for 10 years," says Frida of her relationship with ABBA. "It could only be possible for the group to continue if we step outside of it. You have to aim towards something new. You can't just go on and on doing the same thing."

"Something's Going On" is far from the same thing, with Frida selecting Genesis drummer/vocalist Phil Collins as her producer.

"After all these years of working with Benny (Andersson) and Bjorn (Ulvaeus) in ABBA, I know exactly how it is going to be and how things will work when we record," she says. "Working with Phil showed me another way of doing things and gave me a chance to work with other musicians and another engineer. It was really more challenging and very enjoyable. I was in the studio with him while the music was being rehearsed, and we felt our way through the project together."

Selecting 11 songs from a batch of 500 is no mean feat, yet the vocalist has done just that. Frida's final choices are culled from among pop's best known

SINGLES  
OUT OF THE BOX

**YOKO ONO (Polydor/PolyGram PD 2224)**

**My Man (3:58) (Ono Music-BMI) (Y. Ono) (Producer: Y. Ono)**

When John Lennon died, it was reported that his son Sean, said to Yoko, "Now Daddy is part of the universe." On the first single under her new solo deal, she warbles, "He's got the sun in his heart and the moon in his soul." The accompanying music is some of the catchiest pop Ono has made to date.

## FEATURE PICKS

## POP

**GEORGE HARRISON (Dark Horse 7-29864)**

**Wake Up My Love (3:33) (Ganga Publishing B.V.-BMI) (G. Harrison) (Producers: G. Harrison, R. Cooper, P. McDonald)**

The "quietest (ex) Beatle" rouses his love with one of his more aggressive pop productions, marked by Mike Moran's staccato synthesizer, Ray Cooper's always-

writers, including Russ Ballard, Stephen Bishop, Giorgio Moroder, Rod Argent, Jim Rafferty, Bryan Ferry and producer Collins. Despite the immensity of the project, Frida reports that she approached the selection without any hard-or-fast rules.

"I didn't know what I was looking for," she recalls. "I only knew that I had to feel strongly about a song—that was all that mattered. There was no wish to find things in formats—this many ballads, so many uptempo pieces—because I have varied tastes and like all good styles of songs."

Frida's own background demonstrates these broad tastes. She made her professional debut at 13, singing with a Swedish dance band, handling swing and jazz ballads. She landed her first recording contract at the age of 22, becoming a popular solo artist in her native country. It wasn't until she met then-member of the Hepstars Benny Andersson at the end of the '60s that the seeds for ABBA began to sprout. Combining with Bjorn Ulvaeus of the Hootenanny Singers and vocalist Agnetha Faltskog, the new group was an almost instant phenomenon.

In 1975, Frida recorded a solo album in Swedish, entitled "Frida Alone," which became a best-seller in Scandinavia. Now directing her solo career to include the rest of the globe, Frida allows that she will measure the project's success on more than just the strength of sales.

"I want the record to sell," she says, "but I'll be satisfied if it's not a commercial success. I've done the best I can and put a lot of emotion into it. So far I've gotten a very good reception from our fans. They're just curious to hear new things from the group and its members."

For the future, Frida will continue to work with ABBA and forsee a second solo project with Collins again holding down the production duties. No doubt, any future project, as with "Something's Going On," will be guided by Frida's feelings other than any successful formula. "All I've wanted to do, I've done," she reflects.

expert percussion and Henry Spinetti's quick-handed drum and high-hat work. A colorful cut from the newly-released "Gone Troppo" LP.

**RONNIE MILSAP (RCA JH-13362)**  
**Inside (3:29) (Lodge Hall Music Inc. — ASCAP) (M. Reid) (Producers: R. Milsap, T. Collins)**

Mike Reid provides this heart-dropping MOR ballad about the hurt "inside" as a lover is leaving. The title track from Milsap's LP, it's destined to be the biggest crossover record for Ronnie on both A/C and pop since "Any Day Now" and "No Getting Over Me."

**POCO (Atlantic 7-89919)**

**Shoot For The Moon (2:44) (Pirooting Publishing — ASCAP) (R. Young) (Producers: POCO, J. Mills)**

Poco's dry spell may well be over with this, the second single from the venerable country rock act's Atlantic debut, "Ghost Town." It's an extremely pretty Rusty Young ballad very much in the vein of 1978's "Crazy Love."

## BLACK CONTEMPORARY

**MAXINE NIGHTINGALE WITH JIMMY RUFFIN (HighRise SHR 2004)**

**Turn To Me (4:10) (Peer International Corp./Jet D'eau Music/Cinescore Music — BMI) (L. Lieberman, G. Scott) (Producer: S. Brown III)**

Nightingale, who last scored with "Lead Me On," engages in a galvanizing R&B/pop ballad with Jimmy Ruffin that swells from a soft, plaintive intro to a big finish with some heavy vocal power. This could go on A/C as well as B/C and pop.

**THE GAP BAND (Total Experience/PolyGram TE 8205)**

**Outstanding (3:57) (Total Experience Music, Inc. — BMI) (R. Calhoun) (Producer: L. Simmons)**

No one can accuse The Gap Band of sticking in a groove. Every single from the "Gap Band IV" has been different, from the bright, acoustic guitar melody of "Early In The Morning," the buzzing funk of "You Dropped a Bomb On Me" and, now, the midtempo Earth, Wind & Fire-ish flavor of the third release from the LP.

**DEBARGE (Motown 1645GF)**

**I Like It (3:43) (Jobete Music Co., Inc. — ASCAP) (R. DeBarge, E. DeBarge) (Producers I. Gordy, E. DeBarge)**

Randy and Eldra DeBarge have put together a tune here that's vaguely reminiscent of Sly & the Family Stone for its sliding vocal approach. The harmonies just ooze into the chorus, underneath the rhythm arrangement by the DeBarges and Yellow-jackets' Russell Ferrante.

**BARRY WHITE (Unlimited Gold ZS4 03379)**

**Passion (3:40) (Ba-Dake Music, Inc./Seven Songs — BMI) (C. Taylor, B. White, J. Lopez) (Producer: B. White)**

White follows his biggest tune in some time, the B/C hit "Change," with a tight funkier that sports a slightly jazzy vocal edge. Quick synth blips accompany the rhythm machine-like beat on this thoroughly modern B/C pick.

## NEW AND DEVELOPING

**LOVERBOY (Columbia 38-03346)**

**Jump (3:40) (Irving Music, Inc./Adams Communication, Inc./Calypso Toonz/Blackwood Music, Inc./Dean of Music —**

**BMI/April Music, Inc. / Duke Reno — ASCAP) (B. Adams, J. Vallance, M. Reno, P. Dean, M. Frenette) (Producers B. Fairbairn, P. Dean)**

As the back of the picture sleeve notes, "Get Lucky" remains near the top of the charts after a full year and still sells upwards of 75,000 copies perweek. That's why Columbia keeps pulling singles, like this driving rocker.





POLYGRAM RECORDS  
TAKES GREAT PRIDE  
IN WELCOMING YOKO ONO  
TO OUR WORLDWIDE  
FAMILY

**MY MAN**

*Words and music by Yoko Ono*

MY MAN IS THE BEST IN THE WORLD  
HE'S GOT THE SUN IN HIS HEART AND  
THE MOON IN HIS SOUL  
HIS HEAD'S IN THE CLOUDS, BUT  
HIS FEET ON GROUND  
AND WHEN HE SPEAKS ALL THE BIRDS  
COME AROUND, I LOVE YOU

MY MAN IS THE BEST IN THE WORLD  
HIS EYES GOT THE SHINE OF THE  
ANCIENT STARS  
HIS HEARTBEAT IS THE BEAT  
OF THE OCEAN  
HE SMELLS LIKE AN AZTEC  
MAGIC POTION, I LOVE YOU

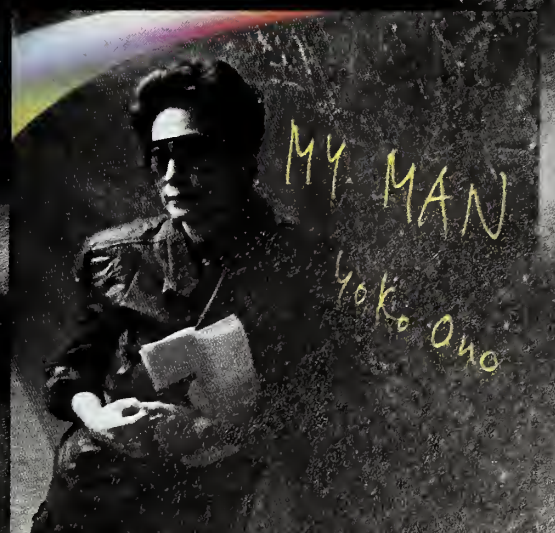
BABALUBABALUBABALU, I LOVE YOU  
BABALUBABALUBABALU, I LOVE YOU

MY MAN IS THE BEST IN THE WORLD  
HE KNOWS ME LIKE THE PALM  
OF HIS HAND  
WHEN I'M GOOD HE'S SO VERY GOOD  
AND WHEN I'M BAD, HE LAUGHS AND  
SAYS DON'T BE SAD, I LOVE YOU

BABALUBABALUBABALU, I LOVE YOU  
BABALUBABALUBABALU, I LOVE YOU

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LYRICS REPRINTED BY PERMISSION

AND TAKES  
GREAT PRIDE IN PRESENTING  
HER FIRST POLYDOR SINGLE  
"MY MAN."



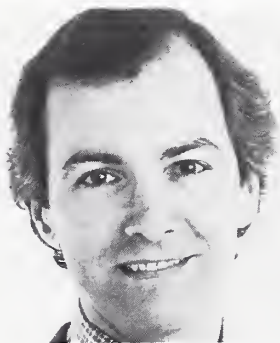
## Atkinson Named West Coast A&R VP, RCA Records

NEW YORK—Paul Atkinson has been named division vice president, contemporary music A&R, West Coast, at RCA Records.

Atkinson comes to RCA from Columbia Records, where he was director, contemporary music, East Coast A&R. In that position, he was instrumental in bringing Loverboy to the label and had also worked with such acts as Paul McCartney, Pink Floyd, Aerosmith, Judas Priest and Dave Edmunds.

After spending several years as a musician, independent manager and producer, Atkinson joined CBS Records U.K. in 1972. He rose through the company to become manager, International A&R, in 1974.

In 1976, he came to New York as director, A&R, CBS Records International. In that position, he was primarily involved in developing international artists for the U.S. market. He held that post prior to being promoted to the domestic CBS position.

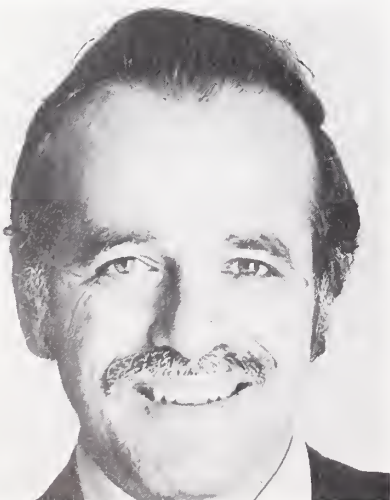


Paul Atkinson

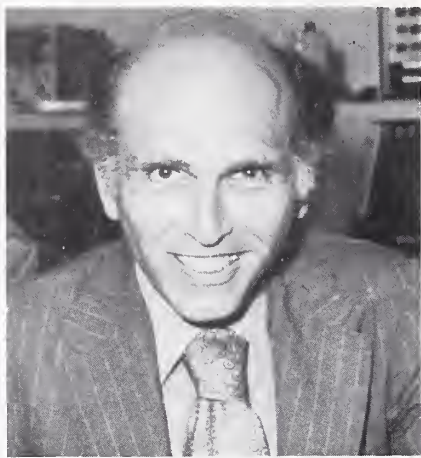
## Lozea Named RCA VP, East Coast Business Affairs

LOS ANGELES — Bernard Lozea was recently named division vice president, business affairs, East Coast, for RCA Records. Since 1974, Lozea served as director, contract/artists and repertoire administration, where he was responsible for preparation of artists' and producers' contracts, contract administration, approval of recording budgets and studio bookings. He first joined the company in 1964 as a contract analyst.

Commenting on Lozea's appointment, Paul Altman, division vice president, business affairs, said, "Creation of this new position is intended to further strengthen RCA's competitive position as we move forward into the 1980s to bring new acts to our label. Bernie's comprehensive knowledge of the record business in general, and of RCA Records specifically, makes him the ideal person to carry out this critical task."



Bernard Lozea



Joseph Dash

## Dash Named To Sr. VP Post At CBS Masterworks

NEW YORK—Joseph F. Dash has been named senior vice president and general manager at CBS Masterworks. He will be responsible for the worldwide A&R and administrative activities of the Masterworks label and will also oversee the Mastersound label of audiophile records and tapes and the recently established CBS Records label for classical crossover releases.

Dash joined Masterworks in 1980 as vice president and general manager. Under his direction, CBS established the Mastersound and CBS Records labels and the Great Performances line of mid-priced classical records.

Joining CBS Records in 1969 as director of planning, Dash was named director, diversification, CBS/Records Group, in 1972. In 1975 he became director, new product development, CBS Records. Two years later, he was appointed director, development, CBS Records, and in 1978 was named director, business development, CBS Records.

Later that year, he was appointed vice president, business development, CBS Records. Before joining CBS, Dash was manager, marketing research, for a division of the Celanese Corp.

## Hilford Named President And CEO For CBS/Fox

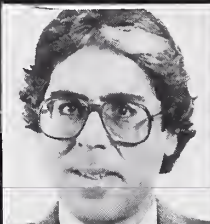
NEW YORK — Lawrence B. Hilford, a management consultant specializing in the new media, has been named president and chief executive officer of CBS/Fox. Hilford will assume his new post Jan. 1, 1983, serving as a consultant to the joint venture until that time.

As president and CEO, Hilford will exercise overall management responsibility in the creation, marketing and distribution of home video product worldwide. He will report to the four-member board of managers of CBS/Fox, which includes Steve Roberts, president of 20th Century-Fox Telecommunications; Alan Hirschfield, president and chief executive officer, 20th Century-Fox Film Corp.; Thomas Wyman, president and chief executive officer, CBS, Inc.; and Walter Yetnikoff, president, CBS/Records Group.

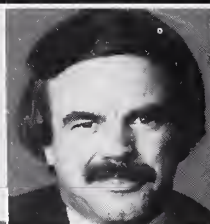
As the head of his own private management consultancy, Hilford has most recently devoted much of his time to the supervision of Rainbow Programming Services. Prior to establishing his own business, he served as senior vice president, Columbia Pictures Industries. Previously he was executive vice president and a member of the board of directors, Viacom International, Inc.

Hilford has also held executive positions with Cartridge Rental Network, Screen Gems International and CBS Enterprises.

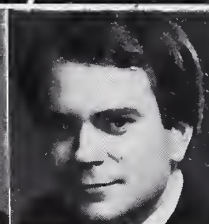
## EXECUTIVES ON THE MOVE



Oberman



Dillbeck



Willcox



Mann

**Changes At CBS** — In a restructuring of its A&R and marketing management team in Los Angeles, Columbia Records has announced the appointments of Ron Oberman, Michael Dillbeck and Bob Willcox to vice president positions. Oberman becomes vice president, west coast A&R; Dillbeck becomes vice president, creative affairs and special projects, west coast A&R; and Willcox becomes vice president, product marketing, west coast.

**Mann Named At Arista** — Arista Records has announced the appointment of Lou Mann to vice president, sales and distribution. Before becoming Arista's director, national sales in December 1981, he was with CBS Records.

**Kushnick Named** — Following his appointment as director of international operations for Warner Bros. Records, Ken Kushnick has relocated to the company's new London offices, where he will oversee the marketing and promotion of Warner Bros. artists throughout the continent. He was formerly executive vice president of Sire Records.

**Mason Named At Atlanta** — James Mason has been named executive vice president and chief operations officer of newly established entertainment company Atlanta Artists. The Atlanta based organization is owned by PolyGram recording artists Cameo. Prior to joining Atlanta Artists, he was business manager for the Bar-Kays and currently manages RCA artists Chocolate Milk.

**Fowler Named** — Greg Fowler has been promoted to vice president in charge of promotions and publicity for the group Alabama. He was formerly at WKZQ-FM in Myrtle Beach, South Carolina and joined the Alabama organization in January, 1982 and moved to Fort Payne, Alabama.

**Cetec Gauss Promotes Three** — Cetec Gauss has announced the following executive promotions. Jim Williams, assistant general manager, has been named executive vice president; Fred Muhl, operations manager, has been named vice president operations and Mike Gessaro, controller, has been named vice president finance. Before joining Cetec Gauss five years ago, Williams had been manager of quality assurance at RCA Records, Indianapolis. Muhl, who has been at Cetec Gauss for three years, had been manufacturing manager of RCA Records, Indianapolis. Gessaro has been with Cetec Gauss for more than ten years.

## Shapiro Named VP, CBS Songs

NEW YORK — Harvey Shapiro has been appointed vice president/general manager, CBS Songs, where he will be in charge of U.S. and international activities. Based in New York, Shapiro will coordinate the division's U.S. offices in New York, Los Angeles and Nashville, in addition to directing its activities in the U.K., Australia and Canada. He will also be responsible for regional offices in Europe and Latin America.

Shapiro has served as vice president/general manager, CBS Songs International, since last March. He joined CBS in 1972, and after holding various financial and administrative positions, he became director, music publishing operations, CBS Records International, in 1977. He was named vice president, CBS Songs International in 1979.



Harvey Shapiro

## Galante Named To Division VP Post At RCA Nashville

NEW YORK—Joe Galante has been named division vice president, RCA Records, Nashville. In his new position, he will head RCA's Nashville operation, with specific marketing and A&R responsibilities, and report to Jack Craig, division vice president, U.S. and Canada, RCA Records. He moves up from the post of division vice president, marketing, RCA Nashville operations, succeeding Jerry Bradley, who will retire.

"Joe Galante exemplifies the desire for achievement that is the direction of RCA Records of the '80s, as well as building upon the tradition that RCA Records has sustained over the years," said Craig in announcing Galante's promotion.

Galante has held the Nashville marketing vice presidency since 1978. Expanding the label's marketing operations, he helped

(continued from page 20)

## Osborne, Alaimo Named To Marketing Posts At RCA/Columbia Home Vid

LOS ANGELES — Lisa Osborne has been promoted to marketing manager, while Louise Alaimo has been named assistant marketing manager of RCA/Columbia Pictures Home Video.

Harman will be responsible for disc packaging and all point of purchase materials in her post as marketing manager. She was previously assistant marketing manager, having been named to that post in 1981 after serving in various positions as an intern at Columbia Pictures since 1979.

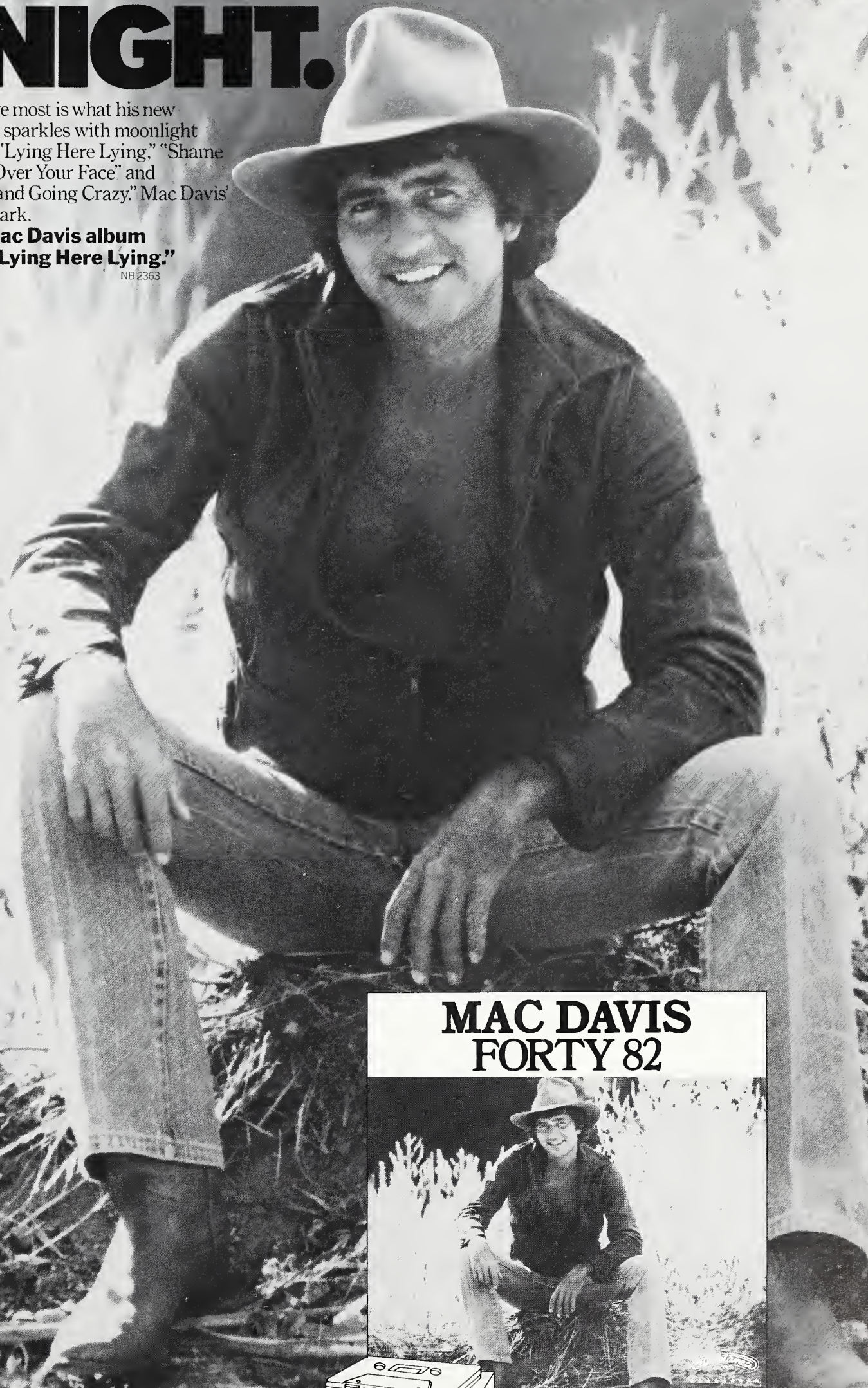
Alaimo will deal with consumer, trade and co-op advertising programs, as well as development of all related materials in her new position. She has worked in various capacities at Columbia Pictures, including film distribution and non-theatrical sales, since joining the company, and she previously served as story analyst at Zoetrope and United Artists.

# MAC DAVIS LIGHTS UP THE NIGHT.

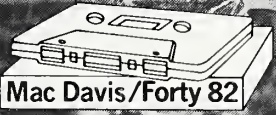
What Mac Davis fans love most is what his new album, "Forty 82," is all about. It sparkles with moonlight and romance with new hits like "Lying Here Lying," "Shame On the Moon," "It's Written All Over Your Face" and "Spending Time, Making Love and Going Crazy." Mac Davis' new album really shines in the dark.

**"Forty 82," the new Mac Davis album featuring the new single, "Lying Here Lying."**

NB2363



**MAC DAVIS  
FORTY 82**



NBLP 7274



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## Canadian Gov't. Set To Revise Broadcast Rules

by Kirk LaPointe

OTTAWA — A leaked Federal document indicates the Cabinet is ready to reform broadcast regulatory process but hasn't been given any other ideas about the radio industry to consider as part of a new national Canadian broadcasting strategy this month.

The document, dated Oct. 14 and apparently one of the final drafts for a far-reaching strategy to shape broadcasting policy into the next century, says the Cabinet should revise legislation so it can issue legally binding directives to the Canadian Radio-Television Telecommunications Commission (CRTC), the federal broadcasting regulatory agency.

Released publicly last week by two opposition MPs, the document, according to communications minister Francis Fox, was not authentic and still has to be revised before being presented to Cabinet.

It is scheduled to be released at the end of the month — two weeks after the federal arts inquiry (better known as the Applebaum-Hebert Committee) issues a separate set of about 100 cultural policy recommendations.

Fox's federal strategy paper will be handed over to a Parliamentary Subcommittee for 12-week study before legislation is drafted beginning in early 1983, the document indicates.

And, appearing to anticipate a need for cultural policy changes in the wake of Applebaum-Hebert, the document shows that Fox is preparing a separate cultural industries strategy paper for Cabinet approval soon.

While the broadcast paper urges significant changes for the television and cable industries to encourage more foreign services and to upgrade Canadian programming, radio gets short shrift in the document.

## Miller 'Rags To Riches' Contest Searches Nation For New Acts

by Larry Riggs

NEW YORK — In efforts to help discover unsigned musical talent and to reach the elusive 18-34-year-old demographic group, Starstream Prods. has been running the Miller High Life "Rock To Riches" contest. For the past two years, the Houston-based communications company, under the auspices of the Miller Brewing Co., has been producing this nationwide battle-of-the-bands, the winner of which receives a recording contract from Atlantic Records.

The contest works as follows: Unsigned bands send entry forms and demo tapes to a local affiliated AOR or A/C station. That station in turn selects five or six songs from the tapes that it sends to Starstream. Starstream then presses those songs into an LP, retailing locally at \$3.99. Each album jacket contains a ballot that listeners return to Starstream, choosing their favorite songs.

"We send the top three vote-getters in each market back to the station," said Gary Firth, Starstream president. "That's because if one band member has a rich grandmother who would go out and buy all his albums, the local people would know that and would pick one of the other bands."

Each region currently has 15 stations in it. Those stations send their albums to a panel composed of five or six record company promotion representatives and radio personalities, which then selects the regional winner. The five regional winners then square off in New York City before a panel of 12 record company executives,

There are only four classifications for the radio sector — compared to dozens for television — and even these are strangled by vagueness.

It seems to urge the development of new radio services to meet growing foreign competition from satellite audio services and the extension of radio to help equalize listening opportunities in all parts of the country.

It says government must reaffirm its commitment to Canadian Content (CAN-CON) requirements as a means of developing a cultural identity.

Content regulations cannot in themselves, however, resolve the problems of the entire Canadian sound recording industry, it says, adding that the cultural industries' strategy will deal later with those matters.

The document notes that radio pretax profits were \$45 million in 1980, \$39 million in 1981 and will drop even more this year. For that reason, the document urges Cabinet to uphold CRTC regulations preventing campus and community radio stations from tapping general advertising for revenues. The CRTC allows those stations limited sponsorships only.

But there is a strong indication in the document that Cabinet will be asked to order a streamlining of the regulatory process so the CRTC won't hinder the rapid development of this new broadcasting system. No specific recommendations were made in that regard, but any such action would have serious effects on the radio industry.

Fox is also preparing a proposal for a Canadian satellite direct broadcasting system (DBS) for remote and underserved areas of the country, the document indicates.

A total of 23 Applebaum-Hebert recommendations are also unveiled in the document. It says the arts inquiry will urge clear separation the CRTC and government, increased assistance for campus and community radio and stricter enforcement by the CRTC of promise-of-performance conditions in broadcast licenses.

celebrities and radio representatives. The winner receives a singles deal with Atlantic and \$80,000 worth of Ramsa sound equipment. For this year, it takes place April 15, 1983, in New York City.

The winner of the first contest last year was the Boston-based group The Stompers, which got its start through local A/C outlet WBOS. Ironically, it has not recorded any material for Atlantic because of a dispute between its management and the label, according to Starstream spokesman Justin Pearce.

To solicit entries, Miller Beer displays posters advertising the contest in supermarkets and music clubs that serve its product in participating radio markets. The brewery also supplies counter cards and table tents to the clubs and pays for print advertising in local music sheets and college newspapers. "They're doing these tie-ins because they really want to reach that younger demographic," said Firth.

It apparently works. "Last year, KLOS received 650 tapes before the deadline and 150 after that couldn't be counted," continued Firth. "Our Tucson station also got about 200 and they had to be pressed into albums, which is one of our greatest difficulties."

Pressing the records is where Starstream finds its most trouble. "We have to put out 40 albums in three months," said Firth. "That's a lot more than most major labels do." But Starstream does not have to design the cover art of the LP jackets. "The local stations design the jackets and as a result they're usually pretty crude because

(continued on page 18)

## COAST TO COAST

**EAST COASTINGS** — Expect to see a new independent label coalition to focus on common problems of distribution and promotion. Emphasis will be on specialty and alternative rock labels, with Rough Trade, Twin Tone and Labor among the 30-odd charter members. . . A&M bows a new movie division, A&M Sound Pictures, in early '83. First release will be a British film, *Party Party*. A&M Records will carry the soundtrack here, which features **Altered Images**, **Madness**, **Dave Edmunds**, **Pauline Black**, **Elvis Costello**, **Chaz & Dave**, **Bananarama** and others. . . The Campus Entertainment Network (CEN), which debuted Oct. 30 with its 3-D **Devo/Wall of Voodoo** broadcast, (**Cash Box**, Oct. 30) has inked **The Who** for two pay-per-view video dates, Dec. 17 is definite, with either the 3rd or 10th as the other. The program should reach between 50



and 100 campuses in secondary markets. . . Island Records has inked **Malcolm McLaren** in the U.S. First LP is expected in February and will be culled from the pop conceptualist's collection of "field recordings" of ethnic folk musics. First single will be "Buffalo Gals," featuring three versions, including a New York "scratch" cover, and is scheduled for release this month. . . New York's Radio City Music Hall really digs in deep this week with shows by **Luther Vandross**, **Chicago** and **Kenny Loggins** on three consecutive evenings. . . The **Fixx** has signed to FBI. Its tour begins Friday night. . . A lot of strong (and deserved) play from the dance pools on Select Records' **Gary Private** EP. . . Atlanta's Landslide Records has signed **Defuser**,

a group dedicated to the banning of all nuclear weapons. First release is a 12", "Freeze Please," backed with "World Suicide." Meanwhile, back in Gotham, Musicians for Disarmament and Peace, a coalition from Local 802 of AFM will present "Musicians in Concert for Disarmament and Peace" next Nov. 15 at Godoff Auditorium, 310 W. 43rd St. Performers will include **Elliott Randall**, **David Friedman**, **Milt Hinton** and **John Scofield**. The AFM now joins such other unions as UAW, ICW, IAM and USWA in taking a public stand on disarmament and against nuclear power. . . Thanks once again to the tireless **George Pejoves** for last week's pic of **David Johansen**. . . Unbelievable but true: Red Rooster Records is releasing another album by **The Shaggs**. Entitled "Shaggs' Own Thing" and produced by **Terry Adams**, the disc is part of the new Rounder/Red Rooster deal. . . **John Cougar** was knocked out cold last week at an Arizona performance when he was hit in the head with a flying bottle. Dragged off stage, Cougar regained consciousness, donned a hardhat, came back out and sang "Hurts So Good." He later took six stitches in his head. **fred goodman**

**POINTS WEST** — Outside, a large moon loomed over Rissmiller's in Reseda last Halloween eve, while inside the crowd settled down for a lengthy set by **Warren Zevon**, who was wrapping up a six-week tour. Other than on-stage guest appearances by **Jackson Browne**, **Danny Kortchmar** and **J.D. Souther**, the best encounter of the evening took place near the back of the club, where **Jack Nicholson** was confronted by **Jesse Campbell**, an **Elvis Presley** clone who's been doing the King's act for 23 years. . . The night before, **Toni Basil** and **Nina Hagen** were among the celebs who showed up at the Beverly Theatre for the Black Tie Network videotaping of **Devo** and **Wall of Voodoo** to approximately 15 college campuses around the country. Despite an obnoxious and ill-prepared emcee, the show went off very well, with the Spudboys premiering most of their new material from the latest "Oh No, It's Devo" LP during the first set, then going into more familiar turf with "Mongoloid," "Whip It" and "Come Back Jonee." In the second set, shot in "3-Devo" . . . **The Who** stopped in L.A. at the Coliseum Oct. 29 and opened with a tune rarely heard on this tour, the early mega-hit, "My Generation." As with the **Rolling Stones** concert trek last year, the show closed with a tremendous fireworks display. . . NME reports **Elvis Costello** is thinking about changing his stage name. . . **Johnny Rotten** goes Hollywood? Well, believe it or not, **Public Image Ltd.**, fronted by ex-**Sex Pistol** **John Lydon**, held a press conference Nov. 6 at one of Los Angeles' swankiest restaurants, Le Dome, on the Sunset Strip. Fellow band



**TWO OF THE WHO** — Roger Daltrey (l) and Pete Townshend harmonize on a tune during *The Who's* appearance at the L.A. Coliseum recently as part of the band's farewell tour.

Cash Box photo by Barbara Pickles

members **Keith Levene**, **Marlin Atkins**, **Pete Jones** and manager **Bob Tulipan** fielded all questions regarding Public Enterprise Production and its upcoming release, "Commercial Zone." On the next two days, **PIL** performed at the Pasadena Center, with West L.A.'s own **Savage Republic** opening for the band on the first night and "funk minimalists" **ESG** opening on the second night. . . **Andy Kim**, whose pop hits include "Sugar Sugar" with the **Archies** and his solo #1 "Rock Me Gently" in 1974, has resurfaced into the music industry as **Baron Longfellow**. Longfellow, who left the music scene when his father passed away during the mid-'70s, now has a single on Ice Records, entitled "Amour," and says a soon-to-be-released LP will be produced by **Michael Omartian** and include such studio heavyweights as **Steve Lukather**, **Jeff Porcaro** and **Abraham Laboriel**. . . Elektra/Asylum is having its own baby boom with four employees recently becoming proud parents. Congrats go out to Minneapolis promo rep **Beau Segel** and his new son, **Brooks Richard**, E/A ad director **Randy Edwards** and offspring **Ryan**, E/A A/C promo director **Pat McCoy** and his twins, daughter **Megan Faith** and son **Sean Joshua**, and E/A vice president, promotion, **Dave Russo** and his bouncing baby daughter **Emmellina**. . . **Ultravox's** "Quartet" album, produced by **George Martin**, is set to retail for \$9.98 when it appears in Canada this month, but will list for \$6.98 when it comes out here this January. **Jeffrey resner**

## TOP 30 VIDEO CASSETTES

	Weeks On Chart	11/6		Weeks On Chart	11/6
<b>1 CONAN THE BARBARIAN</b> MCA Distributing Corporation 77010	1	8	<b>16 RAGTIME</b> Paramount Home Video 1486	16	18
<b>2 QUEST FOR FIRE</b> 20th Century-Fox Video 1148	2	3	<b>17 PARTNERS</b> Paramount Home Video 1446	14	9
<b>3 DEATH WISH II</b> Warner Home Video 26032	3	6	<b>18 THE COMPLETE BEATLES</b> MGM/UA 00166	26	2
<b>4 DEATHTRAP</b> Warner Home Video 11256	4	6	<b>19 BODY HEAT</b> Warner Home Video 70005	—	1
<b>5 CHARIOTS OF FIRE</b> Warner Home Video 70004	5	12	<b>20 TAXI DRIVER</b> Columbia Pictures Home Entertainment 10542	15	10
<b>6 ON GOLDEN POND</b> 20th Century-Fox Video 9037	7	24	<b>21 VICTOR VICTORIA</b> MGM/UA 00151	—	1
<b>7 THE SWORD AND THE SORCERER</b> MCA Distributing Corporation 71010	17	2	<b>22 CUTTER'S WAY</b> MGM/UA 00154	23	4
<b>8 STAR WARS</b> 20th Century-Fox Home Video 1130	11	23	<b>23 PRIVATE LESSONS</b> MCA Distributing Corporation 71008	21	21
<b>9 ARTHUR</b> Warner Home Video 72020	9	28	<b>24 THE AMATEUR</b> 20th Century-Fox Video 1147	30	2
<b>10 NICE DREAMS</b> Columbia Pictures Home Entertainment 10456	6	6	<b>25 CANNERY ROW</b> MGM/UA Home Video MVR/MBR 00143	18	13
<b>11 CAT PEOPLE</b> MCA Distributing Corporation 77008	8	24	<b>26 SOME KIND OF HERO</b> Paramount Home Video 1118	27	13
<b>12 JANE FONDA'S WORKOUT</b> KVC/RCA Karl Video Corporation 042	13	20	<b>27 ABSENCE OF MALICE</b> Columbia Pictures Home Entertainment 1005	19	19
<b>13 THE SEDUCTION</b> Media Home Entertainment M-196	10	7	<b>28 BUTTERFLY</b> Vestron V6007	22	11
<b>14 DEAD MEN DON'T WEAR PLAID</b> MCA Distributing Corporation 77011	20	2	<b>29 WRONG IS RIGHT</b> Columbia Pictures Home Entertainment 10565	—	1
<b>15 SHARKY'S MACHINE</b> Warner Home Video 72024	12	15	<b>30 TRUE CONFESSIONS</b> MGM/UA MVR/MBR 00145	24	14

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

## 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.

<b>AEROBICISE — THE BEGINNING WORKOUT</b> Cassette — Paramount 2312 ... \$44.95	<b>LUST FOR VAMPIRE</b> Cassette — Thorn EMI TH 1112 \$59.95
<b>ZAPPED!</b> Cassette — Embassy 1604 ..... \$59.95	<b>I'M ALRIGHT, JACK</b> Cassette — Thorn EMI TH 1113 \$59.95
<b>SUMMER LOVERS</b> Cassette — Embassy 1704 ..... \$59.95	<b>BELOW THE BELT</b> Cassette — Thorn EMI TH 1124 \$59.95
<b>HUMONGOUS</b> Cassette — Embassy 1613 ..... \$49.95	<b>RATTLE OF A SIMPLE MAN</b> Cassette — Thorn EMI TH 1114 \$59.95
<b>NIGHT KILL</b> Cassette — Embassy 1614 ..... \$49.95	<b>THE WINSLOW BOY</b> Cassette — Thorn EMI TH 1115 \$59.95
<b>MEPHISTO</b> Cassette — Cult CU 9750 ..... \$79.95	<b>HOBSON'S CHOICE</b> Cassette — Thorn EM TH 1116 . \$59.95
<b>THE CURSE OF THE HEADLESS HORSEMAN</b> Cassette — Cult CU 11 ..... \$59.95	<b>MORGAN</b> Cassette — Thorn EMI TH 1117 \$59.95
<b>BEAST OF THE YELLOW NIGHT</b> Cassette — Cult CU 12 ..... \$59.95	
<b>GOING ALL THE WAY</b> Cassette — Monterey MO 1 .... \$59.95	
<b>FIRECRACKER</b> Cassette — Monterey MO 5 .... \$59.95	
<b>SWITCHBLADE SISTERS</b> Cassette — Monterey MO 8 .... \$59.95	
<b>LAUREL &amp; HARDY CLASSICS, Col. 8</b> Cassette — Nostalgia Merchant 4308 ..... \$59.95	
<b>PLAYBOY OF THE WESTERN WORLD</b> Cassette — Thorn EMI TH 1098 \$59.95	
<b>THE FINAL PROGRAM</b> Cassette — Thorn EMI 1108.... \$59.95	
<b>THAT'LL BE THE DAY</b> Cassette — Thorn EMI TH 1109 \$59.95	
<b>BY DESIGN</b> Cassette — Thorn EMI TH 1122 \$59.95	
<b>HEAVEN'S ABOVE</b> Cassette — Thorn EMI TH 1110 \$59.95	
<b>LUCKY JIM</b> Cassette — Thorn EMI TH 1111 \$59.95	

### Carhart Opens Program Placement Firm For Vid

LOS ANGELES — Linda Carhart, formerly in charge of video activities for Chrysalis Visual Programming, has formed a new company specializing in program placement. Linda M. Carhart, as the firm is known, will be looking to acquiring pre-existing video programs of one hour or longer in length for marketing to pay cable and STV systems, as well as other non-theatrical markets.

Where contracts permit, Carhart will also actively complete home video deals for the producers of such programs.

Among the initial programs being marketed are the Chrysalis productions Slipstream, featuring Jethro Tull, and Huey Lewis and the News Live at the Country Club.

Carhart can be reached at (213) 705-1470 or 705-1487.

## SOUND/IEWS

### UNIVERSE OF TWO MILLION EXPECTED FOR WHO, PIRATES PAY-PER-VIEWS

— What do a concert by the legendary English rock band **The Who** and the forthcoming feature film of **Gilbert & Sullivan's Pirates of Penzance** have in common? Both are expected to be available to nearly two million pay TV subscribers in much-ballyhooed pay-per-view events. At a press conference Oct. 29 prior to The Who's Los Angeles Coliseum show attended by the band, 20th Century-Fox Pay TV president **Andrew Wald** revealed some details about the company's previously reported telecast of the Dec. 17 date at Toronto's Maple Leaf Garden, the last in North America on the group's farewell tour. STV and cable systems reaching approximately 1.5 million viewers have already been lined up for the event, with that number expected to increase to nearly two million as the show draws near. Of those, Wald anticipates 25% will sign-up for the event and, at a \$10-\$12 charge per home, Fox is looking to a gross of more than \$5 million. To insure that local and regional systems promote the performance adequately, Fox has been asking for ad commitments, while it is preparing the TV, radio and print ads itself. Fox Telecommunications retains all video rights to the performance, which it hopes to release in a home version early next year that will include footage from other tour dates... On a bitterly ironic note, one of the few STV systems not airing the concert is Cincinnati. In 1979, 11 people were trampled to death at a Who concert there... Four months prior to the Feb. 18 day and date premiere (theatrical/Pay TV) of Universal Pictures' *Pirates of Penzance*, and Universal Pay TV already has commitments from operators whose combined systems reach more than 65% of the possible addressable audience, according to Universal Pay TV's **Gene Glaquinto**. Among those are Oak Media Development, which programs ON-TV systems in seven cities; Select TV, with owned operations in two cities and independent affiliates in three other regions; ATC's Preview; Twin-County Trans-Video; Adams Russell; and STV of Atlanta. The film opens in 50 markets on an exclusive limited-run basis.



**INTERACTIVELY SPEAKING** — Edward Pfister, (l), president of the Corporation for Public Broadcasting, is given a personal copy of 3M's "Producing Interactive Videodiscs" kit from 3M Optical Recording Project manager Lloyd Troeltzsch (r) during a meeting at PBS headquarters in Washington last month. Jack McBride, general manager of the Nebraska Educational Television Network, producers of the 3M disc, looks on.

**FYI** — Recommended Reading Dept.: Retailers, check out an article in the November issue of *Video Store* entitled "All About Newsletters" for a look at some of the different types of generalized and special interest newsletters that video dealers are utilizing... The pros and cons of the videodisc are scrutinized in the aforementioned issue of *Video Store* (including an interview with Pioneer Video president **Ken Kai**) and the November edition of *Home Video*, which reveals the results of a readers poll on the subject. The tenor of both articles seems to be that both the retail and consumer jury is still out on the disc and, as *Home Video* reports, "the comments of our readers indicate that the videodisc still has a long way to go before it will usurp the popularity of the videocassette recorder." Interestingly, among the 35% of the *Home Video* survey respondents who said they owned videodisc systems, the laserdisc system was preferred by a slight margin over CED (51% to 49%). Among the 16% of the non-owners who reported they were planning to buy a videodisc system this year, laserdisc was a two-to-one favorite. Software still seems to be a big issue, with both dealers and consumers citing limited selection (including a lack of X-rated material) as a major problem that has to be overcome before the videodisc is more widely accepted... Video reports and source books continue to proliferate. The National Video Clearinghouse publishes the 4th professional edition of *The Video Source Book*, a revised and updated version listing more than 35,000 titles available from 670 video program distributors. With more than 15,000 additions, deletions and changes from the previous edition, the 1,500 page hardcover volume is available for \$125 plus handling from NVC. Knowledge Industries is offering the fifth edition of *The Video Register*, with seven directories to users, manufacturers, production/post-production facilities, resources, consultant/production services, dealers and publishers/distributors. In soft cover, it can be bought for \$47.50. More specialized is *Video Marketing Newsletter's Franchise Factbook*, which "examines and compares the features, capital requirements and estimated operating costs of the franchise and affiliate offerings of seven major home video retail organizations." Advance Info from the report places Video Connection as the top franchiser of home video retail outlets and Video Station as the leading retail affiliate network. Price of the report is \$197.

**RENTABLES, PORTABLES** — First you had Rentabeta, now you have rent-a-VHS with the new PortaVideo Magic Movie Machine system being offered by the Phoenix-based PortaVideo Entertainment Group. The company is billing it as "a new rental concept in home entertainment," but from the looks of the enclosed, molded plastic case right down to the prices (\$5.95-\$9.95 weekdays, and \$7.95-\$12.95 on weekends), it appears to be very similar to Superscope's Beta format system. The company is also offering a mobile service, for pickup and delivery of equipment and cassettes, at an average \$15-\$20. PortaVideo is being marketed through a network of exclusive distributorships, non-exclusive dealers and rental agencies. Vice president and national marketing director **J.R. Bowman** said that, presently, there are 10 regional managers supervising a sales force of more than 300 area sales managers and reps. For more info, call (800) 528-3350 or (602) 269-2101... JVC introduces its new compact videocassette recorder, which utilizes a cassette no larger than a deck of cards yet compatible with the most popular 1/2" format, VHS. The VHS/C unit, as it is known, is only 4.4 pounds (without battery pack) and just 7 1/4"x3"x8". TC-20 cassettes for the HR-C3U recorder can be recorded or played back on any VHS machine using a C-P1U cassette adapter. For demos, contact JVC's professional video division at 41 Slater Drive in Elmwood Park, N.J. 07407.

**PAR DETAILS 'TREK TO HOLLYWOOD' KHAN-TEST** — As reported, Paramount Home Video is launching a "Trek To Hollywood" display contest in support of its low-priced *Star Trek II: The Wrath of Khan*. Contest rules, display hints and "Certificate of Performance" entry forms are included in each merchandising prepack, which will be available to dealers through authorized distributors, along with posters, banners and

(continued on page 34)

## TOP 200 ALBUMS

# Supertramp Debuts At #37; Cougar At #1 For 11th Week

by Mark Albert and Ken Kirkwood

**TOP STORY OF THE WEEK** is Supertramp's new album, "Famous Last Words," which is the highest debut of the week at #37 bullet. The group's first studio LP in three-and-a-half years ("Breakfast In America" was released in March of 1979), has been very well received, with solid breakouts reported in the Midwest, West and East. The single, "It's Raining Again," jumped 11 points to #23 bullet after only three weeks.

**TOP TEN HIGHLIGHTS** — John Cougar remains at #1 for the 11th consecutive week . . . Despite showing growth, Bruce Springsteen, Men At Work and Billy Joel stay at #3, #4 and #5, respectively, with bullets, unable to climb ahead of Fleetwood Mac, at #2, or Cougar . . . Exploding into the Top Ten, Lionel Richie jumps to #6 bullet, up from #13. Retail sales are extremely heavy in all regions, led by the South, East and West. His album goes to #2 bullet from #4 on the Black Contemporary (B/C) Albums chart. The "Truly" single goes to #4 bullet, up from #7 on the Pop Singles chart and to #5 bullet from #7 on the B/C Singles chart . . . Rush, at #8 bullet, continues to show growth in the Midwest, South and East with Top 25 rack sales as well . . . Olivia Newton-John moves up a point to #9 bullet with strongest retail activity out of the South, Midwest and West and continued Top Five rack reports. Her "Heart Attack" single moves to #2 bullet from #3 on the Pop Singles chart.

**TOP 100 HIGHLIGHTS** — Linda Ronstadt moves two places to #12 bullet. Retailing well in the West, Midwest and East, while showing Top 25 rack activity as well . . . Neil Diamond, at #14 bullet, up from #16, has moderate retail action in all regions, but extremely healthy rack activity is making the difference here . . . His "Heartlight" single moves a point to #10 bullet . . . Stray Cats goes to #15 bullet, up from #17 with good retail on the coasts and in the Midwest. Top 50 rack sales this week. Its "Rock This Town" single goes to #30 bullet, up from #33 . . . Ignited by his "Steppin' Out" single, Joe Jackson jumps seven points to #17 bullet. Selling quite well in the West, East and South and finally starting to kick in at the racks — Top 40 reports this week. The single moves to #14 bullet, up from #17 . . . Luther Vandross jumps to #19 bullet, up from #22. Strong retail out of the Midwest, East and South. Starting to pick up good initial action at the racks. His LP remains at #1 bullet on the B/C Albums chart for the third consecutive week . . . Donald Fagen moves seven points to #22 bullet in his third week. Best retail activity in the Midwest, West and South, with action in the East gaining ground rapidly. His "I.G.Y." single moves to #25 bullet, up from #29 . . . Daryl Hall & John Oates take a nine-point jump to #24 bullet. Strong retail out of the Midwest, East and West to go along with Top 25 rack reports. The duo's "Maneater" single goes to #16 bullet, up from #20 . . . The soundtrack to *An Officer and A Gentleman*, at #38 bullet, up from #42, is showing very good retail activity in the Midwest, West and South along with Top 80 rack sales . . . Missing Persons takes a nice jump to #48 bullet, up from

#63 in its third week. Good retail growth in the West, East and South. Its "Destination Unknown" single moves to #55 bullet, up from #60 . . . Jefferson Starship jumps 13 points to #53 bullet. Best retail out of the West, Midwest and East. The "Be My Lady" single goes to #41 bullet from #46 . . . Spyro Gyra jumps to #69 bullet, up from #81. Good retail in the West, Midwest and South. The album remains at #1 on the Jazz Albums chart . . . Emmylou Harris takes a 38-point jump to #81 bullet, up from #119. Selling very well in the Midwest, West and East. She debuts at #44 bullet on the Country Albums chart . . . Adam Ant jumps to #83 bullet, up from #99, with good retail out of the East, West and South . . . Dionne Warwick leaps into the Top Ten at #85 bullet, up from #107. Best retail action in the South, East and Midwest. Her "Heartbreaker" single goes to #29 bullet from #32 on the Pop Singles chart and to #47 bullet from #54 on the B/C Singles chart . . . Toni Basil jumps 29 points to #89 bullet behind good sales in the West, Midwest and South. Her "Mickey" single climbs to #26 bullet, up from #30 . . . Vanity 6 takes a 26-point jump into the Top 100 at #91 bullet. Selling very well in the East and West. The album goes to #8 bullet, up from #9 on the B/C Albums chart and the "Nasty Girl" single goes to #23 bullet from #28 on the B/C Singles chart . . . Laura Branigan jumps to #92 bullet, up from #114. Strong retail action out of the East and Midwest. Her "Gloria" single goes to #11 bullet, up from #14 . . . Pat Travers takes a 29-point jump to #99 bullet, with best sales reported in the Midwest and West.

**RECORDS TO WATCH** — Two of the latest jazz releases doing well are "Casino Lights," and "Two Of A Kind" by Earl Klugh & Bob James. The live "Casino Lights" LP jumps to #111 bullet, up from #143, with best retail out of the South, West and East. Klugh/James, at #119 bullet, is off to a good start in the Midwest, South and West . . . Eddie Rabbitt moves to #118 bullet, up from #141. Good second week retail in the Midwest and West, with strong initial reaction at the rack level. His album goes 10 points to #18 bullet on the Country Albums chart.

**DEBUTS** — After Supertramp, Dan Fogelberg comes in at #72 bullet. Strong first week retail in the Midwest, West and East. Look for this to be a big rack item . . . The Eagles' "Greatest Hits Vol. 2" debuts at #115 bullet. Retailing out of the Midwest, West and South . . . Three new B/C releases debut with the Bar-Kays at #129 bullet, Con Funk Shun, at #138 bullet, and Melba Moore, at #144 bullet. The Bar-Kays and Con Funk Shun are starting off with good retail in the West, Midwest and South, while Moore is selling well in the Midwest, South and East . . . Judi Sheppard Missett's "More Jazzercise" debuts at #147 bullet. Little retail action, but Top 40 rack sales out of the box . . . Jerry Garcia, at #154 bullet, selling on the coasts and in the Midwest . . . Little Stevie and The Disciples Of Soul comes in at #157 bullet, with best retail out of the Midwest and West . . . The Blasters, at #163 bullet, is starting off well in the West and Midwest . . . Talk Talk debuts at #171 bullet, with initial retail response in the West . . . Also debuting is Frida at #176.



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 DONALD FAGEN             | 9 PETER GABRIEL       |
| 2 DARYL HALL & JOHN OATES  | 10 ALABAMA            |
| 3 SUPERTRAMP               | 11 DIONNE WARWICK     |
| 4 DIRE STRAITS             | 12 VANITY 6           |
| 5 AN OFFICER & A GENTLEMAN | 13 ADAM ANT           |
| 6 MISSING PERSONS          | 14 JEFFERSON STARSHIP |
| 7 DAN FOGELBERG            | 15 SPYRO GYRA         |
| 8 EMMYLOU HARRIS           |                       |

### NORTHEAST 1.

- 1 SUPERTRAMP
- 2 PETER GABRIEL
- 3 DONALD FAGEN
- 4 DARYL HALL & JOHN OATES
- 5 DIRE STRAITS
- 6 DAN FOGELBERG
- 7 EVELYN KING
- 8 MISSING PERSONS
- 9 EMMYLOU HARRIS
- 10 VANITY 6

### SOUTHEAST 2.

- 1 DONALD FAGEN
- 2 AN OFFICER & A GENTLEMAN
- 3 DARYL HALL & JOHN OATES
- 4 SUPERTRAMP
- 5 DIONNE WARWICK
- 6 MISSING PERSONS
- 7 ALABAMA
- 8 DIRE STRAITS
- 9 ABC
- 10 PAT TRAVERS

### BALTIMORE/ WASHINGTON 3.

- 1 DARYL HALL & JOHN OATES
- 2 SUPERTRAMP
- 3 DONALD FAGEN
- 4 DIONNE WARWICK
- 5 DAN FOGELBERG
- 6 VANITY 6
- 7 TONI BASIL
- 8 PETER GABRIEL
- 9 ADAM ANT
- 10 MELBA MOORE

### WEST 4.

- 1 DONALD FAGEN
- 2 SUPERTRAMP
- 3 MISSING PERSONS
- 4 DARYL HALL & JOHN OATES
- 5 PETER GABRIEL
- 6 DIRE STRAITS
- 7 EVELYN KING
- 8 DAN FOGELBERG
- 9 EMMYLOU HARRIS
- 10 AN OFFICER & A GENTLEMAN

### MIDWEST 5.

- 1 DONALD FAGEN
- 2 SUPERTRAMP
- 3 DARYL HALL & JOHN OATES
- 4 DIRE STRAITS
- 5 AN OFFICER & A GENTLEMAN
- 6 DAN FOGELBERG
- 7 PETER GABRIEL
- 8 EMMYLOU HARRIS
- 9 JEFFERSON STARSHIP
- 10 SPYRO GYRA

### NORTH CENTRAL 6.

- 1 ALABAMA
- 2 DARYL HALL & JOHN OATES
- 3 RICKY SKAGGS
- 4 DONALD FAGEN
- 5 WAYLON & WILLIE
- 6 AN OFFICER & A GENTLEMAN
- 7 DOLLY PARTON
- 8 EDDIE RABBITT
- 9 MORE JAZZERCIZE
- 10 DIONNE WARWICK

### DENVER/PHOENIX 7.

- 1 DONALD FAGEN
- 2 SUPERTRAMP
- 3 MISSING PERSONS
- 4 DIRE STRAITS
- 5 DAN FOGELBERG
- 6 DARYL HALL & JOHN OATES
- 7 AN OFFICER & A GENTLEMAN
- 8 SPYRO GYRA
- 9 JEFFERSON STARSHIP
- 10 EMMYLOU HARRIS

### SOUTH CENTRAL 8.

- 1 DONALD FAGEN
- 2 DARYL HALL & JOHN OATES
- 3 SUPERTRAMP
- 4 ALABAMA
- 5 MISSING PERSONS
- 6 ADAM ANT
- 7 VANITY 6
- 8 ONE WAY
- 9 DIRE STRAITS
- 10 AN OFFICER & A GENTLEMAN

WHAT'S IN-STORE

**COMIN' AROUND THE MOUNTAIN** — Mountain Railroad Records, the noteworthy contemporary folk/progressive rock label based out of Madison, Wis., is back in action with its first product release since last year's reggae-pop LP by Midwestern rasta **Tony Brown**. Now out is the long-awaited debut LP by the Madcity's **Spooner** — long-awaited by a host of regional and national rock critics familiar with the group's distinctive '60s pop catchiness from a prior self-produced single and EP. Label head **Stephen Powers** says that albums and in-store posters have just been shipped throughout the country via his indie distributors and that he hopes that they will pass on the 10% discount on initial orders of 100 minimum on to their customers. Powers adds that "Roy Rogers Meets



**WHO ROCKS WITH SCHLITZ**—Roger Daltry (r), lead singer for The Who, is shown here during a videotaping of a Schlitz Rocks America television commercial, which has already begun airing. The Who's nationwide farewell tour was under the corporate sponsorship of Schlitz Beer, a subsidiary of Stroh's Brewing Co.

Albert Einstein," the long-delayed solo album by **Sigmund Snopek III**, the electronic keyboard wiz of Milwaukee's superb avant-garde rock quartet **Snopek**, will be released this week with a group LP to follow in early 1983. Also set is a debut disc by **Free Hot Lunch!**, a lively folk-plus trio, due in mid-November.

**YABBA-DABBA-DOO!** — Clean Cuts, the two-year-old Baltimore-based jazz label that recently forayed into pop with its "Dr. John Plays Mac Rebennack" LP, has really gone out on a limb with its second-ever single, "Meet The Flintstones," a.k.a. "**Bruce Springsteen Live At Bedrock** Featuring (Meet The) Flintstones." The "Flintstones" TV theme, as sung by a **Bruce Springsteen** soundalike, came out in Baltimore, Washington, D.C. and Philadelphia a month ago and has seen distribution outside those markets only in the last two weeks. But according to **Dave Nives**, New York sales manager for Rounder Records, which distributes Clean Cuts in the Northeast, it is already "one of the hottest records I've had in a long time." Nives credits the response to the presence of Springsteen's own "Nebraska" hit LP and the "tasteful" production. **Jack Heyrman**, president of Clean Cuts, expands on the latter reason. "It's a work of love by fans, not a big sendup. Only someone who has seen Springsteen in concert could have done it." "Meet The Flintstones," which Heyrman says has already crossed 20,000 pieces in either 7" or 12" configuration, starts out with Springsteen-like autobiographical concert raps, though transposed to fit Springsteen's youth in Bedrock. Heyrman says that AOR airplay for the disc, the cover of which shows a cartoon Springsteen in a Springsteen-like stance leaning against a **Clarence Clemmons**-like dinosaur playing sax, is immediate "without even a phone call because it sounds as good as it looks." In-store posters have been made, which is a first for the label. Has Springsteen heard Springsteen? "The odds are good," answers Heyrman. "We didn't expect him to say a word and so far he's lived up to our expectations." It's too early to tell if the single, which is backed with "Take Me Out To The Ballgame," will start a new trend for Clean Cuts. Heyrman did say that the label's next release will be a jazz album by **Jessica Williams**, "Update," out next month.

**IN-STORE IGGY** — **Iggy Pop** is following up his recent autograph session at Manhattan bookstore Books & Co. with a series of similar appearances at book and record stores to promote his new autobiography *I Need More*. According to publisher **Richard Karz** of Karz-Cohl Publishing, the first event drew 400 and an ensuing visit to the record department at **Harvard Coop** in Cambridge, Mass., sold 100 copies. Last week's stop at **School Kids'** main store in Ann Arbor was taped by Detroit TV station WXYZ for inclusion in a "hometown boy makes good" segment on its afternoon magazine show. Ow-

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New Package, Improved Pressing By Masterworks

(continued from page 6)

packaging of the Mastersound series and other Masterworks products.

Key to the new design will be a gold logo placed over a red and blue ribbon in the upper right corner of the cover. The logo, in addition to saying "CBS Masterworks," includes an array of concert instruments — violin, French horn, etc. The jacket will be designed with a triple spine and printing across the top spine as well as the left spine, for easier identification. The spine will employ a uniform color — blue with white type.

The first release to feature the new design came in September, which featured work by artists such as the late Glenn Gould, a trio setting featuring Stern, Rampal and Rostropovich, Michael Tilson Thomas and the English Chamber Orchestra and four others, all digital. Also released as an analog album was product by Pierre Boulez.

Showcards featuring the new logo have been developed for Masterworks and Mastersound product released prior to the unveiling of the design. Koscis said that digital records now in the catalog will gradually be packaged in the new design.

To improve the pressing quality of the analog product, CBS Masterworks has commenced pressing such records with the same vinyl used to make the Mastersound records. All cassettes will now be manufactured on chromium dioxide tape, and the tape package will also contain complete liner notes in three languages.

According to a statement from the company, the close scrutiny applied to quality control measures developed for the

Mastersound audiophile line are not being used in quality control procedures for the entire Masterworks line. Part of that quality control management is the 60 tests that the CBS Technology Center in Connecticut uses to evaluate the excellence of the recordings. The tests are divided into seven categories including surface noise, molding, visual, warping, dishing, program quality and packaging. Such quality control procedures are being applied to the re-mastering of CBS's mid-priced classical line, Great Performance series.

Koscis said that the price of CBS Masterworks digital release has come down in wholesale price by about two dollars to \$6.63. The wholesale price of half-speed masters will remain \$8.16, while analog pressings will wholesale at \$5.15. She said that "The pricing reduction on our digitals should bring us in line with other import product on the market. We think that we're priced competitively and with the new package we have product outside that reflects the quality of the actual recording."

To prepare CBS branches and dealers in major markets for the package change, a video featuring various Masterworks artists and CBS Records executives (including Lou Dorfsman, vice president of CBS corporate design) developed to show the new package and ways it could be merchandised in-store.

Koscis additionally said that print ads, along with in-store material, featuring Masterworks product will display the new design.

Country 45s

(continued from page 5)

Judy Bracknell, of One Stop Record Service in Atlanta, noted that response thus far has been very favorable. She suggested that with the "Luckenbach, Texas" "B" side, an operator could replace an oldie that he had kept on the box with the same Luckenbach cut and the current "Sittin' On The Dock Of The Bay," making a more attractive selection available to his patrons, but she also said that, although the double-hit approach lends more value to the product, it had not substantially affected sales. "I couldn't say they're better," she admitted, "because, like with the Earl Thomas Conley, that is a great record anyway, and they're going to buy it, but when they see it's got 'Fire & Smoke' on it, it just makes it bet-

(continued on page 20)

PLUS PROFIT

TOP SELLING VIDEO GAMES

- 1 Pitfall • Activision AX018
- 2 Frogger • Parker Brothers 5300
- 3 Donkey Kong • Coleco 2451
- 4 Megomania • Activision AX017
- 5 Berzerk • Atari CX 2640
- 6 The Empire Strikes Back • Parker Brothers 5050
- 7 Defender • Atari CX 2609
- 8 Pac-Man • Atari CX 2646
- 9 Dungeons and Dragons • Mattel 3410
- 10 Venture • Coleco 2457
- 11 Zaxxon • Coleco 2435
- 12 Lock 'N Chase • Mattel 5663
- 13 Star Raiders • Atari CX 2660
- 14 Mousetrap • Coleco 2459
- 15 Pro Football • Mattel 5658

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

TOP SELLING ACCESSORIES \*

- Allsop III Cassette Head Cleaner
- BMI Cassette Case (#710)
- Bowers 45 Plastic Sleeves
- Discwasher Anti-Static Mat
- Discwasher D-4 1 1/4 oz. Refill Fluid
- Discwasher D-4 System Kit
- Maxell Cassette Head Demagnetizer
- Maxell LNC-46 (2/BAG)
- Maxell LNC-90 (2/BAG)
- Maxell T-120 (videocassette)
- Maxell XLS Test Pack
- Memorex C-90 (3/BAG)
- Memorex Cassette Head Cleaning Kit
- Recoton RECOV-150 Dustcover
- TDK Cassette Head Cleaning Kit
- TDK DC-90 (2/BAG)
- TDK SAC-90
- TDK SAC-90 (2/BAG)
- TDK T-120 (videocassette)

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

TOP SELLING MIDLINES

- The Beatles • Rock 'N Roll, Vol. 2 • Capitol SN/16021
- The Blasters • Over There — Live at the Venue, London • Slash/Warner Bros. 1-23735
- Kurtis Blow • Tough • Mercury/PolyGram MX-1-505
- David Bowie • The Rise and Fall of Ziggy Stardust and the Spiders From Mars • RCA AYL1-3843
- T-Bone Burnett • Trap Door • Warner Bros. 9 23691-1B
- Paul Carrack • Suburban Voodoo • Epic/CBS ARE 38161
- The Doors • Elektra EKS 75007
- Duran Duran • Carnival • Capitol ST-15006
- Dan Fogelberg • Souvenirs • Full Moon/Epic PE 33137
- The Jam • The Bitterest Pill (I Ever Had To Swallow) • Polydor/PolyGram PXI 506
- Billy Joel • The Piano Man • Columbia PC 32455
- Carole King • Tapestry • Epic PE 34946
- Barry Manilow • Oh, Julie • Arista AB 2500
- Missing Persons • DLP-15001

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

\* Excludes T-Shirts & Paraphernalia

Heavy Sales

## TOP 30 ALBUMS

	Weeks On Chart		Weeks On Chart
<b>1</b> <b>INCOGNITO</b> SPYRO GYRA (MCA-5368)	11/6	<b>16</b> <b>BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	14 65
<b>2</b> <b>AS WE SPEAK</b> DAVID SANBORN (Warner Bros. 9 23718-1)	2 20	<b>17</b> <b>CITYSCAPE</b> CLAUS OGERMAN/MICHAEL BRECKER (Warner Bros. 9 23698-1)	18 7
<b>3</b> <b>OFFRAMP</b> PAT METHENY GROUP (ECM-1-1216)	4 26	<b>18</b> <b>TOUCHSTONE</b> CHICK COREA (Warner Bros. 9 23699-1)	13 9
<b>4</b> <b>CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND</b> VARIOUS ARTISTS (Warner Bros. 9 23718-1)	11 3	<b>19</b> <b>HEATWAVE</b> CAL TJADER and CARMEN McRAE (Concord Jazz CJ-189)	20 6
<b>5</b> <b>HANDS DOWN</b> BOB JAMES (Tappan Zee/Columbia FC 38067)	3 19	<b>20</b> <b>DESIRE</b> TOM SCOTT (Musician/Elektra 9 60162-1)	17 11
<b>6</b> <b>WE ARE ONE</b> PIECES OF A DREAM (Elektra 9 60142-1)	6 17	<b>21</b> <b>ROYAL JAM</b> THE CRUSADERS (MCA 2-8017)	21 21
<b>7</b> <b>MOVING TARGET</b> GIL SCOTT-HERON (Arista AL 9506)	8 8	<b>22</b> <b>LOVE NOTES</b> CHUCK MANGIONE (Columbia FC 38101)	19 19
<b>8</b> <b>OUT OF THE SHADOWS</b> DAVE GRUSIN (GRP/Arista 5510)	9 17	<b>23</b> <b>IN LOVE'S TIME</b> DAVE VALENTIN (GRP/Arista 5511)	25 16
<b>9</b> <b>TWO OF A KIND</b> EARL KLUGH/BOB JAMES (Capitol ST-12244)	22 2	<b>24</b> <b>ECHOES OF AN ERA 2/THE CONCERT</b> (Musician/Elektra 9 60165-1)	24 11
<b>10</b> <b>OFF THE TOP</b> JIMMY SMITH (Musician/Elektra 9 60175-1)	10 12	<b>25</b> <b>THE BEST</b> QUINCY JONES (A&M SP-3200)	29 15
<b>11</b> <b>LET ME KNOW YOU</b> STANLEY CLARKE (Epic FE 38086)	5 13	<b>26</b> <b>THE DUDE</b> QUINCY JONES (A&M SP-3721)	28 84
<b>12</b> <b>KENNY G</b> (Arista AL 9608)	12 5	<b>27</b> <b>TOUCH THE FEELING</b> STIX HOOPER (MCA-5374)	— 1
<b>13</b> <b>WINTER INTO SPRING</b> GEORGE WINSTON (Windham Hill C-1019)	7 16	<b>28</b> <b>LOOKING OUT</b> McCOY TYNER (Columbia FC 38053)	23 19
<b>14</b> <b>RADIANCE</b> JEFF TYZIK (Capitol ST-12224)	16 4	<b>29</b> <b>WE WANT MILES</b> MILES DAVIS (Columbia C2 38005)	27 27
<b>15</b> <b>WORDS, SOUNDS, COLORS, AND SHAPES</b> DONALD BYRD and 125TH STREET N.Y.C. (Elektra 9 60188-1)	15 4	<b>30</b> <b>COME MORNING</b> GROVER WASHINGTON, JR. (Elektra 5E-562)	30 49

## ON JAZZ

**FROM THE VAULTS** — Although it has been quietly cutting indispensable recordings by the likes of Miles Davis and Lester Young from its catalog, Columbia's been filling the holes with new titles in its Contemporary Masters Series. Six new albums have just been added, and while they're all outstanding, we have to add a special yea vote to one in particular. "Newport Jazz Festival: Live Unreleased Highlights From 1956, 1958, 1963" is a unique collection of little gems from those years, selected and edited skillfully by series producer Jim Fishel. With the exception of Louis Armstrong, who receives three tracks, the double album highlights one tune by 16 different artists. Alongside the expected groups like the Ellington Orchestra, Thelonious Monk Quartet, Dave Brubeck Quartet and Miles Davis group are such rarities as a Ben Webster Quartet featuring Billy Strayhorn, Oscar Pettiford and Sonny Greer performing a knock-out version of "Chelsea Bridge" that makes a nice companion piece to the version with strings Webster cut around the same time for Verve; delicate Teddy Wilson Trio treatment of "Stompin' At The Savoy"; Gerry Mulligan's piano-less quartet with Art Farmer; a breakneck "Cherokee" by the Sonny Stitt/Sal Salvador Quintet; stride master Willie "The Lion" Smith's duet of "Echoes of Spring" with drummer Jimmy Zitano; and two all-star outfits, the first featuring promoter/pianist George Wein with Bud Freeman, Ruby Braff, Al Grey, Wendell Marshall and Roy Haynes, and the second boasting Coleman Hawkins, Zoot Sims, Howard McGhee, Clark Terry and Joe Zawinul.



**CASCADING IN THE BAY AREA** — Milestone recording group Azymuth, in the Bay Area recently to put the finishing touches on their upcoming LP, "Cascades," did an interview (through a Portuguese interpreter) at radio station KRE. Pictured are (l-r): Kirkland, program director, KRE-AM & KBLX-FM; and Jose Roberto Bertrami, Alex Malheiros and Ivan Conti of the group.

Jazz fans will no doubt pick and choose what they like from among the other new Series releases, but this is an album that every aficionado should have, and aggressive in-store play and radio exposure can help sales on this one immeasurably. The rest of the titles stack up like this: "Live At the Plugged Nickel" by Miles Davis featuring the '60s quintet of Wayne Shorter, Ron Carter, Tony Williams and Herbie Hancock. For our money, one of the greatest groups of its or any other time, this is a remarkable sampling of what they could do together. Previously available in Japan but almost impossible to find here as an import, it is a welcome addition. "The Time and The Place" by trumpeter Art Farmer combines the previously released LP of the same name with five previously unissued tracks, all featuring Jimmy Heath, Cedar Walton, Walter Booker and Mickey Roker. Fans of saxophonist Heath will be especially pleased with this one. "Seven Come Eleven" by Benny Goodman features the bandleader in various small group contexts with Al Grey, Slam Stewart, Grady Tate, George Benson, Bucky Pizzarelli and Joe Venuti among the supporting cast. Recorded around the time Benson and Good-

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## Retailers Point Ad Dollars, In-Store Efforts At MTV

(continued from page 5)

Coral Gables, already has a fully-staffed sales department to get advertising.

Many retailers contacted by Cash Box reported recent initial use of the station as an advertising medium, but some, such as Sound Warehouse in Tulsa, have been buying spots since the service began in August of 1981. The chain's Brenna Nichols said that although the labels supply co-op funds, most companies would not cover production costs since studio time is so expensive. Subsequently, Sound Warehouse tries to use label-produced spots when they exist or else simple institutionals.

Bigger chains also stressed the importance of label help on MTV advertising and saw problems in this area. "The problem in co-op support," observed National Record Mart's advertising director Lance Jones, "is that it comes out of their overall media dollars, including print and radio." Michael Vassen, Jones' counterpart at Record Bar, said that manufacturers haven't set co-op budgets to include television, and Evan Lasky, head of the Denver-based 85-store Budget Tapes & Records chain, said that he has specifically told manufacturers to establish different priorities in advertising. "Don't make production of visual promo material a stepchild," he said.

### Effectiveness Noted

The effectiveness of MTV ads was noted by both Nichols, whose chain covers a relatively small area, and Diane Weidling, advertising director, rack and retail, at Western Merchandisers. Weidling reported an excellent response to test ads on MTV last August during its "One Night Stand" promotion with Fleetwood Mac, in which viewers were directed to the company's Hastings retail outlets to sign up for the contest. But Western Merchandisers has 101 Hastings stores throughout the Southwest, with only half a dozen or so located in MTV areas. "We talked to the national MTV people in New York, and their spots aren't that much money, but it just isn't worth it," she said. She added, however, that "in Amarillo and other local markets, you can buy MTV for less than radio."

Other retailers report that the energies of both MTV and local cable companies are focusing on getting communities hooked up with the service, and that many companies either don't have the ability yet to utilize the two minutes per hour during which they can sell ads or the proper selling techniques.

"We face a problem of lack of local insertions," said Larry Mundorf, vice president of retail operations at the Stark/Camelot chain. "Less than half of the cable companies have local insertion capabilities and have to purchase the necessary production facilities." Mundorf said that the chain has purchased a national spot package with MTV for November and December to support its merchandising efforts with its new "Fresh Music" campaign on new music product (Cash Box, Aug. 28) and that market-by-market local buys were likely where local insertion capabilities are available.

Jane Kopecky, advertising director at Budget Tapes & Records Northeast region, said that some systems in her area are tiered and don't sell ads on MTV. She also described a "problem you usually run into" where the retailer deals not with MTV people but with cable system officials who determine ad rates based on number of subscribers and the costs of hook-ups. "When you buy MTV, you're not dealing with MTV, and you run into a lot of craziness," she said. "It's not as easy as one phone call to MTV to place spots."

Based in Seattle where there are "maybe

a dozen systems," Kopecky said that part of her buy went through a cable rep firm coordinating advertising for smaller systems. But some systems had to be dealt with separately, causing varying rate structures. "Rates seem to be open at this point for wheeling and dealing," she said.

Harmony Hut's advertising and promotion clerk Arthur Gelles said that some companies are willing to discuss advertising programs, while others refuse to negotiate. "Each market is a different situation," he said. "Southern Jersey companies cooperate like you wouldn't believe! I pay maybe \$12 a spot for 100,000 homes in Jersey, then I have to pay four times that for 65,000 in Baltimore, though I talked them down from twice that in three seconds. Some companies have enough business they don't need you, and some make package deals that are cheaper than radio with five times the coverage."

The chain is in the fourth week of a 13-week exclusive package deal with the New York Times Cable Company in the Cherry Hill and Philadelphia markets. National Record Mart recently used the service to promote its "Octoberfest" promotion in six markets; it also advertised in July and August in three markets to support its 45th anniversary together with a six-week WEA promotion. The chain's Jones expects Christmas buys in more markets as more cable companies serving the chain's market areas have picked up the service in recent weeks.

Record Bar just concluded its first MTV national buy, in support of its fall WEA promotion. Capitol and CBS co-op spots are currently on line, with a large \$5.98 catalog campaign set to start Dec. 26. In addition, a generic institutional ad program begins on MTV the third week of November through Dec. 17. It describes the chain and carries a new tag line, "Records and tapes and a little bit more," to tie-in the chain's increased emphasis on lifestyle and boutique items.

### Low Rates

Vassen said that Record Bar's budget for the remainder of 1982 and early 1983 is in "the five figure area" and includes local spots in the Chapel Hill and Raleigh/Durham area, the Rocky Mountains and some other markets. "Some operators are offering us extremely low rates," he said, and others are "bonusing" by giving extra spots free.

Besides advertising, direct retailer involvement with MTV includes supplying outlets with MTV playlists and schedules, selling MTV merchandise and designating product "as seen on MTV," with Stark/Camelot going so far as to create album stickers based on MTV's album stickers for use on product exposed on the channel.

The procurement of in-store cable hook-ups is another major tie-in. In its Canton, Ohio, home-base, Stark/Camelot recently put up a big screen in its 6,000 sq. ft. flagship store in Mellett Mall and is playing MTV during high traffic times and racking "Fresh Music" product next to it. Budget's Lasky said that the cable company in Albuquerque had hooked up a store there for free in return for in-store play of at least one-third of store hours, and National Record Mart's Jones said that the chain was toying with a similar arrangement.

Lasky said that cable hook-ups are impossible at many store locations because many commercial streets and suburban malls aren't wired for cable or because companies are unwilling to wire at their own expense.

Stark/Camelot's Mundorf said that a statistical analysis will be taken to correlate sales with in-store MTV play, while Lasky

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## Retailers Look To MTV For Promotion

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already reports 8-10% increase in total sales due to the Albuquerque hook-up. "I read a summary that the store manager wrote that said that people stand and watch, browse and buy," said Lasky. "It's not detracting or taking away from sales."

At Western Merchandisers, Weldling spoke of an "experiment" after the first of the year to better gauge the sales effect of MTV. At the National Assn. of Recording Merchandisers (NARM), executive vice president Joe Cohen said that he will meet this week with MTV's director of programming John Sykes and Marshall Cohen, vice president of research for parent company Warner Amex Satellite Entertainment Co., to launch a market research study aimed at quantifying store sales data relating to MTV. "We want to go into the stores to determine record purchases based on what is seen on MTV," Cohen explained.

### Extra Step

Both Record Bar and Chicago's Flipside chain have taken an additional step in using MTV by providing footage for use on the channel. Flipside produced the "WLS Rock Fest" featuring 23 bands last weekend. The chain's president, Carl Rosenbaum, said that MTV filmed the event following his invitation to Sykes at the recent NARM Retail Advisory Board meeting in Houston.

Record Bar recently provided MTV with a tape of Marshall Crenshaw, which it produced at The Pier nightclub in Raleigh, N.C. Chain head Barrie Bergman was shown presenting Crenshaw with the bottle of champagne used in the MTV spot supporting the WEA promotion and appointing him the chain's "vice president of entertainment."



**MSB IN THE WINDY CITY** — Members of EMI America recording group Michael Stanley Band recently visited with Chicago radio people after a concert performance. Pictured standing are (l-r): Tony Smith; EMIA; Rick Bell of the group; Tim Kelly, PD, WLUP; Michael Stanley and Gary Marasky of the band; Pat Evans, MD, WMET; Jean Hobell, promotion manager, EMIA; and Tripp Reed, PD, WMET. Pictured seated are (l-r): Bob Pelander, Kevin Raleigh, Michael Gismondi and Tommy Dobeck of the group; and Chris Stimson, Capitol.

## Need For Changes To Cope With Future Demands Is Emphasized At NYC College Radio Seminar

(continued from page 16)

country, but none as big as the imitation network," he said. "That would be the AORs and they all have the same taste." To counteract this trend, Harrison advised, "Don't try to sound like a format. Try to be alive, real and human. Try to be original, change your mind and don't sell your soul to any new movement."

The future of radio and music was treated in an industry panel the next day. While none of the panelists predicted the death of either industry, they all foresaw profound changes in each — such as the demise of the LP. "The album is obsolete,"

said Alan Wolmark, vice president, promotion, at Atlantic Records. "I think we'll start to see new modes of packaging, things that will be disposable in our disposable culture."

Echoing his sentiments, Jerry Jaffe, vice president, rock music, PolyGram, said that "the album is obsolete as the concept that an artist can deliver 40 minutes of good music." For the coming years he foresaw different packaging. "I think the age of the EP is here," he said. "That's like what we had back in the days of Creedence Clearwater Revival, who would put out five or six singles before they recorded an

## ARC Enjoined From Signing The Sylvers

LOS ANGELES — An injunction has been brought against the American Recording Company (ARC), Joseph Ruffalo, Robert Cavallo, Ron Ellison and Maurice White restraining them from signing any member of the Sylvers to recording, producing, performing or songwriting agreements. The principals of ARC Records are complying as part of an overall settlement of litigation brought by Century Entertainment Corp., Rosy Publishing, Inc. and Sylro Enterprises, Inc.

The three companies, headed by Al Ross, signed the Sylvers in 1978 to exclusive recording, writing, publishing and employment contracts. Century, Rosy and Sylro sued ARC and the individuals for inducing breach of contract by signing Edmund and Leon Sylvers to record and produce for ARC. Litigation against the Sylvers is still in process.

album.

In contrast, Steve Leeds, East Coast A&R director at MCA Records, did not think the major labels could afford to make such a move.

"Major corporations cannot survive that way," he said. "Singles have traditionally been loss leaders for albums." Music writer Dave Marsh brought that point one step further. "The business is controlled by the conglomerates now, and they don't just want to make a profit, they want to make a big profit," he said.

While most of the panel was spent dis-

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## AL DI MEOLA'S "TOUR DE FORCE—'LIVE.'"

More than a concert souvenir. A living document of Al's "Electric Rendezvous Tour" with frenzied, inspired versions of Di Meola classics like "Egyptian Danza" and "Elegant Gypsy Suite." Plus two new, never-before-recorded compositions. Joining the man voted into GUITAR PLAYER's Gallery of Greats are seasoned players like Jan Hammer, Steve Gadd, Anthony Jackson and Mingo Lewis. Brewing up a powerful potion of rock, jazz, classical and Latin rhythms that will leave you stunned.

"Tour De Force—'Live.'" On Columbia Records and Cassettes.



Columbia, are trademarks of CBS Inc. © 1982 CBS Inc. Executive Producer: Philip Roberge. Produced by Al Di Meola. Co-produced and engineered by Dennis Mackay.



## Future Trends Explored At College Radio Seminar In N.Y.

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Discussing the state of the music and radio industries, there were a few optimistic notes. "We're seeing the rebirth of college radio because of the regressive approach of commercial AOR radio," said Norm Winer, program director at progressive station WXRT/Chicago. "I think we'll be seeing the end of AOR soon."

Perhaps the underlying sentiment of all the panelists was best summed up by MCA's Leeds. "More than 40% of radio programming draws on catalog and recurrences, and if this continues, what will be the oldies 20 years from now?" he said. "I really don't know what I'm doing on a panel about the future of radio since you guys are going to be the decision-makers."

The more immediate concerns of new music programming were treated in a panel consisting of major college and commercial stations programmers. Each programmer, however, had a different interpretation of what new music programming means. "Our demographic is basically 16-34, and we'll play the music of the hot new bands like the Plimsouls, the Blasters, Duran Duran, X, Billy Idol and Men at Work as well as oldies from the '60s such as old Motown stuff," said Jimmy Christopher, program director at new music outlet KNAC/Long Beach, Calif. "We play very few oldies from the 1970s."

In contrast, consultant Lee Abrams' Superstars II format, now in use at KFOG/San Francisco (Cash Box, Sept. 18),

relies heavily on cuts from the 1970s, as well as the '60s and selected new music cuts. "KFOG is for the first generation of rock 'n' roll listeners who can't take it anymore," said Abrams. "We'll play music from the late '60s and early '70s, but not the cuts that are well known — we'll play the Doors' 'Unhappy Girl,' for example. We'll also play new music like Translator, the Clash and Romeo Void."

### Difficult To Apply

Rick Carroll, former PD at KROQ/Los Angeles who has brought the format into consultancy, finds difficulty finding acceptance for his Los Angeles-sounding format in other parts of the country.

"There are two types of KROQ formats," he said. "There's the Top 40 format, which we use in Seattle, and the AOR format, which goes in Texas. That station (KEGL/Dallas) is about 20% KROQ and 80% AOR." KROQ plays new music such as techno-pop and new wave, but cautiously avoids reggae and jazz.

The format at WLIR/Garden City (Long Island), N.Y., is similar to Carroll's but is more likely to play reggae and R&B dance music cuts. "We decided last year to continue the tradition of playing the music that's not being played anywhere else in the market," said program director Denis McNamara. "The station is a little more to the left, and we want to take our format into the '80s."

Both Sal LoCurto, program director at college station WNYU/New York, and Peter Standish, program director at KUSF/San Francisco, play new music, but only in programming blocks. "We put most of our emphasis on local music," said Standish. "We were playing Romeo Void and Translator before anyone else." Nevertheless, KUSF may not be the best outlet for record companies to expose their product.

"We play a high volume of different records in low rotation so it's not likely that you'll hear the same record more than twice a day," said Standish.

In contrast, WNYU's LoCurto has a different programming philosophy. "I think that heavy repetition and quick turnover are the best ways to program the station," said LoCurto.

### Racist AOR

Another panel examining the current state of commercial radio generally lambasted AOR for being too sterile, predictable and, according to one panelist, blatantly racist. "There's an insidious racism in AOR radio," said Howie Klein, president of 415 records, who also does a weekly show at KUSF/San Francisco. "Some of the black music today, like Prince, is very programmable on AOR but it has made the decision not to play black music."

The entire panel was in basic agreement that AOR-consulted radio is not going to go away and that it is not likely to foster many new ideas. "It seems like with all the tight playlisting that AOR is becoming more like Top 40," said Lin Brehmer, music director at WQBK/Albany, N.Y., whose progressive station tightened its own playlist earlier this year. "Maybe I'm being too pessimistic, but there could be some more chasing of the baby boom, so there could be some more melodic new music."

Other panels included:

- A college radio seminar discussing different programming issues;
- An artist panel featuring artists from EMI American recording artist Gary U.S. Bonds to Columbia/415 group Translator;
- Independent and major record panels that dealt mostly with college station service problems; and
- Two non-musical programming sessions.

## AIRPLAY

**SYNDICATION INDICATIONS** — In conjunction with the last leg of **The Who's** farewell U.S. tour, Westwood One is releasing a two-hour show of the band's tracks that somehow were never released stateside. Hosted by **Bill Wyman**, the **Rolling Stones'** bassist, *The Great Lost Who Tapes* will air during the week of Dec. 13 on a barter and market-exclusive basis. Written by **Trouser Press** editor **Ira Robbins**, the show was produced by **Steve Leeds** and **Dave Herman**. . . While we're on the subject of the Stones, MJI Broadcasting, the company that brought you *Rock Quiz* is releasing a special supergroups edition dedicated to that group, featuring 20 pre-recorded, relevant trivia questions. Listeners calling in with the correct answers will win an as-yet-undetermined prize. MJI ran its first *Supergroups* edition during the weekend of Oct. 29-31 and focused on **The Who**. Beginning in January, the syndicator plans to release supergroups editions on a monthly basis. . . *60 Second LP* is a one-minute album review, and *Rex* is a one-minute artist interview targeted to both AOR and A/C stations. Both programs run in 225 radio markets nationwide. The artists range from **Riva/PolyGram's John Cougar** to **Full Moon/Warner Bros. group Chicago**, so stations can pick and choose who they want. . . *Newsweek FM*, the recently developed hour-long weekly syndicated music and interview show produced by the magazine and **Thirsty Ear Prods.**, is featuring **Michael Palin**, late of **Monty Python**, and **Steven Tesich**, the screenwriter of *Breaking Away* for its #10 show. At presstime, the musical guest was unconfirmed. . . **Narwood Prods.** is producing a one-hour tribute to **Duke Ellington** during the week of Nov. 22, as part of its MOR-formatted *Music Makers* series. Host **Skitch Henderson** reportedly conducted one of the last interviews with Duke and segments from that, along with commentary from **Ella Fitzgerald**, **Count Basie** and **Joe Williams** and selections of Ellington's music will be featured. . . **DIR Broadcasting** recently cut a deal that will bring the television show *Solid Gold* to radio in January. The first affiliate



**TRAVERS WHEELS INTO DETROIT** — **Polydor/PolyGram** recording artist **Pat Travers** recently visited **WLLZ** ("Wheels")/Detroit in support of his current LP, "Black Pearl." Pictured are (l-r): **Dan Zamierowski**, Detroit local promotion manager, **PolyGram**; **Travers** and **Doug Podell**, MD, **WLLZ**.

for the show is A/C outlet **WNBC**/New York. The show continues on television as a musical countdown with hosts **Marilyn McCoo** and **Rex Smith**. **NETWORK NEWS** — At the Satellite Music Network, **John Tyler** is handing over the day-to-day operations of the web to **Ivan Braiker**, president and general manager, so that he can continue to develop satellite enterprises for the web. . . **Bob Coburn**, host of the **Global Satellite Network's Rockline** show and DJ at AOR station **KLOS**/Los Angeles, was recently named one of the two top air personalities in Los Angeles, according to the Summer 1982 Arb book. . . Getting back to more conventional networks, **Joseph Dembo** has been named vice president, **CBS News Radio**. He will be in charge of news for

both the **CBS Radio** network and the fledgling **Radioradio** web. One of the pioneers of **CBS's** all-news radio format, Dembo has been, since September 1981, executive editor in the same division. . . A concert by **Asylum** recording artist **Linda Ronstadt** will be broadcast live Thanksgiving evening Nov. 25 over the affiliates of **NBC's Source** from **Dallas' Reunion Arena**. Ronstadt is currently touring to support her LP "Get Closer". . . **Capitol** recording group **The Little River Band** will be featured on the **ABC FM** web's *Star Sessions* show Nov. 13. The concert and interview show, recorded live at **Colorado Springs**, is being hosted by **Bill Ayers**, air personality at **WPLJ**/New York.

**STATION TO STATION** — **WLS**/Chicago is bringing **The Who** to Chicago for a one-night stand at the **Rosemont Horizon** stadium Dec. 8. Due to a reportedly overwhelming listener demand, the station convinced the supergroup to play the **Windy City**. No special antics such as those of a **Milwaukee AOR** jock who perched on a ledge for days were used to lure them, however. . . Back in New York, **Frankie Crocker**, PD at urban contemporary powerhouse **WBLS**, is planning a television special to spotlight what he calls urban contemporary music awards. The prizes will be based on who sold the most records, whose concerts grossed the most and who did the best charity work. Also included will be awards for the best club and on-air DJs. Crocker's greatest difficulty, however, is defining urban contemporary. . . AOR-formatted **WIOQ**/Philadelphia celebrated the first anniversary of air personality **David Dye's Friday Flashback** Oct. 29 in a six-hour broadcast. He counted down the top 102 songs from the 1960s from his outpost at the **Chestnut St. Cabaret**. The songs were compiled by the listeners. . . On Friday, Nov. 5, **Alex Bennett** and **Joe Rogelski**, air personalities at AOR newcomer **KQAK**/San Francisco, a station positioning itself as a personality-oriented rocker, took their show to **The Punch Line**, a local club, where they did a remote feed in front of 200 guests. They resurrected the concept of breakfast club shows, which has been absent from the **Bay Area** radio scene for 35 years. It featured the **Dick Bright Orchestra** and comedians **Bobby Slaton** and **Kevin Pollack**, as well as a host of impromptu guests. A different concept for an AOR. . . **Nancy Hoddincott** has been named promotion coordinator at AOR station **WAAF**/Worcester Mass. She comes to the station from **NBC's Source**. . . **Robert Ryan** has been named program director at A/C outlet **KWEN**/Tulsa. He had been music director since June 1981. . . AOR outlet **WPLJ**/New York, previewed the film *Brimstone and Treacle* Nov. 9 at **Manhattan Beekman** theater. Introducing the film were air personality **Mary Coppola** and **Sting**, lead singer for the **Police** who stars in the film. Attending the film were **WPLJ** card holders.

**NAB NOTES** — **Michael Eskridge**, executive vice president, television stations/radio, at **NBC**, has been named network representative on the 31-member radio board of directors of the **National Assn. of Broadcasters (NAB)**. He replaces **Morton Stephenson**, who recently retired. Eskridge has held his current post since March 1982 and a month thereafter, became responsible exclusively for radio. . . **John B. Summers**, executive vice president and general manager at the **NAB**, predicts that the wave of deregulation that began when the **Republicans** took over the government in 1980, will continue. The first thing to go, in his opinion, will be ownership restrictions like the rule stating that broadcasters cannot own more than seven AM, seven FM and seven television stations. **Gary Stevens**, president of **Doubleday Broadcasting**, recently petitioned the **Federal Communications Commission (FCC)** to abolish this rule, believing it obsolete in light of new technologies. Despite Stevens' petition, Summers expects the rule to be modified rather than abolished.

larry riggs

## Miller High Life 'Rags To Riches' Seeks New Acts

(continued from page 12)

the stations don't have the kind of money to spend on fancy artwork," he added.

The compilation albums sell for \$3.99 in local retail outlets. "Last year in Pittsburgh, the **WDVE** record sold 17,000 copies in 17 weeks," said Firth. "I don't know if that was because of their musical content or the price."

Last year's contest drew entries from 40 radio stations, and this year, the number has grown to 74, most of which are AOR or A/C stations. "We chose AORs because they are the best way to reach the younger audiences and A/C because they have a tradition of close community involvement," said Firth.

Although **Doubleday Broadcasting**-owned AOR stations such as **WAPP**/New York, **WLLZ**/Detroit, **KPKE**/Denver, **KLOL**/Houston and **WAVA**/Washington, D.C. all participate in the Miller contest, Firth discounts any trends toward trying to affiliate with radio station chains. "There's no set pattern for how to seek stations," he said. "But we do work well with **Doubleday**."

This year's contest is the second one done on a national scale. The idea originated at AOR station **KGB**/San Diego in 1973, when the station decided to release a budget priced LP of local talent for \$1.01. The idea gradually spread to other AORs around the country until 1980, when then-PD at Top 40 station **KAUM**/Houston (now AOR-formatted **KSRR**) was approached by the backers of **Starstream** asking him to promote the contest on a national level.

"It was originally called the 'Big Music America' contest, and when it started, we had four stations around the country," said Firth.

Looking to the future, Firth plans to start this contest for other music formats as well. "But right now, I'll just concentrate on keeping this contest going and adding more stations," he said.

# CASH BOX ROCK ALBUM RADIO REPORT



— **PAT BENATAR • GET NERVOUS • CHRYSALIS**  
**ADDS:** KMET, KBPI, WBLM, WYFE, KSHE, WGRQ, WMMS, KEZY, WROQ, WKLS, WCCC, WBAB.  
**HOTS:** KMET, KBPI, WYFE, KEZY, WROQ, WBAB. **MEDIUMS:** WCCC, WNEW. **PREFERRED TRACKS:** Shadows.  
**SALES:** Just shipped.



**7 THE WHO • IT'S HARD • WARNER BROS.**  
**ADDS:** None. **HOTS:** WNEW, WABX, WBAB, WOUR, WROQ, KEZY, KNAC, WMMS, WGRQ, KSHE, WYFE, WBLM, KBPI, KMET. **MEDIUMS:** WCCC, WKLS. **PREFERRED TRACKS:** Title, Man, Cry, One, Athena.  
**SALES:** Good in all regions.

## # 1 MOST ADDED

## # 1 MOST ACTIVE

LP Chart Position

**21 A FLOCK OF SEAGULLS • JIVE/ARISTA**  
**ADDS:** None. **HOTS:** WBAB, WLIR, KNAC, WHFS, WGRQ. **MEDIUMS:** WKLS, WROQ, KEZY, WMMS, WYFE, KBPI. **PREFERRED TRACKS:** Space, I Ran.  
**SALES:** Good to moderate in all regions.

— **CHILLIWACK • OPUS X • MILLENNIUM/RCA**  
**ADDS:** WGRQ. **HOTS:** WBAB, WMMS, KBPI. **MEDIUMS:** WOUR, WKLS, KEZY, WBLM, KMET. **PREFERRED TRACKS:** Gonna.  
**SALES:** Fair in East and Midwest.

**32 THE CLASH • COMBAT ROCK • EPIC**  
**ADDS:** WBLM. **HOTS:** WNEW, WBAB, WLIR, WCCC, WKLS, KEZY, KNAC, WMMS, WHFS, WGRQ, WYFE, KMET. **MEDIUMS:** WOUR, WROQ. **PREFERRED TRACKS:** Casbah, Should.  
**SALES:** Good in all regions.

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

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

**22 DONALD FAGEN • THE NIGHTFLY • WARNER BROS.**  
**ADDS:** WROQ, WCCC. **HOTS:** WNEW, WBAB, KNX, WMMS, WGRQ, WYFE, KBPI. **MEDIUMS:** WROQ, WABX, WBAB, KNX, WMMS, WGRQ, WYFE, KBPI. **PREFERRED TRACKS:** I.G.Y.  
**SALES:** Good in all regions.

**175 THE FIXX • SHUTTERED ROOM • MCA**  
**ADDS:** None. **HOTS:** WKLS, WMMS. **MEDIUMS:** WOUR, WNEW, KEZY, WHFS, WYFE, KBPI. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in West and Midwest.

— **FOGHAT • IN THE MOOD FOR SOMETHING RUDE • BEARVILLE**  
**ADDS:** WCCC. **HOTS:** None. **MEDIUMS:** WOUR, WKLS, KEZY, WMMS, WGRQ, KSHE, WBLM, KMET. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in Midwest and West.

**29 PETER GABRIEL • GEFFEN**  
**ADDS:** None. **HOTS:** WNEW, WLIR, WCCC, KEZY, KNAC, WMMS, WHFS, WGRQ, KMET. **MEDIUMS:** WOUR, WKLS, WROQ, WYFE, WBLM, KBPI. **PREFERRED TRACKS:** Monkey, Touch.  
**SALES:** Good to moderate in all regions.

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

## # 4 MOST ADDED

— **GEORGE HARRISON • GONE TROPPO • DARK HORSE**  
**ADDS:** WNEW, WBAB, KEZY, WGRQ, KSHE, KBPI. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Wake.  
**SALES:** Just shipped.

LP Chart Position

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

**17 JOE JACKSON • NIGHT AND DAY • A&M**  
**ADDS:** WCCC. **HOTS:** WNEW, WBAB, WKLS, KEZY, KNAC, WMMS, WHFS, WGRQ. **MEDIUMS:** WABX, WLIR, WBLM. **PREFERRED TRACKS:** Steppin'.  
**SALES:** Good in all regions.

**53 JEFFERSON STARSHIP • WINDS OF CHANGE • GRUNT/RCA**  
**ADDS:** None. **HOTS:** WNEW, WABX, WBAB, KEZY, WMMS, WGRQ, KSHE, KBPI, KMET. **MEDIUMS:** WROQ, WBLM. **PREFERRED TRACKS:** Lady.  
**SALES:** Good to moderate in all regions.

**5 BILLY JOEL • THE NYLON CURTAIN • COLUMBIA**  
**ADDS:** None. **HOTS:** WNEW, WBAB, KNX, WCCC, WOUR, WROQ, KEZY, WMMS, WGRQ, WYFE. **MEDIUMS:** WABX, WKLS, KSHE. **PREFERRED TRACKS:** Pressure.  
**SALES:** Good in all regions.

**4 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA**  
**ADDS:** None. **HOTS:** WNEW, WBAB, WCCC, WOUR, WKLS, WROQ, KEZY, KNAC, WGRQ, WYFE, KBPI. **MEDIUMS:** WABX, WMMS, KSHE, WBLM. **PREFERRED TRACKS:** Who, Down.  
**SALES:** Good in all regions.

**48 MISSING PERSONS • SPRING SESSION M • CAPITOL**  
**ADDS:** WROQ, WABX. **HOTS:** WLIR, KEZY, KNAC, WHFS, WGRQ, KMET. **MEDIUMS:** WBAB, WCCC, WOUR, WKLS, WMMS, WYFE, KBPI. **PREFERRED TRACKS:** Destination, Words, Walking.  
**SALES:** Good to moderate in all regions.

## # 5 MOST ADDED

— **JONI MITCHELL • WILD THINGS RUN FAST • GEFFEN**  
**ADDS:** WNEW, WBAB, WOUR, WMMS, WHFS, WGRQ. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.

— **THE PAYOLAS • NO STRANGER TO DANGER • I.R.S./A&M**  
**ADDS:** None. **HOTS:** WOUR, WGRQ. **MEDIUMS:** WNEW, WBAB, KEZY, KNAC, WMMS, KBPI, KMET. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in East.

## # 2 MOST ADDED

— **TOM PETTY & THE HEARTBREAKERS • LONG AFTER DARK • BACKSTREET/MCA**  
**ADDS:** WNEW, WABX, WBAB, WCCC, WKLS, WGRQ, KSHE, WBLM, KBPI, KMET. **HOTS:** WBAB, KMET. **MEDIUMS:** WNEW. **PREFERRED TRACKS:** Lucky.  
**SALES:** Just shipped.

## # 1 MOST ADDED

**12 LINDA RONSTADT • GET CLOSER • ASYLUM**  
**ADDS:** None. **HOTS:** WNEW, KNX, WGRQ, WYFE. **MEDIUMS:** WOUR, WBLM, KBPI, KMET. **PREFERRED TRACKS:** Title, Lies.  
**SALES:** Good in all regions.

LP Chart Position

**8 RUSH • SIGNALS • MERCURY/POLYGRAM**  
**ADDS:** None. **HOTS:** WBAB, WOUR, WKLS, KEZY, WMMS, WGRQ, KSHE, WYFE, KBPI, KMET. **MEDIUMS:** WNEW, WABX, WCCC, WROQ, WBLM. **PREFERRED TRACKS:** New World.  
**SALES:** Good in all regions.

**141 SAGA • WORDS APART • PORTRAIT/CBS**  
**ADDS:** None. **HOTS:** WBAB, WOUR, WKLS, KEZY, WMMS, WGRQ, KSHE, WBLM, KBPI. **MEDIUMS:** WABX, WCCC, WROQ, WYFE. **PREFERRED TRACKS:** Open.  
**SALES:** Moderate to fair in all regions.

**3 BRUCE SPRINGSTEEN • NEBRASKA • COLUMBIA**  
**ADDS:** None. **HOTS:** WNEW, WMMS, WHFS, WGRQ. **MEDIUMS:** WCCC, WOUR, WKLS, KEZY, KSHE, WBLM, KMET. **PREFERRED TRACKS:** Open.  
**SALES:** Good in all regions.

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

**79 STEEL BREEZE • RCA**  
**ADDS:** None. **HOTS:** WABX, WBLM, KBPI, KMET. **MEDIUMS:** WNEW, WBAB, WOUR, KEZY, WMMS. **PREFERRED TRACKS:** Anymore, 80's.  
**SALES:** Good to moderate in all regions.

## # 3 MOST ADDED

— **ROD STEWART • ABSOLUTELY LIVE • WARNER BROS.**  
**ADDS:** WNEW, WBAB, WOUR, WROQ, KEZY, KSHE. **HOTS:** KEZY. **MEDIUMS:** WBAB. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.

**15 STRAY CATS • BUILT FOR SPEED • EMI AMERICA**  
**ADDS:** None. **HOTS:** KMET, KBPI, WYFE, WNEW, WBAB, WLIR, WOUR, WKLS, WROQ, KEZY, KNAC, WMMS, WHFS, WGRQ. **MEDIUMS:** WBLM, WABX, WCCC, KSHE. **PREFERRED TRACKS:** Strut, Rock.  
**SALES:** Good in all regions.

**37 SUPERTRAMP • FAMOUT LAST WORDS • A&M**  
**ADDS:** WROQ. **HOTS:** KMET, WNEW, WBAB, KNX, WOUR, WKLS, KEZY, WGRQ, KSHE, WYFE, KBPI. **MEDIUMS:** WABX, WCCC, WROQ, WMMS, WBLM. **PREFERRED TRACKS:** Raining.  
**SALES:** Major breakouts in all regions.

**171 TALK TALK • THE PARTY'S OVER • EMI AMERICA**  
**ADDS:** KBPI, WYFE, WOUR. **HOTS:** WKLS, KNAC. **MEDIUMS:** KEZY, WHFS. **PREFERRED TRACKS:** Talk, Title, Today, Serious.  
**SALES:** Fair in East and West.

**99 PAT TRAVERS' BLACK PEARL POLYDOR/POLYGRAM**  
**ADDS:** None. **HOTS:** None. **MEDIUMS:** WBAB, WKLS, WOUR, KEZY, WMMS, WGRQ, WBLM, KBPI, KMET. **PREFERRED TRACKS:** La, La, Rather.  
**SALES:** Moderate to fair in all regions.

**93 UTOPIA • NETWORK/ELEKTRA**  
**ADDS:** None. **HOTS:** WBAB. **MEDIUMS:** WNEW, WLIR, WOUR, KEZY, WMMS, WHFS, KSHE, WYFE, WBLM, KBPI, KMET. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in all regions.

**75 STEVE WINWOOD • TALKING BACK TO THE NIGHT • ISLAND**  
**ADDS:** None. **HOTS:** WNEW, WBLM, KBPI. **MEDIUMS:** KNX, WOUR, KEZY, KNAC, WMMS, KSHE. **PREFERRED TRACKS:** Valerie, Game.  
**SALES:** Moderate to fair in all regions.

## Labels Experimenting With Oldies As 'B'-Sides To Spur Jukebox Sales

(continued from page 15)

ter. I can't say that 'Fire & Smoke' is making it sell better, but it sure couldn't hurt."

Gus Tartol, of Singer One Stop in Chicago, agreed that sales have not increased substantially, but he surmised that they have occurred earlier because of a smaller risk factor. "It's a lot easier to sell a record with a standard on the other side than just giving him a cold, new release," he observed. "They feel that if the 'A' side doesn't go, they can still get a play on the 'B' side. They feel they're not taking as much of a chance on a new release with two new sides on it; this way, they're pretty sure of getting a play on one side anyway."

While the two-hit disc has proven favorable, Tartol noted that the one-sided disc supported by CBS has met with little

## Galante Named RCA Nashville VP

(continued from page 10)

bring such acts as Alabama, Sylvia and Earl Thomas Conley to the company and also broadened the label's use of video.

Before moving to Nashville, Galante had worked in finance, promotion and merchandising at RCA in New York. In 1973, he was transferred to Nashville as manager, Nashville operations. In 1977, he became director, Nashville operations. The next year, he was named director, marketing, RCA Nashville operations and two months later was elevated to division vice president, marketing, Nashville operations.

## Chet Atkins' Choice

Bradley was named to the position in 1974, succeeding Chet Atkins, who developed the "Nashville Sound." During the past eight years, Bradley served as a key element in the signing and development of such acts as Gary Stewart, Earl Thomas Conley, Dave & Sugar, Alabama, Razy Bailey, Sylvia, Leon Everette, Dean Dillon and Steve Wariner.

Bradley was chosen by Atkins when he decided to step down from the position to pursue other interests. Steve Sholes then picked Atkins to assume command of the division when he left the company in 1957. When Bradley took over the post, he and Galante worked together to resolve differences that existed between the A&R department and promotion department.

When he originally took office, RCA was just one of the many labels present in Nashville. When the larger companies began swallowing up the independents, Bradley helped the firm keep a steady, upward course, guiding it through the rise of major country acts such as Dolly Parton, Waylon Jennings, Ronnie Milsap and Alabama.

His father, Owen, owned the Quanset Hut before it became CBS Studios, his brother Harold is a studio musician and his sister Peggy works for BMI.



Joe Galante

response from jukebox operators since the singles are designed with a smaller hole. "They would have to have a cut-off groove on the one side," he added, "something that would guide the needle to turn the machine off. With Columbia's blank side, it would ruin the needle or just slide across there and make a terrible noise."

Peter McDermott, of Peters Record One Stop in Boston, said that "If I were a jukebox operator, I would be highly insulted by CBS." He noted that while the one-sided single is geared for retail, the smaller hole has made it infeasible for the jukebox, and operators have been forced to purchase the two-sided counterpart. "If you can publish in the trades a cost of 29 cents for a single, they why are they charging us \$1.00 for a two-sided record wholesale?" he asked. "That doesn't make sense there; they're telling us that the royalty rates have been increased for the artists and that's why we had the last price increase on singles. This thing was destined to be a failure from the start."

Rick Blackburn, senior vice president and general manager, CBS/Nashville, noted, however, that juke operators do have the availability of the standard two-sided single and reaffirmed the label's foray into the one-sided configuration as an attempt to test consumer interest. He called the jukebox a "dinosaur," in that the number of boxes in the United States has declined from 500,000 to 200,000 in the space of five years. "Country music has always had a home on the jukebox," he said, "because they happen to be in clubs and taverns, and there's something about beer and country music that go together. But along came the video game, and the proprietor, when he makes such investments, will probably replace the jukebox with the video arcade. I'm not optimistic about the jukeboxes being around forever; if you project this on out, in the next five years they're gone."

Ricky Skaggs' "Heartbroke" is the only country single that has been released so far as a one-sided disc. However, CBS will release the Larry Gatlin and Merle Haggard singles in the same configuration in the near future. While Blackburn indicated that CBS will remain supportive of the one-sided single, he said that the use of prior hits as the "B" side of two-sided discs is not out of the realm of possibility.

"I'm glad to see that we as an industry are trying new things to stimulate single sales," he commented. "You can rest assured that if the consumer says it's a great idea and they increase their collections on single records, the industry will take a hard look at this."

Other major labels are waiting to see if either project will prove profitable. "We're considering, like everybody else, many different alternatives to spark sales," suggested Lynn Shults, vice president, Capitol/EMI America/Liberty. "There are plenty of options available, but right now, we are just proceeding in the traditional manner and trying to get the maximum amount of sales that we can out of our hits. It could be of interest to the consumer, but what's going to spark the consumer to begin with is that new song. If he wants 'What's Forever For,' he's looking at 'What's Forever For,' not what's on the 'B' side."

Chic Doherty, vice president of marketing, MCA/Nashville, noted that his label has attempted such techniques through its Golden Oldies series, but that similar moves have not been made on current product. He said, however, that MCA may consider such a plan in the future in an effort to create added interest in previously-released material, noting that "catalog sales mean so much to us in this business."



**CDB AND CASH TO GUEST ON OAK'S TV SPECIAL**—MCA recording group The Oak Ridge Boys invited the Charlie Daniels Band and Rosanne Cash to appear on its first prime time television special, an HBO project dubbed Country-Rock '82 that will air in December and the first part of the new year. Pictured in the back row are (l-r): Fred Edwards, CDB; Taz Joel Digregorio, CDB; Tommy Crain, CDB; and Duane Allen, Oaks. Pictured in the front row are (l-r): Charlie Haywood, CDB; Daniels; William Lee Golden, Oaks; Richard Sterban, Oaks; Joe Bonsall, Oaks; and Cash.

## Coe Moderates Stance On Publicity In An Effort To Cultivate Radio Play

by Jim Sharp

NASHVILLE — Though David Allan Coe has been recording penetrating songs of insight for years, delivering more than 15 albums for Columbia Records in his tenure with the label, he has remained on the fringe of the country music community, an artist with a hardened appearance but a sensitive heart, who, because of his uncompromising attitudes toward his musical output, has been shunned by radio.

Visually, Coe lends a somewhat intimidating appearance, and, combined with his unwillingness to "stroke" radio stations, he has been unable to find acceptance there, although with each single release, he seems to add a few more frequencies to his stable.

In the past, Coe has been reluctant to give interviews, allowing no one backstage at his concerts and declining offers by disc jockeys who wish to introduce him at his shows, opting for an honest, "no-frills" approach to his music that places his audible delivery, rather than his tough image, in the forefront. Recently, however, Coe has begun to open up his personal life in an effort to take his music to larger audiences. For example, during Country Music Week, Coe guested on local Nashville talk show *Dan Miller & Company*, appeared on the Music Country Network and the CBS showcase, and took part in the artist/DJ tape sessions. Each of those occurrences is something that Coe would have been opposed to in the not-so-distant past.

While radio programmers have, more often than not, taken it as a personal affront, Coe has stood fast on the belief that this music should speak for itself, and, over the years, he has built a hefty cult following without the luxury of airplay because of his musical output. He has proven to be one of the most versatile performers in country music today, as various tunes show various sides of Coe — the king of the lonely and a humorous wit. "Divers Do It Deeper" projects certain pop images, "You Never Even

## Saporiti Promo Moves

NASHVILLE—Bob Saporiti Promotions has moved to a new location. The new address for the company is 780 West Meade Drive, Nashville, Tenn., 37205. Saporiti also has a new telephone number, (615) 352-6630.

Called Me By My Name" earned him outlaw status, and "Take Time To Know Her" shows a distinctive R&B flavor.

Each of his albums is practically a musical story book, and every tune is carefully constructed and placed to effect the LP's overall concept. In addition, the liner notes to his work provide clues as to the guiding emotional states that have caused Coe to pen each particular song. These painstaking efforts have helped to solidify his constantly growing legion of fans.

While his current album, "DAC," has been in release for only six weeks, Coe has already begun working on material for his follow-up, tentatively titled "Castles In The Sand," at his retreat at Ruskin Cave, 50 miles west of Nashville. Coe and his band members live in what he refers to as a socialist environment, where the wealth and duties are pooled and divided equally. In spite of such socialist persuasions, members of the community have also exhibited a penchant for jewelry and expensive clothing.

Whereas the United States has been slow to accept him, Coe has become a hot commodity in Europe, where he will embark on a tour in January. In Sweden alone, Coe was recently cited with four accolades by a country music poll, in which he was named #1 Country Male Vocalist; #1 Country Single for "Tennessee Whiskey"; #1 Country Album for "Tennessee Whiskey"; and #2 Songwriter.



David Allan Coe

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
	11/6		11/6
1 JUST SYLVIA SYLVIA (RCA AHL 1-4312)	1	32	
2 A TASTE OF YESTERDAY'S WINE MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	2	11	
3 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	3	36	
4 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996)	4	7	
5 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	5	48	
6 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	6	35	
7 PUT YOUR DREAMS AWAY MICKY GILLEY (Epic FE 38082)	7	13	
8 HANK WILLIAMS, JR.'S GREATEST HITS (Elektra/Curb 60193-1)	8	6	
9 BIG CITY MERLE HAGGARD (Epic FE 37593)	13	54	
10 THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23697-1)	10	12	
11 GREATEST HITS DOLLY PARTON (RCA AHL 1-4422)	17	6	
12 QUIET LIES JUICE NEWTON (Capitol ST-12210)	12	25	
13 WW II WAYLON AND WILLIE (RCA AHL 1-4455)	21	4	
14 DREAM MAKER CONWAY TWITTY (Elektra 60182-1)	14	6	
15 THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE! DAVID FRIZZELL (Warner/Wiva 23688-1)	9	19	
16 PERFECT STRANGER T.G. SHEPPARD (Warner/Curb 23726-1)	27	4	
17 SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA-AHL 1-4348)	18	9	
18 RADIO ROMANCE EDDIE RABBITT (Elektra 60160-1)	28	4	
19 MICHAEL MARTIN MURPHEY (Liberty LT-51120)	15	10	
20 SOMEWHERE IN THE STARS ROSANNE CASH (Columbia C37570)	16	21	
21 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO-51124)	20	18	
22 INSIDE RONNIE MILSAP (RCA AHL 1-4311)	11	21	
23 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	26	86	
24 SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135)	30	4	
25 IT AIN'T EASY JANIE FRICKE (Columbia FC 38214)	31	5	
26 THE BEST LITTLE WHOREHOUSE IN TEXAS ORIGINAL SOUNDTRACK (MCA 6112)	19	12	
27 THE LEGEND GOES ON THE STATLER BROTHERS (Mercury/PolyGram SRM-1 4048)	22	50	
28 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	23	50	
29 INSIDE AND OUT LEE GREENWOOD (MCA-5305)	29	29	
30 CONWAY'S #1 CLASSICS CONWAY TWITTY (Elektra ET-60115)	36	9	
31 JUST HOOKED ON COUNTRY ATLANTA POPS ORCHESTRA — ALBERT COLEMAN, conducting (Epic FE 38154)	24	13	
32 STRAIT FROM THE HEART GEORGE STRAIT (MCA 5320)	32	20	
33 16TH AVENUE LACY J. DALTON (Columbia FC37975)	33	16	
34 HIGH NOTES HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	25	30	
35 THE MAN WITH THE GOLDEN THUMB JERRY REED (RCA AHL 1-4315)	35	24	
36 SOUNDS LIKE LOVE JOHNNY LEE (Full Moon/Asylum 60147-1)	47	4	
37 UNLIMITED REBA McENTIRE (Mercury/PolyGram SRM-1-4047)	37	18	
38 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	48	123	
39 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA-5330)	39	4	
40 STEVE WARINER RCA (AHL 1-4154)	42	2	
41 COME BACK TO ME MARTY ROBBINS (Columbia FC 37995)	41	16	
42 TOM JONES COUNTRY (Mercury/PolyGram ARM-1-4062)	43	4	
43 WILD & BLUE JOHN ANDERSON (Warner Bros. 23721-1)	44	4	
44 LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1)	—	1	
45 BOBBIE SUE OAK RIDGE BOYS (MCA 5294)	45	39	
46 NUMBER ONES CONWAY TWITTY (MCA-5318)	46	25	
47 THE HOTTEST NIGHT OF THE YEAR ANNE MURRAY (Capitol ST-1225)	38	11	
48 TOO GOOD TO HURRY CHARLY MCCLAIN (Epic FE 38064)	34	4	
49 ANNIVERSARY — TEN YEARS OF HITS GEORGE JONES (Epic KE2 38323)	—	1	
50 SHE'S NOT REALLY CHEATIN' MOE BANDY (Columbia FC 38009)	40	22	
51 YOU'RE MY SUPER WOMAN, YOU'RE MY INCREDIBLE MAN LOUISE MANDRELL and R.C. BANNON (RCA AHL 1-4377)	53	5	
52 I WRITE IT DOWN ED BRUCE (MCA-5323)	56	2	
53 FANCY FREE OAK RIDGE BOYS (MCA 5209)	55	75	
54 BUSTED JOHN CONLEE (MCA 5310)	54	31	
55 I AM WHAT I AM GEORGE JONES (Epic FE 36586)	58	31	
56 THE DAVID FRIZZELL AND SHELLY WEST ALBUM (Warner Bros./Viva BSK 3643)	62	41	
57 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb E1 60019)	49	62	
58 KENNY ROGERS' GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	59	87	
59 LISTEN TO THE RADIO DON WILLIAMS (MCA-5306)	60	31	
60 THE OSMOND BROTHERS (Elektra 60180-4)	—	1	
61 THIS DREAM'S ON ME GENE WATSON (MCA-5302)	61	14	
62 IN BLACK & WHITE BARBARA MANDRELL (MCA-5295)	57	48	
63 STILL THE SAME OLE ME GEORGE JONES (Epic FE 37106)	64	50	
64 SUGAR FREE DAVE ROWLAND (Elektra E1-60011)	65	15	
65 THE BEST OF TANYA TUCKER (MCA-5357)	50	6	
66 MAKING LOVE FROM MEMORY LORETTA LYNN (MCA-5354)	51	7	
67 THE DUKES OF HAZZARD VARIOUS ARTISTS (Scotti Bros./CBS E237712)	52	33	
68 CHARLEY SINGS EVERYBODY'S CHOICE CHARLEY PRIDE (RCA AHL 1-4287)	63	32	
69 SOUTHERN COMFORT CONWAY TWITTY (Elektra E1-60005)	66	42	
70 JUICE JUICE NEWTON (Capitol ST 12136)	67	37	
71 FULL CIRCLE DOTTIE WEST (Liberty LT-51129)	71	7	
72 STICKIN' TOGETHER THE KENDALLS (Mercury/PolyGram SRM-1-4046)	68	15	
73 FAMILY & FRIENDS RICKY SKAGGS (Rounder 0151)	69	18	
74 GREATEST HITS JIM REEVES & PATSY CLINE (RCA AHL 1-4127)	70	50	
75 GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	75	30	

**CASH BOX INVADES EUROPE VIA RADIO LUXEMBOURG** — Beginning in mid-October, the Cash Box Country Singles chart have been utilized in a Top 30 countdown of the country records by the English service arm of Radio Luxembourg. Hosted by Bob Stuart, the Big Marlboro Country broadcast begins at 10 p.m. Greenwich time on Saturdays (see separate story, page 5).

**A JUICY PERFORMANCE**—As Opryland closed out its 1982 fall season, Capitol's Juice Newton played at a covered theater on the amusement park's grounds October 29 to a capacity crowd, displaying a strong sense of wit and a reserved charisma. When MCA's George Stralt appeared at the same venue just three weeks prior, he was the victim of poor sound quality, but the fidelity was in top shape for Newton's renditions, dominated by material that lies somewhere between country and rock. Her most captivating material, however, in stark contrast to her recorded product, consisted of slower-moving ballads, most notably "Break It To Me Gently," her current single, and "The Sweetest Thing (I've Ever Known)." On stage, Newton was able to milk the emotional values of both tunes, elongating some of the empty spaces to make the melodies even more provocative. Following the concert, Capitol feted its 'Queen of Hearts' with a party in an adjoining Opryland structure, where she met for the first time Diane Lampert, the New York songwriter who penned "Break It To Me Gently." Lampert was in town writing with such Nashville composers as Archie Jordan, and, although this was her first such outing, she vowed to return to Music City more often on similar ventures, saying that "It's just like it used to be on Tin Pan Alley."

**LYNN SQUARES OFF IN TIMES BROADCAST**—Marking her second national television special on NBC-TV, the coal miner's daughter will be featured in *Loretta Lynn In*



**CASH, CROWELL GET GOLD** — Rick Blackburn (c), senior vice president/general manager, CBS/Nashville, presented Rosanne Cash (r) and husband/producer Rodney Crowell with their first gold records for their collaboration on "Seven Year Ache" during the CBS showcase at the Grand Ole Opry House during Country Music Week.

*Big Apple Country* November 8. The special opens up in Times Square and progresses to the Majestic Theatre before a live audience, and Lynn is backed by a number of special guests from outside the realms of country music, including Peter Allen, from the cast of *42nd Street*, and Jennifer Holliday, the 1982 Tony award winner for her spot in *Dreamgirls*. Originally titled *Kings And Queens*, the program follows Lynn's initial special, *Loretta Lynn: The Lady... The Legend*, which proved so popular that it is also being rerun this month. Currently renegotiating her endorsement contract with Crisco, Lynn is reportedly receiving as much as 200 pounds of mail per day as a result of her appearances in support of flakier crusts and better-tasting drumsticks. Umm, we're getting hungry just writing about it.

**COLLIE 'CASED AT CANNERY**—The Si-Jon Music Group provided a showcase of Mark Collie and his band at the Cannery October 26. Collie was plagued with sound problems from the outset, but the system was regrouped somewhat to accommodate his energetic set. Along with his backing unit, Collie proved adaptable to an assortment of musical styles, covering his current Chuck Howard-produced single, "I've Got To Have You Back Again," and the tune he penned for Kippl Brannon, "If I Could See You Tonight," along with a cover of Huey Lewis & the News' "Workin' For A Livin'."

**REED RECEIVES NEW BILLING**—Following the success of his #1 single, "She Got The Goldmine," and the follow-up 'imitation' single, "The Bird," Jerry Reed has signed for exclusive booking representation with Top Billing International. Reed and his manager, Frank Rogers, wish to make more appearances at fair dates and family-oriented outings and signed with Top Billing because of its track record with such events.

**BREAKING OUT OF THE BAY**—In support of his first single, "Leaving Love All Over The Place," Ronnie McCranle has made a couple of appearances in St. Petersburg, the home of his label, Sugartree. On October 16 the George Jones sound-alike performed at WSUN/Tampa Bay's "Day In The Country," at the St. Petersburg Bay Front Center, along with Lee Greenwood and Gary Morris. Fifteen days later, he was scheduled to play on behalf of WQYK-FM/St. Petersburg on an outdoor bill that included George Stralt and Lloyd David Foster. Additionally, he is set to grace the stage November 13 for a March of Dimes benefit show.

**CBS ARTISTS DO DOUBLE TIME**—Two separate pairings of CBS artists may find their way into future pressings. Lacy J. Dalton and Bobby Bare were in Sound Emporium with producer Billy Sherrill October 25-27 cutting tracks. Likewise, Marcia Beverly and Rosanne Cash hooked up for some studio work during the first week of November.

**BAILEY ADDS A 'T'**—Following his last single, "Wonder Woman," George Bailey has added the middle initial to his name for future recordings and appearances, consequently making him George T. Bailey. Coinciding with the name change, Bailey signed with a new record label, General Delivery Records. His first single for the company, "Hey Pretty Lady," shipped this week.

**MOTHER EXERCISES JUDGMENT ON 'SLEEPER' SINGLE**—Adamas recording artist Diana just released her first single with the independent label, "Who's Been Sleeping In My Bed?" and it has prompted at least one listener to 'do sit-ups' and take notice. When Diana presented the test pressing to her mother, Jean Murrell, her elder asked to keep it to do exercises. Mrs. Murrell has lost 15 pounds, but she gained a number of copies of the record to replace the lacquer when it wears out.

**NEW MUSIC COMPANY OPENS IN COLORADO**—Scott O'Malley and Assoc., a full-service music company comprising a record label, booking agency and management wing, opened recently in Conifer, Colorado. Officials with the label report that it will "lean in an acoustic music direction."

**GREENE SIGNS WITH E.M.H.**—Jack Greene, whose past credits include such singles as "There Goes My Everything," "Statue Of A Fool" and "Wanting You But Never Having You," has signed with E.M.H. Records. Officials with the label indicate that product can be expected by mid-November.

**JACKSON HITS GOLD IN AFRICA**—Millie Jackson's country release, "A Little Bit Country," was recently certified gold in South Africa. In addition to the LP, her rendition of John Conlee's "Rose Colored Glasses" also achieved gold status as a single.

tom roland

# TOP 100 COUNTRY SINGLES

November 13, 1982

	Weeks On Chart		Weeks On Chart		Weeks On Chart
<b>1</b> YOU'RE SO GOOD WHEN YOU'RE BAD CHARLEY PRIDE (RCA PB-13293)	11/6	<b>36</b> YOU PUT THE BLUE IN ME THE WHITES (Elektra 7-69980)	46	<b>70</b> DARLENE BIG AL DOWNING (Team TRS 1002AS)	72
<b>2</b> HEARTBROKE RICKY SKAGGS (Epic 34-03212)	5	<b>37</b> SOMETIMES YOU JUST CAN'T WIN LINDA RONSTADT (Asylum 7-69948)	38	<b>71</b> STILL TAKING CHANCES MICHAEL MURPHEY (Liberty P-B-1486)	1
<b>3</b> WAR IS HELL T.G. SHEPPARD (Warner/Curb 7-29934)	4	<b>38</b> WITH YOU CHARLY McCLAIN (Epic 34-03309)	43	<b>72</b> SAN ANTONIO NIGHTS EDDY RAVEN (Elektra 7-69929)	83
<b>4</b> BREAK IT TO ME GENTLY JUICE NEWTON (Capitol PB-5148)	6	<b>39</b> CONFIDENTIAL CON HUNLEY (Warner Bros. 7-29902)	40	<b>73</b> NO ROOM TO CRY MIKE CAMPBELL (Columbia 18-03154)	77
<b>5</b> CLOSE ENOUGH TO PERFECT ALABAMA (RCA PB-13294)	1	<b>40</b> A CHILD OF THE FIFTIES STATLER BROTHERS (Mercury/PolyGram 76184)	44	<b>74</b> TURN THE PENCIL OVER PORTER WAGONER (Warner/Viva 7-29875)	86
<b>6</b> EVER, NEVER LOVIN' YOU ED BRUCE (MCA-52109)	10	<b>41</b> LIKE NOTHING EVER HAPPENED SYLVIA (RCA PB-13330)	50	<b>75</b> THAT'S HOW MUCH I LOVE YOU RAMSEY KEARNEY (Safari SR 104)	76
<b>7</b> WE DID BUT NOW YOU DON'T CONWAY TWITTY (Elektra 7-69964)	11	<b>42</b> ONLY IF THERE IS ANOTHER YOU MOE BANDY (Columbia 38-03309)	49	<b>76</b> HERE WE GO AGAIN ROY CLARK (Churchill CR 94011)	89
<b>8</b> LOVE'S GONNA FALL HERE TONIGHT RAZZY BAILEY (RCA PB-13290)	9	<b>43</b> SHE'S LYING LEE GREENWOOD (MCA-52087)	8	<b>77</b> JUST FOR THE MOMENT BRENDA LEE (MCA-52124)	87
<b>9</b> STEP BACK RONNIE McDOWELL (Epic 14-03203)	13	<b>44</b> BACKSLIDIN' JOE STAMPLEY (Epic 34-03290)	51	<b>78</b> ARE WE IN LOVE CHARLIE ROSS (Town House P-B-1061)	47
<b>10</b> OPERATOR, LONG DISTANCE PLEASE BARBARA MANDRELL (MCA-52111)	12	<b>45</b> HE GOT YOU RONNIE MILSAP (RCA PB-13286)	22	<b>79</b> IF HEAVEN AIN'T A LOT LIKE DIXIE HANK WILLIAMS, JR. (Elektra 7-69960)	93
<b>11</b> IT AIN'T EASY BEIN' EASY JANIE FRICKE (Columbia 18-03214)	14	<b>46</b> TODAY MY WORLD SLIPPED AWAY VERN GOSDIN (AMI 1310)	60	<b>80</b> LOVE WHEEL CALAMITY JANE (Columbia 38-03229)	84
<b>12</b> SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-03159)	15	<b>47</b> SOUL SEARCHIN' LEAON EVERETTE (RCA PB-13282)	37	<b>81</b> BLUE & BROKEN HEARTED ME BURRITO BROTHERS (Curb ZS4-03314)	1
<b>13</b> YOU AND I EDDIE RABBITT w/CRYSTAL GAYLE (Elektra 7-69936)	16	<b>48</b> GREEN EYES TOM CARLILE (Door Knob DK 82-187)	62	<b>82</b> TOO MANY IRONS IN THE FIRE BILLY PARKER & CAL SMITH (Soundwaves NSD 4686)	88
<b>14</b> MISTAKES DON WILLIAMS (MCA-52097)	3	<b>49</b> GONNA HAVE A PARTY KIERAN KANE (Elektra 7-69943)	59	<b>83</b> BABY I'M GONE TERRI GIBBS (MCA-52134)	1
<b>15</b> SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA PB-13320)	17	<b>50</b> YOUR PICTURE STILL LOVES ME BILLY SWAN (Epic 34-03226)	55	<b>84</b> HEAVEN STEVE RICKS (Southwind SW-8202)	1
<b>16</b> REDNECK GIRL THE BELLAMY BROTHERS (Warner/Curb 7-29923)	19	<b>51</b> HOLD ON GAIL DAVIES (Warner Bros. 7-29892)	64	<b>85</b> NOTHING LIKE A BEAUTIFUL WOMAN ED WALTERS (Stargem SG 2155)	1
<b>17</b> A WOMAN'S TOUCH TOM JONES (Mercury/PolyGram 76172)	18	<b>52</b> PRETTY LADY GUY SHANNON (Comstock COM 1687)	53	<b>86</b> THE NEW WILL NEVER WEAR OFF OF YOU BILLY "CRASH" CRADDOCK (Capitol B-5170)	1
<b>18</b> THE AMERICAN DREAM HANK WILLIAMS, JR. (Elektra 7-69960)	20	<b>53</b> NEW WAY OUT KAREN BROOKS (Warner Bros. 7-29958)	41	<b>87</b> MAKING A LIVING'S BEEN KILLING ME McGUFFEY LANE (Atlantic 7-99959)	1
<b>19</b> 16TH AVENUE LACY J. DALTON (Columbia 18-03184)	21	<b>54</b> I WILL ALWAYS LOVE YOU DOLLY PARTON (RCA PB-13260)	42	<b>88</b> LOVE ME TODAY, LOVE ME FOREVER J.W. GUNN (Primer PR 1013)	91
<b>20</b> WILD AND BLUE JOHN ANDERSON (Warner Bros. 7-29917)	23	<b>55</b> TALK TO ME MICKEY GILLEY (Epic 34-03326)	1	<b>89</b> MIDNIGHT CABARET WYVON ALEXANDER (Gervasi SP 661)	1
<b>21</b> THE BIRD JERRY REED (RCA PB-13355)	27	<b>56</b> WHAT SHE DON'T KNOW WON'T HURT HER GENE WATSON (MCA-52131)	71	<b>90</b> KEEP ON ROLLIN' DOWN THE LINE BOXCAR WILLIE (Main Street B 953)	1
<b>22</b> STAY A LITTLE LONGER MEL TILLIS (Elektra 7-69963)	24	<b>57</b> YOU STILL GET TO ME IN MY DREAMS TAMMY WYNETTE (Epic 14-03064)	45	<b>91</b> LOVING YOU AIN'T ALL I GOT TO DO WAYNE CARSON (EMH 0001)	1
<b>23</b> A LOVE SONG KENNY ROGERS (Liberty P-B-1485)	28	<b>58</b> THE ELVIS MEDLEY ELVIS PRESLEY (RCA PB-13351)	69	<b>92</b> I WISH THERE WAS ANOTHER WOMAN CONI CAUSEY (Deep South/Album Globe A.G. 703)	94
<b>24</b> I DON'T REMEMBER LOVING YOU JOHN CONLEE (MCA-52116)	26	<b>59</b> I WISH I WAS IN NASHVILLE MEL McDANIEL (Capitol P-B-5169)	73	<b>93</b> PRAISE THE LORD AND SEND ME THE MONEY BOBBY BARE (Columbia 38-03334)	1
<b>25</b> TIE YOUR DREAM TO MINE MARTY ROBBINS (Columbia 18-03236)	25	<b>60</b> 634-5789 MARLOW TACKETT (RCA PB-13347)	66	<b>94</b> I'M GONNA LOVE YOU RIGHT OUT OF THIS WORLD TOM GRANT (Elektra 7-69961)	85
<b>26</b> MARINA DEL REY GEORGE STRAIT (MCA-52120)	29	<b>61</b> HONKY TONK MAGIC LLOYD DAVID FOSTER (MCA-52123)	65	<b>95</b> GOODTIMES ARE FLEETING THINGS FRANK ST. CLAIR (Rosebud RR 1033)	95
<b>27</b> I WONDER ROSANNE CASH (Columbia 38-03283)	30	<b>62</b> WE HAD IT ALL ONE TIME THE CHARLIE DANIELS BAND (Epic 34-03251)	63	<b>96</b> SOUTHBOUND FREIGHT RAMBLIN REBEL BAND (Ramblin Rebel SM 2203)	96
<b>28</b> CAN'T EVEN GET THE BLUES REBA McENTIRE (Mercury/PolyGram 76180)	31	<b>63</b> OLD HOME TOWN GLEN CAMPBELL (Atlantic America 7-99967)	75	<b>97</b> IT KEEPS RIGHT ON A HURTIN' JOHNNI DEE (American Communication Enterprises A-8203)	90
<b>29</b> LOST MY BABY BLUES DAVID FRIZZELL (Warner/Viva 7-29901)	34	<b>64</b> I JUST CAN'T TURN TEMPTATION DOWN SKIP AND LINDA (MDJ 68179)	70	<b>98</b> SHE CAN'T GET MY LOVE OFF THE BED DONNIE WEST (Liberty P-B-1479)	48
<b>30</b> (SITTIN' ON) THE DOCK OF THE BAY WAYLON & WILLIE (RCA PB-13319)	32	<b>65</b> DON'T BLAME IT ON ALCOHOL HUGH X. LEWIS (Black Rose 8272)	68	<b>99</b> THAT'S WHAT I GET FOR THINKING THE KENDALLS (Mercury/PolyGram 76178)	52
<b>31</b> CHEROKEE FIDDLE JOHNNY LEE AND FRIENDS (Full Moon/Asylum 7-69945)	33	<b>66</b> RIGHT BACK LOVING YOU AGAIN CHANTILLY (F&L FL-519)	67	<b>100</b> IN THE JAILHOUSE NOW WILLIE NELSON & WEBB PIERCE (Columbia 38-03231)	54
<b>32</b> GOING WHERE THE LONELY GO MERLE HAGGARD (Epic 34-03315)	36	<b>67</b> ROMANCE LOUISE MANDRELL (RCA PB-13373)	80		
<b>33</b> (LOST HIS LOVE) ON OUR LAST DATE EMMYLOU HARRIS (Warner Bros. 7-29898)	35	<b>68</b> HARD CANDY CHRISTMAS DOLLY PARTON (RCA PB-13361)	82		
<b>34</b> LET IT BE ME WILLIE NELSON (Columbia 18-03073)	7	<b>69</b> THE DEVIL'S ANGEL JASON HAWKINS (Foxfire F.F. 6001)	74		
<b>35</b> THE KILLIN' KIND BANDANA (Warner Bros. 7-29936)	14				

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

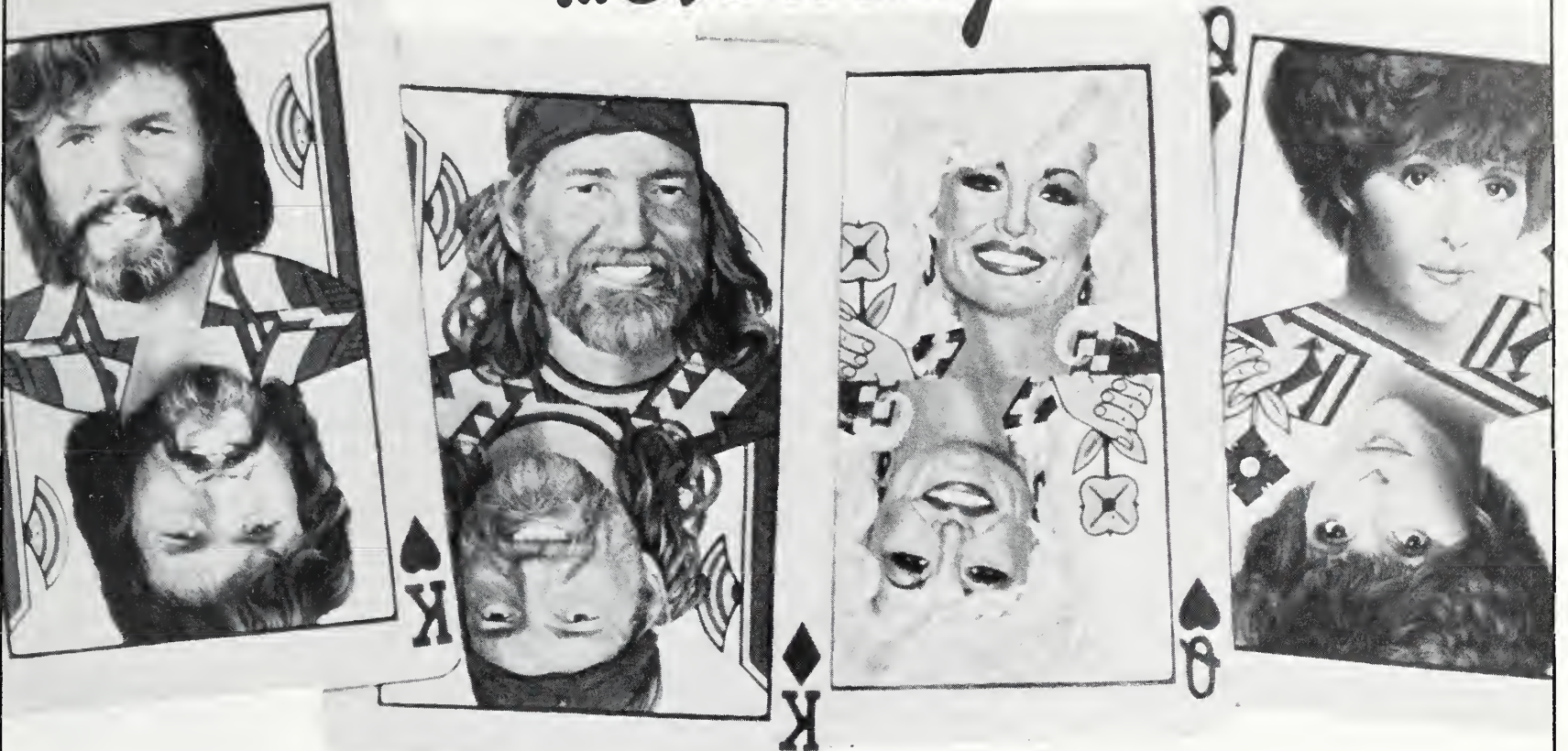
A Child Of (American Cowboy — BMI)	40	Honky Tonk Magic (House of Gold — BMI)	61	Mistakes (Jensing/Narwahl/Sweet Glenn — BMI)	14	That's How Much (Vogue c/o Welk BMI)	75
A Love Song (Music Corp. of America/Sycamore Valley — BMI)	23	I Don't Remember (Tree — BMI)	24	New Way Out (Gee Sharp Music — BMI)	53	That's What I (Hall Clement c/o Welk — BMI)	99
A Woman's Touch (Blackwood/Fullness — BMI)	17	I Just Can't (Blackwood — BMI)	64	No Room To Cry (Music Corp. of America — BMI)	73	The American Dream (Bocephus — BMI)	18
Are We In Love (Collins Court — ASCAP)	78	I Will Always (Velvet Apple Music — BMI)	54	Nothing Like A (Newwriters — BMI)	85	The Bird (Pullman/House of Gold/Willie Nelson — BMI)	21
Baby I'm Gone (Chamblin — ASCAP)	83	I Wish I Was (Vogue c/o Welk — BMI)	59	Old Home Town (WB/Upward Spiral — ASCAP)	63	The Devil's Angel (Al-Marie — BMI)	69
Backslidin' (Jensing/Black Sheep/Old Friends — BMI)	44	I Wish I Was There (Sirdale/Foxtail — ASCAP)	92	Only If There (Baray — BMI)	42	The Elvis Medley (Various Publishers — ASCAP/BMI)	58
Blue And Broken (Sabal — ASCAP)	81	I Wonder (Bug/Asleep At The Wheel — BMI/Adm. Worldwide by Bug)	27	Operator (Hall-Clement c/o Welk — BMI)	10	The Killin' (Hoosier — ASCAP/New Albany — BMI)	35
Break It To (Northern MCA) — ASCAP	4	I'm Gonna Love (Singletree — BMI)	94	Praise The Lord (Boquillas Canyon/Atlantic — BMI)	93	The New Will (Cross Keys — ASCAP)	86
Can't Even Get (Coal Miners/Elektra/Asylum — BMI)	28	If Heaven Ain't (Bocephus/Bud McGuire — BMI)	79	Pretty Lady (Blue Lake — BMI)	52	Tie Your Dream (House Of Gold — BMI/Bobby Goldsboro — ASCAP)	25
Cherokee Fiddle (Mystery — BMI)	31	In The Jailhouse (APRS — BMI)	100	Redneck Girl (Famous/Bellamy Brothers — ASCAP)	16	Today My World (Vogue c/o Welk/Gary S. Paxton — BMI)	46
Close Enough To (Accredit/Raindance — BMI)	5	It Ain't Easy (Warner-Tamerlane — BMI/Da-Tic-A-Bo/Bobby Goldsboro — ASCAP)	11	Right Back Loving (Old Friends — BMI/Golden Bridge — ASCAP)	66	Too Many Irons (Hitkit — BMI)	82
Confidential (Senor — ASCAP)	39	Love's Gonna Fall (Casa de Oro — SESAC)	8	Romance (Meadowgreen — ASCAP/Tree — BMI)	67	Turn The Pencil Over (Peso/Wallet — BMI)	74
Darlene (Metaphor — BMI)	70	Love Me Today, (Yatahey — BMI)	88	San Antonio Nights (Milene — ASCAP)	72	War Is Hell (Tree — BMI/Cross Keys (Tree) — ASCAP)	3
Don't Blame It (Dream City — BMI)	65	Love's Gonna Fall (Casa de Oro — SESAC)	8	She Can't Get (Southern Nights — ASCAP)	98	We Had It (Hat Band — BMI)	62
Ever, Never Lovin' (Calico/Tree/Sugarplum — SESAC/BMI)	6	Loving You Ain't (Shady Del — BMI)	91	She's Lying (Unichappell/Jan Crutchfield/Music Corp. of America-MCA — BMI)	43	We Did But (Music City — ASCAP)	7
Going Where (Shade Tree — BMI)	32	Making A Living's (Cedarwood/JenSing — BMI)	87	Sittin' On (East/Memphis/Irving — BMI)	30	What She Don't (Booth & Watson/Crosstimbers/Blue Creek — BMI)	56
Gonna Have (Cross Keys/Tree — ASCAP/Old Friends/Tree — BMI)	49	Marina Del Rey (Hall-Clement c/o Welk/Golden Opportunity — BMI/SESAC)	26	634-5789 East/Memphis/Irving/Pronto — BMI)	60	Wild And Blue (Sweet Baby — BMI)	20
Goodtimes Are Fleeting (Rosebud — BMI)	95	Opportunity — BMI/SESAC)	26	16th Avenue (DebDave/Briarpatch — BMI)	19	With You (Onhisown — BMI/Arian/Ron Muir — ASCAP)	38
Green Eyes (Opa-Locka — ASCAP)	48	Right Back Loving (Old Friends — BMI/Golden Bridge — ASCAP)	66	Somebody Between (Blue Moon/April — ASCAP)	15	You And I (Four Way — ASCAP)	13
Hard Candy Christmas (Daniel/Shukat/MCA — ASCAP)	68	Sometimes You Just (Glad Music — BMI)	37	Southbound Freight (Shrimp — BMI)	96	You Put (Elektra/Asylum — BMI/Refuge/Cross Keys (Tree) — ASCAP)	36
Heartbroke (Chappel — ASCAP)	2	Soul Searchin' (Swallowfork — ASCAP)	47	Stay A Little (Red River — BMI)	22	You Still Get (First Lady — BMI/Tapage — ASCAP)	57
Heaven (Mam — ASCAP)	84	Southbound Freight (Shrimp — BMI)	96	Step Back (Tree — BMI)	9	Your Picture Still (Music City — ASCAP/Sherman Oaks — BMI)	50
He Got You (Chriswood — BMI/Murfeesongs — ASCAP)	45	Still Taking Chances (Timberwolf — BMI)	71	Still Taking Chances (Timberwolf — BMI)	71	You're So Good (Royalhaven — BMI)	1
Here We Go (Dirk — BMI)	76	Sure Feels Like (Larry Gatlin — BMI)	12	Talk To Me (Jay & Cee — BMI)	55		
Hold On (Hick Clark/Tricia — ASCAP/marck Marchetti/Little Chickadee — BMI)	51						

⊘ = Exceptionally heavy radio activity this week

⊘ = Exceptionally heavy sales activity this week

# THE ONLY GAME IN TOWN!

*...everybody wins*



From the top of the deck comes "The Winning Hand," a history-making 2 record set by **KRIS KRISTOFFERSON, WILLIE NELSON, DOLLY PARTON, and BRENDA LEE**—together on record for the first time. The 12 duets and 8 solo performances are fare fit for Kings and Queens.

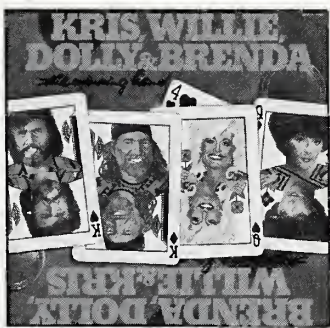
**BOOTS RANDOLPH**, Monument's Ace Saxophonist, shuffled the song deck and cut

"Dedication," a brand new album running the gamut from pop standards and big band, to country. "Boots and Stockings" is his ever popular Christmas album and a great hole card for the holidays.

**CHARLIE MCCOY**, our Jack-of-Many-Musical-Trades, deals out Christmas joy on the re-release of his classic "Charlie McCoy Christmas."

A sure bet, and odds on fan favorite is Monument's new "Signature Series"—highlighting proven winners from the Monument catalogue. The first is four-of-a-kind in what will be a continuing mid-line series—"THE ALL TIME GREATEST HITS OF ROY ORBISON," "SONGS OF KRISTOFFERSON," "THE GREATEST HITS OF BOOTS RANDOLPH," and "THE GREATEST HITS OF CHARLIE MCCOY."

**ALL NEW FROM THE NEW MONUMENT. MUSIC YOU CAN BANK ON.**



THE WINNING HAND/JWG38389



DEDICATION/JW38396

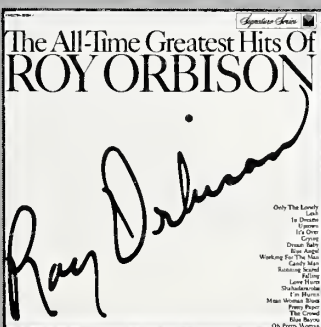


BOOTS AND STOCKINGS/PW38394



CHARLIE MCCOY CHRISTMAS/PW38393

## Signature Series



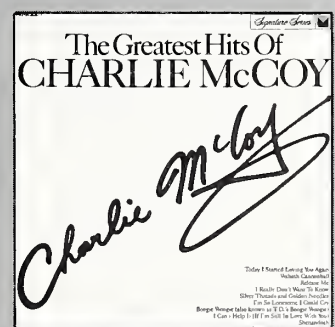
KWG38384



PW38392



PW38388



PW38387

THE COUNTRY MIKE

**RADIO UPDATE SERVICE TO BEGIN** — In an effort to compile an accurate list of country radio stations across the United States, the Organization of Country Radio Broadcasters (OCRB) plans to send out an in-depth questionnaire to the various country stations across the country in order to form a pool of radio information for the OCRB's new service, penned *OCR Update*. The first edition of the *Update* will include a complete listing of key radio station personnel at all country stations in the nation and will be included in the program book to be distributed at the upcoming Country Radio Seminar to be held in Nashville Feb. 17-19, 1983. OCRB urges all stations contacted with the questionnaire, being mailed this month, to complete the survey and return it as soon as possible in order for the organization to compile the first *Update* issue in time



**WARINER'S UNITED EFFORT** — During *Country Music Week*, Ed Salamon (r), producer for the *United Station's* Weekly Country Countdown, acquired a number of artist interviews for the nationally-syndicated program, including one with Steve Wariner. Wariner will appear on the show in support of his just-released single, "Don't Plan On Sleepin' Tonight."

**Fricke** serving as the first guests. Produced by Michael Lansing, the program offers 90 minutes of music intermingled with live interviews conducted by Charlie Cook of KLAC/Los Angeles. When necessary, Cook will have the ability to conduct the interviews from L.A. while the artists are in Nashville, and a toll-free phone line will enable listeners to talk with country artists on a one-to-one basis during the program. Don Kelth of WJKZ/Nashville will also provide weekly reports on current events in Music City Stations already signed to air the weekly segment include: KLAC, WDGY/Minneapolis, KMPS/Seattle, KLIF/Dallas, WNOE/New Orleans, WUSN/Chicago, WWWW/Detroit, WHK/Cleveland, KCBQ/San Diego, KBRQ/Denver and WDSY/Pittsburgh. While certain technical difficulties in set-up and delivery of the service prevented the initial show from running on all of the stations which expressed some form of commitment to the show, additional subscribers are expected to filter in through the beginning of next year. In contrast to other live performances that are recorded and sent to stations in a disc configuration, Lansing noted that *Talkin' Country* will begin broadcasting live concerts via satellite as they take place next February.

**WASHINGTON STATION NAMES NEW SALES MANAGER** — Country music station WMZQ/Washington has elevated Jackie Fleisher-Wood to the newly created post of local sales manager, according to station general manager Gil Rozzo. Fleisher-Wood, who previously worked with WJMD-FM (now WLTT)/Washington as an account executive, has spent the past 3½ years as account executive for the station. Along with her duties at WMZQ, Fleisher-Wood serves on the board of directors of Women in Advertising and Marketing, as well as the board of American Women in Radio & Television.

**CONGRATULATIONS GO TO NEW COUNTRY MUSIC STATIONS** — A sign of the format's continued growth is the number of radio stations that have made the move to country. The latest are WCAV/Brockton, Mass., WPIC/Saco, Me., WGRV/Greenville, Tenn., and WGWG/Cumberland, R.I.

country mlke

for the seminar.

**FORTY GO FOR ALABAMA** — In an effort to let some of its listeners get a chance to see the group Alabama in mid-October, WJKZ & WJRB/Nashville put forth a special contest for Alabama fans in the Nashville area. Listeners were asked to write down the correct time at which a listener heard an Alabama tune and send the entry into the station, and WJKZ & WJRB then selected 40 contest respondents for free tickets and a bus ride to the Bowling Green, Ky., concert, along with a chicken dinner during the trip.

**'TALKIN' COUNTRY' PREMIERES** — Los Angeles-based Talkin' Country Prods. premiered its new satellite program, *Talkin' Country*, Nov. 4 with country performers Alabama and Janie

MOST ADDED COUNTRY SINGLES

1. TALK TO ME — MICKEY GILLEY — EPIC — 44 ADDS
2. STILL TAKING CHANCES — MICHAEL MURPHY — LIBERTY — 31 ADDS
3. LIKE NOTHING EVER HAPPENED — SYLVIA — RCA — 20 ADDS
4. WHAT SHE DON'T KNOW WON'T HURT HER — GENE WATSON — MCA — 20 ADDS
5. BABY I'M GONE — TERRI GIBBS — MCA — 17 ADDS

MOST ACTIVE COUNTRY SINGLES

1. THE BIRD — JERRY REED — RCA — 58 REPORTS
2. A LOVE SONG — KENNY ROGERS — LIBERTY — 57 REPORTS
3. GOIN' WHERE THE LONELY GO — MERLE HAGGARD — EPIC — 50 REPORTS
4. CHEROKEE FIDDLE — JOHNNY LEE & FRIENDS — ASYLUM — 49 REPORTS
5. I WONDER — ROSANNE CASH — COLUMBIA — 48 REPORTS

SINGLES REVIEWS

OUT OF THE BOX



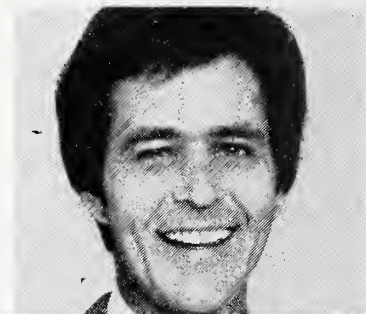
**JIM STAFFORD** (TownHouse P-B-1062) *What Mama Don't Know* (2:13) (Cross Keys Publ. Co., Inc. — ASCAP)/Tree Publ. Co., Inc. — BMI) (J. Stafford, J. Hadley) (Producer: B. Montgomery)

Stafford has long been a major proponent of the novelty record with previous performances on singles like "Spiders And Snakes," "Cow Patti" and "My Girl Bill." While his Townhouse debut is obviously an attempt to provide yet another bit of wit and humor, the single also takes an interesting look at the real essence of the "generation gap."

**STEVE WARINER** (RCA PB-13395)

*Don't Plan On Sleepin' Tonight* (3:15) (Arista Music Inc./Gloria's Songs — ASCAP) (G. Sklerov, S. Kunin) (Producer: T. Collins)

Wariner's smooth delivery is one of the most appealing and soothing male elements in country music, and he scores with another pop/country ballad that leans toward the female demographic. Don't plan on sleeping while "Stibbs'" record is spinning; the sentiment is perfect for cool autumn evenings and the ensuing Christmas season.



FEATURE PICKS

**ANNE MURRAY** (Capitol P-B-5183) *Somebody's Always Saying Goodbye* (3:25) (Hall-Clement Publ. c/o Welk Music Group — BMI) (B. McDill) (Producer: J.E. Norman)

**LEON EVERETTE** (RCA PB-13391) *Shadows Of My Mind* (3:12) (Hermitage Music Publ. Co. — BMI) (E.E. Collins) (Producers: R. Dean, L. Everette)

NEW AND DEVELOPING

**DIANA** (Adamas AD 103) *Who's Been Sleeping In My Bed* (2:44) (House of Gold — BMI) (Q. Powers, N. Montgomery) (Producer: B. Kennerson)

Diana has surfaced on a number of different labels, but her debut for Adamas is her most palatable effort yet, a cheatin' version of Little Red Riding Hood and Goldilocks. Set amidst a pulsating rhythm section and soaring string lines, the tune is effectively enhanced by a synthesized keyboard/guitar tradeoff on an instrumental break before the final climax.



ALBUM REVIEWS

**THE WINNING HAND** — Kris Kristofferson, Willie Nelson, Dolly Parton & Brenda Lee — Monument JWG2784-38389-1 — Producer: Fred Foster — List: 11.98 — Bar Coded

This is the ace that Fred Foster has been saving to play once Monument finalized its distribution agreement with CBS, and the LP is worth the wait, providing an assortment of duets and solo efforts made possible by adding recently-recorded tracks to existing material from the Monument vaults. Though the combination of this fearsome foursome is in itself a strong suit, the two-record set is enhanced by inspired cover art and thoughtful liner notes by Johnny Cash.

**THE BIRD** — Jerry Reed — RCA AHL 1-4529 — Producer: Rick Hall — List: 8.98 — Bar Coded

Jerry Reed continues the mix of novelty songs, country funk and ballads that has proven successful for him in the past. He adds a fresh fiddle and banjo sound to the Creedence Clearwater Revival classic, "Down On The Corner," while the album's title track has already achieved a high degree of radio acceptance. Though his last single, "She Got The Goldmine," has also been included in this package, the country rapper contributes yet another amusing track in his never-ending stream of humorous ditties, "I'm A Slave."

PROGRAMMERS PICKS

Dave Wolfe	WHOO/Cypress	Talk To Me — Mickey Gilley — Epic
Randy Berry	WHTN/Huntington	Inside — Ronnie Milsap — RCA
Duncan Stewart	WDLW/Boston	Still Taking Chances — Michael Murphy — Liberty
Bert O'Brien	WAXX/Eau Claire	Thank God For Kids — The Oak Ridge Boys — MCA
Reggie Neal	WXBQ/Bristol	Goin' Where The Lonely Go — Merle Haggard — Epic
Paul Thorne	KUGN/Eugene	Baby, I'm Gone — Terri Gibbs — MCA
Stan Davls	WVAM/Altoona	One Fine Morning — The Corbin/Hanner Band—Lifesong
Jeff Davles	KXLR/Little Rock	When You're Not A Lady — Jim Glaser — Noble Vision
Willey Carpenter	WWNC/Ashville	What She Don't Know Won't Hurt Her — Gene Watson — MCA
Coyote Calhoun	WAMZ/Louisville	Making A Living's Been Killing Me — McGuffey Lane — Atlantic America
Johnny Steele	KVEG/Las Vegas	San Antonio Nights — Eddy Raven — Elektra
Dan Williams	KEED/Eugene	Valley Below — Eddie Arnold — RCA
Randy Rawley	WNWN/Coldwater	Like Nothing Ever Happened — Sylvia — RCA
Walt Barcus	WDSD/Dover	Hold On — Gail Davis — Warner Bros.



## LABEL PROFILE

### For Tommy Boy, Dance Music Remains A Staple

by Fred Goodman

NEW YORK — Street-smart Tommy Boy Records may not have single-handedly turned the industry around this summer, but its rap hit "Planet Rock" by Afrika Bambaataa and Soulsonic Force certainly made a lot of retailers and independent distributors happy. Sales on the 12" record are approaching the 700,000 mark, bringing the small-scale operation its first gold record after little more than a year of operation.

Presently, two other Tommy Boy titles directed at the breaker dance crowd, "Pac-Jam" by the Jonzun Crew and "Play At Your Own Risk" by Planet Patrol are holding down the #35 and #80 bullet spots, respectively, on the **Cash Box** Top Black Contemporary Singles chart. For Tommy Boy founder and president Tom Silverman, the label's success is a resounding confirmation of his hard-nosed approach to making records, which combines tight financial reigns with total dedication and attention to the people who buy the records.

Focusing on a buyer Silverman describes as "between 12 and 20 and black or Spanish," Tommy Boy has shied away from convention. "I'd rather watch cartoons and go see the scary movies that influence these kids than read the charts or follow the music industry," he says. "There's a difference between following and leading, and as far as I can see, the bottom line is that if records were half as interesting as video games, companies would be selling a hell of a lot more of them."

For Tommy Boy, making successful records means transferring the DJ experience from club to vinyl and piecing together bits of already popular melodies to form a recognizable background for vocalizing. The result is a kaleidoscopic amalgam of musical phrases, sound effects and rhythms, uniquely different from the majority of rap records being produced by other urban independents, but true to the concept of Tommy Boy artists like DJ Afrika Bambaataa.

"I don't believe in 'legitimizing' the music we put out," says Silverman in reference to rap's status as an inner city phenomenon largely ignored by the major labels. "I'm not making records for radio, I'm making them for people to buy. We didn't start out to specialize in rap records, we just wanted to put out what the kids wanted."

Although urban contemporary radio



Tom Silverman

hasn't been particularly receptive to rap records in the past, the heavy rotation given Tommy Boy's Soulsonic Force, Planet Patrol, and The Jonzun Crew, as well as Sugarhill's Grandmaster Flash & The Furious Five this summer in markets like New York, Miami, Philadelphia, Texas, Atlanta, New Orleans and Washington, D.C. indicates that the club phenomenon is forcing its way up from the streets and onto the airwaves.

"There are only a few companies that have had the guts to put out rap records even though the radio stations wouldn't play them," says Silverman. "We don't use any independent promotion people in New York — we just make sure the pools, DJs, stations and stores have the records."

Just 25, Silverman entered the dance music field in the late '70s when he founded *Disco News*, a trade publication and tip sheet. Changing the name to *Dance Music Report* in '79, he was able to weather the storm of disco backlash, redirecting the publication to include dance-oriented rock.

Additionally, he is co-founder and current co-producer of New York's annual New Music Seminar. From these roots, Silverman began branching out, learning more and more about both the business and the music, although he minimizes the connections he made through those two ventures.

"It was more helpful in terms of an education," he assesses. "I learned which mistakes not to make. It also gave me a chance to experiment cheaply and to pick

(continued on page 31)

### Cachalot Records Moves

NEW YORK — Cachalot Records, the Manhattan-based label, has relocated. The company is now headquartered at 611 Broadway, Suite 214, New York, N.Y. 10012. The new telephone number is (212) 254-1979.

Cachalot's most recent releases are "On Vacation," a four-song EP by The Swollen Monkeys, and "Deutschland, Deutschland," a compilation album of new music bands from Germany.

## TOP 15 ALBUMS

### Spiritual

	Weeks On 11/6 Charts
<b>1 PRECIOUS LORD</b> AL GREEN (Hi/Myrrh MSB-6702) Title Cut	1 14
<b>2 BROTHER TO BROTHER</b> WILLIAMS BROTHERS (Myrrh MSB 6717) "Call Him Up"	3 16
<b>3 LORD, YOU KEEP ON PROVING YOURSELF TO ME</b> FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	2 27
<b>4 IT'S GONNA RAIN</b> MILTON BRUNSON (Myrrh MSB 6696) Title Cut	4 27
<b>5 THE RICHARD SMALLWOOD SINGERS</b> (Onyx/Benson R3803) "Call The Lord"	5 8
<b>6 EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA VOL. II</b> (Myrrh MSB 6700) "I Know A Man"	6 7
<b>7 WHEN ALL GOD'S CHILDREN GET TOGETHER</b> REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	9 48
<b>8 A TOUCH OF CLASS</b> JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	7 28
<b>9 UNCLOUDY DAY</b> MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time	10 7
<b>10 GLORY TO HIS NAME</b> ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Title Cut	8 20
<b>11 HOPE SINGS, VOL. I</b> D.J. ROGERS (Hope Song/Benson HS2000) "I Told Him I Would Sing"	11 9
<b>12 THE JOY OF THE LORD IS MY STRENGTH</b> DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospearl Records PL-16008) Title Cut	12 14
<b>13 REQUEST LINE</b> MIGHTY CLOUDS OF JOY (Myrrh MSB 6712) "Mighty Clouds Of Joy"	13 3
<b>14 YOU BROUGHT THE SUNSHINE</b> CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	— 1
<b>15 FINALLY</b> ANDRAE CROUCH (Light/Elektra IC-60170) Unavailable At Press Time	14 3

### Inspirational

	Weeks On 11/6 Charts
<b>1 AGE TO AGE</b> AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	1 26
<b>2 AMAZING GRACE</b> B.J. THOMAS (Myrrh 6675) Title Cut	3 64
<b>3 MIRACLE</b> B.J. THOMAS (Myrrh 6705)	2 48
<b>4 I SAW THE LORD</b> DALLAS HOLM (Greentone R3723) Title Cut	4 48
<b>5 LIFT UP THE LORD</b> SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	5 11
<b>6 THE VERY BEST OF THE IMPERIALS</b> (Dayspring SST 4025) "Same Old Fashioned Way"	6 44
<b>7 AMY GRANT IN CONCERT VOL. II</b> (Myrrh MSB 6677) "I'm Gonna Fly"	7 49
<b>8 JONI'S SONG</b> JONI EARECKSON (Word WSB 8856) Title Cut	8 48
<b>9 UNFAILING LOVE</b> EVIE TORNUQUIST (Word WSB 8867) "How I Love You Lord"	9 48
<b>10 MAKE ME READY</b> FARRELL & FARRELL (New Pax NP33104) Title Cut	10 21
<b>11 PLAY THRU ME</b> PHIL KEAGGY (Sparrow SPR1062) "Morning Light"	11 4
<b>12 PRIORITY</b> IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	12 28
<b>13 STAND BY THE POWER</b> IMPERIALS (Dayspring DST-4100) Unavailable At Press Time	— 1
<b>14 BLESS THE LORD WHO REIGNS IN BEAUTY</b> BILL GAITHER TRIO (Word 6670) Title Cut	14 34
<b>15 ONLY JESUS</b> DION (Dayspring DST-4027) Unavailable At Press Time	13 17

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

### Lesson Targets 'Neo-Gospel' To Broaden Scope Of Black Gospel

NASHVILLE — In an effort to expand gospel sales through a "non-offensive" approach, PolyGram's Lesson label has released "Lord, You Are My Music: The Neo-Gospel Experience, featuring Whitley Phipps," an LP that runs the gamut from R&B to the symphony, with gospel music.

Marrying gospel music with symphonic elements, the album is intended to "reflect the rapidly changing social conditions of contemporary urban black America" under the production efforts of Dwight McKee, who also produced the PBS television special, *Edwin Hawkins: Gospel At The Symphony*.

Bill Haywood, senior vice president, marketing, Black Music, PolyGram, noted that the album could help to break some of the barriers that gospel music has traditionally been faced with, broadening its appeal beyond the Christian buyer on

the basis of universal lyrics. "Its nature does not require an emotional commitment from those who listen in order to enjoy it," he notes, "however, there is an emotional basis for those who wish to experience it."

### DeVries, Light VP, Dies

NASHVILLE — Rev. Raymond Albert DeVries, vice president of special services, Lexicon Music/Light Records, died following a cardiac arrest Oct. 26, while in attendance at a Christian Booksellers Assn. (CBA) board of directors meeting in Colorado Springs.

"I will miss him more than words can ever say," commented Ralph Carmichael, president of Light/Lexicon. "He was the most dedicated man I have ever known. If God ever created a man who was indispensable, it was Ray; he had a special walk with Christ and is now with Him."



**CUNICO CO-PUBLISHING PACTED** — Screen Gems/EMI Music has entered into an exclusive co-publishing agreement with Porter Music (Aust.) Pty. Ltd. for the songs of composer Gino Cunico, who has penned tunes for Barry Manilow, Englebert Humperdinck, Perry Como and Tavares. Pictured at the signing are (l-r) Vince Perrone, vice president and general counsel, Screen Gems; Gerd Muller, director, professional activities, Screen Gems; Paul Jeffries, professional manager, Screen Gems; Cunico; Lister Sill, president, Screen Gems; Robie Porter, Porter Music (Aust.); and Jack Rosner, vice president, business administration, Screen Gems.

## Tom Jones

GRAND OLE OPRY, NASHVILLE — To many it may seem an irreconcilable attempt at commercialism for Tom Jones to concentrate his recorded material in the country genre, but the fact of the matter is that his penetrating voice, capped off by a pulsating vibrato, adapts easily to any style of music, and Jones incorporated most of them into his recent appearance at the Opry House, which was just as visual as it was aural.

A very boisterous female faction of the audience continually rushed the stage in hopes of alluring Jones' attention, while the primary focus of many was on his gyrating hips and an endless array of body movements aimed at the fanatic women. Jones, however, could never hope to command the widespread respect he deserves were it not for his ability to turn each song into an event.

Not noted for subtlety, his material is primarily upbeat fare blended with building ballads, providing a definite crescendo and decrescendo to the ebb and flow of his show. The Welsh native, of course, has a strong repertoire from his own recordings to provide the core for his concert, anchored by pop heavyweights such as 'She's A Lady' and 'Delilah,' as well as his country tunes — 'Darlin',' 'A Woman's Touch,' 'The Green, Green Grass Of Home' and 'Say You'll Stay Until Tomorrow.'

His versatility, however, is amplified by the inclusion of other standards from a wide cross-section of musical styles — 'Take It To The Limit,' the Stones' 'Honky Tonk Woman,' 'Somewhere Over The Rainbow' and Amil Stewart's disco hit, 'Knock On Wood.'

Tom Jones is generally perceived as a casino drawing card, but his is a talent that extends to any arena, any alley, any place where there are ladies present.

tom roland

## Chieftains

CARNEGIE HALL, N.Y.C. — Always special in concert, this Chieftains performance was extra so in that it featured the world concert premiere of the group's '80s film music, which was accompanied by the 18-piece New York Prime Strings Orchestra directed by John Weed. This comprised most of the second part of the concert, which followed a brief intermission. The first part was made up of the Chieftains' usual rich traditional Irish music mix of reels, jigs and in-betweens.

"Drowsy Maggie," the sextet's regular starting tune, this time followed several others including a medley by Irish harpist Derek Bell constructed from material by great Irish masters of the instrument. Leader Paddy Moloney, who introduced every number with the story behind it, encouraged audience reaction to "Drowsy Maggie"; while each Chieftain took an intricate solo, it was during an exquisite flute meandering by Mat Molloy that an undercurrent of feet intently stomping emphasized the hypnotic quality of their bitersweet music.

The first part ended with "When A Man's In Love," a plaintive ditty sung a capella by Kevin Conneff, who plays the tambourine-like goatskin bodhran drum. Conneff's vocal matched the ornamental melodic qualities of the instruments and was simple yet deeply affecting.

When the group returned with the strings, they excerpted Moloney's scores for

"Tristan And Iseult," "The Grey Fox" and "The Year Of The French." The "Barnyard Dance" portion of the music from "The Year Of The French" was illustrated by six spirited Irish folk dancers, one of whom was Daniel Collins, president of the group's label, Shanachie Records. Collins is an accomplished Irish traditional dancer, and incidentally, "Shanachie" is Gaelic for "story teller."

It would be hard to pick a high point of the evening, but "Cotton-Eyed Joe," the title track of the Chieftains' latest album, was outstanding. Based on the 16th Century Irish song "The Mountain Top," the Texas dance tune had Bell dashing madly from one end of the stage to play piano, then back to play harp. The added combination of flute, bodhran, Irish bagpipes, tin whistles, fiddle and flute demonstrated the relationship between the Chieftains' music and a currently popular American folk music form, and beyond that, the Chieftains' universal appeal.

Jim Bessman

## Circle Jerks Bad Brains

SANTA MONICA CIVIC AUDITORIUM — There are few venues left where punk or hardcore is tolerated, if not exactly welcome, anymore in the Los Angeles area. Clubs that booked hardcore acts on a semi-regular basis, such as the Starwood and Whisky, are either no longer with us (as in the case of the former) or have changed their live music policy (as with the latter). Godzilla's in the Valley was short-lived, as were any other attempts to keep open sites catering to Mohawks and skinheads.

So, although Hollywood hangouts like the Grandia Room and Anti-Club are seeing more punk shows, the larger multi-act bills, it seems, have been relegated to infrequent appearances at places like the Olympic Auditorium, Florentine Gardens and the Santa Monica Civic, which hasn't seen hardcore to my knowledge since Black Flag played there some time ago. On Oct. 8, local skank 'n' slam faves the Circle Jerks topped a five-group bill that brought together the northwest's Fartz, L.A.'s own Bad Religion, England's Discharge and Washington, D.C.'s rastified Bad Brains.

The Civic has never been known for great acoustics at any time and high-speed, three-chords-and-a-cloud-of-dust music with many indiscernible lyrics doesn't exactly help the situation. Still, with punk, the show's the thing and the audience is often as entertaining as the bands, which the 1,000-2,000 in attendance here demonstrated.

At the urging of a member of Bad Brains' road crew, kids from the audience (many of whom had been practicing their stage jumping throughout the evening) piled onto the stage during the D.C. band's set, after it had completed some brief but riveting hardcore numbers and settled into a slower reggae groove. The toll: two broken microphones and an abbreviated set by a very unique and strong band that ventures west all too rarely.

The antics during the Circle Jerks' set, however, were confined for the most part to leader Keith Morris' darting and mugging as well as some brief singalongs with young fuzz heads who'd jumped onstage during the final encore, a hilarious cover of Jackie DeShannon's "Put A Little Love In Your Heart." That tune was typical of the CJ's less-than-serious approach to punk and the hard 'n' loud tracks from the group's two Faulty recordings, "Group Sex" and "Wild In The Streets." Mocking, derisive tracks such as "Beverly Hills" are done with a chuckle as much as a sneer, and that's definitely points in the quartet's favor.

Michael Glynn

## Stolon Sentenced To One Year, Goody Fined \$10,000 As Case Ends

NEW YORK — The lengthy Sam Goody, Inc. counterfeiting tape case came to an end Friday morning, Nov. 5, in Federal Judge Thomas C. Platt's Brooklyn courtroom when defendants Sam Goody, Inc. and its former vice president Sam Stolon each pleaded nolo contendere to one of the remaining charges against them. Judge Platt immediately sentenced Stolon to one year in prison and fined Goody, Inc. \$10,000. Stolon was directed to begin serving his sentence on Dec. 1 but was then granted another month to make preparations.

The pleas were part of an agreement, dated Nov. 2, with federal prosecutors in which the government agreed to drop all other remaining charges against the defendants. In addition, the government agreed to refrain from taking a position on the sentencing, and stated that it would not file further charges in respect to records acquired prior to the agreement.

### Copyright Infringement

Stolon agreed not to contest Count 6 of the original 16-count indictment handed down on Feb. 28, 1980 against the Goody corporation, its president George Levy and himself, which accused the three with knowingly dealing in counterfeit recorded product, especially prerecorded cassettes, from 1978-1980. Count 6 charged the defendants with copyright infringement concerning the distribution of unauthorized recordings of the RSO Records soundtrack to *Grease*.

Goody agreed not to contest Count 4 of the indictment, which charged interstate transportation of stolen property (ITSP), namely counterfeit recordings, between New York and Minnesota between Oct. 17, 1978 and Oct. 25, 1978.

In addition, both defendants agreed to waive the normal sentencing procedure whereby a panel of three judges, including

## Jem Forms Classical Music Imports Division

NEW YORK — Jem Records has formed a classical import division. David Hunt, a partner in New York classical record store Orpheus Remarkable Recordings, is in charge of ordering product and has assisted in compiling the division's new 76-page catalog, which has already been sent to retail buyers.

According to Hunt, European classical records offer superior quality and packaging. He added that in many cases classical music, as with much pop music, is released by companies overseas and not made available by sister companies in America. "Certain classical records of great historical value are constantly reprinted and upgraded in England and Europe," he said. "We hope Jem's involvement in the classical field will increase the customer's appetite for these recordings."

Hunt said that product handled by the Jem Classical Division will appeal both to experienced collectors and new customers interested in building classical libraries with superior product. "As it is harder and harder to find interesting popular music, a lot of people are turning to classical music," he explained, noting an expanded awareness of classical music through the increased use of classical scores for movies and television commercials. He added that the classical catalog includes both successful releases and "records for which I think there is a demand, but that no one has supplied before."

Anyone wishing a copy of the catalog can call Hunt at (212) 737-6088. Hunt will also handle all orders, which will be shipped from the Jem warehouse in South Plainfield, N.J.

the sentencing judge, make non-binding sentencing recommendations based on the probation report. Prior to sentencing, Judge Platt expressed great regret that this procedure was not open to him, saying that he had been "tortured" in the preceding eight weeks of sealed court proceedings during which the plea had been discussed, when he realized that he might have to hand out the sentence on his own.

### RICO Charges Dropped

On March 30, 1981, Judge Platt dismissed all charges against Levy and dropped six copyright infringement violation counts against Goody, Inc. and Stolon and a single Racketeer Influenced Corrupt Organization (RICO) charge against Goody, Inc. Then on April 9, a jury convicted Goody, Inc. on two ITSP counts and three counts of copyright infringement following a four-week trial. Stolon was also convicted of one ITSP count and one copyright infringement count.

On July 27, Judge Platt dismissed the guilty verdicts and ordered a new trial, alleging misconduct on the part of the prosecution. Since then the government had pursued legal remedies through the U.S. Court of Appeals until last August, when Joel Cohen, assistant attorney in charge of the U.S. Organized Crime Strike Force in Brooklyn and the prosecutor responsible for the case following the departure of original prosecutor John Jacobs in July, indicated that the government's efforts would instead be aimed at retrial following disposition of defense motions to dismiss the indictments.

Following defense attorney Martin Gold's portrayal of Stolon as a devoted family man who had already suffered extreme agony through the long period of highly publicized litigation, Judge Platt reiterated his belief that Stolon hadn't received a fair trial, and added that he had hoped that a second trial would "give a fair picture." But he noted that the nolo contendere plea is the same as a plea of guilty as far as the court is concerned, and added that he felt that the evidence was enough to sustain a guilty verdict.

Gold expressed "shock" at his client's sentence. "I've never seen anything so out of proportion," he said afterward. Cohen called the plea and sentence "a fair disposition."

Harvey T. McLain, vice president of Goody, Inc., was the officer representing the corporation at the hearing.

## FBI Raids N.C. Home Of Suspected Pirate

NEW YORK — North Carolina Federal Bureau of Investigation (FBI) agents seized over 4,000 bootleg audio cassettes, 463 reel-to-reel tapes, 489 video cassettes, 757 albums, two Beta and one VHS videocassette recorders and business records Oct. 22 at the premises of Wayne Rogers, 122 Buckeye Dr., Wilmington, N.C.

According to the affidavit leading to the search warrant, Rogers has been operating a record and cassette mail order company, doing business as Rock Rarities and Rock 'N Roll University for over nine years. He allegedly mailed bootleg products throughout the U.S. and abroad. The affidavit further discloses that Rogers' catalog contains over 5,000 tapes of live musical performances.

Rogers had previously been the subject of a 1977 action brought by CBS, Inc., Paul Simon and Art Garfunkel in U.S. District Court of Eastern North Carolina. The suit involved the unauthorized reproduction of a live performance of Simon & Garfunkel.

## TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1	11/6	39	11/6
FOREVER, FOR ALWAYS, FOR LOVE		WE GO A LONG WAY BACK	
LUTHER VANDROSS (Epic FE 38235)	1 5	BLOODSTONE	29 19
		(T-Neck/CBS FZ 38115)	
2		40	
LIONEL RICHIE		FRIENDS	
(Motown 6007ML)	4 5	SHALAMAR (Solar/Elektra S28)	41 39
3		41	
WHAT TIME IS IT?		IN THE HEAT OF THE NIGHT	
THE TIME (Warner Bros. 9 23701-1)	3 9	IMAGINATION (MCA-5373)	59 2
4		42	
GET LOOSE		KEEPIN' LOVE NEW	
EVELYN KING (RCA AFL1-4337)	2 10	HOWARD JOHNSON (A&M SP-4895)	39 17
5		43	
SILK ELECTRIC		THE OTHER WOMAN	
DIANA ROSS (RCA AFL1-4384)	5 5	RAY PARKER, JR. (Arista AL 9590)	43 30
6		44	
AS ONE		CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND	
KOOL & THE GANG (De-Lite/PolyGram DSR 8505)	7 7	VARIOUS ARTISTS (Warner Bros. 9 23718-1)	60 2
7		45	
JUMP TO IT		EVERY HOME SHOULD HAVE ONE	
ARETHA FRANKLIN (Arista AL 9602)	6 15	PATTI AUSTIN (Owest/Warner Bros. QWS 3691)	56 6
8		46	
VANITY 6		FIRST TAKE	
(Warner Bros. 9 23716-1)	9 7	THE VALENTINE BROTHERS (Bridge BR-101936)	49 12
9		47	
ZAPP II		AFTER 5	
ZAPP (Warner Bros. 9 23583-1)	8 15	BRICK (Bang FZ 38170)	47 4
10		48	
SNEAKIN' OUT		ALL THIS LOVE	
STACY LATTISAW (Cotillion/Atco 90002-1)	10 13	DeBARGE (Motown 6012G)	54 3
11		49	
THE MESSAGE		STEVIE WONDER'S ORIGINAL MUSIQUARIUM I	
GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH 268)	13 5	STEVIE WONDER (Tamlia/Motown 6002TL2)	50 25
12		50	
TANTALIZINGLY HOT		EDDIE MURPHY	
STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	11 15	(Columbia FC 38180)	38 12
13		51	
JEFFREY OSBORNE		SEVENTEEN	
(A&M SP-4896)	14 22	BILL SUMMERS & SUMMERS HEAT (MCA-5367)	57 2
14		52	
INSTANT LOVE		I'M THE ONE	
CHERYL LYNN (Columbia FC 38057)	12 19	ROBERTA FLACK (Atlantic SD 19354)	48 22
15		53	
GAP BAND IV		DOWN HOME	
THE GAP BAND (Total Experience/PolyGram TE-1-3001)	16 23	ZZ HILL (Malaco MAL 7406)	55 40
16		54	
LET ME TICKLE YOUR FANCY		UPSTAIRS AT ERIC'S	
JERMAINE JACKSON (Motown 6017ML)	17 15	YAZ (Sire 9 23737-1)	45 7
17		55	
SECOND TO NUNN		PROPOSITIONS	
BOBBY NUNN (Motown 6022)	22 6	THE BAR-KAYS (Mercury/PolyGram SRM-1-4065)	— 1
18		56	
WILD NIGHT		MY FAVORITE PERSON	
ONE WAY (MCA-5369)	21 4	THE O'JAYS (Philadelphia Int'l./CBS FZ 37999)	44 27
19		57	
THIS ONE'S FOR YOU		STREET OPERA	
TEDDY PENDERGRASS (Philadelphi Int'l./CBS FZ 38118)	18 13	ASHFORD & SIMPSON (Capitol ST-12207)	42 25
20		58	
IF THAT'S WHAT IT TAKES		HARD TIMES	
MICHAEL McDONALD (Warner Bros. 9 23703-1)	20 9	MILLIE JACKSON (Spring/PolyGram SP-1-6737)	— 1
21		59	
CHANGE		ICE 'N HOT	
BARRY WHITE (Unlimited Gold/CBS FZ 38048)	15 11	JERRY BUTLER (Fountain FR 2-82-1)	62 6
22		60	
THE BAD C.C.		TWO OF A KIND	
CARL CARLTON (RCA AFL1-4425)	25 5	EARL KLUUGH/BOB JAMES (Capitol ST-12244)	— 1
23		61	
THROWIN' DOWN		DREAMGIRLS	
RICK JAMES (Gordy/Motown 6005GL)	24 24	ORIGINAL BROADWAY CAST (Geffen GHSP 2007)	58 25
24		62	
THE OTHER SIDE OF THE RAINBOW		CALL ME GOODIE	
MELBA MOORE (Capitol ST-12243)	33 3	ROBERT "GOODIE" WHITFIELD (Total Experience/PolyGram TE-1-3002)	51 11
25		63	
NEW DIRECTIONS		ONE MORE MOUNTAIN	
TAVARES (RCA AFL1-4357)	23 8	THE FOUR TOPS (Casablanca/PolyGram NBLP 7266)	65 10
26		64	
HEARTBREAKER		HERE WE GO AGAIN	
DIONNE WARWICK (Arista AL 9609)	30 4	BOBBY BLAND (MCA-5297)	64 19
27		65	
DONNA SUMMER		LIVIN' IN THE NEW WAVE	
(Geffen GHS 2005)	26 15	ANDRE CYMONE (Columbia FC 38123)	74 2
28		66	
GWEN GUTHRIE		D TRAIN	
(Island/Atco 90004-1)	19 10	(Prelude PRL 14105)	— 1
29		67	
JANET JACKSON		WINDSONG	
(A&M SP-6-4907)	35 3	RANDY CRAWFORD (Warner Bros. 9 60142-1)	52 22
30		68	
ALICIA		REDD HOT	
ALICIA MYERS (MCA-5181)	32 8	SHARON REDD (Prelude PRL 14106)	71 2
31		69	
WE ARE ONE		BREAKIN' AWAY	
PIECES OF A DREAM (Elektra 9 60142-1)	27 16	AL JARREAU (Warner Bros. BSK 3576)	66 65
32		70	
GRAND SLAM		SO EXCITED	
THE SPINNERS (Atlantic 80020-1)	40 3	THE POINTER SISTERS (Planet/RCA BXL1-4355)	61 17
33		71	
THE REAL DEAL		BRILLIANCE	
THE ISLEY BROTHERS (T-Neck/CBS FZ 38047)	28 13	ATLANTIC STARR (A&M SP 4883)	72 34
34		72	
HONESTY		ABRACADABRA	
CURTIS MAYFIELD (Boardwalk NB 33256-1)	34 6	THE STEVE MILLER BAND (Capitol ST-12216)	68 6
35		73	
SUNRIZE		WISE GUY	
(Boardwalk NB-33257-1)	36 8	KID CREOLE AND THE COCONUTS (Ze/Sire ARK 3681)	63 21
36		74	
JUST AIN'T GOOD ENOUGH		THE DUDE	
JOHNNIE TAYLOR (Beverly Glen BG 10001)	46 3	QUINCY JONES (A&M SP-3721)	70 85
37		75	
WORDS, SOUNDS, COLORS, AND SHAPES		MOVING TARGET	
DONALD BYRD AND 125TH STREET, N.Y.C. (Elektra 9 60188-1)	37 6	GIL SCOTT-HERON (Arista AL 9606)	53 8
38			
TOUGH			
KURTIS BLOW (Mercury/PolyGram MX-1-505)	31 8		



**IT'S ABOUT ALFIE** — RCA Records recently hosted a reception for Allie Silas, the Los Angeles-based singer whose self-titled debut album has just been released by the label. Pictured at the fete are (l-r): Basil Marshall, manager, black music product management, RCA; Hilda Williams, manager, A&R administration, black music, RCA; Patrick Spencer, director, black music promotion, RCA; Silas; and Robert Wright, director, black music A&R, RCA.

## THE RHYTHM SECTION

**SHORT CUTS** — Phyllis Hyman, who last year made a successful Broadway stage debut in the Duke Ellington tribute *Sophisticated Ladies*, is shifting her career to the silver screen with a role in the movie *Doorman*, which will also star Anne Archer, Leon Isaac Kennedy and Mike Connors, who will also produce. Tony LoBianco is to direct the detective thriller... Believe In A dream/CBS artists The Reddings left Nov. 5 for a lengthy European road trip, including 24 concerts in places like Finland, Sweden, Denmark, Germany, Belgium, the Netherlands, Switzerland, Italy, France and England. The group will be promoting its latest LP, "Steamin' Hot"... Two Detroit community groups honored Smokey and Claudette Robinson at the city's Cobo Hall Nov. 5 during a benefit dinner. The Greater Queen Esther Chapter of Eastern and the King David Grand Chapter of Masons sponsored the tribute benefit to raise funds for the Detroit Children's Hospital Poison Center, which will be dedicated in the entertainer's name.

**YEARS TO REMEMBER** — A group called Dr. America is trying to get the jump on Prince with release of its Ice/Elektra single "1990." Prince's Warner Bros. single, "1999," looks a bit farther into the future of world destruction and other Armageddon celebrations. Both singles concern themselves musically with the dance floor, and lyrically the backdrops alternate between concern over impending doom and the last rites. Dr. America observes, "We got trouble in the White House/Party in the ghetto/When will it end?" Prince answers as he extrapolates on that White House trouble, saying, "2000 zero zero party over oops out of time/So tonight I'm gonna party like it's 1999." Prince's single is the title track to his specially priced two-record set (\$10.98 list) and Dr. America's history, produced by Norman Whitfield, may soon be part of an album.

**NEWFOUND FREEDOM** — John Abbey, a music industry veteran who is the publisher of *Blues and Soul* magazine published out of Atlanta, recently opened Uhuru International Records with Johnnie Mae Matthews. First act for the label is The ADC Band, the former Cotillion Records outfit that offered up several dance floor hits during its five year stay with the company. Abbey told *Cash Box* that the company would be releasing "12" and "7" versions of the group's first single, "Hot Legs," during the first of November. The album of the same name is due out in January. Abbey said the label would be trying to sign other acts through January and June of 1983. "One reason we started the label was because of the difficulty acts — good acts — have in getting signed," Abbey said. "With so many major labels cutting back their rosters, we've got the pick of the litter in selecting experienced recording acts for this new label." Domestically, Uhuru (the Swahili word for freedom) International will be distributed independently through facilities set up by Gordon Prince for his Detroit-based Birdie Records. Among the distributors are Big State (Southwest), Progress (Chicago), All South (New Orleans), Pacific (Northern California) and Alpha Distributors (New York). Internationally, the company will handle its own distribution, publishing and promotion through offices in London, Tokyo and an African headquarters in Lagos, Nigeria, set to open in January.

**VIDEO SCENE** — With the proliferation of cable systems nationwide in recent years, there has been a commensurate scramble to develop programming for such networks. Original drama and variety shows are becoming more prevalent in today's cable listings, along with the music video. While MTV has grabbed the limelight in this last area of cable programming, other shows, such as the *R&B Express*, *Dancin' On The Air* and various programs on the Black Entertainment Television network, are rising to challenge MTV, which caters almost exclusively to the rock audience. But labels are producing videos on black music acts, and many cable companies are jointly sponsoring full-length musicals or music revues for national cablecasting. Currently ready for airing or in development are three diverse music offerings. Island Records and Pictures is preparing release of a video on the iconoclastic Grace Jones titled *The One Man Show*, for November. Vestron Video will handle mail order business for Island with a distribution deal for conventional and cable outlets currently in negotiations. The video is structured in part around Jones' Drury Lane Theater show in London last year. It was directed by Jean-Paul Goude, who is credited with development of the singer's visual persona the last four years. Moving from the macabre and sexy to the seasoned and sexy, we arrive at Nancy Wilson, who will be featured in *A Very Special Concert* over ON-TV. Wilson will be performing tunes from a concert she did with some of the guys from *Return To Forever*, like keyboardist Chick Corea, Stanley Clarke, drummer Lenny White and veteran saxophonist Joe Henderson. The footage, produced by Michael M. Galer and Gary Legon, was taped at the Country Club in the San Fernando Valley of Los Angeles. The music from the same video was used for a recent Elektra/Musician album, titled "Echoes Of An Era 2/The Concert." The final offering comes from the now venerable Broadway hit *Sophisticated Ladies*, which Oak Media Development Corp. plans to offer to its ON-TV systems on a one time only basis, Nov. 5, as a pay-per-view special. The two-hour telecast will be aired from Broadway's Lunt-Fontanne Theatre and will feature Hinton Battle, Paula Kelly, Phyllis Hyman, Terri Klausner, Gregg Burge, Leata Galloway, Garry Q. Lewis and Calvin McRae. The Tony Award-winning musical is also set to air over other cable systems.

**FOR THE RECORD** — In the Oct. 30 issue of *Cash Box* on this page, John Stainze's title in the picture caption was incorrect. He is actually vice president, West Coast A&R, for PolyGram. We regret any inconvenience caused by the error. **michael martinez**

# TOP 100 BLACK CONTEMPORARY SINGLES

November 13, 1982

	Weeks On Chart		Weeks On Chart		Weeks On Chart
	11/6		11/6		11/6
<b>1 SEXUAL HEALING</b> MARVIN GAYE (Columbia 38-03302)	3	<b>35 PACK JAM</b> JONZUN CREW (Tommy Boy TB-826)	26	<b>68 TURN TO ME</b> MAXINE NIGHTINGALE FEATURING JIMMY RUFFIN (Highrise SHR-2004)	—
<b>2 LOVE COME DOWN</b> EVELYN KING (RCA JH-1327)	1	<b>36 MT. AIRY GROOVE</b> PIECES OF A DREAM (Elektra E-47482)	38	<b>69 TAKE IT OFF</b> CHOCOLATE MILK (RCA PB-13364)	84
<b>3 MUSCLES</b> DIANA ROSS (RCA PB-13348)	4	<b>37 THE MESSAGE</b> GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill 584)	33	<b>70 I CAN'T WIN FOR LOSING</b> TEDDY PENDERGRASS (Philadelphia Int'l./CBS ZS4 03284)	58
<b>4 BAD BOY/HAVING A PARTY</b> LUTHER VANDROSS (Epic 14-03205)	5	<b>38 RIBBON IN THE SKY</b> STEVIE WONDER (Temple/Motown 1639)	23	<b>71 BLACK HOLE BOP</b> X-25 BAND (HCRC WS9-01396)	51
<b>5 TRULY</b> LIONEL RICHIE (Motown 1644)	7	<b>39 LADY IN RED/I DON'T WANT TO LOSE THIS FEELING</b> ALPHONSE MOUZON (Highrise SHR-2000)	47	<b>72 STROKIN'</b> DYNASTY (Soler/Elektra 7-69927)	82
<b>6 777-9311</b> THE TIME (Warner Bros. 7-29952)	2	<b>40 GO ON AND CRY</b> BLOODSTONE (T-Neck/CBS ZS5-03049)	34	<b>73 KEEPIN' LOVE NEW</b> HOWARD JOHNSON (A&M 2448)	81
<b>7 1999</b> PRINCE (Warner Bros. 7-29896)	10	<b>41 LOOPZILLA</b> GEORGE CLINTON (Capitol B-5160)	50	<b>74 SHE'S SO DIVINE</b> THE LIMIT (Ariste AS1003)	48
<b>8 LOVE'S COMIN' AT YA</b> MELBA MOORE (EMI America B-8126)	8	<b>42 I AM CHANGING</b> JENNIFER HOLLIDAY (Geffen 7-29910)	44	<b>75 SCORPIO</b> GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH790)	87
<b>9 IF THIS WORLD WERE MINE</b> CHERYL LYNN WITH LUTHER VANDROSS (Columbia 18-03204)	6	<b>43 DO SOMETHING</b> GOODIE (Total Experience/PolyGram TE8202)	35	<b>76 VERY SPECIAL PART</b> JERMAINE JACKSON (Motown 1649)	86
<b>10 JUMP TO IT</b> ARETHA FRANKLIN (Arista AS 0699)	9	<b>44 DANCE FLOOR (Part 1)</b> ZAPP (Warner Bros. 7-29961)	40	<b>77 ALL NIGHT LONG</b> STARPOINT (Chocolate City/PolyGram CC3236)	85
<b>11 ON THE WINGS OF LOVE</b> JEFFREY OSBORNE (A&M 2434)	12	<b>45 IT'S OUR OWN AFFAIR</b> RAY PARKER JR. (Arista AS 1014)	49	<b>78 OOH BABY</b> WEST STREET MOB (Sugar Hill SH-588)	66
<b>12 LET ME TICKLE YOUR FANCY</b> JERMAINE JACKSON (Motown 1628FM)	11	<b>46 LET'S GO DANCIN' (OOH LA, LA, LA)</b> KOOL & THE GANG (De-Lite/PolyGram DE824)	73	<b>79 IN AND OUT</b> WILLIE HUTCH (Motown 1637)	90
<b>13 YOU DROPPED A BOMB ON ME</b> THE GAP BAND (Total Experience/PolyGram TE 8203)	13	<b>47 HEARTBREAKER</b> DIONNE WARWICK (Arista AS1015)	54	<b>80 PLAY AT YOUR OWN RISK</b> PLANET PATROL (Tommy Boy 825)	88
<b>14 BABY I NEED YOUR LOVING</b> CARL CARLTON (RCA PB-13313)	15	<b>48 I WANT TO THANK YOU</b> ALICIA MYERS (MCA 52107)	52	<b>81 LET ME BE CLOSE TO YOU</b> THE VALENTINE BROS. (Bridge BR-1984)	89
<b>15 A PENNY FOR YOUR THOUGHTS</b> TAVARES (RCA PB-13292)	16	<b>49 STATE OF INDEPENDENCE</b> DONNA SUMMER (Geffen 7-29895)	53	<b>82 PEOPLE TREAT YOU FUNKY</b> RICHARD "DIMPLES" FIELDS (Boardwalk NB-11-164-7)	—
<b>16 I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR)</b> MICHAEL McDONALD (Werner Bros. 7-29933)	17	<b>50 STAY WITH ME</b> R.J.'s LATEST ARRIVAL (Zoo York WS4 03228)	55	<b>83 HANGIN'</b> CHIC (Atlantic 7-89954)	—
<b>17 BIG FUN</b> KOOL & THE GANG (De-Lite/PolyGram DE 822)	14	<b>51 SEVENTEEN</b> BILL SUMMERS & SUMMERS HEAT (MCA 52115)	56	<b>84 AIN'T NOBODY, BABY</b> CON FUNK SHUN (Mercury/PolyGram 76185)	—
<b>18 ATTACK OF THE NAME GAME</b> STACY LATTISAW (Cotillion/Atco 7-99968)	19	<b>52 BODY SLAM</b> BOOTSYS'S RUBBER BAND (Warner Bros. 7-29889)	59	<b>85 SITUATION</b> YAZ (Sire 7-29953)	37
<b>19 KEEP AWAY GIRLS</b> STEPHANIE MILLS (Casablanca/PolyGram NB2354)	21	<b>53 WALK ON BY</b> D TRAIN (Prelude PRL 8057)	61	<b>86 TOUGH</b> KURTIS BLOW (Mercury/PolyGram 76170)	50
<b>20 GIVE ME YOUR LOVE</b> PEABO BRYSON (Capitol B-5157)	18	<b>54 I'M SO EXCITED</b> POINTER SISTERS (Planet/RCA JH-13327)	57	<b>87 BETCHA SHE DON'T LOVE YOU</b> EVELYN KING (RCA PB-13380)	—
<b>21 SHE'S JUST A GROUPIE</b> BOBBY NUNN (Motown 1643)	24	<b>55 GOT TO BE THERE</b> CHAKA KHAN (Werner Bros. 7-29881)	74	<b>88 SHE BLEW MY MIND (69 TIMES)</b> RICK JAMES (Gordy/Motown 1646)	—
<b>22 YOUNG LOVE</b> JANET JACKSON (A&M 2440)	25	<b>56 WOMAN IN MY LIFE</b> STEVIE WOODS (Cotillion/Atco 7-99980)	46	<b>89 KELLY'S EYES</b> ANDRE CYMONE (Columbia 38-03301)	—
<b>23 NASTY GIRL</b> VANITY 6 (Warner Bros. 7-29908)	28	<b>57 MOVIN' VIOLATION</b> SKYY (Salsoul/RCA S7 7038)	65	<b>90 MS. FINE BROWN FUNK</b> SLY JOHNSON (Boardwalk NB-99904-9)	—
<b>24 PUT IT IN A MAGAZINE</b> SONNY CHARLES (Highrise SHR-2001)	31	<b>58 SPECIAL OCCASION</b> MILLIE JACKSON (Spring/PolyGram SP 3028)	67	<b>91 PERFECT LOVE</b> ATLANTIC STARR (A&M 2435)	42
<b>25 MAGIC IN THE MOONLIGHT</b> SPINNERS (Atlantic 7-89962)	29	<b>59 IT'S ALRIGHT WITH ME</b> THE ISLEY BROTHERS (T-Neck/CBS ZS4 03281)	62	<b>92 BABY, COME TO ME</b> PATTI AUSTIN (Qwest/Werner Bros. QWE50036)	94
<b>26 DOO WA DITTY (BLOW THAT THING)</b> ZAPP (Warner Bros. 7-29891)	45	<b>60 SWEET BABY</b> HARRY RAY (Sugar Hill SH 789)	72	<b>93 SO FINE</b> HOWARD JOHNSON (A&M 2415)	39
<b>27 HIGH HOPES</b> THE S.O.S. BAND (Tabu/CBS ZS4 03248)	30	<b>61 USED TO BE</b> CHARLENE & STEVIE WONDER (Motown 1650)	83	<b>94 GIRL, YOU ARE THE ONE</b> ALFONZO (Joe-Wes 81003)	63
<b>28 WHAT ABOUT MY LOVE</b> JOHNNIE TAYLOR (Beverly Glen BG-2002)	32	<b>62 WILD GIRLS</b> KLYMAXX (Solar/Elektra 7-69955)	69	<b>95 LOVE IT AWAY</b> ASHFORD & SIMPSON (Capitol P-B-5146)	43
<b>29 YOUR PRECIOUS LOVE</b> AL JARREAU AND RANDY CRAWFORD (Warner Bros. 7-29893)	36	<b>63 IN MOTION</b> FREDA PAYNE (Sutra SUA 117)	71	<b>96 PUT YOUR MONEY WHERE THE FUNK IS</b> MANDRILL (Montege 1222)	—
<b>30 CHANGE</b> BARRY WHITE (Unlimited Gold/CBS ZS5 02956)	20	<b>64 NIPPLE TO THE BOTTLE</b> GRACE JONES (Island/Atco 7-99963)	75	<b>97 AND YOU KNOW THAT</b> THE JAMMERS (Salsoul/RCA S7 7036)	95
<b>31 DO IT (LET ME SEE YOU SHAKE)</b> THE BAR-KAYS (Mercury/PolyGram 76187)	41	<b>65 THE SMURF</b> TYRONE BRUNSON (Believe In A Dream/CBS ZS4 03163)	78	<b>98 STOPI DON'T TEASE ME</b> DEBARGE (Gordy/Motown 1635)	68
<b>32 THE GIRL IS MINE</b> MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)	—	<b>66 WILD NIGHT</b> ONE WAY (MCA-52133)	80	<b>99 ALL OF MY LOVE</b> BOBBY CALDWELL (Polydor/PolyGram PD-2212)	64
<b>33 WHO'S STICKIN' IT?</b> SUNRIZE (Boardwalk NB-11-151-7)	22	<b>67 GIVE IT TO ME BABY</b> CHERI (Venture 5022)	70	<b>100 BEAT THE STREET</b> SHARON REDD (Prelude 8058)	77
<b>34 IT SHOULD HAVE BEEN YOU</b> GWEN GUTHRIE (Island/Atco IL 150)	27				

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

A Penny For (Kenny Nolan/Downtown — ASCAP) . . . 15	Hangin' (Chic — BMI) . . . 83	Magic In The (Bull Pen — BMI) . . . 25	Special Occasion (Unichappell — BMI) . . . 58
Ain't Nobody (Val-ie Joe/Bee Jermaine — BMI) . . . 84	Heartbreaker (Gibb Bros. — BMI) . . . 47	Mt. Airy Groove (G.W. Jr./Outer National — ASCAP) 36	State of (WB — ASCAP/Spheric B.V. Bume/Toughnot — PRS) . . . 49
All My Love (Bobby Caldwell/Happy Stepchild — BMI) . . . 99	High Hopes (Interior/Irving — BMI/Richer — ASCAP) 27	Movin' Violation (Alligator — ASCAP) . . . 57	Stay With Me (Arrival — BMI) . . . 50
All Night Long (Harridur/Licyndiana/Adm. by Ensign — BMI) . . . 77	I Am (Dreamgirls — ASCAP/Dreamettes — BMI) . . . 42	Ms. Fine Brown (On The Boardwalk/Syl-Zel — BMI) 90	Stop! Don't Jobete — ASCAP) . . . 98
And You Know (Salsoul/Love Magician — ASCAP) 97	I'm So (Brintree/Till Dawn/Blackwood — BMI) . . . 54	Muscles (Mijac — BMI) . . . 3	Strokin' (L.F.S.III/Spectrum VII — ASCAP) . . . 72
Attack Of (Gratitude Sky — ASCAP/Pologrounds — BMI) . . . 18	I Can't Win (Mighty Three — BMI) . . . 70	Nasty Girl (Girl's Song — ASCAP) . . . 23	Sweet Baby (Sugar Hill — BMI) . . . 60
Baby, Come To Me (Roadsongs — PRS) . . . 92	I Keep (Yellow Dog — ASCAP) . . . 16	Nipple To The (Ackee/Grace Jones Entrp. — ASCAP/Island — BMI) . . . 64	Take It Off (Cessess/Million Dollar — BMI) . . . 69
Baby I Need (Jobete Music — BMI) . . . 14	I Want To (Perk's/Duchess/MCA — BMI) . . . 48	On The Wings (Lincoln Pond/Almo/Merch 9 — ASCAP) . . . 11	The Girl Is Mine (Mijac — BMI) . . . 32
Bad Boy (ABKCO — BMI/Legs — ASCAP) . . . 4	If This World Were Mine (Jobete Music — BMI) . . . 9	Ohh Baby (Sugar Hill — BMI) . . . 78	The Message (Sugar Hill — BMI) . . . 37
Beat The Street (Phylmar/Eric Matthew/Paynetronics — ASCAP) . . . 100	In And Out (Stone Diamond — BMI) . . . 79	Pack Jam (Tommy Boy — ASCAP) . . . 35	The Smurf (Dextols/Band of Angels — BMI) . . . 65
Betcha She Don't (Music Corp. of America/Keshif — BMI) . . . 87	In Motion (Amber Pess/Richer — ASCAP) . . . 63	People Treat You (On The Boardwalk/Dat Richfield Ket — BMI/Songs Can Sing — ASCAP) . . . 82	Tough (Original/Funkgroove/Rushgroove — ASCAP) . . . 88
Big Fun (Delightful Music — BMI) . . . 17	It Should Have (Ackee — ASCAP) . . . 34	Perfect Love (Irving/Baby Shoes/Poopy — BMI) . . . 91	Truly (Brockman — BMI) . . . 5
Black Hole Bop (Funtown — BMI) . . . 71	It's Alright (April/Bovina — ASCAP) . . . 59	Play At Your (Shakin' Baker — BMI) . . . 80	Turn To Me (Peer Int./I Corp./Jet D'eu/Cinescore — BMI) . . . 68
Body Slam (Mash-A-Mug — BMI) . . . 52	It's Our Own (Raydiola — ASCAP) . . . 45	Put It In (Parl-Wex/Sun Hill — ASCAP) . . . 24	Used To Be (Stone Diamond — BMI) . . . 61
Change (Seven Songs/Ba-Dake — BMI) . . . 30	Jump To It (Uncle Ronnie's/April/Sunset Burgandy — ASCAP) . . . 10	Put Your Money (Deep Canyon/Mandrill — ASCAP) 96	Very Special (Jobete — ASCAP) . . . 76
Dance Floor (Troutman's — BMI) . . . 44	Keep Away Girls (Nick-O-Val — ASCAP) . . . 19	Ribbon In (Jobete/Black Bull (TM) — ASCAP) . . . 38	Walk On By (Blue Sees/Jac — ASCAP) . . . 53
Do It (Warner-Tamerlane/Bar-Kays — BMI) . . . 31	Keepin' Love New (Duchess — BMI) . . . 73	Scorpio (Sugar Hill — BMI) . . . 75	Wild Girls (Flye-Tyme/Spectrum VII — ASCAP) . . . 62
Do Something (Total Experience — BMI) . . . 43	Kelly's Eyes (Ultrawave — BMI) . . . 89	777-9311 (Tionna — ASCAP) . . . 6	Wild Night (Perk's Duchess — BMI) . . . 66
Doo Wa Ditty (Troutman's — BMI) . . . 26	Lady In Red (Mouzou — ASCAP) . . . 39	Seventeen (Bilsun Music — BMI) . . . 51	Woman In My (Blackwood — BMI/April/Monster! — ASCAP) . . . 56
Girl, You Are (Llaka/Fonz/Lindee — ASCAP) . . . 94	Let Me Be (Stan/Flo — BMI) . . . 81	Sexual Healing (April — ASCAP) . . . 1	You Dropped (Total Experience — BMI) . . . 13
Give It To (Barcum/I ygroton — BMI) . . . 67	Let Me Tickle (Black Stallion — ASCAP/Fet Jack The Second — BMI) . . . 12	She's Just A (Stone Diamond — BMI) . . . 21	Young Love (A Le Mode/Ariste — ASCAP) . . . 22
Give Me Your (WB/Peabo — ASCAP) . . . 20	Let's Go Dancin' (Delightful — BMI/Double F — ASCAP) . . . 46	She's So Divine (Ladybird — BMI) . . . 74	Your Precious (Jobete — ASCAP) . . . 29
Go On And Cry (Triple Three — BMI) . . . 40	Loopzilla (Malbiz/Jobete — BMI) . . . 41	Situation (Stainless Music — BMI) . . . 65	
Got To Be (Jobete/Glenwood — ASCAP) . . . 55	Love Come (Music Corp. of America/Keshif — BMI) 2	So Fine (Duchess/Kashif — BMI) . . . 93	
	Love It Away (Nick-O-Val — ASCAP) . . . 95		
	Love's Comin' At Ya (Mighty M — ASCAP) . . . 8		

# MOST ADDED SINGLES

- THE GIRL IS MINE — MICHAEL JACKSON/PAUL McCARTNEY — EPIC**  
KMJQ, WGPR-FM, WAIL, KDAY, KGfJ, WLOU, WNHC, WCIN, WIGO, WDIA, WBMX, WTLC, WPLZ, WSOK, WOKB, WPAL, WAMO, WRAP, KPRS, WZEN-FM
- BETCHA SHE DON'T LOVE YOU — EVELYN KING — RCA**  
WGPR-FM, KSOL, WAWA, KOKA, WATV, OK100, WNHC, WILD, V103, WTLC, WWIN, WPAL, KPRS
- GOT TO BE THERE — CHAKA KHAN — WARNER BROS.**  
KMJQ, KGfJ, WAWA, WDMT, WLOU, WGIV, WBMX, WTLC, WPAL, KPRS, WWDM, KUKQ, WZEN-FM
- PEOPLE TREAT YOU FUNKY — RICHARD "DIMPLES" FIELDS — BOARDWALK**  
KDAY, WDMT, WLOU, WIGO, WTLC, WDAS, WGCI, WPAL, WYLD-FM, KPRS, WWDM, WZEN-FM
- LET'S GO DANCIN' — KOOL & THE GANG — DE-LITE/POLYGRAM**  
WGPR-FM, WLLC, WDMT, WLOU, WATV, WUFO, WIGO, WTLC, WPLZ, WOKB, WZEN-FM
- USED TO BE — CHARLENE & STEVIE WONDER — MOTOWN**  
WGPR-FM, WLLC, WDMT, OK100, WUFO, WIGO, WPAL, WRKS, KPRS, WWDM, WZEN-FM

# MOST ADDED ALBUMS

- SKYJAMMER — SKYY — SALSOL/RCA**  
WPAL, WSOK, WJLB, WDAS, WTLC, WCIN, WILD, WUFO, WATV, WDAO, WAWA
- "CASINO LIGHTS" — VARIOUS ARTISTS — WARNER BROS.**  
WAWA, WLOU, WATV, OK100, WNHC, WILD, WSOK, WAMO, WRBD
- RIGHT BACK AT CHA! — DYNASTY — SOLAR/ELEKTRA**  
WGPR-FM, WAWA, WDAO, WILD, WTLC, WPAL, WRBD

# UP AND COMING

- DO IT ANY WAY YOU WANT — ROBERT WINTERS & FALL — CASABLANCA/POLYGRAM**  
**I WAS TIRED OF BEING ALONE — PATRICE RUSHEN — ELEKTRA**  
**SHOCK THE MONKEY — PETER GABRIEL — GEFEN**  
**MANEATER — DARYL HALL & JOHN OATES — RCA**

# BLACK RADIO HIGHLIGHTS

**V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — M. GAYE**  
 HOTS: D. Ross, Prince, L. Vandross, E. King, L. Richie, Tavares, Zapp, C. Carlton, The Time, M. Moore, C. Lynn, S. Mills, Bar-Kays, M. McDonald, J. Osborne, Extra-T's, Fatback, R. Parker, Jr., S.O.S. Band, Sunrize. ADDS: Hall & Oates, J. Cocker/J. Warnes, Spyro Gyra, D. Williams, P. Gabriel, P. Rushen, E. King, Zapp, Steptoe, Rocket, T. Basil. LP ADDS: Men At Work, Four Tops, E. Klugh/B. James.

**WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — M. GAYE**  
 HOTS: Zapp, E. King, C. Lynn, L. Vandross, Prince, S. Mills, The Time, L. Richie, M. Jackson/P. McCartney, Planet Patrol. ADDS: Chocolate Milk, Charlene/S. Wonder, G. McCrae, D. Warwick, A. Myers, Kool & The Gang, R.D. Fields.

**WILD — BOSTON — STEVE CRUMBLY, PD — #1 — TAVARES**  
 JUMPS: 4 To 2 — L. Richie, 12 To 3 — M. Gaye, 9 To 4 — B. Nunn, 15 To 8 — Vanity 6, 10 To 7 — ABC, 17 To 13 — D. Summer, 18 To 15 — S. Mills, 22 To 16 — Zapp, 20 To 17 — J. Osborne, 22 To 18 — A. Myers, 25 To 19 — Prince, Ex To 21 — Kool & The Gang, Ex To 22 — H. Johnson, Ex To 23 — I-Level, Ex To 24 — Midnight Star, Ex To 25 — Gap Band, Ex To 28 — Bar-Kays, Ex To 30 — Skyy. ADDS: M. Jackson, E. King, McFadden & Whitehead, D Train, Robert Winter & Fall, M. Joseph, Latimore. LP ADDS: Skyy, Casino Lights, Dynasty, One Way, Mandrill, Janet Jackson.

**WGIV — CHARLOTTE — HAL HARRILL, PD — #1 — ZAPP**  
 HOTS: M. Moore, Jammers, D Train, Prince, B. Nunn, Janet Jackson, The Time, S. Mills, S. Charles, L. Vandross, P. Bryson, L. Richie, M. Gaye, B. Summers, R. Parker, Jr., C. Lynn, D. Ross. ADDS: M. Jackson, Alfonzo, Chic, Grand Master Flash, W. Devaughn, ZZ Hill, W. Hutch, C. Khan.

**WBMX — CHICAGO — LEE MICHAELS, PD — #1 — THE TIME**  
 HOTS: P. Bryson, M. Moore, Fatback, L. Vandross, J. Osborne, G. Guthrie, J. Taylor, D. Ross, Jonzun Crew, Yaz, B. Nunn, S. Mills, D. Byrd, B. Summers, M. Gaye, Boots's Rubber Band, Spinners, T. Pendergrass, J. Holiday, Valentine Brothers, Cheri, A. Jarreau/R. Crawford, D. Morgan. ADDS: Bar-Kays, One Way, C. Khan, M. Joseph, Jermaine Jackson, McFadden & Whitehead, M. Jackson/P. McCartney, R. Winter & Fall, A. Mouzon, R.G.&B., O. Williams.

**WGCI — CHICAGO — RICHARD PEGUE, PD — #1 — L. VANDROSS**  
 HOTS: B. Summers, Wrecking Crew, Joe Jackson, Valentine Brothers, S. Redd, M. Jackson/P. McCartney, S. Mills, G. Guthrie, Boots's Rubber Band, M. Moore, Prince, G. Clinton, Janet Jackson, D. Ross, L. Richie, M. Gaye, Jonzun Crew, B. Nunn, E. King. ADDS: Chocolate Milk, R. D. Fields, DeBarge, S.O.S. Band, Jermaine Jackson, Imagination, Bobby M., D. Fagen, E. Klugh/B. James, R. Lewis, Mitchell. LP ADDS: R. James, C. Khan, Amusement Park.

**WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — L. RICHIE**  
 HOTS: D. Ross, M. Gaye, Vanity 6, L. Vandross, S. Lattisaw, C. Lynn, Grand Master Flash, Prince, L. Branigan, P. Bryson, M. Jackson/P. McCartney, Olivia Newton-John, J. Osborne, The Time, D. Fagen, D. Summer, Planet Patrol, Boots's Rubber Band, Chicago, A. Jarreau/R. Crawford. ADDS: S.O.S. Band, Charlene/S. Wonder, C. Khan, S. Johnson, Fleetwood Mac, Janet Jackson, J. Holliday, Gap Band, R.D. Fields, Kool & The Gang.

**WJMO — CLEVELAND — ERIC STONE, PD — #1 — E. KING**  
 HOTS: Sunrize, P. Bryson, J. Osborne, S. Mills, D. Ross, A. Myers, Pointer Sisters, J. Holiday, Pieces Of A Dream. ADDS: G. Clinton, Grand Master Flash, F. Payne, Cheri, D Train, M. Nightingale, C. Anderson, S. Hooper, R.G.&B.

**WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — M. GAYE**  
 HOTS: L. Richie, D. Ross, A. Jarreau/R. Crawford, Pieces Of A Dream, Extra-T's, Bar-Kays, X-25 Band, Dayton, S. Redd. ADDS: S.O.S. Band, Dynasty, B.B.&Q. Band, G. Jones, Slave, M. Joseph. LP ADDS: Skyy, Dynasty.

**KDKO — DENVER — BYRON PITTS, PD — #1 — M. GAYE**  
 HOTS: D. Ross, Prince, J. Taylor, S. Johnson, Skyy, Chic, Bar-Kays, Chocolate Milk, B. Story. ADDS: Hot Chocolate, Orbit, D. Morgan, R. Winters & Fall, R. Flack, Tierra, W. Hutch, Junior. LP ADDS: M. Gaye.

**WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — SUNRIZE**  
 HOTS: B. Nunn, L. Vandross, S. Mills, Prince, D. Ross, Janet Jackson, M. Gaye, Grand Master Flash, Planet Patrol. ADDS: Kool & The Gang, G.E. Thomas, Orbit, M. Jackson/P. McCartney, Charlene/S. Wonder, M. Nightingale, E. King, Stone, P. Rushen, Starpoint, Capt. Sky, Kenny "G." LP ADDS: Grand Master Flash, Enchantment, Dynasty, U. McCullough.

**WJLB — DETROIT — J. MICHAEL McKAY, PD — #1 — M. GAYE**  
 HOTS: M. McDonald, Zapp, Tavares, Prince, J. Osborne, A. Jarreau/R. Crawford, M. Moore, P. Austin, S. Charles, Planet Patrol, L. Vandross, L. Richie, D. Ross, Vanity 6. ADDS: Warp 9, Bar-Kays, C.-Brand, R.J.'s Latest Arrival. LP ADDS: Skyy.

**KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — M. GAYE**  
 JUMPS: 26 To 17 — Janet Jackson, 32 To 23 — A. Jarreau/R. Crawford, 39 To 28 — P. Austin, 37 To 29 — W. DeVaughn, Ex To 31 — Bar-Kays, Ex To 36 — Charlene/S. Wonder. ADDS: M. Jackson/P. McCartney, A. Mouzon, Maze, A. Myers, L. Ritenour, M. Moore, C. Khan. LP ADDS: Janet Jackson, D. Ross, L.J. Reynolds, Hall & Oates.

**WTLC — INDIANAPOLIS — KELLY CARSON, PD — #1 — THE TIME**  
 HOTS: Jonzun Crew, L. Vandross, S. Lattisaw, S. Arrington, J. Osborne, Pieces Of A Dream, Raw Silk, D. Summer, M. Gaye, D. Byrd, D. Ross, S. Charles, B. Nunn, Boots's Rubber Band, R. Jones, Prince, Extra-T's, Pointer Sisters, S. Wonder, G. Clinton. ADDS: C. Khan, M. Jackson/P. McCartney, S. Johnson, T. Basil, Chic, E. King, H. Ray, W. Hutch, Wrecking Crew, R.D. Fields, Kool & The Gang, LP ADDS: Skyy, M. Moore, R. Lewis, Enchantment, Dynasty, D. Warwick, Sunfire, E. Klugh/B. James, Grand Master Flash.

**KPRS — KANSAS CITY — DELL RICE, PD — #1 — THE TIME**  
 JUMPS: 7 To 2 — Tavares, 14 To 4 — B. Nunn, 10 To 3 — A. Myers, 15 To 5 — P. Bryson, 16 To 6 — C. Lynn, 37 To 7 — M. Gaye, 17 To 8 — J. Osborne, 22 To 9 — Fatback, 24 To 21 — Cheri, 27 To 10 — L. Vandross, 30 To 11 — Young Delegation, 31 To 12 — W. Hutch, 32 To 13 — First Love, 33 To 14 — Superior Movement, 35 To 15 — D. Ross, 36 To 16 — Boots's Rubber Band, 38 To 17 — Isley Brothers, 39 To 18 — G. Clinton, 40 To 19 — Prince, Ex To 22 — M. Moore, Ex To 23 — D Train, Ex To 24 — Janet Jackson, Ex To 25 — B. Williams, Ex To 26 — Space People, Ex To 27 — G. Anderson, Ex To 28 — S. Lattisaw, Ex To 29 — D. Warwick, Ex To 30 — B. Summers, Ex To 31 — R. Parker, Jr., Ex To 32 — S.O.S. Band, Ex To 33 — Valentine Brothers, Ex To 34 — Starpoint, Ex To 35 — L. Richie, Ex To 36 — D. Fagen, Ex To 37 — D. Summer, Ex To 38 — A. Jarreau/R. Crawford, Ex To 39 — S. Coleridge, Ex To 40 — Grand Master Flash. ADDS: Omni, M. Jackson/P. McCartney, Asia, R. Stewart, McFadden & Whitehead, B.B.&Q. Band, Wrecking Crew, Material, G. Jones, Midnight Star, Chic, R. Winters & Fall, C. Khan, M. Joseph, Charlene/S. Wonder, R. Fields, E. King. LP ADDS: Rocket, A. Cymone.

**KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — M. GAYE**  
 HOTS: Zapp, L. Vandross, Prince, D. Ross, L. Richie, A. Jarreau/R. Crawford, M. Jackson/P. McCartney, Vanity 6, Spinners. ADDS: M. Jackson/P. McCartney, T. Brunson, Bar-Kays, One Way, S. Charles, R. Fields. LP ADDS: Prince.

**KGfJ — LOS ANGELES — GEORGE MOORE, PD — #1 — L. VANDROSS**  
 HOTS: Zapp, J. Osborne, Janet Jackson, J. Taylor, D. Ross, M. Gaye, B. Nunn, Prince, C. Carlton. ADDS: M. Jackson/P. McCartney, H. Ray, Chic, C. Khan, G. Jones, Junior, M. Moore.

**WDIA — MEMPHIS — CARL CONNER, PD**  
 HOTS: Bar-Kays, Prince, M. Gaye, L. Vandross, L. Richie, G. Clinton, D. Ross, Boots's Rubber Band, The Time, B. Nunn, S. Lattisaw, Zapp, S. Mills, C. Lynn. ADDS: D Train, D. Williams, J. Holliday, M. Jackson/P. McCartney, S. Charles, T. Brunson. LP ADDS: M. Moore.

**WAWA — MILWAUKEE — JIMMY GOODYME, PD — #1 — M. GAYE**  
 HOTS: L. Vandross, DeBarge, Vanity 6, B. Nunn, C. Carlton, D. Ross, S. Mills, The Limit, Janet Jackson, J. Osborne, R.J.'s Latest Arrival, Prince, W. Hutch, G. Clinton, Bar-Kays, R. Parker, Jr., Spinners, Tavares, J. Taylor, Jermaine Jackson. ADDS: One Way, Boots's Rubber Band, C. Khan, E. King. LP ADDS: Vanity 6, Casino Lights, Dynasty, Skyy.

**WNHC — NEW HAVEN — JAMES JORDAN, PD — #1 — M. MOORE**  
 HOTS: C. Lynn, C. Carlton, Vanity 6, M. Gaye, L. Richie, ABC, I-Level, D. Ross, Pieces Of A Dream, Tavares, M. McDonald, S. Lattisaw, S. Mills, D. Williams, Janet Jackson, Kool & The Gang, Prince, Capt. Sensible, Weather Girls, D Train. ADDS: P. Gabriel, Valentine Brothers, N. Martin, Orbit, M. Jackson/P. McCartney, M. Sadane, E. King, R. Flack, A. Cymone, M. Jackson, Alfonzo, Lavie & Co., Hurt 'Em Bad. LP ADDS: Casino Lights, M. Moore.

**WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — PRINCE**  
 HOTS: D. Ross, L. Vandross, M. Gaye, Vanity 6, L. Richie, Hall & Oates, Olivia Newton-John, Pieces Of A Dream, The Time, Janet Jackson, Planet Patrol, D. Summer, Tavares, B. Caldwell, ABC, J. Osborne, Zapp, Kool & The Gang, D Train, D. Fagan. ADDS: A. Mouzon, T. Brunson, M. Jackson/P. McCartney, Cocker/Warnes, S. Johnson, G. Gaynor, Trio.

**WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — L. VANDROSS**  
 HOTS: The Time, C. Lynn, M. Gaye, D. Ross, J. Osborne, M. McDonald, Pieces Of A Dream, Sunrize, Tavares, C. Carlton, Magic Lady, Valentine Bros., D. Summer, S. Charles. ADDS: Shakatak, Bar-Kays, Lavie & Co., T. Brunson, R. Fields, G. Clinton, M. Nightingale.

**WRKS — NEW YORK — BARRY MAYO, PD — #1 — M. GAYE**  
 JUMPS: Ex To 10 — Kool & The Gang, 27 To 21 — J. Osborne, Ex To 26 — Tavares, Ex To 29 — Warp 9, Ex To 30 — Prince. ADDS: S. Charles, M. Moore, Charlene/S. Wonder, Madonna, C. Williams.

**WRAP — NORFOLK — CHESTER BENTON, PD — #1 — E. KING**  
 HOTS: The Time, C. Lynn, L. Vandross, Tavares, D. Ross, Prince, M. Gaye, J. Osborne, S. Lattisaw, B. Nunn, Spinners, Sunrize, Vanity 6, L. Richie, Zapp, S. Charles, B. Summers, Pressure Drop, Pieces Of A Dream. ADDS: T. Brunson, M. Jackson/P. McCartney, M. Nightingale, A. Cymone, Tilt, Raw Silk, Jammers, Trouble Funk, Devo, Houdini, Capt. Sky, R. James, D. Morgan, B. Watts. LP ADDS: J. Butler.

**WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — L. VANDROSS**  
 HOTS: M. Gaye, Prince, Pieces Of A Dream, J. Osborne, Boots's Rubber Band, D. Ross, Sunrize, Grand Master Flash, L. Richie, Jonzun Crew, P. Bryson, C. Carlton, Spinners, D. Summer, Kid Creole & Coconuts, M. Jackson/P. McCartney, G. Clinton, D Train, Valentine Brothers, D. Warwick. ADDS: Chocolate Milk, M. Moore, Lavie & Co., T. Scott, R.D. Fields, G. McCrae, M. Joseph. LP ADDS: Skyy, Cheri, M. Moore, Tavares, Prince, M. Gaye, W. Felder, J. Butler.

**WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — M. GAYE**  
 JUMPS: 8 To 4 — A. Jarreau/R. Crawford, 16 To 6 — L. Richie, 13 To 8 — J. Osborne, 17 To 11 — D. Summer, 18 To 14 — A. Silas, 26 To 16 — Prince, 32 To 20 — Kool & The Gang, 33 To 23 — S. Charles, 29 To 26 — Skyy, 36 To 27 — Zapp. ADDS: M. Jackson/P. McCartney, D Train, Cooper & Ross. LP ADDS: Casino Lights, Hall & Oates, Janet Jackson.

**WLE — RALEIGH — CHESTER DAVIS, PD — #1 — A. MYERS**  
 HOTS: M. Gaye, L. Richie, D. Ross, Janet Jackson, L. Vandross, P. Bryson, S. Lattisaw, E. King, Kool & The Gang. ADDS: Charlene/S. Wonder, L. Warwick, R. James, Con Funk Shun, L. Rawls, Chic, Grand Master Flash, Kool & The Gang, S. Johnson, Chance. LP ADDS: Grand Master Flash, J. Butler.

**WPLZ — RICHMOND — HARDY JAY LANG, PD — #1 — C. LYNN**  
 HOTS: L. Vandross, The Time, D. Ross, L. Richie, Kool & The Gang, Tavares, E. King, J. Osborne, S. Lattisaw, M. McDonald, Vanity 6, Prince, D. Summer, P. Bryson, M. Moore, M. Jackson/P. McCartney, S.O.S. Band, M. Gaye, S. Mills. ADDS: Chic, H. Ray, Kool & The Gang, Zapp, Shock, Skyy, Chocolate Milk. LP ADDS: L. Richie.

**KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — THE TIME**  
 HOTS: S. Mills, D. Ross, E. King, M. Moore, L. Vandross, J. Taylor, Sunrize, R. Parker, Prince. ADDS: H. Johnson, Sunfire, Grand Master Flash, F. Payne, E. King, A. Cymone, A. Mouzon.

**KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — E. KING**  
 HOTS: The Time, M. Gaye, Jonzun Crew, D. Ross, L. Richie, S. Lattisaw, S. Mills, D. Summer, Planet Patrol, S. Charles, C. Lynn, M. Moore, M. McDonald, Prince, J. Taylor, P. Bryson, Hall & Oates, Janet Jackson. ADDS: Zapp, A. Mouzon, D. Warwick, Bar-Kays, A. Cymone, E. King, Jammers, S. Johnson.

**WWDM — SUMTER — BARBARA TAYLOR, PD**  
 HOTS: S. Lattisaw, M. McDonald, Vanity 6, Pieces Of A Dream, L. Vandross, A. Myers, M. Gaye, L. Richie, Boots's Rubber Band, D. Ross. ADDS: Steptoe, Chaz, R. Flack, C. Khan, Jammers, Charlene/S. Wonder, Members, R. Fields, A. Cymone, M. Jackson. LP ADDS: D. Warwick, Members, B. Griffin, Charlene/S. Wonder.

**OK100 — WASHINGTON, D.C. — JON TURK, MD — #1 — M. GAYE**  
 HOTS: Kool & The Gang, Jammers, Janet Jackson, Cheri, Jermaine Jackson, S. Charles, M. Moore, L. Vandross, Spinners, Pointer Sisters, D. Carlton, S.O.S. Band, D. Ross, Valentine Brothers, D Train. ADDS: Dynasty, Bar-Kays, D Train, E. King, Material, Charlene/S. Wonder. LP ADDS: Casino Lights.

**WKYS — WASHINGTON, D.C. — DONNIE SIMPSON, PD — #1 — M. GAYE**  
 HOTS: K. Blow, Kool & The Gang, Pieces Of A Dream, Zapp, Prince, M. Moore, E. King, Jermaine Jackson, T. Brunson, The Time, D. Ross, D. Summer, M. McDonald, Vanity 6, C. Carlton, L. Vandross. ADDS: Chocolate Milk, S. Arrington, Brothers Johnson.

## A&M Consumer Study Highlights Regional Tastes

by Kirk LaPointe

TORONTO — A comprehensive Canadian record buyers survey commissioned by A&M Records Canada Ltd. has made some dramatic discoveries and reinforced widespread beliefs about the striking differences between this country's regions.

The survey between last January and March 1982 of active reporting purchasers found, among other things, that 50% of the people never buy records on sale, and 25% go into a store without looking for a particular recording.

Conducted for A&M by Joint Communications Ltd., a major Toronto-based industry research and consulting firm, the survey found that consumers go into a record store once a week on average. The typical consumer buys 15 albums, four recorded tapes and three singles a year, attends two concerts a month and watches 20 hours of television each week. The typical blank tape purchaser is male, about 25 and tends to buy more records than average.

General findings of the survey are being released by A&M but specific statistics aren't likely to be made available until the end of the year — after the company has consulted with retail and radio executives.

The survey showed consumers expect to pay between \$7 and \$9 for an album. But reflecting the large amount of discount retail being done, British Columbia residents said they expected only between \$5 and \$6. Quebec and Maritimes (eastern provinces) consumers, on the other hand, expect to pay between \$8 and \$10.

British Columbia consumers tended to purchase more albums — about 29 per year — but visit stores less often.

Some 57% in the survey indicated they disliked disco or dance music (except in Quebec), while the over 30-year-old consumers surveyed expressed a dislike for rock.

The small sampling is not considered to be scientific, nor is it expected to reflect the average consumer. Those surveyed had written to A&M for a catalog or to purchase plastic inner sleeves in the past year. The company commissioned Joint Communications to mail more than 3,100 questionnaires.

A&M senior vice president Joe Summers said the company was extremely pleased with the survey and may conduct additional ones in the future.

## 'John Lennon Collection' Set For Nov. 22 Release

LONDON — EMI Records is set to release Nov. 15 a new compilation album featuring 17 John Lennon hit songs. The album, titled "The John Lennon Collection," will be released on the Parlophone label.

## Radio Luxembourg, Cash Box Pact For European Broadcasts

(continued from page 5)

Europe," said George Albert, Cash Box president and publisher. "With Radio Luxembourg's position as a major voice in the European markets and Cash Box's well-known credibility as the leading international trade publication, we feel that this arrangement will be mutually beneficial to both parties."

Tony Prince, director of programming and promotions for Radio Luxembourg's English service, utilizes the Cash Box Pop Singles chart for American Top 30, a two-hour program that airs weekly on Wednesday nights at 9 p.m. Greenwich, U.K. time. The Country Singles chart is used for the Big Marlboro Country broadcast, a Bob Stuart-hosted project that runs from 10 p.m.-midnight on Saturdays.

The Cash Box Pop Singles chart is also used as the basis of the Dick Clark National Music Survey from Mutual Broadcasting. The survey is heard weekly on hundreds of radio stations across the U.S. The Cash Box Black Contemporary Singles chart is featured on American Media Services' Coast-To-Coast Soul Top 20, which is carried on the widely listened to Armed Forces Radio overseas and by many hundreds of radio stations in America. Overseas, the Cash Box Pop Singles chart is also used as the basis of the American hit countdown on the national FM Tokyo chain of Japan.

## U.K. Government Backs Concept Of Blank Tape Levy

LONDON — Following the recent stance by the German government, the British government has now done the same, officially endorsing the concept of a financial levy imposed on blank tape sales.

In a Parliamentary report published last week, which was compiled by the House of Commons Education, Science and Arts Committee, recommendations supporting a levy on blank audio and video tape were made. However, the levy would be a means of aiding the arts, including the future of the film and recording industries, rather than direct compensation for lost copyright revenues.

"A new recording investment fund could be established to finance new recordings of artistic merit, both commercial and non-commercial projects. A share of the proceeds of this levy should also be devoted to musical education," states the report.

## INTERNATIONAL DATELINE

### Argentina

BUENOS AIRES — Nestor Selasco, president of Sicamericana, has returned from a trip concerning the inking of new catalogs for representation in this country. Sicamericana is also developing new artists in the local field, through the inking of TV actor **Antonlo Grimau**, songstress **Penelope** and soloist **Gerardo Leon**, formerly a member of duet **Gema**.

An acute shortage of raw materials for record pressing is affecting the diskery year end plans, some of them very ambitious. One of the majors reported that although normal expectations allowed sales until January, if any of the records — or several of them — attained extra success, there would be difficulties around Dec. 15.

The first branch of the Record Supermarket in the interior of the country opened Nov. 3 in the city of Cordoba. As we have explained before, the Supermarket is owned by a society formed by the major companies, and it is actually a non-profit organization whose aim is to guarantee availability of catalog records and tapes in those places where conventional dealers are not providing this service. The headquarters are located in Buenos Aires, with one shop open to customers and currently selling near to 2% of the whole market.

EMI held its Annual convention at the Hindu Club, with attendance of sales and promo people from the entire country. The company has ambitious plans for the future, with new albums by **Gian Franco Pagliaro**, **Juan Carlos Baglietto** and **Gilbert Becaud** (singing in Spanish) among the releases. It has been reported that Becaud will be arriving in Buenos Aires Nov. 15 to promote his LP, probably with a TV special.

PolyGram managing director **John Lear** received a special award at the Prensary gala last week, in recognition for his efforts in the recording and promotion of local artists during the last years, when the exchange rate made it easier to release foreign product instead of developing local talent. Lear is responsible for albums by **Susana Rinaldi**, **Mercedes Sosa**, **Raul Lavie** and many other artists.

CBS is adding new releases to its successful "Great Performances" medium price classical music line, which is working very well.

mguel smirnoff

### Canada

OTTAWA — Statistics Canada reports August record wholesales of \$12.05 million (for a total of \$90.5 million this year), while cassettes and eight-track wholesales totalled \$6.83 million (comprising part of this year's \$43.1 million figure). **Steve Negus** of **Sega**, now with a release on Portrait in the U.S. after capturing the Cana-

dian and several foreign markets, plays drums on **Chris De Burgh's** new A&M disc, "The Getaway," rightfully being touted as the United Kingdom singer-songwriter's breakthrough album... PolyGram has rush-released "Industrial Disease" as the second single from **Dire Straits'** "Love Over Gold" album as a result of radio demand. Some AOR stations are taking a chance and playing the 14-minute "Telegraph Road" cut, but not enough of them... There's little doubt **Lawrence Gowan's** first album will make a strong impact in the U.S. when it's issued shortly after Christmas. Gowan is also ready to tour here, and his profile has been bolstered by an excellent video production of the title track to his disc, "Keep Up The Fight." There's any one of a half-dozen songs that could strike gold for him... **Murray McLaughlan** and **Bruce Cockburn** made a rare double-bill performance at a United Way benefit last week in Toronto.

kirk lapointe

### United Kingdom

LONDON — Island Records' recent launch of the **Jean Paul Goude**-produced **Grace Jones** video, *A One Man Show*, was a resounding success. Held at London's newest and trendiest club, The Palace, with approximately 40 TV monitors banked on stage to entertain 3,000+ people, the high-tech aesthetic created an exciting ambience perfectly suited to Goude's inspired piece of video art. A coup was executed when Jones herself appeared at the end of the showing, performing one number perched on top of the bank of TV screens... Rumors are abounding around town that Motown's greatest artists are to perform together as one show that will tour the world. Apparently, **Smokey Robinson**, **Diana Ross**, **Stevie Wonder**, **Marvin Gaye**, **The Four Tops** and **The Temptations** have all agreed in principle to the idea of a collective Motown show.

Latin Romeo **Jullo Iglesias** wowed an enthusiastic London audience last week at his Royal Albert Hall shows. Many U.K. media people are tipping Iglesias as the latest superstar of **Barry Manilow**-type status in the U.K... The boss of Independent label **Cherry Red Records**, **Ian McNay**, is currently compiling a history of British Punk music on a double LP. The double album is due out in three weeks and contains 38 tracks, including pieces from the **Buzzcocks**, **999**, **Adverts**, **Stranglers**, **Vibrators**, **Lurkers**, **Generation X**, **X-Ray Spex**, **The Damned**, **Sham 69**, **The Boomtown Rats**, **Adam & The Ants** and **The Ruts**. The album is titled "Burning Ambition (A History Of Punk)," and, as Ian McNay explained to **Cash Box**, "The LP is basically tracing the history of British punk from 1976 to 1982. It's taken me six months to compile the project."

nick underwood

## INTERNATIONAL BESTSELLERS

### Argentina

#### TOP TEN 45s

- 1 **Dueno De Nada** — Jose Luis Rodriguez — CBS
- 2 **Nathalle** — Julio Iglesias — CBS
- 3 **La Marcha De La Bronca** — Pedro y Pablo — Music Hall
- 4 **Yo Tengo Un Amigo** — Luz Esther Benitez — Interdisc; Luisa Maria Guell — Music Hall
- 5 **Envoltorio De Palabras** — Tom Tom Club — CBS
- 6 **Lluvia** — Luis Angel — Interdisc
- 7 **Carra Y Mesa** — Roberto Carlos — CBS
- 8 **Emociones** — Roberto Carlos — CBS
- 9 **No Vuelvas A Besarme** — Monica Posse — Interdisc
- 10 **El Amor Ha Sido** — Juice Newton — EMI

#### TOP TEN LPs

- 1 **Pubis Angelical** — Charly Garcia — SG/Interdisc
- 2 **Momentos** — Julio Iglesias — CBS
- 3 **Escenas De Amor** — Jose Feliciano — Motown/Interdisc
- 4 **Presidente** — Malvado — Music Hall
- 5 **Grandes Exitos**... — Hnos. Cuestas — ATC/Microfon
- 6 **A Latinoamerica** — Los Chalchaleros — RCA
- 7 **Cara A Cara** — Gino Soccio — WEA/Interdisc
- 8 **Hooked on Classics II** — Royal Philharmonic Orchestra — K-tel
- 9 **Contenido** — Riff — Tonodisc/ATC
- 10 **Tiempos Dificiles** — Juan Carlos Baglietto — EMI

—Prensario

### Japan

#### TOP TEN 45s

- 1 **Horetaze Kanpal** — Masahiko Kondo — RVC
- 2 **Sumire September Love** — Ippudo — Epic/Sony
- 3 **Yokorenbo** — Miyuki Nakajima — Canyon
- 4 **Matsuwa** — Aming — Nippon Phonogram
- 5 **Shojo A** — Akina Nakamori — Warner/Pioneer
- 6 **Rokobanme No Yuutsu** — Kenji Sawada — Polydor
- 7 **Karin** — Yoshie Kashiwabara — Nippon Phonogram
- 8 **Yakusoku** — Tooru Watanabe — Epic/Sony
- 9 **Alshu No Casablanca** — Hiromi Goh — CBS/Sony
- 10 **Dance Wa Umaku Odorena** — Miyo Takaki — Canyon

#### TOP TEN LPs

- 1 **Next** — Of Course — Toshiba/EMI
- 2 **The Nylon Curtain** — Billy Joel — CBS/Sony
- 3 **Special Live** — Shinji Tanimura, Masashi Sada — Polystar
- 4 **Lunatic Menu** — Ippudo — Epic/Sony
- 5 **Madness, Money and Music** — Sheena Easton — Toshiba/EMI
- 6 **Nudeman** — Southern All Stars — Victor
- 7 **Only Seventeen** — Iyo Matsumoto — Victor
- 8 **Alshu No Casablanca** — Hiromi Goh — CBS/Sony
- 9 **Sadage** — Masayoshi Takanaka — Kitty
- 10 **Nebraska** — Bruce Springsteen — CBS/Sony

—Cash Box of Japan

### United Kingdom

#### TOP TEN 45s

- 1 **Do You Really Want To Hurt Me** — Culture Club — Virgin
- 2 **Mad World** — Tears For Fears — Mercury
- 3 **Starmaker** — The Kids From Fame — RCA
- 4 **Annie, I'm Not Your Daddy** — Kid Creole & The Coconuts
- 5 **I Don't Wanna Dance** — Eddy Grant — Ice
- 6 **Love Me Do** — The Beatles — Parlophone
- 7 **Life Line** — Spandau Ballet — Reformation
- 8 **Ziggy Stardust** — Bauhaus — Beggar's Banquet
- 9 **Ooh La La** — Kool & The Gang — De-Lite
- 10 **I Want To Do It With You** — Barry Manilow — Arista

#### TOP TEN LPs

- 1 **Love Over Gold** — Dire Straits — Vertigo
- 2 **The Kids From Fame Again** — various artists — RCA
- 3 **Kissing To Be Clever** — Culture Club — Virgin
- 4 **The Kids From Fame** — various artists — BBC
- 5 **Quartet** — Ultravox — Chrysalis
- 6 **UB44** — DEP Int'l
- 7 **The Sky's Gone Out** — Bauhaus — Beggar's Banquet
- 8 **Tropical Gangsters** — Kid Creole & The Coconuts — Ze
- 9 **Upstairs At Eric's** — Yazoo — Mute
- 10 **Strawberries** — The Damned — Bronze

—Melody Maker

## Dance Music A Staple At Tommy Boy

(continued from page 25)

up tips from the established labels." While Tommy Boy doesn't use any independent promotion personnel in New York, they are used in other select markets. The label also relies heavily on DJ pools, all of which can be delivered relatively inexpensively. In fact, all costs are kept down and even with the label's current sales success, Tommy Boy still has only three full-time employees including Silverman. "My break-even point is so low that I could have made money on any of my records at 5,000 or 6,000 copies," he says.

Although looking for a new home, the label presently operates out of a shared basement apartment with a monthly rent of \$450. "I have no plans to expand the staff,"



**KISS CREATURES MEET THE PRESS** — Kiss premiered its latest *Casablanca/PolyGram LP*, "Creatures Of The Night," along with its new stage design and some special effects at Zoetrope Studios in Hollywood. More than 300 members of the media attended. Pictured are (l-r): Ace Frehley, Gene Simmons, Eric Carr and Paul Stanley of the group.

says Silverman. "The only variable I wanted to control was size. Size becomes a deterrent when you get beyond the economy of scale. Sure, I'll miss some things — some radio play or television or publicity — but in the long run I'll be better off. It's a people business. And I could also go into the studio tomorrow and have the finished record out on the street in two weeks."

Those recording costs are also closely watched. "I won't spend more than \$75 an hour for studio time," Silverman adds. "If you spend more than \$2,500 on a new song — including musicians — you're spending too much money."

Hand-in-hand with Tommy Boy's austerity is a firm commitment to the 12" configuration, which offers a high profit margin with discs listing for \$5.98. "We didn't release a seven-inch of 'Planet Rock' until the 12" topped 400,000 pieces," recalls Silverman. "If the record is hot, you have to have it."

While the label's success may be astounding, Silverman is only partially satisfied. "'Rapper's Delight' did two million copies, and that was years ago," he says. "It's probably done about three million by now. We know what the possibilities are — 18 million copies of *Saturday Night Fever*. We're not even scratching the surface. But we went over half a million with 'Planet Rock,' which was one of our first releases, so I'm pretty happy. But I think it could have done a million."

## ON JAZZ

(continued from page 16)

man appeared on the PBS special *The World of John Hammond*, why this was never released before remains a mystery. "The Master" by Stan Getz finds the tenorman with one of his better and relatively unheralded hard swinging groups of the '70s, featuring Billy Hart, Clint Houston and Albert Dailey. Finally, we have another double live album by Thelonious Monk, "Live At The Jazz Workshop," featuring the band that knew Monk and his music best.

**RECORDS RECORDS RECORDS** — It's saxophones no end this week at Muse Records. The label has just unveiled three different but equally satisfying dates guaranteed to appeal to the sax maniac. First up is "Interpretations" by the young-in-years-but-wise-in-style Ricky Ford, featuring John Hicks, Walter Booker, Jimmy Cobb, Robert Watson and newcomer Wallace Roney on trumpet. With the exception of Mercer Ellington's "Moon Mist," they're all originals and once again display Ford's versatility and grace. "Heavy Juice" by Houston Person is the latest from the funk tenor king, while "Still Hard Times" by David "Fathead" Newman reunites him with Hank Crawford, his former sectionmate in the Ray Charles Orchestra, for a relaxed, blues-infused swing date. . . New York's India Navigation Records grew out of the loft scene of the late '70s, and while that era has passed away, the label has managed to survive. Three new offerings show that the music it championed in early recordings is still alive and well.

"Flying Out" by Cecil McBee finds the bassist working with a string-oriented unit featuring violinist John Blake, cellist David Eyges, cornetist Olu Dara and drummer Billy Hart. "Ted Curson & Co." features the trumpeter with McBee, drummer Steve McCall and pianist Jim McNeely, and "Circles of Destiny" is a solo outing by pianist Dennis Moorman. . . From the West Coast comes the latest batch of Concord Jazz titles: "Overtones" by tenorman Al Cohn features one of the label's patented great rhythm sections, with Hank Jones on piano, George Duvivier on bass and Akira Tana on drums. Cohn's son Joe joins the section on guitar; "Take Two" features guitarist Emily Remler, bebop's answer to the Go-Go's; and "The Charlie Byrd Christmas Album" is the first holiday offering from a jazz label this season.

fred goodman

## WHAT'S IN-STORE

(continued from page 15)

ner Steve Bergman reports that the store was packed with a well-behaved crowd that purchased 100 books and twice as many records. "It was phenomenal, the best in-store we've ever had," says Bergman, adding that "everything from old hippies who grew up with the Stooges to the younger audience interested in his punk aspect" turned out. As for Iggy, "I was really impressed. He's a very nice guy and signed everything for everyone. It could have been a real mess but was a lot of fun." Karz has another in-store set for Nov. 27 at Vinyl Fetish in Los Angeles and looks to set additional appearances on weekends — "the best time for getting people out." *I Need More* is currently being distributed by Jem and Important Records. Incidentally, the inside back cover contains a full-page ad for Iggy's new album "Zombie Birdhouse" together with a coupon for ordering either LP or cassette. . . Meanwhile, Lydia Lunch and Exene Cervenka also received glowing reports for a signing of their new poetry collaboration *Adulterers Anonymous*, held last week at B. Dalton's Greenwich Village store. Over 100 books were sold at what store spokesmen term one of its most successful store signings ever. As far as record store follow-ups, however, publisher Grove Press hadn't considered the tie-in when queried by *What's In-Store*, but said that a second co-signing was tentative for Nov. 28 at B. Dalton in Los Angeles.

jim bessman

## Labels Show A Wide Range Of Christmas Titles For '83

(continued from page 5)

Miracles and Stevie Wonder.

PolyGram is releasing an EP by the Waitresses, "I Could Rule The World If I Could Only Get The Parts," which will include "Christmas Rapping."

RCA has four new Christmas albums. "A Country Christmas" features songs by Alabama, Razy Bailey, Jim Ed Brown and Helen Cornelius, Leon Everette, Louise Mandrell & R.C. Bannon, Willie Nelson, Charley Pride and Steve Wariner. "Turned On Christmas" contains eight "turned on" medleys by The Henry Hadaway Orchestra and Chorus. Elvis Presley's "Memories of Christmas" comes with a 1983 Elvis calendar and re-issues four songs, including "Blue Christmas." It also offers three unreleased versions of other songs together with an eight-minute unreleased studio performance of "Merry Christmas Baby." Perry Como's new "I Wish It Could Be Christmas Forever" is out on the "Best Buy Series."

RCA is also releasing two singles from "A Country Christmas" as well as Michael Wycoff's "Christmas Song," with Wycoff giving his royalties to the Sickie Cell Anemia Foundation. In addition, a 12" Christmas medley culled from last year's "Christmas Jollies" by Salsoul Orchestra will be issued.

RCA will also release the single "Little Drummer Boy" by David Bowie and Bing Crosby, taken from Crosby's last Christmas special in 1977. Geffen will re-issue another important single in John Lennon's "Happy Xmas (War Is Over)" from its just released "The John Lennon Collection."

Much interesting new Christmas product can be found on independent labels. "Christmas Soul Special" features newly recorded songs by soul legends Wilson Pickett, Martha Reeves, Ben E. King, Mary Wells, Sam Moore and Shirley Alston and is the first release of QAC Records. A somewhat different collection is Pink Wings Prods.' "Soap Opera Christmas," which contains songs by 10 popular TV soap opera stars.

Joe Gibbs Music Corp. has reggae Christmas collections in "Yard Style Christmas" and "Reggae Christmas With The Joe Gibbs Family Of Artists," the latter a 1978 re-issue with a new cover and different second side. Rhino Records has released "Christmas Rocks," a green vinyl Christmas tree-shaped disc containing "Punk Rock Christmas" by the Ravers, "Silent Night" by the Dragons, "Santa's

Gone Surfin'" by the Mallbus and "Rockabilly Christmas" by Johnny Que. It goes along with a re-issue of last year's blue vinyl star-shaped "Hanukah Rocks" by Gelfilte Joe & The Fish.

Other independent Christmas product includes "The Charlie Byrd Christmas Album" on Concord Concerto; Philo's "An Early New England Christmas" with the University of Vermont Choral Union; Bainbridge's "Montovani Orchestra Christmas '82"; a Folk Legacy collection by Gordon Bok, Jeremy Brown and Jenny Teal; Folkways' "Traditional Christmas Carols" by Pete Seeger; Front Hall's "Noel Sing We Clear" with John Roberts, Tony Barrand, Fred Breunig and Steve Woodruff; Rebel Records' "Christmas Back Home" with the Country Gentlemen, Larry Sparks and others; and Rounders' "John Fahey's Christmas '82."

A spot check of retailers found that the country Christmas releases are especially appreciated. Steve Bennett, Record Bar's director of purchasing, singled out the Gatlin LP and the "Country Christmas" compilation, noting that the latter's Alabama single "Christmas In Dixie" was already getting airplay. Stark/Camelot's director of record purchasing Lew Garrett said that the Oak Ridge Boys' album was "a hit right out of the box" and that if it took off it would be displayed on the stores' hot walls. He added that "Turned On Christmas" was perfect for in-store play.

Merchandising plans for Christmas product so far are standard and include special dump bins and up-front displays. Both Waxie Maxie and Record Bar will list some Christmas titles in their "gift guide" listings distributed in-store and through mailing lists.

Several retailers report cutting down on breadth in their buys in favor of stronger hit product. Record Bar's Bennett said that the chain's Christmas buying had lessened due to slower seasonal product sales and fewer new titles this year. The chain's inventory control manager Rob Edgar wondered "how many albums are needed to get into the Christmas spirit" and noted that consumers preferred popular artists like Barbara Streisand and Stevie Wonder. As for specific titles, "instead of seven different versions of 'The Messiah,' we'll have three or four."

Edgar added that consumer priorities this holiday season would be "viable gifts" as opposed to "a \$7.98 or \$8.98 Christmas LP that is going to be played five or six times a year."



**MIGHTY FINE AT MIGHTY M** — Mighty M Prods. recently threw a party at Celestial Sounds, its newly-renovated home studio in Manhattan. More than 250 guests were on hand to celebrate the successes of Mighty M-produced records by Evelyn King, Melba Moore and Howard Johnson, as well as check out the new studio. Pictured at the party are (l-r): Kashif and Paul Lawrence Jones, Mighty M Prods.; Moore; Johnson; and Morrie Brown, Mighty M Prods.

# CASH BOX TOP 100 ALBUMS

November 13, 1982

Title, Artist, Label, Number, Distributor	8.98	Weeks On Chart	11/6	Title, Artist, Label, Number, Distributor	8.98	Weeks On Chart	11/6	Title, Artist, Label, Number, Distributor	8.98	Weeks On Chart	11/6
1 AMERICAN FOOL JOHN COUGAR (Riva RVL 7501) POL	8.98	1	28	35 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4220) RCA	8.98	38	35	67 MADNESS, MONEY AND MUSIC SHEENA EASTON (EMI America ST-17080) CAP	8.98	69	6
2 MIRAGE FLEETWOOD MAC (Warner Bros. 9 23607-1) WEA	8.98	2	18	36 AS ONE KOOL & THE GANG (De-Lite DSR 8505) POL	8.98	36	7	68 BAD TO THE BONE GEORGE THOROGOOD & THE DESTROYERS (EMI America ST-17076) CAP	8.98	55	12
3 NEBRASKA BRUCE SPRINGSTEEN (Columbia TC 38358) CBS	—	3	6	37 FAMOUS LAST WORDS SUPERTRAMP (A&M SP-3732) RCA	8.98	—	1	69 INCOGNITO SPYRO GYRA (MCA-5368) MCA	8.98	81	5
4 BUSINESS AS USUAL MEN AT WORK (Columbia arc 37978) CBS	—	4	19	38 AN OFFICER AND A GENTLEMAN ORIGINAL SOUNDTRACK (Island/Atco 7 90017-1) WEA	8.98	42	4	70 JUST SYLVIA SYLVIA (RCA AFL1-4312) RCA	8.98	71	14
5 THE NYLON CURTAIN BILLY JOEL (Columbia TC 38200) CBS	—	5	5	39 SHANGO SANTANA (Columbia FC 38122) CBS	—	28	11	71 12 GREATEST HITS VOL. II NEIL DIAMOND (Columbia TC 38066) CBS	—	73	25
6 LIONEL RICHIE (Motown 6007 ML-IND)	8.98	13	4	40 NO CONTROL EDDIE MONEY (Columbia FC 37960) CBS	—	37	19	72 GREATEST HITS DAN FOGELBERG (Full Moon/Epic QE 38308) CBS	—	—	1
7 IT'S HARD THE WHO (Warner Bros. 9 23731-1) WEA	8.98	7	9	41 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	—	40	33	73 NOW AND FOREVER AIR SUPPLY (Arista AL 9587) IND	8.98	68	22
8 SIGNALS RUSH (Mercury SRM-1-4063) POL	8.98	8	7	42 ROCK IN A HARD PLACE AEROSMITH (Columbia FC 38061) CBS	—	43	9	74 DIVER DOWN VAN HALEN (Warner Bros. BSK 3677) WEA	8.98	65	28
9 OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	8.98	10	7	43 JUMP TO IT ARETHA FRANKLIN (Arista AL 9601) IND	8.98	39	15	75 TALKING BACK TO THE NIGHT STEVE WINWOOD (Island ILPS 9777) WEA	8.98	70	13
10 EMOTIONS IN MOTION BILLY SQUIER (Capitol ST-12217) CAP	8.98	9	15	44 NO FUN ALOUD GLENN FREY (Asylum 9-60129) WEA	8.98	45	22	76 ROCKY III ORIGINAL SOUNDTRACK (Liberty LO-51130) CAP	8.98	74	19
11 IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warner Bros. 9 23703-1) WEA	8.98	6	12	45 HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS LOUIS CLARK Conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4373) RCA	8.98	44	16	77 BLACKOUT SCORPIONS (Mercury SRM-1-4039) POL	8.98	75	34
12 GET CLOSER LINDA RONSTADT (Asylum 9 60185-1) WEA	8.98	14	5	46 JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	—	48	25	78 ALL FOUR ONE THE MOTELS (Capitol S-12177) CAP	8.98	76	29
13 EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AL 9599) IND	8.98	11	22	47 ANNIE ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS	—	46	26	79 STEEL BREEZE (RCA AFL 1-4424) RCA	6.98	85	8
14 HEARTLIGHT NEIL DIAMOND (Columbia TC 38359) CBS	—	16	5	48 SPRING SESSION M MISSING PERSONS (Capitol ST-12228) CAP	8.98	63	3	80 SPECIAL FORCES .38 SPECIAL (A&M SP-4888) RCA	8.98	72	25
15 BUILT FOR SPEED STRAY CATS (EMI America ST-17070) CAP	8.98	17	21	49 VACATION GO-GO'S (I.R.S./A&M SP 70031)	8.98	41	14	81 LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1) WEA	8.98	119	2
16 CHICAGO 16 CHICAGO (Full Moon/Warner Bros. 9-23689-1) WEA	8.98	15	22	50 LEXICON OF LOVE ABC (Mercury SRM-1-4059) POL	8.98	56	11	82 ESCAPE JOURNEY (Columbia TC 37408) CBS	—	83	67
17 NIGHT AND DAY JOE JACKSON (A&M SP-4906) RCA	8.98	24	18	51 PICTURES AT ELEVEN ROBERT PLANT (Swan Song/Atco SS 8512)	8.98	49	17	83 FRIEND OR FOE ADAM ANT (Epic ARE 3870) CBS	—	99	3
18 ASIA (Geffen GHS 2008) WEA	8.98	12	33	52 QUIET LIES JUICE NEWTON (Capitol ST-12210) CAP	8.98	51	25	84 WILD NIGHT ONE WAY (MCA-5369) MCA	8.98	92	4
19 FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235) CBS	—	22	5	53 WINDS OF CHANGE JEFFERSON STARSHIP (Grunt BXL 1-4372) RCA	8.98	66	3	85 HEARTBREAKER DIONNE WARWICK (Arista AL 9609) IND	8.98	107	4
20 SILK ELECTRIC DIANA ROSS (RCA AFL1-4384) RCA	8.98	21	4	54 GAP BAND IV THE GAP BAND (Total Experience/TE-1-3001) POL	8.98	54	23	86 WW II WAYLON AND WILLIE (RCA AHL 1-4455) RCA	8.98	98	4
21 A FLOCK OF SEAGULLS (Jive/Arista VA 66000) IND	8.98	19	26	55 GOOD TROUBLE REO SPEEDWAGON (Epic FE 38100) CBS	—	50	19	87 BAD REPUTATION JOAN JETT (Boardwalk NB-3351-1) IND	8.98	80	10
22 THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23696-1) WEA	8.98	29	3	56 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996) CBS	—	61	7	88 GREATEST HITS DOLLY PARTON (RCA AHL 1-4422) RCA	8.98	94	6
23 I CAN'T STAND STILL DON HENLEY (Asylum EL-60048) WEA	8.98	25	11	57 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO-51124) CAP	8.98	58	17	89 WORD OF MOUTH TONI BASIL (Chrysalis CHR 1410) IND	8.98	118	4
24 H2O DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	8.98	33	3	58 HOOKED ON SWING LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343) RCA	8.98	53	38	90 JEFFREY OSBORNE (A&M SP-4896) RCA	8.98	90	22
25 WHAT TIME IS IT? THE TIME (Warner Bros. 9 23701-1) WEA	8.98	23	9	59 VIEW FROM THE GROUND AMERICA (Capitol ST-12209) CAP	8.98	64	10	91 VANITY 6 (Warner Bros. 9 23716-1) WEA	8.98	117	7
26 DAYLIGHT AGAIN CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	8.98	27	18	60 EYE OF THE TIGER SURVIVOR (Scotti Bros. FZ 38062) CBS	—	47	16	92 BRANIGAN LAURA BRANIGAN (Atlantic SD 19288) WEA	8.98	114	11
27 HIGH ADVENTURE KENNY LOGGINS (Columbia TC 38127) CBS	—	18	9	61 DONNA SUMMER (Geffen GHS 2005) WEA	8.98	57	15	93 UTOPIA (Network/Elektra 9 60183-1) WEA	8.98	95	6
28 GET LUCKY LOVERBOY (Columbia FC 37638) CBS	—	26	53	62 VOYEUR KIM CARNES (EMI America SO-17018) CAP	8.98	52	9	94 CHARIOTS OF FIRE ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor PD-1-6335) POL	8.98	96	57
29 PETER GABRIEL (Geffen GHS 2011) WEA	8.98	30	7	63 ZAPP II ZAPP (Warner Bros. 9 23583-1) WEA	8.98	59	15	95 WIN THIS RECORD DAVID LINDLEY (Asylum 9 60178-1) WEA	8.98	101	6
30 LOVE OVER GOLD DIRE STRAITS (Warner Bros. 9 23728-1) WEA	8.98	32	6	64 SNEAKIN' OUT STACY LATTISAW (Cotillion/Atco 90002-1) WEA	8.98	60	13	96 AEROBIC SHAPE UP JOANIE GREGGAINS (Parade/Peter Pan 104) IND	8.98	100	31
31 SCREAMING FOR VENGEANCE JUDAS PRIEST (Columbia FC 38160) CBS	—	31	18	65 REACH RICHARD SIMMONS (Elektra E1-60122F) WEA	10.98	67	24	97 UPSTAIRS AT ERIC'S YAZ (Sire 9 23727-1) WEA	8.98	97	8
32 COMBAT ROCK THE CLASH (Epic FE 37689) CBS	—	34	23	66 FAST TIMES AT RIDGEMONT HIGH ORIGINAL SOUNDTRACK (Full Moon/Asylum 9 60158-1 R) WEA	12.98	62	13	98 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930) RCA	8.98	104	88
33 ABRACADABRA THE STEVE MILLER BAND (Capitol ST-13316) CBS	8.98	20	21					99 PAT TRAVERS' BLACK PEARL (Polydor PD-1-6361) POL	8.98	128	2
34 GET LOOSE EVELYN KING (RCA AFL1-4337) RCA	8.98	35	10					100 SUCCESS HASN'T SPOILED ME YET RICK SPRINGFIELD (RCA AFL 1-4125) RCA	8.98	89	34



# Cash Box Top Albums/101 to 200

November 13, 1982

	Weeks On Chart	11/6
<b>101 E.T. THE EXTRA-TERRESTRIAL</b> ORIGINAL SOUNDTRACK (MCA-6109) MCA	93	21
<b>102 THIS ONE'S FOR YOU</b> TEDDY PENDERGRASS (Philadelphia Int'l. FZ 38118) CBS	86	13
<b>103 FOREVER NOW</b> THE PSYCHEDELIC FURS (Columbia ARC 3826) CBS	110	5
<b>104 ROUGH DIAMONDS</b> BAD COMPANY (Swan Song/Atco 90001-1) WEA	78	11
<b>105 HANK WILLIAMS, JR.'S GREATEST HITS</b> (Elektra/Curb 9-60193-1) WEA	111	6
<b>106 THE MESSAGE</b> GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-268) IND	112	5
<b>107 SPECIAL BEAT SERVICE</b> THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	113	4
<b>108 LET ME TICKLE YOUR FANCY</b> JERMAINE JACKSON (Motown 6017ML) IND	91	15
<b>109 I ADVANCE MASKED</b> ANDY SUMMERS & ROBERT FRIPP (A&M SP-4913) RCA	122	4
<b>110 ACTING VERY STRANGE</b> MIKE RUTHERFORD (Atlantic 80015-1) WEA	84	8
<b>111 CASINO LIGHTS—RECORDED LIVE AT MONTREUX, SWITZERLAND</b> VARIOUS ARTISTS (Warner Bros. 9 23718-1) WEA	143	2
<b>112 A TASTE OF YESTERDAY'S WINE</b> MERLE HAGGARD & GEORGE JONES (Epic FE 38203) CBS	87	11
<b>113 TUG OF WAR</b> PAUL MCCARTNEY (Columbia TC 37462) CAP	79	27
<b>114 MICHAEL MARTIN MURPHEY</b> MICHAEL MURPHEY (Liberty LT-51120) CAP	115	10
<b>115 GREATEST HITS VOLUME 2</b> EAGLES (Asylum 9 60205-1) WEA	—	1
<b>116 JUMP UP!</b> ELTON JOHN (Geffen GHS 2013) WEA	82	28
<b>117 THE HOTTEST NIGHT OF THE YEAR</b> ANNE MURRAY (Capitol ST-12225) CAP	88	11
<b>118 RADIO ROMANCE</b> EDDIE RABBITT (Elektra 9 60180-1) WEA	141	2
<b>119 TWO OF A KIND</b> EARL KLUGH/BOB JAMES (Capitol ST-12244) CAP	138	2
<b>120 MISSING PERSONS</b> (Capitol DLP-15001) CAP	77	32
<b>121 INSTANT LOVE</b> CHERYL LYNN (Columbia FC 38057) CBS	106	19
<b>122 HEY RICKY</b> MELISSA MANCHESTER (Arista AL 9574) IND	103	30
<b>123 IMPERIAL BEDROOM</b> ELVIS COSTELLO AND THE ATTRACTIONS (Columbia FC 38158) CBS	102	18
<b>124 IV</b> TOTO (Columbia FC 37728) CBS	125	31
<b>125 HOOKED ON CLASSICS</b> LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4194) RCA	120	52
<b>126 TANTALIZINGLY HOT</b> STEPHANIE MILLS (Casablanca NBLP 7265) POL	123	15
<b>127 WE ARE ONE</b> PIECES OF A DREAM (Elektra 9 60142-1) WEA	121	17
<b>128 GHOST TOWN</b> POCO (Atlantic 80008-1) WEA	116	5
<b>129 PROPOSITIONS</b> BAR-KAYS (Mercury SRM-1-4065) POL	—	1
<b>130 POWER PLAY</b> APRIL WINE (Capitol ST-12218) CAP	109	19
<b>131 I LOVE ROCK 'N ROLL</b> JOAN JETT & THE BLACKHEARTS (Boardwalk NB1-33243) IND	105	49
<b>132 KEEP ON DOING</b> THE ROCHES (Warner Bros. 9 23735-1) WEA	142	4

	Weeks On Chart	11/6
<b>133 ZOMBIE BIRDHOUSE</b> IGGY POP (Animal/Chrysalis APR 6000) IND	134	5
<b>134 BELLA DONNA</b> STEVIE NICKS (Modern/Atco MB 38139) WEA	139	66
<b>135 PHYSICAL</b> OLIVIA NEWTON-JOHN (MCA-5229) MCA	137	55
<b>136 THE REAL DEAL</b> THE ISLEY BROTHERS (T-Neck FZ 38047) CBS	129	13
<b>137 ALL THE BEST COWBOYS HAVE CHINESE EYES</b> PETE TOWNSHEND (Atco SD 38-149) WEA	126	20
<b>138 TO THE MAX</b> CON FUNK SHUN (Mercury SRM-1-4067) POL	—	1
<b>139 CHANGE</b> BARRY WHITE (Unlimited Gold FZ 38048) CBS	108	11
<b>140 JANET JACKSON</b> (A&M SP-6-4907) MCA	153	3
<b>141 WORLDS APART</b> SAGA (Portrait ARR 38246) CBS	158	3
<b>142 DREAMGIRLS</b> ORIGINAL BROADWAY CAST (Geffen GHSP 2007) WEA	131	27
<b>143 THREE SIDES LIVE</b> GENESIS (Atlantic SD 2-200) WEA	132	21
<b>144 THE OTHER SIDE OF THE RAINBOW</b> MELBA MOORE (Capitol ST-12243) CAP	—	1
<b>145 THE BAD C.C.</b> CARL CARLTON (RCA AFL1-4425) RCA	155	3
<b>146 GREATEST HITS</b> KENNY ROGERS (Liberty LOO-1072) CAP	148	109
<b>147 MORE JAZZERCISE</b> JUDI SHEPPARD MISSETT (MCA-5375) MCA	—	1
<b>148 THE BEST LITTLE WHOREHOUSE IN TEXAS</b> ORIGINAL SOUNDTRACK (MCA-6112) MCA	130	15
<b>149 THE JIMI HENDRIX CONCERTS</b> (Reprise 9-22306-1) WEA	127	8
<b>150 JUST HOOKED ON COUNTRY</b> ATLANTIC POPS ORCHESTRA...ALBERT COLEMAN conducting (Epic FE 38154) CBS	152	12
<b>151 SECOND TO NUNN</b> BOBBY NUNN (Motown 6022) IND	161	4
<b>152 PRIMITIVE MAN</b> ICE HOUSE (Chrysalis CHS 1390) IND	136	7
<b>153 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I</b> STEVIE WONDER (Tamil/Motown 6002TL2) IND	135	25
<b>154 RUN FOR THE ROSES</b> JERRY GARCIA (Arista AL 9603) IND	—	1
<b>155 AVALON</b> ROXY MUSIC (Warner Bros. 9 23666-1) WEA	140	22
<b>156 SURE FEELS LIKE LOVE</b> LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135) CBS	167	2
<b>157 MEN WITHOUT WOMEN</b> LITTLE STEVIE AND THE DISCIPLES OF SOUL (EMI America ST-17086) CAP	—	1
<b>158 ALICIA</b> ALICIA MYERS (MCA-5181) MCA	162	7
<b>159 THE JAZZ SINGER</b> NEIL DIAMOND (Capitol SWAV-12120) CAP	171	2
<b>160 YES, GEORGIA</b> ORIGINAL SOUNDTRACK FEATURING LUCIANO PAVAROTTI (London PDV 9001) POL	166	5
<b>161 BEST OF THE REST</b> LYNYRD SKYNYRD (MCA-5370) MCA	172	2
<b>162 SUBURBAN VOODOO</b> PAUL CARRACK (Epic ARE 38161) CBS	164	10
<b>163 OVER THERE—LIVE AT THE VENUE, LONDON</b> THE BLASTERS (Slash/Warner Bros. 1-23735) WEA	—	1
<b>164 PERFECT STRANGER</b> T.G. SHEPPARD (Warner/Curb 9 23726-1) WEA	175	2
<b>165 BEAUTY AND THE BEAT</b> THE GO-GO'S (I.R.S./A&M SP 70021) RCA	124	68
<b>166 THE HIGH AND THE MIGHTY</b> DONNIE IRIS (Carousel/MCA-5358) MCA	178	2

	Weeks On Chart	11/6
<b>167 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</b> WILLIE NELSON (Columbia KC 237542) CBS	144	61
<b>168 WALT DISNEY PRODUCTIONS' MOUSERCISE</b> (Disneyland 61516) IND	146	35
<b>169 GWEN GUTHRIE</b> (Island/Atco 99004-1) WEA	170	7
<b>170 ANNE MURRAY'S GREATEST HITS</b> (Capitol SOO-12110) CAP	174	141
<b>171 THE PARTY'S OVER</b> TALK TALK (EMI America ST-17083) CAP	—	1
<b>172 WE GO A LONG WAY BACK</b> BLOODSTONE (T-Neck FZ 38115) CBS	145	19
<b>173 MISS PIGGY'S AEROBIQUE WORKOUT ALBUM</b> (Warner Bros. 9 23717-1) WEA	147	6
<b>174 THROWIN' DOWN</b> RICK JAMES (Gordy/Motown 6005GL) IND	150	24
<b>175 SHUTTERED ROOM</b> THE FIXX (MCA-5345) MCA	176	5
<b>176 SOMETHING'S GOING ON</b> FRIDA (Atlantic 80018-1) WEA	—	1
<b>177 HUGHES/THRALL</b> (Boulevard ARZ 38116) CBS	181	4
<b>178 MSB</b> MICHAEL STANLEY BAND (EMI America ST-1701) CAP	149	11
<b>179 CALL OF THE WEST</b> WALL OF VOODOO (I.R.S./A&M SP-70026) RCA	180	4
<b>180 SEASONS OF THE HEART</b> JOHN DENVER (RCA AFL 1-4256) RCA	159	36
<b>181 BENEFACTOR</b> ROMEO VOID (415/Columbia ARC 38182) CBS	151	11
<b>182 NOTHING TO FEAR</b> OINGO BOINGO (A&M SP-4903) RCA	156	16
<b>183 MOVING TARGET</b> GIL SCOTT-HERON (Arista AL 9606) IND	157	8
<b>184 STILL LIFE (AMERICAN CONCERT 1981)</b> THE ROLLING STONES (Rolling Stones/Atco COC 39113) WEA	169	21
<b>185 BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576) WEA	185	65
<b>186 WINTER INTO SPRING</b> GEORGE WINSTON (Windham Hill C-1019) IND	163	13
<b>187 WAITIN' FOR THE SUN TO SHINE</b> RICKY SKAGGS (Epic FE 37193) CBS	160	25
<b>188 OFFRAMP</b> PAT METHENY GROUP (ECM-12216) WEA	179	26
<b>189 SO EXCITED</b> POINTER SISTERS (Planet BXL 1-4355) RCA	193	18
<b>190 SCOTT BAIO</b> (RCA NFL 1-8025) RCA	133	14
<b>191 EDDIE MURPHY</b> (Columbia FC 38180) CBS	154	15
<b>192 OH, JULIE</b> BARRY MANILOW (Arista AB 2500) IND	165	8
<b>193 HEARTBEATS AND TRIGGERS</b> TRANSLATOR (415/Columbia ARC 38162) CBS	168	11
<b>194 GHOST IN THE MACHINE</b> THE POLICE (A&M SP-3730) RCA	184	56
<b>195 ONE ON ONE</b> CHEAP TRICK (Epic FE 38021) CBS	198	25
<b>196 I'M THE ONE</b> ROBERTA FLACK (Atlantic SD 19354) WEA	188	22
<b>197 DIARY OF A MADMAN</b> OZZY OSBOURNE (Jet FZ 37492) CBS	195	52
<b>198 FIRST TAKE</b> THE VALENTINE BROTHERS (Bridge BR-101936) IND	197	11
<b>199 TOUGH</b> KURTIS BLOW (Mercury MX1-505) POL	199	7
<b>200 ALDO NOVA</b> (Portrait ZRR 37498) CBS	192	39

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Flock of Seagulls	21	Denver, John	180	Jackson, Janet	140	Money, Eddie	40	Rogers, Kenny	57,146	Toto	124
ABC	50	Diamond, Neil	14,71,159	Jackson, Jermaine	108	Moore, Melba	144	Rolling Stones	184	Townshend, Pete	137
Aerobics (Greggains)	96	Dire Straits	30	Jackson, Joe	17	Motels	78	Romeo Void	181	Translator	193
Aerobics (Miss Piggy)	173	Eagles	115	James, Rick	174	Mouserice	168	Ronstadt, Linda	12	Travers, Pat	99
Aerobics (Missett)	147	Easton, Sheena	67	Jarreau, Al	185	Murphy, Michael	114	Ross, Diana	20	Utopia	93
Aerosmith	42	English Beat	107	Jefferson Starship	53	Murray, Eddie	191	Roxy Music	155	Valentine Brothers	198
Air Supply	73	Fagen, Donald	22	Jett, Joan	87,131	Murray, Anne	117,170	Royal Philharmonic Orch	45,125	Van Halen	74
Alabama	35,98	Fixx	175	Joel, Billy	5	Myers, Alicia	158	Rush	8	Vanity 6	91
America	59	Flack, Roberta	196	John, Elton	116	Nelson, Willie	41,167	Rutherford, Mike	110	Vandross, Luther	19
Ant, Adam	83	Fleetwood Mac	2	Journey	82	Newton, Juice	52	Saga	141	Wall Of Voodoo	179
April Wine	130	Fogelberg, Dan	72	King Priest	31	Newton-John, Olivia	9,135	Santana	39	Warwick, Dionne	85
Asia	18	Fonda, Jane	46	Judas Priest	31	Nicks, Stevie	134	Scorpions	77	Waylon And Willie	86
Atlanta Pops Orchestra	150	Franklin, Aretha	43	Judd, Evelyn	34	Nova, Aldo	200	Scott-Heron, Gil	183	White, Barry	139
Bad Company	104	Frey, Glenn	44	Klugh, James	119	Nunn, Bobby	151	Sheppard, T.G.	164	Who	7
Baio, Scott	190	Frida	176	Kool & The Gang	36	Oingo Boingo	182	Simmons, Richard	65	Williams, Hank	105
Bar-Kays	129	Gabriel, Peter	29	Lattisaw, Stacy	64	One Way	84	Skaggs, Ricky	56,187	Winston, George	186
Basil, Toni	89	Gap Band	54	Lindley, David	95	Osborne, Jeffrey	90	Springsteen, Bruce	3	Winwood, Steve	75
Blasters	163	Garcia, Jerry	154	Little Stevie	157	Osbourne, Ozzy	197	Spyro Gyra	69	Wonder, Stevie	153
Bloodstone	172	Gatlin, Larry	156	Loggins, Kenny	27	Parsons, Alan	13	Springfield, Rick	100	Yaz	97
Blow, Kurtis	199	Genesis	143	Loverboy	28	Parton, Dolly	88	Squier, Billy	10	Zapp	63
Branigan, Laura	92	Go-Go's	49,165	Lynn, Cheryl	121	Pendergrass, Teddy	102	Stanley, Michael	178		
Carlton, Carl	145	Grand Master Flash	106	Lynyrd Skynyrd	161	Pieces of a Dream	127	Steel Breeze	79		
Carnes, Kim	62	Guthrie, Gwen	169	Manchester, Melissa	122	Plant, Robert	51	Stray Cats	15		
Carrack, Paul	162	Haggard & Jones	112	Manhattan Swing Orchestra	58	Poco	128	Summer, Donna	61		
Casino Lights	111	Hali & Oates	24	Manilow, Barry	192	Pointer Sisters	189	Summers & Frapp	109		
Cheap Trick	195	Harris, Emmylou	81	McCartney, Paul	113	Police	194	Supertramp	37		
Chicago	16	Hendrix, Jimi	149	McDonald, Michael	11	Pop, Iggy	133	Survivor	60		
Clash	32	Henley, Don	23	Men At Work	4	Psychedelic Furs	103	Sylvia	70		
Con Funk Shun	138	Hughes/Thrall	177	Metheny, Pat	188	Rabbit, Eddie	118	Talk Talk	171		
Costello, Elvis	123	Ice House	152	Miller, Steve	33	REO Speedwagon	55	.38 Special	80		
Cougar, John	1	Iris, Donnie	166	Mills, Stephanie	126	Richie, Lionel	6	Thorogood, George	68		
Crosby, Stills & Nash	26	Isley Brothers	136	Missing Persons	48,120	Roches	132	Time	25		

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

**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.

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

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

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

**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 end earn after others die. Phone Joe 800-638-0144. MarMatic, Baltimore, Md.

**FOR SALE:** New and used Sircome 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

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

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

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

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

**FREE CATALOG:** New York's largest end 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.

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

### SERVICES COIN MACHINE

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

## SOUND/IEWS

(continued from page 13)

12" x 18" cassette boxes that double as mobiles. In addition, Paramount is providing special display boxes and *Star Trek II* styrenes to be inserted into the company's lightbox display. Retailers should have their non-returnable photo entries postmarked by Dec. 16 to their distributors, who, in turn, must sign and submit all dealer entries to Paramount no later than Dec. 20. According to Paramount vice president and general manager **Reg Childs**, some retailers have already begun to plan their entries even though the prepacks will not be sent for another few weeks. "We're anticipating a great response, and stiff competition among retailers," said Childs. The Grand Prize is an expense-paid trip for two to Hollywood for four days and three nights, including airfare, hotel accommodations, dinner at the Brown Derby restaurant, a private studio tour, "commissary" lunch and free rental car. The authorized distributor salesperson who works with the grand prize-winning retailer will receive \$300. As a special bonus, the grand prize-winning retailers and distributor will be flown to Las Vegas on Jan. 6 for the award presentation and a press conference at the Winter Consumer Electronics Show, where they'll stay for two nights at Caesar's Palace. Three runner-up retailers will win \$300 each, and three runner-up distribs will get \$150 each.

**VIDEO SOFTWARE NOTES** — With the legal brouhaha over *The Compleat Beatles* settled, MGM/UA is embarking on an all-out campaign to sell the two-hour documentary. According to a company spokesperson, they've even planned to put up a billboard on Hollywood's heavily trafficked Sunset Strip.

michael glynn

## UNUSON Opens Headquarters in L.A.

LOS ANGELES — UNUSON Corp., which put on the recent US Festival in San Bernardino, Calif., has opened new headquarters in Hollywood. Main projects at this point are the overseeing of a number of post-Festival projects and beginning work on another festival.

The office will be directed on a day-to-day basis by Michael Douglas Miller, newly appointed head of entertainment for UNUSON. UNUSON chairman Stephen Wozniak and president Dr. Peter Ellis will also maintain offices at the new headquarters. Al Schlesinger has been retained as chief legal advisor and contract negotiator.

Current projects include post-production work on US Festival footage for TV, cable-TV, video and film ventures. The festival, held Labor Day weekend, drew 400,000+ over a three-day period (**Cash Box**, Sept. 18).

The UNUSON headquarters are located at 1330 N. Vine St., Hollywood, Calif. 90028. The telephone number is (213) 461-3970.

## ASCAP, BMI Pact With NPR, PBS

NEW YORK — The American Society of Composers, Authors and Publishers (ASCAP) and Broadcast Music, Inc. (BMI) have each reached voluntary music licensing agreements with the Public Broadcasting Service (PBS) and National Public Radio (NPR). The ASCAP agreement is the first of its kind, while the BMI deal is the second such agreement.

The ASCAP agreement calls for payment of \$11.5 million from 1983 to 1987 and covers all non-dramatic performances of ASCAP music by public television stations and NPR outlets. It also pertains to non-NPR radio stations receiving support from the Corporation for Public Broadcasting (CPB).

ASCAP's fees from PBS and NPR had been previously mandated by the Copyright Royalty Tribunal (CRT), when none of the parties could come to an agreement.

At the same time, BMI signed a new five year agreement with PBS and NPR, effective Jan. 1. It provides for a fixed pre-determined schedule of payments to be made to BMI for the use of its licensed music. Under the terms of the agreement, payment schedules were not revealed.



**TO 'LIFE'** — Island Records recently celebrated the completion of Grace Jones' "Living My Life" album, to be released Nov. 15. Pictured at a listening party for Atco/Atlantic and Island Records' staff are (l-r): Eddie Gilreath, executive vice president of sales and marketing, Island Records; Jones; Everett Smith, vice president, Cotillion Records; and Walter Combs, national promotion and marketing director for black music and jazz, Island Records.

### Intercon Music Bows

NEW YORK — Intercon Music Corp. has been formed by John T. Matarazzo. The new firm offers American and Canadian publishing, producing and marketing services for record companies based overseas.

The company, which is currently negotiating licensing agreements, has its offices, warehouses and distribution facilities located in the New Jersey Meadowlands at 140 Grand St., Carlstadt, N.J. 07072. The telephone number is (201) 438-0444.

### Pegasus Label Bows

LOS ANGELES — Pegasus Records has been formed in Santa Clara, Calif. Bob Cagle is the president, and Matt Hardwick has been named national promotion director. The first artist signed to Pegasus is Steve Mansur.

Pegasus Records is located at 292 Calvert Drive, Santa Clara, Calif. 95051. The telephone number is (408) 248-2612.

### MSI Records Moves

NEW YORK — M.S.I. Records, the label that includes Hurricane Jones, the James Montgomery Band and the Uptown Horns, has moved to New York. It is located at 723 Seventh Avenue, New York, N.Y. 10019. The telephone number is (212) 719-9090.

### Int'l Marketing Push Set For Hall & Oates

LOS ANGELES — RCA Records is embarking on an aggressive worldwide marketing campaign in support of the newly-released LP "H2O" by Hall & Oates, who are in the midst of an overseas concert tour that will take them through the U.K., Japan and Australia.

In the U.K., where the duo kicked off the tour with an Oct. 12 date in Edinburgh, Scotland, merchandising includes extensive distribution of dealer posters, window displays and other point-of-purchase materials. Billboards have been put up throughout the U.K. listing concert dates, and the label is seeking heavy press coverage in the U.K. and on the Continent.

In Japan, consumer and trade advertising, including radio spots and airing of the video featuring the single "Maneater," supports the live appearances and the LP. Similar marketing plans are set for Australia, where RCA Ltd. has also booked large window displays in each major city. The act finishes its tour there with concert dates at the Festival Hall in West Melbourne (11/13-14); at the Festival Hall in Brisbane (11/16); at the Hordern Pavillion in Sydney (11/19); at the Apollo Stadium in Adelaide (11/22); and at the Perth Entertainment Center in Perth (11/24).

# CASH BOX

November 13, 1982

## AROUND THE ROUTE

by Camille Compasio

As of this writing, AMOA Expo '82, scheduled for Nov. 18-20 at the Hyatt Regency in Chicago, will house 439 exhibit booths sponsored by 165 exhibiting firms — for a record convention! Exhibit space has been expanded three times already to accommodate the overflow — and there's still a waiting list of hopefuls who are anxious to participate. There's just no further room for expansion at the hotel, however. What's more, there's not a guest room or suite to be had either — since the Hyatt began relocating people to such neighboring hotels as the Chicago Marriott (which is just two blocks north of the convention site), long before the Oct. 26 deadline specified on the reservation card that was mailed by AMOA. Pity the poor souls who felt six weeks notice was sufficient to secure hotel rooms, not realizing that the show has grown to such an extent as to necessitate that all arrangements for participation be made *well in advance*. Besides which, Chicago is a popular convention city, so it is not unusual to find a number of major ones in town at the same time — absorbing all available hotel accommodations. At any rate, because of the expanded seminar program on Wednesday,

(continued on page 37)



**FOR THE CHILDREN** — Cindy Calderon of MVS Amusements and Neal Smithwick of Williams join some of the children at the Indianapolis Ronald McDonald House at one of the games donated by their companies. The manufacturers donated "Make Trax" and "Robotron" games to the newest Ronald McDonald House, which is one of a series of facilities across the nation that provide a "Home-like atmosphere" for families of hospitalized children (see story, page 36).



## Atari, Bally Midway Pursue Copyright Infringement Case

LOS ANGELES — Atari, Inc. and Bally Midway filed suit in the United States District Court in Las Vegas, Nevada, recently, charging six defendants with copyright infringement, trademark infringement and federal and commonlaw unfair competition. The U.S. District Court granted a request by calling for a temporary restraining order, an impoundment order and an expedited discover order.

Named in Atari's lawsuit are Technical Innovative Concepts, Inc. (TIC); Hajimi Takagi, president of TIC; and James J. Travis, doing business as P.J.'s Amusement Center and P.J.'s Corner. Chicago-based Bally

(continued on page 36)

## Bally Mfg. Corp. Posts Record Sales, Earnings

CHICAGO — Robert E. Mullane, chairman, president and chief executive officer of Bally Manufacturing Corp. (NYSE:BLY), today announced record revenues, net income and earnings per share for the third quarter and nine months ended Sept. 30.

For the third quarter 1982, revenues were \$394.5 million, compared to \$224.1 million in the same period last year. Net income of \$29.5 million compared to \$24.3 million earned in the third quarter of 1981. Earnings per share were \$1.02, compared to the \$.90 per share reported a year ago.

For the first nine months 1982, revenues

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# COIN MACHINE

# INDUSTRY NEWS

## Bally Mfg. Corp. Sales, Earnings Up

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were \$1.04 billion, compared to the \$667.5 million reported in the comparable period of 1981. Net income was \$81.8 million, compared to the \$63.4 million earned in the first nine months of 1981. Earnings per share were \$2.85, compared to the \$2.35 per share reported for the first nine months of 1981.

Commenting on the third quarter results, Mullane noted that "the quarter included a strong contribution from the operations of Six Flags Corp., which experiences its strongest activities during the summer months. However, attendance factors at the Six Flags' six theme parks and two wax museums were lower than would be expected for the period due to recessionary effects in many of their major market areas."

Mullane added, "The coin-operated video game industry experienced a slowdown in activity in the third quarter related to lower levels of play by the public. We experienced lower year-to-year store revenues in comparable units of our Bally's Aladdin's Castle chain, typical of the results of other operators in the industry. In turn, orders for new equipment by operators receded as they became extremely selective in their equipment purchases. This had a modest effect on revenues."

"On the other hand, Bally Midway Mfg. Co., our video game manufacturer, continued production and sales at a high level, exceeding its activities in the third quarter of 1981, because its games demonstrated more reliable player appeal than those of most other manufacturers."

Mullane further noted that "Bally's Park Place Casino Hotel revenues and operating income were comparable with the strong results shown in the year earlier period."



**NICE GESTURE** — Bally Midwest, Inc. of Green Bay, Wis. presented a Centuri "Loco-Motion" video game to the National Railroad Museum for use through Nov. 18 of this year, with all money brought in by the machine being donated to the Museum. The gesture was made on behalf of "all of the local operators in Green Bay" and will serve as an effective public relations effort to dramatize operators' involvement in community affairs, noted Bob Rondeau, vice president of Bally Midwest. Hundreds of people go through the museum each year and when it closes on Nov. 18, the Loco-Motion will be put to further good use when it is placed for bid by the Wisconsin Amusement and Music Operators Assn. and Bally Midwest. The money realized from this unique auction will be donated to the WAMO public relations fund. Bob Rondeau (l) is pictured in the accompanying photo with Dave Fonder (c), (president of the Green Bay Operators Assn.), and Warren Mott, head of the National Railroad Museum's board of directors, as he presented Mott with the keys to the game.

## MVS Amusements, Williams Donate Games To Ronald McDonald House

INDIANAPOLIS — MVS Amusements, Inc. and Williams Electronics, Inc. were represented at the Oct. 14 grand opening ceremony and dedication of the Indianapolis Ronald McDonald House, where the firms donated two video games for patient and family use.

This latest opening marks the 40th and largest Ronald McDonald House in the country thus far. It provides a home-like atmosphere for Indiana families whose children are either full-time or out-patients at the James Whitcomb Riley Hospital for Children, Indiana University Medical Center or other Indianapolis hospitals.

The "Make Trax" and "Robotron" video games donated by MVS Amusements and Williams Electronics will be used to provide entertainment and therapy for the older children, particularly for out-patients who are receiving chemotherapy.

Through the efforts of Our House, Inc. (a not-for-profit organization incorporated to fund, build and operate the house), McDonald's restaurants and the contributions of area businesses and private individuals, seriously ill children will be able to enjoy the comfort and support of their families. The house provides accommodations for the parents of these children, who have in the past slept on couches in crowded lounges in order to be near their loved ones.

"I know that I speak for everyone at MVS and Williams when I say that we are honored to be a part of such a special and much needed project as the Indianapolis Ronald McDonald House," stated Cindy Calderon, MVS' director of public relations. This Ronald McDonald House has been dubbed "The House that Love Built," and, she added, "indeed, it truly is."

Corporate executive Jane Goldberg commented, "When you do something like this it really makes you feel good — period."

MVS Amusements, Inc. is a leading distributor and operator of amusement games with over 50 years experience in the business. Williams Electronics is one of the industry's largest and most noted manufacturers of coin-operated amusement machines.

## Copyright Suit

(continued from page 35)

Midway filed actions against TIC and Takagi.

U.S. Marshalls and attorneys representing both Atari and Bally took measures under the court's impoundment order and seized copying equipment, ROMs and EPROMs, along with printed circuit boards for Atari's "Centipede" and "Dig Dug" games and Bally Midway's "Galaga" coin-op amusement. Also found during the impoundment were hundreds of pages of documents evidencing TIC's illegal distributing and manufacturing operations. Both legitimate video game firms will use these documents to establish their respective claims against the defendants.

"These defendants and others like them are undermining the integrity of the coin-video game industry at the expense of all legitimate industry members," remarked Karen Witte, vice president and legal counsel for Atari's coin-operated video game division.

## Atari Launches National TV Push For 'Dig Dug'

SUNNYVALE — Atari's popular coin operated video game, "Dig Dug," is the subject of a recently launched advertising campaign on television and Screen Vision around the United States. The imagination provoking commercial focuses on a scene in a top secret Pentagon war room where high level government and military officials are discussing strategies as they sit around a large radar screen. Suddenly the screen shows what appears to be a small miner tunneling through dirt and rock. The officials watch with wide-eyed surprise, then head for the phones, demanding to know who and what the creature is.

Don Osborne, vice president of sales and marketing for Atari Coin Video Games Division, commented on the decision to advertise on Screen Vision and television. "Atari has substantial experience in advertising through its consumer products group. We have been evaluating the potential of a major coin video advertising effort to determine if, through advertising, we can enhance the public's awareness of our products. More importantly," he continued, "we wanted to determine if it would be possible to stimulate stronger player attraction and better earnings for the product ... and essentially realize the successes of a good product sooner."

The idea behind the commercial is a novel one — what would it be like if a video game character made an appearance in your life? Various locations were chosen to depict the event and these include the Pentagon, a laboratory, a Midwest farmhouse and lover's lane. In each instance, through the use of special effects, Dig Dug makes his presence known to stunned observers.

The Midwest farm couple watch as corn stalks disappear and the wooden slats on their porch move like piano keys before their very eyes. Stunned scientists watch in amazement as their laboratory video monitors suddenly become Dig Dug game monitors. The couple on lover's lane are more than surprised when the hood of their red convertible suddenly starts swelling, reminiscent of "Pooka," the giant tomato character in Dig Dug.

Furrows appear in fields as Dig Dug tunnels through, and when he decides to make his grand entrance a miner's hat bursts up from underground. Through it all, the "Dig Dug Dance," a song written and choreographed specially for the commercial, is playing.

Among the credits of the special effects crew involved in the filming of the commercial is the hit film, *Poltergeist*. The camera man has several full-length feature films to his credit, including *Coal Miner's Daughter*.

The commercial took five days to film, one entire day spent filming Dig Dug game screens. The finished two-minute Screen Vision version has been shown in theaters throughout the country, and the shorter television version was tested in three cities.

## Rock-Ola, Southwest Pact

CHICAGO — Southwest Vending Sales of Dallas, Texas, has been appointed a distributor of Rock-Ola phonographs and games, according to Donald C. Rockola, president of Rock-Ola Manufacturing Corp.

"Southwest is an established professional and Rock-Ola welcomes their aggressive sales attitude and excellent service department, which is a trademark of the Rock-Ola family of distributors," Rockola said.

John Gatens, president of Southwest, advised that the distributor will stock all of the latest models of Rock-Ola products and "looks forward to welcoming all the many Rock-Ola operators of music and games to the Southwest showroom."

## AMOA EXPOSITION 1982

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



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

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

## AROUND THE ROUTE

(continued from page 35)

Nov. 17, along with the state association conference, the AVMDA meeting and various factory sponsored functions on this date, there'll be plenty of people coming in a day early to take part in this segment of the convention program. Sure sounds like this year's event will set a new record for Expo!

It was great hearing from West Coast coinman **Hal Watner**, who told us he recently acquired a 70-year-old company and will shortly be manufacturing the firm's first arcade game. The Alstate Group, Inc. is the name of the company; it is located in Henderson, Nevada (a stone's throw from Las Vegas); and its new coin-op entry is called "Battleback." The trade can see it in booths 2207-2213 at the AMOA convention in Chicago.

Rock-Ola veepee **Ron Moskal** is pleased that the firm's "Eyes" video game has been doing so well — not only in terms of popularity with players, but in reliability, which is oh so important! He told us to watch for the firm's latest video, which will be unveiled at AMOA Expo '82. The Rock-Ola exhibit at Expo will also feature the 481-2 jukebox, which has some graphic changes, along with the firm's can drink vending line, spotlighting the models CCC5 and CCA6. Ron also mentioned that Rock-Ola has been providing video games to area hospitals for therapeutic, as well as recreational, use. A couple of games have been installed at LaRabida and Children's Memorial hospitals in Chicago, and the response has been most gratifying. The factory has received some wonderful letters from hospital administrators expressing their gratitude and that of the young patients who are really enjoying the machines. Gestures such as this do much to further the cause of good p.r. for our industry.

State Association News. As reported by the **Ohio Music & Amusement Assn.**, a recent proposal to increase the coin-operated amusement game license fee from \$10 per machine to \$175 per machine in the city of Columbus was defeated. Through the united efforts of OMAA and Columbus operators, the new fee passed and approved by the city is \$15 per machine — which is certainly more palatable. Hats off to everyone who worked so hard to get the fee reduced. Just goes to show what can be accomplished when you work together and support your local state association . . .

**Music Operators of Michigan**, at its recently held annual convention, sponsored a Public Affairs Seminar at which special information kits were distributed to members, outlining the specifics for addressing local legislative issues affecting their businesses. Contained in the kits are a sample letter to the editor, sample testimony for presentation at city council meetings, answers to the most commonly asked questions about video games, model ordinances that can be suggested to local officials who are considering restrictive ordinances and other pertinent material.

## New Equipment

### 3-D Planetary Battle

The latest video game being offered by Stern Electronics, Inc. is a three-dimensional action game called "Dark Planet," which presents explosive excitement as battles are fought on and above the planet's surface.

As play proceeds, the starship beams up and down a conveyor tube to engage enemy artillery in combat. A directional control and fire buttons allow swift maneuverability of the ship through its encounters. One or two players can participate in the battle, vying for highest score and all of the action is portrayed as a 3-D scene.

Dark Planet features high-tech design and a bold combination of colors and backlit panels to distinguish its unique, compact style. The specially designed viewing area replaces the traditional two-dimensional screen. A pull-out drawer houses the logic boards for easy accessibility.

The new model will be available through factory distributors and further information may be obtained by contacting Stern Electronics, Inc., 700 Chase Ave., Elk Grove Village, Ill. 60007.



attracting spectators to observe and wait their turn.

Whirly Bird features a moving target. When it is hit, the point value of the hole the ball drops into is doubled. A special remote control option on the ticket dispenser allows the location to offer

"happy hour specials" to induce more play. There is also a lively audio system on the game that beckons the player with electronic coos, purrs and giggles. As a special option Exidy will customize the game with special sound effects for specific locations, and these include cartoon characters' voices for amusement parks.

Whirly Bucket is seven feet in length and handsomely crafted in a woodgrain cabinet.

According to Pete Kauffman, president of Exidy, "Whirly Bucket is the perfect answer for a number of new locations. Its size and the excitement it generates in a crowd makes it ideal for such locations as bars, amusement parks, arcades and other street locations."

Exidy will premier Whirly Bucket along with a number of other products at the AMOA convention in Chicago (Nov. 18-20) and the IAAPA convention in Kansas City (Nov. 18-20).

Further information may be obtained by contacting Exidy at 390 Java Drive, Sunnyvale, Calif. 94086.



### A New Twist

A classic new skill game with an added twist, in line with "the technology of the eighties," is being introduced by Exidy.

Not much larger than a pinball game, the new model is called "Whirly Bucket" and is geared for a wide variety of locations, including arcades, amusement parks, theatres, bars, stores and street locations, according to the company.

This is the type of game that provides fun and challenge for the player while

# Location Test Proven #1

THE NEW KRAMER MODEL II  
HI-LO DOUBLE UP JOKER POKER  
VIDEO AMUSEMENT  
GAME SURPASSES  
ALL VIDEO CARD  
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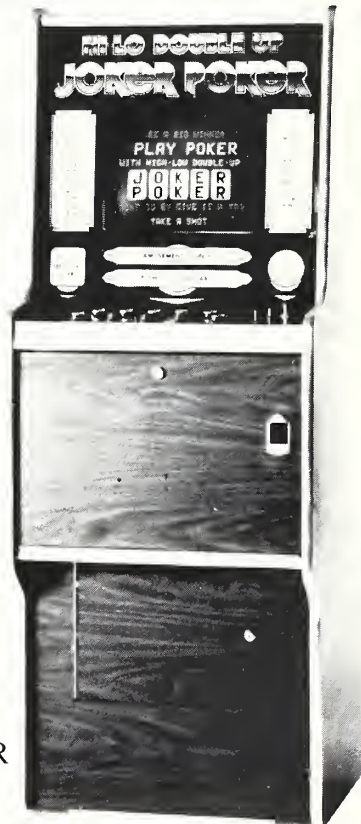
### 6 WEEK TRIAL OFFER!

If not 100% satisfied return for a full refund.

All Kramer Model II games offer inexpensive conversion to regular Draw Poker, Bonus 21, Black Jack, Super Dominoes, Joker Poker plus others.

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- RELIABILITY • ERROR DETECTION • PLAYER APPEAL • ACCOUNTING
- STATE OF THE ART ENGINEERING • FACTORY & DISTRIBUTOR BACK-UP
- NEW TROUBLE FREE ELECTRONIC COIN ACCEPTOR



## CALENDAR

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

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

1983

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

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



For further information call or write:

M. KRAMER MANUFACTURING CO., INC.

1100 Towbin Ave., Lakewood, NJ 08701

201-367-7810 Out of State: 800-631-2126

# THE JUKEBOX PROGRAMMER

\* indicates new entry

November 13, 1981

## POP

- 1 **UP WHERE WE BELONG**  
JOE COCKER AND JENNIFER WARNES (Island/Atco 7-99996)
- 2 **TRULY**  
LIONEL RICHIE (Motown 1644MF)
- 3 **HEARTLIGHT**  
NEIL DIAMOND (Columbia 18-03219)
- 4 **WHO CAN IT BE NOW?**  
MEN AT WORK (Columbia 18-02888)
- 5 **HEART ATTACK**  
OLIVIA NEWTON-JOHN (MCA-52100)
- 6 **GYPSY**  
FLEETWOOD MAC (Warner Bros. 7-29918)
- 7 **JACK & DIANE**  
JOHN COUGAR (Riva/PolyGram R-120)
- 8 **THE ONE YOU LOVE**  
GLENN FREY (Asylum 7-69974)
- 9 **MUSCLES**  
DIANA ROSS (RCA PB-13348)
- 10 **GLORIA**  
LAURA BRANIGAN (Atlantic 4048)
- 11 **PRESSURE**  
BILLY JOEL (Columbia 38-03244)
- 12 **I KEEP FORGETTIN'**  
MICHAEL McDONALD (Warner Bros. 7-29933)
- 13 **STEPPIN' OUT**  
JOE JACKSON (A&M 2428)
- 14 **MANEATER**  
DARYL HALL & JOHN OATES (RCA PB-13354)
- 15 **LOVE ME TOMORROW**  
CHICAGO (Full Moon/Warner Bros. 7-29911)
- 16 **DIRTY LAUNDRY**  
DON HENLEY (Asylum 7-69894)
- 17 **IT'S RAINING AGAIN**  
SUPERTRAMP (A&M 2502)
- 18 **I.G.Y. (WHAT A BEAUTIFUL WORLD)**  
DONALD FAGEN (Warner Bros. 7-29900)
- 19 **BREAK IT TO ME GENTLY**  
JUICE NEWTON (Capitol B-5148)
- 20 **MICKEY**  
TONY BASIL (Chrysalis CHS 2638)
- 21 **GET CLOSER**  
LINDA RONSTADT (Asylum 7-69948)
- 22 **YOU CAN DO MAGIC**  
AMERICA (Capitol B-5142)
- 23 **SHADOWS OF THE NIGHT**  
PAT BENATAR (Chrysalis CHS 2647)
- 24 **THE GIRL IS MINE\***  
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
- 25 **ROCK THIS TOWN**  
STRAY CATS (EMI America B-8132)
- 26 **LOVE COME DOWN**  
EVELYN KING (RCA PB-13273)
- 27 **SEXUAL HEALING\***  
MARVIN GAYE (Columbia 38-03302)
- 28 **DON'T FIGHT IT**  
KENNY LOGGINS WITH STEVE PERRY (Columbia 18-03192)
- 29 **MISSING YOU\***  
DAN FOGELBERG (Full Moon/CBS 34-03289)
- 30 **NEW WORLD MAN**  
RUSH (Mercury/PolyGram 76179)

## COUNTRY

- 1 **HEARTBROKE**  
RICKY SKAGGS (Epic 14-03212)
- 2 **WAR IS HELL**  
T.G. SHEPPARD (Warner/Curb 7-29934)
- 3 **YOU AND I**  
EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)
- 4 **YOU'RE SO GOOD WHEN YOU'RE BAD**  
CHARLEY PRIDE (RCA PB-13293)
- 5 **BREAK IT TO ME GENTLY**  
JUICE NEWTON (Capitol B-5148)
- 6 **THE BIRD**  
JERRY REED (RCA PB-13355)
- 7 **WE DID BUT NOW YOU DON'T**  
CONWAY TWITTY (Elektra 7-69964)
- 8 **IT AIN'T EASY BEIN' EASY**  
JANIE FRICKE (Columbia 38-03214)
- 9 **LOVE'S GONNA FALL HERE TONIGHT**  
RAZZY BAILEY (RCA PB-13290)
- 10 **CLOSE ENOUGH TO PERFECT**  
ALABAMA (RCA PB-13294)
- 11 **REDNECK GIRL**  
THE BELLAMY BROTHERS (Warner/Curb 7-29923)
- 12 **HE GOT YOU**  
RONNIE MILSAP (RCA PB-13286)
- 13 **THE BEER DRINKIN' SONG**  
MAC DAVIS (Casablanca/PolyGram 2355)
- 14 **THE AMERICAN DREAM**  
HANK WILLIAMS, JR. (Elektra 7-69960)
- 15 **(SITTIN' ON) THE DOCK OF THE BAY**  
WAYLON & WILLIE (RCA PB-13319)
- 16 **A LOVE SONG**  
KENNY ROGERS (Liberty B-1485)
- 17 **SURE FEELS LIKE LOVE**  
LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-03159)
- 18 **LET IT BE ME**  
WILLIE NELSON (Columbia 18-03073)
- 19 **GOING WHERE THE LONELY GO**  
MERLE HAGGARD (Epic 34-03315)
- 20 **OPERATOR, LONG DISTANCE PLEASE**  
BARBARA MANDRELL (MCA-52111)
- 21 **I WILL ALWAYS LOVE YOU**  
DOLLY PARTON (RCA PB-13260)
- 22 **SOMEWHERE BETWEEN RIGHT AND WRONG**  
EARL THOMAS CONLEY (RCA PB-13320)
- 23 **STAY A LITTLE LONGER\***  
MEL TILLIS (Elektra 7-69983)
- 24 **YESTERDAY'S WINE**  
MERLE HAGGARD/GEORGE JONES (Epic 14-03072)
- 25 **I DON'T REMEMBER LOVING YOU**  
JOHN CONLEE (MCA-52116)
- 26 **A WOMAN'S TOUCH**  
TOM JONES (Mercury/PolyGram 76172)
- 27 **CHEROKEE FIDDLE**  
JOHNNY LEE (Full Moon/Asylum 7-69945)
- 28 **TIE YOUR DREAM TO MINE**  
MARTY ROBBINS (Columbia 18-03236)
- 29 **16TH AVENUE\***  
LACY J. DALTON (Columbia 18-03184)
- 30 **LIKE NOTHING EVER HAPPENED\***  
SYLVIA (RCA PB-13330)

## BLACK CONTEMPORARY

- 1 **SEXUAL HEALING**  
MARVIN GAYE (Columbia 38-03302)
- 2 **BAD BOY/HAVING A PARTY**  
LUTHER VANDROSS (Epic 14-03205)
- 3 **TRULY**  
LIONEL RICHIE (Motown 1644MF)
- 4 **MUSCLES**  
DIANA ROSS (RCA PB-13348)
- 5 **LOVE'S COMIN' AT YA**  
MELBA MOORE (EMI America B-8126)
- 6 **A PENNY FOR YOUR THOUGHTS**  
TAVARES (RCA PB-13292)
- 7 **777-9311**  
THE TIME (Warner Bros. 7-29952)
- 8 **BABY I NEED YOUR LOVING**  
CARL CARLTON (RCA PB-13292)
- 9 **ATTACK OF THE NAME GAME**  
STACY LATTISAW (Cotillion/Atco 7-99968)
- 10 **1999**  
PRINCE (Warner Bros. 7-29896)
- 11 **LOVE COME DOWN**  
EVELYN KING (RCA PB-13273)
- 12 **ON THE WINGS OF LOVE**  
JEFFREY OSBORNE (A&M 2434)
- 13 **KEEP AWAY GIRLS**  
STEPHANIE MILLS (Casablanca/PolyGram NB 2354)
- 14 **NASTY GIRL**  
VANITY 6 (Warner Bros. 7-29908)
- 15 **IF THIS WORLD WERE MINE**  
CHERYL LYNN (Columbia 18-03204)
- 16 **YOUR PRECIOUS LOVE**  
AL JARREAU AND RANDY CRAWFORD (Warner Bros. 7-29908)
- 17 **BIG FUN**  
KOOL & THE GANG (De-Lite/PolyGram DE 822)
- 18 **DO WA DITTY (BLOW THAT THING)**  
ZAPP (Warner Bros. 7-29891)
- 19 **YOUNG LOVE**  
JANET JACKSON (A&M 2440)
- 20 **WHAT ABOUT MY LOVE**  
JOHNNIE TAYLOR (Beverly Glen BG2002)
- 21 **RIBBON IN THE SKY**  
STEVIE WONDER (Tamlia/Motown 1639TF)
- 22 **MAGIC IN THE MOONLIGHT**  
THE SPINNERS (Atlantic 7-89962)
- 23 **I KEEP FORGETTIN'**  
MICHAEL McDONALD (Warner Bros. 7-29933)
- 24 **LET'S GO DANCIN' (OOH LA, LA, LA)\***  
KOOL & THE GANG (De-Lite/PolyGram DE824)
- 25 **SHE'S JUST A GROUPIE**  
BOBBY NUNN (Motown 1643)
- 26 **THE GIRL IS MINE\***  
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
- 27 **DO IT (LET ME SEE YOU SHAKE)**  
THE BAR-KAYS (Mercury/PolyGram 76187)
- 28 **GIVE ME YOUR LOVE**  
PEABO BRYSON (Capitol B-5157)
- 29 **LOOPZILLA\***  
GEORGE CLINTON (Capitol B-5160)
- 30 **HIGH HOPES\***  
THE S.O.S. BAND (Tabu/CBS ZS4-03248)

## OPERATORS PICKS

Gary Snortum (Cigarette Services, Inc., Appleton)  
**STAY A LITTLE LONGER** — Mel Tillis — Elektra  
 Margot Green (Jones Music, Burbank)  
**THE ELVIS MEDLEY** — Elvis Presley — RCA  
 Brad Hamma (A.H. Entertainers, Inc., Rolling Meadows)  
**THE GIRL IS MINE** — Michael Jackson/Paul McCartney — Epic

## RECORDS TO WATCH

**SPECIAL OCCASION/BLUES DON'T GET TIRED OF ME**  
 — Millie Jackson — Spring/PolyGram  
**USED TO BE** — Charlene & Stevie Wonder — Motown  
**YOU CAN'T HURRY LOVE** — Phil Collins — Atlantic  
**I WONDER** — Rosanne Cash — Columbia  
**TALK TO ME** — Mickey Gilley — Epic

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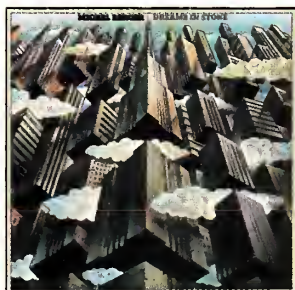
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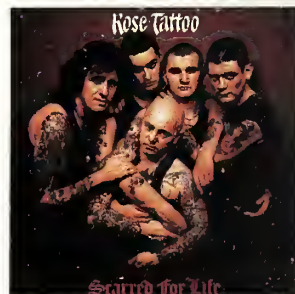
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