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# CASH BOX

INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

VOLUME XLIV — NUMBER 7 — July 10, 1982

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

## EDITORIAL

It's summertime again, and what a time it may turn out to be. For the first time in recent memory, there is an abundance of hot and top quality product on the streets capable of generating the kind of excitement this industry thrives on.

For a hint of what this might mean, it is instructive to look at the movie industry. Emerging from a long dry spell that was punctuated only occasionally by the isolated hit like *Raiders Of The Lost Ark* or *Porky's*, the movie studios are currently enjoying what could turn out to be their biggest summer ever. With such blockbusters as *Rocky III*, *Star Trek II: The Wrath Of Khan*, *Annie*, *Poltergeist* and, of course, *E.T. The Extra-Terrestrial* out there regularly breaking each other's attendance records, it is becoming increasingly evident that an abundance of good product generates even more spending on the part of the consumer, in spite of day-to-day economic hardships.

## Burn It Up

Such is the potential of the recorded music market today. With virtually every label today participating in the superstar derby this summer, plus the added incentive of top quality new & developing acts offered at introductory prices, the opportunity to parallel the success of the movie studios' season is very real.

While a number of reasons have been given for the decline in record sales over the past two or three years, perhaps the most critical has been a lack of exciting releases. Sure, there have been periods when one, two or even three hot records were out simultaneously, but there hasn't been anything like the wealth of product on the street today. The movie industry has shown that a flood of good product creates a momentum that only encourages the consumer to keep coming back for more. It shouldn't be that hard for the recorded music industry to do the same.

## CONTENTS

### DEPARTMENTS

Black Contemporary .....	23
Classifieds .....	33
Country .....	18
Gospel .....	22
International .....	26
Jazz .....	11
Merchandising .....	14
Radio .....	16
Video .....	13

### FEATURES

Coast To Coast .....	12
Editorial .....	3
Executives On The Move .....	10
New Faces To Watch .....	8

### CHARTS

Top 100 Singles .....	4
Top 200 Albums .....	27, 28
Black Contemporary Albums .....	23
Black Contemporary Singles .....	24
Country Albums .....	19
Country Singles .....	20
Gospel Albums .....	22
International Albums, Singles .....	26
Jazz Albums .....	11
Rock Album Radio Report .....	17
Top 30 Videocassettes .....	13

### REVIEWS

Albums .....	6
Singles .....	8
Talent .....	9

## ON THE COVER

Between 1977 and 1979, at the very height of *Saturday Night Fever*, Saint Tropez, in its first incarnation, strutted onto the scene with its own special brand of bilingual disco, the female trio looking as sultry as a Helmut Newton photograph. Initially, the group created more of a stir for the suggestive jacket of its first LP, "Je T'aime," than for its music, but the record soon went on to become one of the most popular disco albums of '77.

Prior to the release of its second set, "Belle de Jour," Saint Tropez graced the March '79 cover of *Oui* magazine and the cover of "Belle de Jour" was taken from a 10-page spread on the girls in that issue. The music was as provocative as the cover, as the epic French-English title cut was described as "eargasmic" and another track, "One More Minute," quickly became a disco smash.

1982 finds a revamped (no pun intended) and ever-so-sexy Saint Tropez making a return with the self-described "Hot And Nasty" on *Destiny*.



## TOP POP DEBUTS

### SINGLES

48 TAKE IT AWAY — Paul McCartney — Columbia

### ALBUMS

15 GOOD TROUBLE — REO Speedwagon — Epic

## POP SINGLE

**DON'T YOU WANT ME**  
The Human League  
Virgin/A&M

## B/C SINGLE

**LET IT WHIP**  
Dazz Band  
Motown

## COUNTRY SINGLE

**ANY DAY NOW**  
Ronnie Milsap  
RCA

## JAZZ

**OFFRAMP**  
Pat Metheny Group  
ECM

# NUMBER ONES



The Gap Band

## POP ALBUM

**ASIA**  
Geffen

## B/C ALBUM

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

## COUNTRY ALBUM

**MOUNTAIN MUSIC**  
Alabama  
RCA

## GOSPEL

**HIGHER PLANE**  
Al Green  
Myrrh



# CASHBOX TOP 100 SINGLES

July 10, 1982

Weeks  
On  
7/3 Chart

1	<b>DON'T YOU WANT ME</b> THE HUMAN LEAGUE (Virgin/A&M 2397)	1	19
2	<b>ROSANNA</b> TOTO (Columbia 18-02811)	3	13
3	<b>EBONY AND IVORY</b> PAUL McCARTNEY (Columbia 18-02860)	2	14
4	<b>HURTS SO GOOD</b> JOHN COUGAR (Rive/PolyGram R 209)	5	12
5	<b>LOVE'S BEEN A LITTLE BIT HARD ON ME</b> JUICE NEWTON (Capitol PB-5120)	6	10
6	<b>EYE OF THE TIGER</b> SURVIVOR (Scotti Bros./CBS ZS5 02912)	10	6
7	<b>ALWAYS ON MY MIND</b> WILLIE NELSON (Columbia 18-02741)	4	18
8	<b>THE OTHER WOMAN</b> RAY PARKER, JR. (Ariste AS 0669)	7	17
9	<b>HOLD ME</b> FLEETWOOD MAC (Werner Bros. 7-29966)	16	4
10	<b>CAUGHT UP IN YOU</b> 38 SPECIAL (A&M 2412)	11	11
11	<b>TAINTED LOVE</b> SOFT CELL (Sire SRE 40655)	13	24
12	<b>ONLY THE LONELY</b> THE MOTELS (Capitol PB-5114)	14	11
13	<b>LET IT WHIP</b> THE DAZZ BAND (Motown 1609MF)	15	11
14	<b>KEEP THE FIRE BURNIN'</b> REO SPEEDWAGON (Epic 14-02967)	18	5
15	<b>ANY DAY NOW</b> RONNIE MILSAP (RCA PB-13216)	17	11
16	<b>PERSONALLY</b> KARLA BONOFF (Columbia 18-02805)	19	11
17	<b>DO I DO</b> STEVIE WONDER (Tamla/Motown 1612TF)	20	7
18	<b>ABRACADABRA</b> THE STEVE MILLER BAND (Capitol PRO-9785)	22	7
19	<b>TAKE ME DOWN</b> ALABAMA (RCA PB-13210)	21	8
20	<b>WHAT KIND OF FOOL AM I</b> RICK SPRINGFIELD (RCA PB-13245)	23	6
21	<b>EVEN THE NIGHTS ARE BETTER</b> AIR SUPPLY (Arista AS 0692)	25	5
22	<b>PLAY THE GAME TONIGHT</b> KANSAS (Kirshner/CBS ZS5 02903)	24	10
23	<b>HARD TO SAY I'M SORRY</b> CHICAGO (Full Moon/Warner Bros. 7-29979)	27	6
24	<b>FORGET ME NOTS</b> PATRICE RUSHEN (Elektra E47427)	26	10
25	<b>HEAT OF THE MOMENT</b> ASIA (Geffen GEF 50040)	9	13
26	<b>STILL THEY RIDE</b> JOURNEY (Columbia 18-02883)	28	8
27	<b>GOING TO A GO-GO</b> THE ROLLING STONES (Rolling Stone/Atco RS 21301)	30	5
28	<b>WASTED ON THE WAY</b> CROSBY, STILLS & NASH (Atlantic 4058)	35	3
29	<b>CRIMSON AND CLOVER</b> JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-144)	8	11
30	<b>I FOUND SOMEBODY</b> GLENN FREY (Asylum E-47466)	34	6
31	<b>BODY LANGUAGE</b> QUEEN (Elektra E-47452)	12	11
32	<b>YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU</b> MELISSA MANCHESTER (Arista AS 0676)	37	7
33	<b>THIS MAN IS MINE</b> HEART (Epic 14-02925)	29	9
34	<b>ANGEL IN BLUE</b> THE J. GEILS BAND (EMI America P-B-8100)	32	8

Weeks  
On  
7/3 Chart

35	<b>NICE GIRLS</b> EYE TO EYE (Werner Bros. WBS 50050)	38	8
36	<b>AFTER THE GLITTER FADES</b> STEVIE NICKS (Modern/Atco MR 7405)	31	9
37	<b>OUT OF WORK</b> GARY U.S. BONDS (EMI America P-B-8117)	43	5
38	<b>EARLY IN THE MORNING</b> THE GAP BAND (Total Experience/PolyGram TE-8201)	42	8
39	<b>IF THE LOVE FITS WEAR IT</b> LESLIE PEARL (RCA PB-13235)	44	8
40	<b>YOUR IMAGINATION</b> DARYL HALL & JOHN OATES (RCA PB-13252)	46	4
41	<b>BE MINE TONIGHT</b> NEIL DIAMOND (Columbia 18-02928)	36	8
42	<b>VACATION</b> GO GO'S (I.R.S./A&M IR-9907)	62	2
43	<b>AMERICAN MUSIC</b> POINTER SISTERS (Planet/RCA YB-13254)	58	3
44	<b>LOVE WILL TURN YOU AROUND</b> KENNY ROGERS (Liberty P-B-1471)	66	2
45	<b>HOOKED ON SWING</b> LARRY ELGART AND HIS MANHATTAN SWING ORCHESTRA (RCA PB-13219)	51	6
46	<b>PAPERLATE</b> GENESIS (Atlantic 4053)	55	6
47	<b>LOVE IS IN CONTROL (FINGER ON THE TRIGGER)</b> DONNA SUMMER (Geffen 7-29982)	64	3
48	<b>TAKE IT AWAY</b> PAUL McCARTNEY (Columbia 18-03018)	—	1
49	<b>KIDS IN AMERICA</b> KIM WILDE (EMI America P-B-8110)	54	8
50	<b>CUTIE PIE</b> ONE WAY (MCA-52049)	53	7
51	<b>THINK I'M IN LOVE</b> EDDIE MONEY (Columbia 18-02964)	65	3
52	<b>DANCING IN THE STREET</b> VAN HALEN (Warner Bros. 7-29986)	39	8
53	<b>ISLAND OF LOST SOULS</b> BLONDIE (Chrysalis 2603)	41	6
54	<b>IF YOU WANT MY LOVE</b> CHEAP TRICK (Epic 14-02968)	60	6
55	<b>IT'S GONNA TAKE A MIRACLE</b> DENICE WILLIAMS (ARC/Columbia 18-02812)	45	15
56	<b>LOVE PLUS ONE</b> HAIRCUT ONE HUNDRED (Arista AS 0672)	59	7
57	<b>RIGHT KIND OF LOVE</b> QUARTERFLASH (Geffen 7-29994)	47	7
58	<b>HOPE YOU LOVE ME LIKE YOU SAY YOU DO</b> HUEY LEWIS AND THE NEWS (Chrysalis 2604)	33	8
59	<b>I'VE NEVER BEEN TO ME</b> CHARLENE (Motown 1611 MF)	40	19
60	<b>LANDSLIDE</b> OLIVIA NEWTON-JOHN (MCA-52069)	63	5
61	<b>ROUTE 101</b> HERB ALPERT (A&M 2422)	73	3
62	<b>MAKING LOVE</b> ROBERTA FLACK (Atlantic 4005)	48	19
63	<b>WHAT DO ALL THE PEOPLE KNOW</b> THE MONROES (Atla ALF-7119)	50	7
64	<b>(SITTIN' ON) THE DOCK OF THE BAY</b> THE REDDINGS (Believe In A Dream/CBS ZS5 02836)	70	4
65	<b>TO DREAM THE DREAM</b> FRANKIE MILLER (Capitol PB-5131)	71	4
66	<b>DON'T TALK TO STRANGERS</b> RICK SPRINGFIELD (RCA PB-13070)	49	19
67	<b>WHEN IT'S OVER</b> LOVERBOY (Columbia 18-02814)	57	14

Weeks  
On  
7/3 Chart

68	<b>I WANT CANDY</b> BOW WOW WOW (RCA PB-13204)	61	7
69	<b>STONE COLD</b> RAINBOW (Mercury/PolyGram 76146)	52	12
70	<b>I'LL FIND MY WAY HOME</b> JON & VANGELIS (Polydor/PolyGram PD 2205)	67	8
71	<b>MAN ON YOUR MIND</b> LITTLE RIVER BAND (Capitol P-B-5061)	56	15
72	<b>DANCE WIT' ME — PART 1</b> RICK JAMES (Gordy/Motown 1619GF)	68	7
73	<b>867-5309/JENNY</b> TOMMY TUTONE (Columbia 18-02646)	72	25
74	<b>BREAK IT UP</b> FOREIGNER (Atlantic 4044)	69	9
75	<b>I LOVE ROCK 'N ROLL</b> JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-135)	74	23
76	<b>AND I AM TELLING YOU I'M NOT GOING</b> JENNIFER HOLLIDAY (Geffen 7-29983)	86	2
77	<b>STREET CORNER</b> ASHFORD & SIMPSON (Capitol P-B-5109)	80	3
78	<b>HOT IN THE CITY</b> BILLY IDOL (Chrysalis 2605)	—	1
79	<b>WORDS</b> MISSING PERSONS (Capitol PB-5127)	89	2
80	<b>WHO CAN IT BE NOW?</b> MEN AT WORK (Columbia 18-02888)	—	1
81	<b>MEGA FORCE</b> 707 (Boardwalk NB7-11-146)	88	2
82	<b>TOO GOOD TO TURN BACK NOW</b> RICK BOWLES (Polydor/PolyGram PD 2209)	90	2
83	<b>I REALLY DON'T NEED NO LIGHT</b> JEFFREY OSBORNE (A&M 2410)	91	3
84	<b>EYE IN THE SKY</b> THE ALAN PARSONS PROJECT (Arista AS 0696)	—	1
85	<b>GLORIA</b> LAURA BRANIGAN (Atlantic 4048)	95	2
86	<b>SOMEDAY, SOMEWAY</b> MARSHALL CRENSHAW (Werner Bros. 7-29974)	—	1
87	<b>MURPHY'S LAW</b> CHERI (Venture VD-5019)	77	13
88	<b>EMPTY GARDEN (HEY HEY JOHNNY)</b> ELTON JOHN (Geffen GEF 50049)	76	17
89	<b>ENOUGH IS ENOUGH</b> APRIL WINE (Capitol B-5133)	—	1
90	<b>I RAN (SO FAR AWAY)</b> A FLOCK OF SEAGULLS (Jive/Arista VS102)	—	1
91	<b>WITHOUT YOU (NOT ANOTHER LONELY NIGHT)</b> FRANKE & THE KNOCKOUTS (Millennium/RCA YB-13105)	75	15
92	<b>NO ONE LIKE YOU</b> SCORPIONS (Mercury/PolyGram 76153)	82	5
93	<b>GET DOWN ON IT</b> KOOL & THE GANG (De-Lite/PolyGram DE 818)	84	20
94	<b>LOVELINE</b> DR. HOOK (Cesabance/PolyGram NB2351)	92	5
95	<b>WHEN HE SHINES</b> SHEENA EASTON (EMI America P-B-8113)	78	15
96	<b>MAIN THEME FROM "CHARIOTS OF FIRE"</b> VANGELIS (Polydor/PolyGram 2189)	81	31
97	<b>A NIGHT TO REMEMBER</b> SHALAMAR (Soler/Elektra S-48005)	83	14
98	<b>WHY</b> CARLY SIMON (Mirege/Atlantic WTG 4051)	—	1
99	<b>OUTLAW</b> WAR (RCA PB-13238)	—	1
100	<b>FANTASY</b> ALDO NOVA (Portrait/CBS 24-02799)	87	17

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

A Night To Remember (Silver Sounds/Spectrum VII/Satellite III — ASCAP) . . . . . 97	Eye Of The Tiger (Holy Moley/Rude — BMI/WB/Easy Action — ASCAP) . . . . . 100	I've Never Been (Stone Diamond — BMI) . . . . . 59	Route 101 (Irving/Calquin — BMI) . . . . . 61
Abracadabra (Sailor — ASCAP) . . . . . 18	Fantasy (ATV Music — BMI) . . . . . 6	I Want Candy (Web IV and Grend Canyon — BMI) . . . . . 68	Sittin' On (Silver Sounds/Spectrum VII — ASCAP) . . . . . 64
After The Glitter (Welsh Witch — BMI) . . . . . 36	Forget Me Nots (Baby Fingers — ASCAP/Freddie Dee BMI) . . . . . 24	Keep The Fire (Fate — ASCAP) . . . . . 14	Someday, Someway (Beilwin — Mills/MHC — ASCAP) . . . . . 86
Always On (Screen Gems — EMI/Rose Bridge — BMI) . . . . . 7	Get Down On It (Delightful/Second Decade — BMI) . . . . . 93	Kids In America (Finchley — ASCAP) . . . . . 49	Still They Ride (Weed High Nightmare — BMI) . . . . . 26
And I'm Telling You (Dreamgirls — ASCAP/Dreemettes — BMI) . . . . . 76	Gloria (Sugarsons — BMI) . . . . . 85	Landslide (John Farrar — BMI) . . . . . 60	Stone Cold (Thames Talent — ASCAP/Lyon Fern — BMI) . . . . . 69
Angel In Blue (Center City — ASCAP) . . . . . 34	Going To A Go Go (Jobete — ASCAP) . . . . . 27	Let It Whip (Ujima/Macvacalac — ASCAP) . . . . . 13	Street Corner (Nick-O-Val — ASCAP) . . . . . 77
American Music (Ensign/Parker McGee — BMI) . . . . . 43	Hard To Say I'm Sorry (Double Virgo — ASCAP/Foster Freeze — BMI) . . . . . 23	Love Is In Control (Yellowbrick Road — ASCAP/Grager — BMI/Rodsongs PRS) . . . . . 47	Tainted Love (Equinox — BMI) . . . . . 11
Any Day Now (Intersong — ASCAP) . . . . . 15	Heat Of (WB/Almond Legg/Ackee — ASCAP) . . . . . 25	Love's Been (Bobby Goldsboro/House of Gold — ASCAP/BMI) . . . . . 5	Take It Away (MPL Communications — ASCAP) . . . . . 48
Be Mine Tonight (Stonebridge — ASCAP) . . . . . 41	Hold Me (Fleetwood Mac — BMI/Red Snapper — ASCAP) . . . . . 9	LoveLine (Deb Dave/Briar Patch — BMI) . . . . . 94	Take Me Down (Chinnich — BMI) . . . . . 19
Body Language (Queen Music Ltd.) . . . . . 31	Hooked On Swing (Vaious — ASCAP/BMI) . . . . . 45	Love Plus One (Bryan Morrison — ASCAP) . . . . . 56	The Other Woman (Raydiolo — ASCAP) . . . . . 8
Break It Up (Somerset Songs/Evensongs Ltd — ASCAP) . . . . . 74	Hope You Love Me (Irving — BMI) . . . . . 58	Love Will Turn You (Lionsmate/Deb Devoe/Brierpatch — ASCAP/BMI) . . . . . 44	Think I'm In Love (Gratonce — BMI) . . . . . 51
Caught Up (Rocknocker/Easy Action/WB Music — ASCAP) . . . . . 10	Hot In The City (Rare Blue/Boneldol — ASCAP) . . . . . 78	Making Love (20th Century-Fox/New Hidden Valley — ASCAP/Begonia Melodies/Fedora — BMI) . . . . . 62	This Man Of Mine (Strange Euphorie/Sheer/Know — ASCAP) . . . . . 33
Crimson And Clover (Big Seven — BMI) . . . . . 29	Hurts So Good (Riva — ASCAP) . . . . . 4	Man On Your (Screen-Gems — EMI (BMI)) . . . . . 71	Titles (Spheric B.V./WBMusic — ASCAP) . . . . . 96
Cutie Pie (Duchess (MCA) Perk's — BMI) . . . . . 50	I Found Somebody (Red Cloud/Night River — ASCAP) . . . . . 30	Mega Force (BMI) . . . . . 81	To Dream (Rare Blue — ASCAP) . . . . . 65
Dance Wit Me (Jobete + Stone City — ASCAP) . . . . . 72	If The Love Fits (Michael O'Conner — BMI/O'Conner Songs — ASCAP) . . . . . 39	Murphy's Law (Hygroton/Lopressor — Pro/Peddie — BMI) . . . . . 87	Too Good To Turn (Muff — BMI) . . . . . 82
Dancing In (Jobete — ASCAP/Stone Agete — BMI) . . . . . 52	If You Want My Love (Adults/Screen Gems — EMI (BMI)) . . . . . 54	Outlaw (Far Out — ASCAP/Milwaukee — BMI) . . . . . 99	Vacation (Some Other/Daddy-Oh/Lyptic — ASCAP) . . . . . 42
Do I Do (Jobete + Black Bull — ASCAP) . . . . . 17	I'll Find My Way (WB/Toughknot Ltd./Spheric B.V. — ASCAP) . . . . . 70	Out Of Work (Bruce Springsteen — ASCAP) . . . . . 37	Wasted On The Way (Putzy Putzy — ASCAP) . . . . . 28
Don't Talk (Robie Porter — BMI) . . . . . 66	I Love Rock (Finchley — ASCAP) . . . . . 75	Paperlate (Pun Music — ASCAP) . . . . . 46	What Kind Of Fool (Robie Porter — BMI) . . . . . 20
Don't You Want (Virgin/Chappell/Sound Diagrams — ASCAP) . . . . . 1	I Ran (Zomba Ent. — BMI) . . . . . 90	Personally (Tree/Five Of A Kind — BMI) . . . . . 16	What Do All (Dode + MAM + Nineteen Eighty — ASCAP) . . . . . 63
Early In The Morning (Total Experience — BMI) . . . . . 38	I Really Don't (Overdue Adm. By Warner Bros./Almo/March 9 — ASCAP) . . . . . 83	Play The Game (Don Kirshner/Blackwood/Fifty Grand — BMI) . . . . . 22	When He Shines (WB Music — ASCAP) . . . . . 95
Ebony And Ivory (MPL Communications — ASCAP) . . . . . 3	Island Of Lost Souls (Monster Island/Rare Blue — ASCAP) . . . . . 53	Right Kind Of Love (Narrow Dude/Bonnie Bee Good/WB Music — ASCAP) . . . . . 57	When It's Over (Blackwood/Dean Of Music — BMI/April/Duke Reno — ASCAP) . . . . . 67
867-5309/Jenny (New Daddy/Unichappell/Tutone-Kelley — (BMI)) . . . . . 73	It's Gonna Take (Vogue — BMI) . . . . . 55	Rosanna (Hudmar — ASCAP) . . . . . 2	Why Can It Be (April Music Pty. — BMI) . . . . . 80
Empty Garden (Intersong — ASCAP) . . . . . 88			Why (Chic — BMI) . . . . . 98
Enough Is Enough (Northern Goody Two-Tunes Ltd. — ASCAP/CAPAC) . . . . . 89			Without You (Bright Smile/Knockout/Kid — ASCAP/Big Teeth/Blake end Blue — BMI) . . . . . 91
Even The Nights (Hall-Clement — BMI) . . . . . 21			Words (Private Life/Private Parts — ASCAP) . . . . . 79
Eye In The Sky (Woolfsongs Ltd./Careers — BMI) . . . . . 84			Your Imagination (Hot-Cha/Unichappell — BMI) . . . . . 40

Exceptionally heavy radio activity this week

Exceptionally heavy sales activity this week



## WKTU, AOR Big Winners In L.A., N.Y. Winter Arbs

by Larry Riggs

NEW YORK — The results of the Arbitron ratings for the period running from March 18-June 9 show that urban contemporary outlet WKTU/New York has regained its hold on the #1 spot in the market, jumping to 6.2 from 4.5, while fellow U/C outlet WRKS continued its upward spiral, tying for second place with WOR, its AM news/talk powerhouse sister at 5.2. U/C station WBSL dropped back to third place slipping from 5.9 to 5.1.

In Los Angeles, meanwhile, conventional AOR stations KLOS and KMET scored 3.9 and 4.0 respectively, one tenth of a point above their Winter book shares, to lead contemporary music stations. The big story, however, was that progressive AOR outlet KROQ skyrocketed to a competitive 3.7 from last Winter's modest 3.0 share. Until recent books, KROQ consistently drew ratings hovering around 1.0. Nevertheless, talk powerhouse KABC escalated its lead, jumping from 5.7 to 6.7, aided perhaps by broadcasts of Los Angeles Dodger games.

Apparently urban contemporary still rules the day in New York and is fast approaching the 18 share that WRKS PD Don Kelley predicted the format would hold in the Big Apple. (The combined total for WKTU, WRKS and WBSL now stands at 16.5). At the same time, A/C outlet WYNY

jumped up to 4.7 from last Winter's 4.6, perhaps a testimonial to the programming of Al Brady Law, the Surrey Communications consultant who previously was vice president, programming, NBC Radio, and had helped develop WYNY's format.

AOR, as well, increased its total share as dominant station WPLJ upped its portion to 4.5 from 4.0, and WNEW-FM, which had changed its format in an attempt to reach the 25-34 demographic, gained 0.4, posting a 2.9 this time around. WAPP only adopted AOR several weeks ago and does not rate in this period.

### Country's Share

Country music also grew as AM outlet WHN's share rose to 2.7 from last Winter's 2.4. Interestingly enough, WKHK's format may be on its way to paying off. Its share was 1.7, a modest gain after remaining steady at 1.5 for three books in a row. WKHK is the former WRVR, the jazz outlet that went country September 1980.

A/C outlet WNBC, the only other contemporary music station on the AM dial, fell off slightly to 3.7 from 3.9. Despite WABC's change of format to all-talk and broadcasts of Yankee games, its ratings fell to 2.6 from 3.8 last Winter.

In Los Angeles, Rick Carroll, PD at KROQ, had previously announced his intention to syndicate his format to other stations, with an aim towards capturing the 12-24 demographic. He stated that he was going to wait until the results of the Spring Arbitron book before leaving the station to consult independently. His first client, not unsurprisingly, will be KROQ.

(continued on page 16)

## Pro-Taping Coalition Formed To Combat Royalty Proposals

by Fred Goodman

NEW YORK — In an effort aimed at defeating proposals by the music industry to impose a royalty tax on tape recorders and blank tape, the Audio Recording Rights Coalition (ARRC) has been formed by the Electronics Industries Assn.'s Consumer Electronics Group (EIA/CEG). The coalition will focus its attention on lobbying and building grassroots support for the many manufacturers' cause.

While assessing that there is "already a strong likelihood that there will be no attempt at passing legislation in Congress this session," Jack Wayman, senior vice president, EIA/CEG, told a group of reporters and manufacturer representatives gathered here at the Grand Hyatt Hotel July 1 that the group will focus its initial energies on "stopping any legislation that proposes a tax in this session."

Declining to list the coalition's members, Wayman claims strong support from blank tape and audio hardware manufacturers, as well as mass merchandisers and raw materials suppliers with a stake in the blank tape industry.

In making the announcement, Wayman emphasized that the coalition would concentrate solely on the issue of audio taping. In a prepared statement, the coalition credited the continued lobbying efforts of the recording industry with spurring the group's inception. "The record companies

just won't go away," Wayman ended his statement to reporters.

Also on hand were EIA/CEG lobbyist Nina Cornell and Electronics Industry special counsel J. Edward Day. Echoing Wayman's remarks, Day characterized the record industry as "piggybacking" on the efforts of the Motion Picture Assn. of America (MPAA) to gain anti-home taping legislation. "Audio home taping has been going on for 30 years," said Day, "and the record industry has never tried to get legislation in all that time." He added that with the record manufacturers' recent demands for a royalty tax, "an organized audio campaign is now in order."

### Figures Questioned

Cornell reiterated the call for an organized campaign, pointing out that "the record industry came into Congress with figures," many of which she characterized as overstated or taken out of context. She particularly singled out the Warner Communications Inc. (WCI) consumer survey on home taping. "The WCI survey is being used in an ironic way," said Cornell. "One of its strongest points is that many people who tape buy more music than non-tapers and that being able to tape at home induces people to buy records. That seems to be quite complementary."

In further support of the coalition's position, Wayman claimed that the proposed

(continued on page 17)

## RCA And Columbia Pictures Pact For Home Video Venture

by Michael Glynn

LOS ANGELES — RCA Corp. and Columbia Pictures Industries, Inc., which was recently acquired by the Coca Cola Co., have become the latest two national corporations in as many weeks to form a joint domestic home video venture. The RCA/Columbia teaming follows official announcement of a similar joint venture between CBS, Inc. and 20th Century-Fox Film Co. (**Cash Box**, June 26).

The announcement of RCA and Columbia's plan to jointly market home video programs in the U.S. and Canada comes nearly one year after the creation of RCA/Columbia Pictures International. That joint venture has been marketing home video programs overseas in the U.K. and France since it began in June 1981, with plans to expand into West Germany later this year, and its success, according to RCA SelectaVision VideoDiscs division vice president Thomas Kuhn, was greatly responsible for extending the partnership throughout North America.

"Our relationship with Columbia internationally has been very, very good," said RCA's Kuhn, "and this seemed like a natural step in the joint venture's evolution."

Kuhn pointed out that, for RCA, the new joint venture not only "gives us a partner in both acquisition and production," but "gets us instantly into domestic (video) cassette distribution" as well.

"It (the joint venture) assures us of long-term product in the future," noted Kuhn.

Published reports of statements issued by Coca Cola indicate that in return, RCA would pay Columbia as much as \$50 million over three years for access to its extensive library of television programs and motion pictures. When asked about the figure, RCA's Kuhn said the company "is not commenting on the dollars involved in the deal."

Nor could Kuhn comment on the management structure of the joint venture in North America, as he explained that "a

number of things concerning operations of the venture have not been set up yet." However, he added, "now that the deal's been officially put together, that will be addressed."

It is expected, though, that among those initially tapped for the direction of the operation will be Jonathan L. Dolgen, president of Columbia Pictures Pay-Cable and Home Entertainment Group, and Herbert S. Schlosser, executive vice president of RCA.

At this stage, Columbia will maintain its network of 22 independent distributors, while RCA will continue to rely on its Con-

(continued on page 13)



**TORONTO TO NETWORK** — Toronto, the six-member Canadian rock group, recently signed a recording agreement for the U.S. with Network Records. The group's first product for the label, an LP entitled "Get It On Credit," shipped July 2. Pictured after the signing are (l-r): Sheron Alton, Brian Allen, Scott Kreyer and Holly Woods of the group; Steve Smith, producer of the group's LP; and Al Coury, president, Network.

## College Radio Growing As Barometer Of Music Trends

by Larry Riggs

NEW YORK — Major record labels have begun to give increased credibility to college radio as a barometer of the direction music is taking, according to a **Cash Box** survey of label promotion people and college radio programmers. Many labels attributed the current chart success and AOR airplay of numerous new bands to initial excitement generated through college radio exposure.

Some labels even think that college radio, whose dealings with record companies have generally become more professional over the past year, may develop into an alternative format, much like that of FM radio during the late-60s and early-70s.

"College radio is developing into a new music format like progressive radio once was," said Jerry Jaffe, vice president, rock music, PolyGram Records. "It's just another peg in the fragmentation of radio. For example, I wouldn't push the Scorpions at a college station."

By the same token, certain types of acts have become standards at college stations. "There are certain acts like the Clash, the Police and the Go-Go's that college stations constantly call on," said Keith Altomare, assistant promotion director, International Record Syndicate (IRS). "College radio is likely to play anything they do, because they broke them and still think of them as family." IRS relies heavily on college radio to expose its acts.

College radio gave exposure to certain acts, currently doing well in terms of sales and national AOR airplay, long before they were known to the general public. "Human League was #1 on college stations last November as an import, and the record didn't even come out until February," said Mike Sylvia, Northeast college promotion representative, A&M Records. "They've also been playing Squeeze for years, which BCN only added recently." (WBCN/Boston is a commercial progressive rock station.)

Another act fitting into the same category is Sire/Warner Bros.' Soft Cell. "I remem-

ber hearing Soft Cell's 'Tainted Love,' on college radio for months before they were signed last November," said Barry LeVine, assistant director, national college marketing, CBS Records. "The record came out about two months later and bulleted on the charts." Interestingly enough, CBS Records recently restructured its college marketing department, giving it additional weight in promoting new records.

### Research Methods

The increased weight that record companies give to college stations may result partly from the fact that many major market college stations no longer program in a free form style but conduct local retail surveys, partly in order to maintain record service, some of which has been cut back due to lagging financial conditions in the record business. "The days of college stations receiving three copies of a record are over," said IRS's Altomare. "Now, we'll send them one copy and demand a playlist and retail report."

"We've started researching our playlist against retail in the Syracuse area," said Eric Annun, music director at WAER/Syracuse, N.Y., the outlet of

(continued on page 16)



## BUSINESS NOTES

## NARM Indie Committee Sets Meet

NEW YORK — Plans for the first NARM-sponsored Independent Distributors Conference dominated the agenda at the organization's Independent Distributors Advisory Committee meeting held in Chicago on June 25. Additionally, the meeting paved the way for formation of an Independent Manufacturers' Advisory Committee to work with distributors on a regular basis.

The conference, slated for Nov. 4-6 at the Intercontinental Hotel in Ft. Lauderdale, Fla., is open to all independent distributors and manufacturers. Aside from panels on sales and radio promotion, the meet will bring together mid-level employees of regional distributors for the first time.

"The distributors on the committee have all pledged to bring their buyers, sales and radio promotion people to the conference," said Mickey Granberg, executive director, NARM. "Obviously, the distributors have all gotten together before and speak to each other on the telephone, but this is the first time that their employees can sit down with their counterparts from other companies and talk about their problems."

The first day of the conference will be devoted to these specialized round table discussions, with the panels scheduled for the second day.

The formation of an Independent Manufacturers Advisory Committee, proposed at the June 25 meeting, would precede the November Conference. The new committee's first project would be to offer input from the manufacturers for the distributors' meet.

## RIAA Announces June Certifications

NEW YORK — Eight platinum albums, nine gold albums and two gold singles were certified in June by the Recording Industry Assn. of America (RIAA). This was the third month in a row that platinum album certifications were up over last year. The eight platinum albums in June compare with three from a year ago, with total platinum certifications for 1982 now at 32, seven more than the 25 at this time last year.

Among the gold albums certified in June is Judi Sheppard Missett's "Jazzercise" LP on MCA Records, which is the first dance/exercise album to reach sales of 500,000 copies. Among the platinum albums certified are two by Willie Nelson on Columbia Records, "Willie Nelson's Greatest Hits (And Some That Will Be)" and "Always On My Mind."

Other platinum albums certified this month include three that were simultaneously certified gold: Asia's self-titled debut on Geffen/Warner Bros. Records; "Tug Of War" by Paul McCartney on Columbia Records; and "Diver Down" by Van Halen on Warner Bros. Records. Also certified platinum were Quarterflash's self-titled debut album on Geffen/Warner Bros. Records; "Blizzard Of Ozz" by Ozzy Osbourne on Jet/Epic Records; and "My Home's In Alabama" by Alabama on RCA Records.

The other gold albums included: "The Other Woman" by Ray Parker, Jr. on Arista Records; "Friends" by Shalamar on Solar/Elektra Records; "Toto IV" by Toto on Columbia Records; "Blackout" by The Scorpions on Mercury/PolyGram Records; and "Allied Forces" by Triumph on RCA Records.

Gold singles certified for the month of June were: "Ebony and Ivory" by Paul McCartney and Stevie Wonder on Columbia Records; and "Freeze Frame" by the J. Geils Band on EMI America Records.

## ASCAP Sets Musical Theatre Workshop

NEW YORK — The American Society of Composers, Authors and Publishers' (ASCAP) Musical Theater Workshop will meet every Monday night at ASCAP's New York headquarters beginning Oct. 25. Now in its fourth season, the workshop will be supervised by composer Charles Strouse and lyricist Richard Maltby.

Through the program, participants will be able to present selections from their own works-in-progress to panels of music professionals, including writers, orchestrators, arrangers, theater owners, choreographers, lawyers, producers and arrangers. In addition, workshop members may also be selected to take part in the Dramatists Guild Development Program.

Deadline for workshop entry is Aug. 20. Interested writers may apply by submitting a resume and cassette tape of two original works to Bernice Cohen, director of musical theater activities, One Lincoln Plaza, New York, N.Y. 10023. The workshop is open to everyone except past participants.

## Chappell Music Buys Interworld's Catalog

NEW YORK — Chappell Music has purchased the 12,000-song Interworld Music Group catalog that features works by such artists as Jimi Hendrix, Mick Jagger, Van Morrison and Randy Newman. The Interworld Music Group consists of Six Continents Music Publishing Inc. (BMI), World Song Publishing, Inc. (ASCAP), January Music Corp., Arch Music Co., Inc., Sea Lark Enterprises, Inc., Sunbury Music, Inc. and Dunbar Music, Inc., all of which were acquired within the past four-and-a-half years.

"We are very happy with this Interworld acquisition due to the depth and variety of the catalog and the number of potentially important copyrights from newer writers," said Chappell president Irwin Robinson in a company statement. "One unique benefit is that the entire Hall & Oates catalog will now be united since Chappell owns their earlier hits such as "Sara Smile" and "Rich Girl." This acquisition will definitely enhance the current Chappell contemporary catalog and give us an even broader scope than we now enjoy."

Chappell Music is part of the International PolyGram publishing division.

## World Hunger Awards Set For November

LOS ANGELES — World Hunger Year, Inc., an organization founded by the late Harry Chapin, will be presenting the inaugural World Hunger Media Awards in Los Angeles on Nov. 26. Deadline for all entries to this event has been set for July 31.

The judging will be in eight categories, including newspaper, periodical, college publication, film, television coverage, radio coverage, photojournalism and book.

The awards series has been endowed with one million dollars by Kenny and Marianne Rogers "to encourage, honor and reward those journalists, film makers, photographers, and writers who have made significant contributions in bringing public attention to the critical issues of world hunger."

## Intersong Music Holds First National Meet

NEW YORK — Sessions dedicated to budget planning for 1982 and 1983, exploitation of newly-signed writers, and projection for signings of new writers and bands over the next 18 months marked Intersong Music/U.S.A.'s first national meeting, held June 17-18 at its Los Angeles office. Ira Jaffe Sr. Intersong vice president, presided over the meeting that was also attended by Pat Rolfe, Intersong's Nashville division vice president; Bob Skoro, Intersong's creative manager, West Coast; and by Merline Travis-Maggini, Jaffe's secretary.

## Sheet Music Firms Explore New Markets

by Tom Roland

NASHVILLE — Citing the "Pickwick syndrome" as a deterrent to sales of sheet music, Lauren Keiser of Cherry Lane Print Publications said that print companies and publishers must look for alternative sources of revenue in selling printed music, especially direct mail. Keiser made his remarks during the Nashville Music Publishers Forum (NMPF) at Broadcast Music Inc. (BMI) June 29 in a discussion on "Print Rights," which also featured Herman Steiger of Warner Bros. Music Publications.

Keiser noted that Pickwick, the company that distributes much of the printed material, concentrates on the items that provide the highest profit and fastest gross potential in its rack jobbing operation. The expansion of the market for video tapes and equipment has cut into the rack space made available for sheet music and folios, and Keiser predicted that publishers will lose 12-15% of their print profits unless alternative marketing schemes prove fruitful.

Keiser suggested that direct mail advertising in consumer magazines is the most logical alternative and noted that his company has already begun to take such measures through half-page and full-page advertisements in publications such as *Guitar Player* and *Rolling Stone*. By bypassing the traditional marketplace, he noted that print companies will "get the money up front," receive the full retail price and reduce returns.

He also added that by providing questionnaires along with the order form, music print companies can begin to develop a demographic picture of the sheet music buyer. "We're probably the only industry that doesn't know who buys the product," he said.

In addition, Keiser said that print com-

(continued on page 18)

## Motown Latino Bows; Brambila Named Director

LOS ANGELES — Motown Records' new Latino Music division, in the works since April, will start in earnest with the release of new LPs by Jose Feliciano and Pedro Montero in July, according to Art Brambila, newly appointed director of the division. Targeted toward the Latino population in the U.S., Motown Latino will be the label's initial foray into that specific marketplace.

"We want to open up the doors for a great deal of Latino artists that haven't had a chance until now," says Brambila. "We will initially concentrate on product that appeals primarily to the Southwest and California, with their large Mexican populations and influences, as opposed to the

(continued on page 9)



Art Brambila

## REVIEWS

## ALBUMS

## OUT OF THE BOX



**IMPERIAL BEDROOM** — Eivis Costello and the Attractions — Columbia FC 38157 — Producer: Geoff Emerick — List: None — Bar Coded

A powerfully haunting album centered around the sinister nature of romantic relationships, Costello's eighth LP is brilliant in both concept and execution, with former Beatles engineer Geoff Emerick providing finely textured production work throughout. As always, the illustrious singer/composer proves his mastery in the art of confabulation, stretching the facts of life into colorful fantasies full of biting wit and frightening imagery. With his rubbery vocals capable of crooning a la Sinatra or growling vis-a-vis Little Richard, Costello remains the most vital voice of the modern music movement, and his lyrics continue to explore the full range of human emotions. Intense, cerebral rock 'n' roll.

## FEATURE PICKS

## POP

**MIRAGE** — Fleetwood Mac — Warner Bros. 23607-1 — Producers: Lindsey Buckingham, Richard Dashut, Ken Caillat, Fleetwood Mac — List: 8.98 — Bar Coded

On "Mirage," Fleetwood Mac returns to the more straightforward style that made "Rumours" such an attractive package. From top to bottom, the perky, upbeat energy and soaring vocals that have come to be identified as the Fleetwood Mac sound are abundantly evident. The current single, "Hold Me," gives an indication of the flavor of the entire LP, and there are plenty more pleasant surprises throughout.

**LOVE WILL TURN YOU AROUND** — Kenny Rogers — Liberty LO-51124 — Producers: Kenny Rogers, Val Garay, David Malloy, Brent Maher and Randy Goodrum — List: 8.98 — Bar Coded

In practically every advance screening so far, Kenny Rogers' film debut in the downhome flick *Six Pack* has been getting overwhelmingly positive responses, and this effort — whose title cut serves as the theme song to the motion picture — will undoubtedly benefit from the movie's late summer release. Beside that country ballad, Rogers particularly shines on sentimental "Maybe You Should Know," where he is supported on piano by session pro Lincoln Mayorga and scintillating organist Billy Preston.

**JINX** — Rory Gallagher — Mercury SRM-1-4051 — Producer: Rory Gallagher — List: 8.98

This veteran Irish blues rocker has always been a favorite among musicians, and his latest effort affords ample evidence why that is so. Leaning more towards blues than rock here, Gallagher's guitar work

(continued on page 8)



# PLAY IT COOL.

Michelle Pfeiffer is definitely one of the hottest new discoveries of the year.

And her new single, "Cool Rider," is already on the move.

RS-1070 **"Cool Rider" by Michelle Pfeiffer. The new single from "Grease 2."** RS-1-3803



Produced by Louis St. Louis



## REVIEWS

(continued from page 6)

brings back memories of the acid/blues heyday of Clapton, Mayall and Winter in the mid- to late-'60s. Top cuts here are "Signals," "Easy Come, Easy Go," "Jinxed" and "Loose Talk."

**2XS — Nazareth — A&M SP 4901 — Producer: John Punter — List: 8.98 — Bar Coded**

Where the LP title may lead one to believe that this veteran sextet is indulging in sheer head-banging riffs, Nazareth's latest is a very well-crafted mixed bag of straight ahead rock, ballads and even a flavor of reggae thrown in for good measure. "Love Leads To Madness" is the key track for album and Top 40 radio, and "Back To The Trenches" and "Gatecrash" typify Nazareth's gritty rock 'n' roll signature that AOR programmers should love.

## COUNTRY

**16TH AVENUE — Lacy J. Dalton — Columbia FC 37975 — Producer: Billy Sherrill — List: none — Bar Coded**

The wild-and-raucous-voiced songstress turns in her last album recorded at Columbia Studios on 16th Avenue in Music City, and, musically, she hits on a variety of styles from blues to Texas swing to island music, with a country feel nicely incorporated into each. Dalton's strong, showy vibrato gives her music a distinctive air, and the contents of "16th Avenue," her fourth LP, finds the artist in her most confident and poised outing to date.

## BLACK CONTEMPORARY

**STILL IN LOVE — Carrie Lucas — Solar E1-60008 — Producer: Dick Griffey — List: 8.98**

The stunning Ms. Lucas has steadily grown as an artist over the past few years, and this effort could be her best yet. A very pleasing package of Michael Jacksonish numbers, bouncy dancers and airy but sensual ballads, there's something here for practically any format but AOR. Top cuts include "Show Me Where You're Coming From," "Sweet Love," "Rockin' For Your Love" and the title track.

**SO EXCITED — Pointer Sisters — Planet BXLI-4355 — Producer: Richard Perry — List: 8.98 — Bar Coded**

Guitar virtuosos Lee Ritenour and Waddy Wachtel show up to party with Anita, June and Ruth Pointer on this rollicking record that should prove successful on the AOR, Top 40, A/C and B/C fronts. Once again producer Perry brings out the best in the sisters, especially on tunes like the upbeat title track, the torrid "All of You" and Prince's perky "I Feel For You." Count on lots of strong chart movement on the bouncy single pick, "American Music," which starts off with a tenor sax blowing a bit of the "Star Spangled Banner" in swing style.

## GOSPEL

**ON WINGS OF THE WIND — Terry Talbot — Sparrow BWR 2038 — Producer: Terry Talbot — List: 8.98**

Contemporary Christian music that pairs pleasant harmonies and uplifting string arrangements, Talbot's follow-up to "A Song Shall Rise" and "The Painter" contains seven songs that unabashedly proclaim the artist's devotion to the Messiah such as "Jesus Is" and "Delight in the Lord." Assisted by his brother John Michael Talbot and 2nd Chapter of Acts' Matthew Ward and Wendy & Mary on vocals, the gospel performer's gentle singing manner takes on a celestial tone, almost as if he's being accompanied by a choir of angels. Grand synthesizers help give the platter a crisp, euphoric strength, a quality often lacking in records of this genre.

## JAZZ

**LOVE — Jon Hendricks & Company — Muse MR 5258 — Producer: Jon Hendricks — List: 8.98**

Fans of the vocalese style will find a real bonanza here — 11 songs by Hendrick's outstanding vocal quartet. The group leader adds lyrics to a broad range of songs from "Royal Garden Blues" to Raasaan Roland Kirk's "Bright Moments," etching his unique and vibrant sound across the history of jazz. A sure bet for strong summer play on jazz radio.

## NEW AND DEVELOPING

**NOTHING TO FEAR — Olngo Bolngo — A&M SP-4903 — Producers: Olngo Bolngo and Joe Chiccarelli — List: 8.98 — Bar Coded**



take the listener on a journey into a funhouse of odd sounds. Although more eclectic and less hook-conscious than its previous waxings, AOR and progressive rock outlets will find numbers such as "Private Life," "Grey Matter" and "Running on a Treadmill" excellent fare for late-night broadcasting, especially when there's a full moon out.

Olngo Bolngo's second album is the musical equivalent of a Gertrude Stein poem, filled with a mind-boggling sense of whimsy and eccentric cadences that

## SINGLES

## OUT OF THE BOX



**FOREIGNER (Atlantic 4072)**  
Luanne (Somerset Songs Publishing Inc./Evansongs Ltd. — ASCAP)/ (L. Gramm, M. Jones) (Producer: R.J. "Mutt" Lange)

The fifth (that's right, fifth) single from the "4" LP is described in Foreigner's bio as bearing "strains of vintage Buddy Holly" and, sure enough, near the close of the tune there is a rumbling drum fill reminiscent of "Peggy Sue." Overall, its emphasis is on melodically twangy guitar hooks rather than sheer rock force. A pleasant departure.

## FEATURE PICKS

## POP

**MISSING PERSONS (Capitol 9773)**  
Words (3:40) (Private Life Music/Private Parts Music — ASCAP) (Bozzio, Cuc-curullo) (Producer: K. Scott)

Already a smash on the West Coast, where at least one AOR outlet has had it in hot rotation for what seems like months now, this is new wave pop/rock at its most

## NEW FACES TO WATCH



## Adrian Belew

Looking at guitarist Adrian Belew's list of credits, which includes touring and recording stints with King Crimson, Talking Heads, The Tom Tom Club, The B-52's, David Bowie, Frank Zappa, The Yellow Magic Orchestra, The Plastics, Joe Cocker, Bette Midler and Joan Armatrading, one might assume that the Kentucky-born Belew set out to become the premiere sideman on his instrument. Nothing could be further from the truth.

"It was always my initial intention to do my own album," says Belew. "Everything that occurred in between and playing with all those people happened accidentally. I just seem to have connected in a very natural way, and the chances to play just kept coming up."

Now, with his solo debut, "Lone Rhino," on Island/Atlantic, Belew's songwriting abilities and unique approach to his instrument are brought to the fore. Backed by bassist Cliff Mayhugh, saxophonist Bill Janssen and keyboardist Christie Bley, Belew's primordial guitar rages and snorts like a huge beast in a musical jungle. And while there are debts to his former associates — most notably on the Zappa-like "Adidas In Heat" — the

sound and influence that the guitarist himself has wielded in his previous group associations provides the strongest thread between "Lone Rhino" and Belew's work as a sideman.

"I was very careful not to sound too much like King Crimson or Talking Heads," he says. "I was making a conscious effort to sound more like what I've always wanted my own music to be. The songs seem to have been in my head for awhile."

Indeed, several of the tunes are reworked versions of songs that Belew, Mayhugh, Janssen and Bley performed during the '70s when they were known as Ga-Ga.

"It was good to have a bit of time to ponder them," Belew says. "We played them for about a year, and the lay-off was good for my editing process. I could listen to them again and say, 'Well, this section here has always felt a little uncomfortable,' so I re-wrote a lot of them."

Although attentive to creating something different for his own album, Belew doesn't downplay the value of his prior associations. "Working with so many people in different styles has been rather educational," he says. "It stretches you, and I've been forced to fit into a number of situations. Of course, there's the other value of working with somebody like David Bowie, working in that social strata where you learn a lot about being in the spotlight. You know, the scary side of it. But I've enjoyed all those experiences."

Considered one of the most influential new stylists on his instrument, Belew's work on "Lone Rhino" bears his patented approach to making electronic sounds that mimic animal cries.

"I'll arrive at something on the guitar rather accidentally," he says, "and it sounds similar to a monster or an elephant. Then I'll kind of analyze it a little bit more to get closer. Yeah, I'm real nuts about certain animals. In fact, one reviewer even called me the Marlin Perkins of the guitar."

bubbly, with lots of cutesy squeaks from lead singer Dale Bozzio. Frothy pop fare. **DAVID JOHANSEN (Blue Sky ZS5 03003)**  
Medley: We Gotta Get Out Of This Place — Don't Bring Me Down — It's My Life (3:50) (B. Mann, C. Weil; G. Goffin, C. King; R. Atkins, C. D'Errico) (Producer: R. Nevilson)

A sort of in-concert Stars On Animals as only the inimitable former leader of the New York Dolls could do it. Deep-voiced David sounds like he played it straight for this performance (a rarity), and he comes across loud and clear. AOR is already jumping on it as an LP track from "Live It Up."

## COUNTRY

**BURRITO BROTHERS (Curb ZS5 03023)**  
I'm Drinkin' Canada Dry (3:25) (Ensign Music Corp. — BMI/Colgems—EMI Music Inc. — ASCAP) (J. Cymbal, A. Roberts) (Producer: M. Lloyd)

With a clever play on words, the Burritos turn in their tastiest effort yet, combining a strong Gib Guilbeau vocal effort and a bouncy, summer melody. Mixed with a slick production, tight instrumentation and oily backup vocal work, this is suitable for any country list.

**LOUISE MANDRELL (RCA PB-13278)**  
Some Of My Best Friends Are Old Songs (3:30) (Tree Pub. Co. Inc. — BMI) (D. Goodman, J. Raymond, B. Borchers, M. Vickery) (Producer: E. Kilroy)

Now that the television show is history, Mandrell #2 is working hard to establish her name as a separate entity from her elder sister, and material such as this sentimental piece should have considerable impact on her efforts. She delivers a mature reading, ably orchestrated by former Tree associate Eddie Kilroy.

**TOM T. HALL and EARL SCRUGGS (Columbia 18-03033)**

**Song Of The South (2:50)** (Hall-Clement Publications c/o Welk Music Group — BMI) (B. McDill) (Producers: R. Scruggs, J. Thompson)

The banjoman and the storyteller return with another piece that emphasizes Scruggs' pickin' and a tale that interweaves traditionally southern images. Its strong hook keeps the song alive even after the record has stopped spinning.

## BLACK CONTEMPORARY

**STEPHANIE MILLS (Casablanca NB 2352)**  
Last Night (3:58) (Frozen Butterfly Music Pub. — BMI) (R. Lucas, J. Mtume) (Producers: J. Mtume, R. Lucas)

The petite Ms. Mills gets into a great growling groove that belies her tiny stature on her Casablanca/PolyGram debut. She belts it out hard and fast on what will unquestionably be a monster with the more avid B/C dance fans. A smashing piece of wax for the clubs and B/C radio.

**THE TEMPTATIONS (Motown 1631GF)**  
More On The Inside (3:49) (Bertram Music Corp. — ASCAP) (W. Robinson, Jr.) (Producer: W. Robinson, Jr.)

The re-grouped Temps turn from the Rick James punk funk of its last single ("Standing On The Top") to Smokey Robinson's easygoing, southern-tinged pop/soul here — and the difference is dramatic. The Smoke's mix of humor and sentimentality suits the venerable vocal unit and the results could please pop as well as B/C.

**ROBERTA FLACK (Atlantic 4068)**  
I'm The One (3:43) (Antisla Music, Inc. — ASCAP) (R. MacDonald, W. Salter, W. Eaton) (Producers: R. MacDonald, W. Eaton, W. Salter & R. Flack)

The title track from Flack's current LP sports the sort of easygoing jazz feel that has marked so much of co-writer and co-producer Ralph MacDonald's work. That should make this follow-up to the Top 15 "Making Love" accessible to B/C, pop and A/C listeners.

**MIDNIGHT STAR (Solar S-48012)**  
Hot Spot (3:48) (Midstar Music Inc./Hip-Trip Music — BMI) (B. Watson, R. Calloway, M. Gentry, V. Calloway, B. Lipscomb) (Producer: R. Calloway, Midnight Star)

If you like your funk burnin', then Mid-

(continued on page 10)





**SHINING AT KEMP MILL** — A&M recording group Atlantic Starr recently stopped by the Kemp Mill store in Landover, Md. to promote its current LP, "Brilliance." Pictured in the **back row** are (l-r): Clifford Archer, Koran Daniels and Joey Phillips of the group; Earl Cole, the group's manager; a Kemp Mill employee; Cheryl Adams, a local entertainer; and Al Marks, sales, A&M. Pictured in the **middle row** are (l-r): Jonathan Lewis of the group; Lynne Greene, merchandising, RCA; Bill Sudderith of the group; Alvin Jones, WHUR-FM; a Kemp Mill employee; Gawn Franklin, promotion, A&M; and Mike, Atlantic Starr road crew. Pictured in the **front row** are (l-r): Porter Carroll, Wayne Lewis, Sharon Bryant and David Lewis of the group; Linda Reynolds, WHUR-FM; and John Sharp, store manager, Kemp Mill.

## Motown Announces New Latin Music Label; Brambila Named

(continued from page 6)

New York scene with the Puerto Rican influences or Miami with the Cubans."

At this time, Motown Latino has signed Feliciano, Montero and Isabel Sotelo (who currently has a single, "Angelito," that is active at Latino stations across the country). Additional signings are in the works; but Brambila suggests that the label will be very "selective" in who it chooses.

"I'm not looking for someone who just has a single or something like that," Brambila explains. "I'm looking to build long-term careers for our artists. I'm too concerned about my people to be messing around like that. There's a big market out there, as I've been telling the industry for years, and I don't want to blow it."

In addition to pursuing artists "the magnitude of a Feliciano," Motown Latino is

### Silver Tours Forms

**NEW YORK** — Silver Tours, a concert promotion company, has been formed by Arnie Silver. His first client will be EMI America recording artist Gary U.S. Bonds. The company is located at 1290 Avenue of the Americas, suite 264, New York, N.Y. 10019. The telephone number is (212) 399-0090.



**NEWTON TO BMI** — The hit songwriting team of Juice Newton (c) and Otha Young (r) recently signed with Broadcast Music Inc. (BMI). Assisting with the signing is Ron Anton, vice president, California, BMI.

also looking for fresh, new acts. "I've told people (here in Hollywood) for years that there's a wealth of talent just 12 miles away (in East Los Angeles)," Brambila explains. "I'd like to give them a chance."

"Also, once we get going, we will be looking at music of other styles, like the salsa of New York and others. Sure we will initially concentrate on music that comes from the Southwest and California, but we aren't committed to stay that way."

### Merchandising Support

To back the initial Motown Latino LPs by Feliciano (produced by Leonardo Schultz) and Montero (produced by Manuel Acuna), the label will launch a massive merchandising and advertising push focusing on radio and in-store materials.

In keeping with Motown's independent status, Motown Latino will also go the indie route. To date, Brambila has lined up a substantial network of Latino distributors across the country, and "depending on an act's potential for crossover, we will also use Motown's mainstream distributors."

Motown Latino product will list for \$7.98 for established acts and \$6.98 for a new & developing acts.

The full executive staff of Motown Latino will be announced as the positions are filled.

Motown Latino is located in the Motown Records offices on the 17th floor of 6255 Sunset Blvd., Hollywood, Calif. 90028. Brambila's telephone number is (213) 468-3676.

### Riva Group Relocates

**NEW YORK** — The Riva Music Publishing Group, which includes Riva Music Inc., Avir Music Inc., HG Music Inc. and Riva Records, has relocated its offices. The new address is 3429 Oashire Dr., Los Angeles, Calif. 90068. The telephone number is (213) 851-0751.

### For The Record

In the June 26 *Sound Views* column, Rep. Robert Kastenmeier was inadvertently identified as (D-Minn.). Kastenmeier, who presently chairs the House Judiciary subcommittee on courts, civil liberties and the administration of Justice, is a Democratic representative from the state of Wisconsin.

## David Johansen

**THE ROXY, L.A.** — It's been almost 10 years since the New York Dolls started, unknowingly at the time, to establish a glam rock cult that to this day has not died off. That low-rent Rolling Stones and its scruffy, pug-nosed version of Mick Jagger, David Johansen, regaled crowds at St. Mark's Place in N.Y.C. with glitter drag parties that passed for concerts and an atmosphere of sleazy fun which many look back upon as being the height of decadence. The Dolls were called the progenitors of punk, and while London strove to copy the group's style, the punk movement was too intent on mixing political statements with rock 'n' roll to make room for the band's bawdiness, which the Dolls themselves painfully learned when Sex Pistols svengali Malcolm McLaren mismanaged their ill-fated comeback by adorning the stage with Communist flags and replacing their songs with slogans.

David Johansen, older and wiser now, prefers to remember only the fun and, indeed, the puckish performer still acts like a kid onstage, running through his repertoire with the mischievous glee of a Bowery Boy. His set, as evidenced by his recent Roxy appearances, hasn't changed much over the course of his solo career — he still dresses his band in goofy hats during the show and mugs incessantly throughout such staples as "Frenchette," "Girls" and the Foundations cover "Build Me Up Buttercup." However, these are all simple pleasures; you can't help but laugh as he contorts his face in a way that would've made Joe E. Brown envious and, as Johansen himself says, he "can do more with \$20 worth of hats than \$100,000 worth of pyrotechnics." 'Nuff said.

Happily, it appears that after all these years Johansen may be finally making a breakthrough commercially in a way that the Dolls never could. His new Blue Sky LP, "Live It Up," is finally cracking playlists across the country on the strength of his medley of old Animals tunes and, finally, the album captures all the magical fun of his live sets that has eluded his studio recordings. Johansen truly remembers that rock 'n' roll is still essentially about fun, and we're lucky that he's still around to remind us.

michael glynn

## The Waitresses

**PERKINS PALACE, PASADENA** — The first time Ohio pop group The Waitresses achieved renown in the L.A. area, it was largely due to extremely heavy airplay of its definitive tease tune "I Know What Boys Like" on Pasadena, Calif.'s alternative rock radio outlet KROQ-FM. So it only seemed natural for the band, currently on PolyGram Records, to make a big splash when it played the town that supported it when it was still largely unknown on the West Coast.

Fronted by the coquettishly coy Patty Donahue, whose vocals are a cross between an ingenue's haughty purr and a high school cheerleader's whine, The Waitresses' on-stage repertoire consisted mainly of material from its brisk debut LP, "Wasn't Tomorrow Wonderful," an array of bouncy, perfect-for-pogoing tunes with lyrics probing the feminine mystique. Lead guitarist and producer Chris Butler is responsible for the ensemble's provocative compositions about the psyche of women

and the former Tin Huey member's writing is a major contributing factor to the group's strong identity as a fun femme outfit.

This particular set started off rather sluggishly, however, perhaps due to problems with the speaker system. But by the time Donahue started incanting the third song of the evening, things ironed themselves out and the sound clicked perfectly. Numbers like "Pussy Strut" and "Redman" took on a much more street-level, energetic quality live than on its super-slick studio counterparts, and Donahue seemed to be in fine spirits throughout the show, dancing around like a dervish, striking alluring poses at appropriate moments and giving off an aura of what can only be described as tomboyesque glamour.

Although the performance by the Waitresses was kept at an unusually upbeat pace, full of quirky yet zesty sax solos and a tight rhythm section, Donahue struck a particularly raw nerve when she sang the ska ballad of independence "No Guilt" featuring the lines, "I know someone who really met Belushi/I fixed the toilet so it doesn't always run/I learned the reason for a three-pronged outlet/I've learned a lot since you've been gone."

With its enticing lyrics, lively vocals and power-pop instrumental backing, this act seems to know what both boys and girls like.

When everything in the group gets moving together, it's capable of giving audiences real gonzo rock intertwined with a jocular message about equality between the sexes. With that groove firmly established at the Perkins Palace show, it's hoped that the unit's next LP will garner the much wider airplay and exposure the band deserves.

jeffrey resser

## The Monroes

**COUNTRY CLUB, L.A.** — Maybe it was because it was a weeknight. Or possibly the crowd was somber because of the opening act. It's even possible it was opening in Los Angeles — the "big time" — that did it. But the Monroes had a difficult time in convincing the audience here that they currently have a hit album and are capable of performing live just as well.

The San Diego-based group was the highlight of the local FMer KLOS "Cheap Seat Night" at the Country Club. Their introduction was somewhat spoiled by the intensely loud pre-introductory songs to fill in the set-up time. But as lead singer Jesus Ortiz suddenly stepped up to the microphone, the band quickly opened with an cappella number that eventually grabbed the audience's attention.

The 45 minute set was filled with danceable tunes, mostly from the group's recent self-titled Alfa album. As the Monroes broke into more comfortable material, the crowd loosened up and even a few patrons took advantage of the dance floor space to let loose with energy.

"She Walks the Night" was crisp, especially with the fine keyboard work of Eric Denton. Bass player Bob Davis gave "Whatcha Gonna Do For Me Tonight?" the feel the swooning lyrics needed, and "Somewhere in the Night" was excellently punctuated by drummer Jonnie Gilstrap.

With the exception of several minor difficulties, the Monroes then closed with their current single, "What Do All The People Know."

It may have been a combination of a lot of little mishaps, but the Monroes certainly have a unique sound. With a little more self-assurance of stage presence and presentation, their popularity should grow with maturity. Keep it goin', boys!

greg leschishln



## REVIEWS

(Continued from page 8)

night Star has a slab of molten vinyl here that should set fire to the dance floor and the radio dial. Flashes of funk influences from Bootsy to the Bar-Kays manifest themselves in this horn-peppered affair, and the groove is always at fever pitch.

**STACY LATTISAW** (Cotillion 47011)  
**Don't Throw It All Away** (3:58) (Famous Music Corp./Gay Noel Music Co. Ltd. — ASCAP) (G. Benson, D.R. Mindel) (Producer: N.M. Walden)

Lattisaw continues on the crossover trail with a building ballad from her forthcoming "Sneakin' Out" LP. If the style and arrangements sound like they don't veer too much from previous efforts, it's probably because Narada Michael Walden is once again firmly at the helm... and who wants to break up a winning team?

## NEW AND DEVELOPING

**STRAY CATS** (EMI America 8122)  
**Stray Cat Strut** (3:15) (Zomba Enterprises Inc. — BMI) (B. Setzer) (Producer: D. Edmunds)



Even at its rawest moments, U.K.'s Stray Cats is infinitely more accessible to the mass music-buying public than any of its quiff-headed peers. Sample its signature tune, a cool stroll down the neck of a stand-up slap bass. Brian Setzer's croonin' has a no-nonsense clarity while still being playful, and Dave Edmunds puts the "pro" in the production.

**SPARKS** (Atlantic 4065)  
**Eaten By The Monster Of Love** (2:59) (Ron Mael & Russell Mael Music/Hansa France — ASCAP) (R. Mael, R. Mael) (Producer: Mack)

The Mael brothers approach their songs as one-line jokes and non sequiturs, and the second 45 from the "Angst In My Pants" LP is a good example. "Don't Let It Get Me" is the punch line here, and the boys play it up.

**JOE FAGIN** (Millennium JH-13107)  
**Younger Days** (3:14) (Colgems-EMI Music, Inc./Super Supa Songs — ASCAP) (R. Supa) (Producer: D. Mackay)

On first impression, Fagin's gruff vocal brings to mind Tom Waits, but the lyrics to this lightweight Richard Supa pop composition lack the poignancy of Waits' material, although it does strive for some affecting nostalgia.

## Blay, Premiere Link For Home Video, TV Shows

by Michael Glynn

LOS ANGELES — The Andre Blay Corp., the Michigan-based independent home video supplier headed by the former president and founder of Magnetic Video Corp., has signed a \$3 million dollar production agreement with Premiere Programming Ltd. for the creation of music programs for network television, cable and home video.

Under the terms of the agreement, Andre Blay Corp. and Premiere will co-produce six 60-90 minute programs featuring top recording acts. Premiere was formed earlier this year by Scott Millaney and Des Brown in London, with the exclusive services of Brian Grant, David Mallet and Russell Mulcahey.

Grant, Mallet and Mulcahey are all considered to be among the leading music video directors at present. Grant directed Olivia Newton-John's "Physical" last year, with Scott Millaney producing, which has already earned more than \$1.25 million in TV and home video sales worldwide, while Mulcahey has received critical acclaim for his unique promotional videos featuring such acts as EMI America recording artist Kim Carnes and Chrysalis recording group Ultravox, among others.

## Worldwide Rights

All programming by Premiere for the Andre Blay Corp. will be directed by the team of Grant, Mallet and Mulcahey. Andre Blay Corp. will have worldwide videocassette and disc rights to programming produced under the agreement, as well as television syndication and cable rights.

Each program will be based upon original ideas developed by the Premiere production team, with Blay providing funding and financing from scripting through post production. Initial programming from the deal is expected to become available by October of this year.

The production agreement with Premiere was arranged by Blay in Michigan along with Blay Corp. senior vice president Alan Kaupé in London.

## NMPA Elects Board

NEW YORK — The board of directors of the National Music Publishers Assn. (NMPA) recently re-elected all of its officers.

Re-elected to one-year terms were: Salvatore T. Chiantina, chairman; Leonard Feist, president; Leon J. Brettlen, Wesley Rose, and Ralph Peer II, vice presidents; Sidney B. Herman, treasurer; and Samuel Trust, secretary.

Also re-elected were Joseph Auslander, assistant treasurer; and Al Brackman and Peter L. Felcher, assistant secretaries.

## EXECUTIVES ON THE MOVE



DeBenedette

Michelakos

Badle

Sykes

**VCA Names Wisdom** — The appointment of Thomas E. Wisdom as vice president/general manager of VCA Duplicating Corporation/southwest branch has been announced. Most recently he had been marketing development manager for the Magnetic Audio/Video products division of 3M Corporation.

**Changes At Hearst/ABC** — John Silvestri has been named vice president, national sales, and John Cronoulos has been named vice president, eastern sales, for Hearst/ABC Video Services. Before joining Hearst/ABC in 1981, Silvestri was with the NBC Television Network in charge of sales for the midwest region. Prior to joining Hearst/ABC, Cronoulos had been director of ARTS Cable Sales at ABC Video Enterprises. He spent many years on the agency side before going to the ABC Network.

**PolyGram Names DeBenedette** — Sue DeBenedette has been named New York promotion manager for PolyGram Records, Inc. She previously worked in a variety of sales, marketing and promotion positions for PolyGram, and most recently was administrative assistant to the vice president, promotion.

**Michelakos At MCA** — Carl Michelakos has been named regional director for the southeast for MCA Distributing Corporation. Michelakos, who previously had been a branch manager for MCA in Atlanta, will oversee the Atlanta-Miami-Charlotte area. Prior to moving to Atlanta, he had been both branch manager and sales representative in Denver.

**Changes At WEA** — Julie Sayres, formerly west coast A&R director for WEA International, has re-located to the company's New York office, where she will work in conjunction with Ruby Merjan on acquisition, development and placement of international repertoire. Both Sayres and Merjan will carry the title director, A&R.

**Badle Joins RCA** — Cynthia Badie has joined the black music department at RCA Records as a field promotion representative-black music. She comes to RCA Records from a year with MCA where she served as east coast region promotion manager.

**Wiemeyer Appointed** — Joe Wiemeyer has been named product manager for Twentieth Century-Fox Video. Prior to this appointment, he was director of corporate product planning for Revell, a toy manufacturer.

**Changes At MTV** — John Sykes has been named director, programming, MTV: Music Television. Prior to his current post, he was director of promotion and artist relations, MTV, preceded by director, promotion, MTV. Nancy Bordo has been named MTV: Music Television Publicist. Before joining WASEC, she was publicist, Ringling Brothers and Barnum and Bailey Circus. Prior to that, she was media research analyst, SSCB, Inc.

**VCA Appoints Vilagi** — The appointment of Diane Vilagi as production accountant has been announced by VCA Programs, Inc., a Video Corporation of America company.

**Faulty Names Three** — Faulty Products Records has named three to key positions. Based in Faulty's New York office, Garry Valleri has been promoted from east coast sales representative to east coast operations manager. He joined Faulty's New York sales department in 1980. In a related appointment, Mimi Burnham has been appointed east coast sales representative for Faulty Distribution. She was formerly domestic sales manager for Bonaparte/Stiff. In Los Angeles, Dexter Hilliard has been named controller for Faulty Products Records. He was cost accountant for Columbia Pictures TV and staff accountant for Warner Brothers International.

**Faust Named** — Hope Faust has been named manager, office planning and design, Warner Amex Satellite Entertainment Company. She was previously with Warner Communications, Inc. as interior designer. Prior to that, she was an architectural designer with CBS.

**Bearsville Names Phelan** — Bearsville Records has announced the appointment of James Phelan as A&R coordinator. He worked previously in the artist & repertoire department of Capitol Records. Before that, he worked as a personal manager for six years.



**POLYGRAM ACTS PLAY GARDEN** — Mercury/PolyGram recording groups Rainbow and the Scorpions recently performed for a sold-out audience at New York's Madison Square Garden. Following the show, PolyGram Records held a party for both groups to celebrate the successes of the Rainbow album, "Straight Between The Eyes" and single "Stone Cold," and the Scorpions' album "Blackout" and single "No One Like You." Pictured seated in the first photo are (l-r): David Rosenthal, Rainbow; Klaus Meine, the Scorpions; Guenter Hensler, president and chief operating officer, PolyGram; Bobby Rondinelli, Rainbow; Roger Glover, Rainbow; Rudolf Schenker, the Scorpions; Bob Adcoc, the Scorpions' tour manager; Ritchie Blackmore, Rainbow; Amy Blackmore; Francis Bucholz, the Scorpions; Larry Berger, program director, WPLJ. Shown standing are (l-r): Jack Kiernan,



senior vice president, sales and marketing, PolyGram; Chip Taylor, senior vice president, A&R, PolyGram; Shelly Rudin, vice president, sales, PolyGram. Shown kneeling are (l-r): Pat St. John, WPLJ air personality; and Joe Lynn Turner, Rainbow. Pictured standing in the second photo are (l-r): David Krebs, the Scorpions' manager; Jeff Brody, eastern regional vice president, sales, PolyGram; Jim Lewis, vice president, marketing, PolyGram; Matthew Jabs, the Scorpions; Hensler; Meine; Dieter Dierks, the Scorpions' producer; Herman Rarebell, the Scorpions; Randy Roberts, national singles sales manager, PolyGram; Fred DiSipio, Jr., northeast regional promotion manager, PolyGram; and Marvin Katz, the Scorpions' lawyer. Shown seated are (l-r): Bill Cataldo, national promotion director, PolyGram; Joe Lynn Turner, Rainbow; Jerry Jaffe, vice president, rock music department, PolyGram.





**TOTO'S IV GOLD** — Columbia recording group Toto was recently presented gold records for its LP, "Toto IV," by label executives. Pictured at the ceremony are (l-r): Ray Anderson, vice president, promotion, Columbia; Mickey Eichner, vice president, national A&R, Columbia; Al Teller, senior vice president/general manager, Columbia; David Paich of the group; Dick Asher, deputy president/chief operating officer, CBS Records Group; Bobby Kimball of the group; Mark Hartley, management; and Arma Andon, vice president, product development, Columbia.

## Pro-Taping Coalition Formed To Combat Royalty Proposals

(continued from page 5)

tax would be almost impossible to create and enforce. He also blasted the record industry for its position, claiming that "self-inflicted wounds," and not home-taping, were the cause for declining record sales.

"The record industry has changed its product from a pocket purchase to a credit card purchase," said Wayman. He also charged that changes in return policies, overprinting of titles, cutbacks in tour support and cheaply produced product have contributed to the shrinking record market. Additionally, Wayman claimed that audio hardware manufacturers experienced a greater decline in business following 1979 than the record industry did and credited the development of new lines, such as the Sony Walkman and portable "boom box" tape decks and radios, as helping the manufacturers through the recession. "We challenge the record industry to develop new artists as we have developed new product lines," he said. "We have decided

### Tape Pirate Sentenced To 2 Years, Probation

**NEW YORK** — A suburban Atlanta man pleaded guilty to two counts of copyright infringement for the manufacture of pirate 8-track tapes on June 18 in U.S. District Court, Northern District, Georgia. Russell Rudolph Johnson was sentenced to two consecutive two-year terms in prison for each count, but the court suspended the second sentence.

Johnson, who had been convicted of copyright infringement in 1974, was also placed on five years probation.

Local officials of the Federal Bureau of Investigation (FBI) had had Johnson under surveillance for six months when they raided his Stone Mountain, Ga. home on Dec. 14, 1979. Johnson had been doing business as Custom Copy and Perry Sales in the same suburb. Seized at his home and at two DeCatur, Ga. warehouses were over 3,500 pirate 8-track recordings, 237 master tapes and assorted duplicating materials and machinery. Their estimated value was \$65,000.

### For The Record

The Recording Industry Assn. of America (RIAA) has revised its statement about alleged pirate record retailer raids conducted June 3 in New York City. While purchases of the LPs were made at two Wiz stores, located at 162-24 Jamaica Ave. and 39-11 Main St. in the borough of Queens before the June 3 raid, no copies of the alleged pirate product were found at either Wiz outlet on the day of the raids.

to go where Pac-Man can't get you, but the record industry hasn't responded to the changes."

In response to Wayman's remarks, the Coalition to Save America's Music, an anti-home taping organ representing 22 music business groups, issued a prepared statement through the New York offices of the Recording Industry Assn. of America (RIAA). Not surprisingly, the statement repudiated the claim by the newly formed lobbying group that home taping was being scapegoated by the music industry, and emphasized ARRC's affiliation with blank tape manufacturers.

#### RIAA Response

"Mr. Wayman's suggestion that home taping has virtually nothing to do with the decline in record sales is patent nonsense," read the statement. "While many factors affect the economic health of the recording industry — or any other industry — the economic analysis and consumer surveys submitted to Congress clearly and irrefutably show that home taping alone causes lost record sales of nearly \$1 billion annually, an amount equal to almost 1/3 of the industry's actual sales in 1981. Harm of this magnitude surely justifies Congressional action, particularly given the important copyright principles that are at stake.

"The newly formed coalition is composed of firms who profit handsomely from the practice of home taping. We believe it is only fair for these Japanese and American companies to help compensate those who created the music which gives value to their machines and blank tape."

Although pledging that ARRC would continue to be active as long as home taping legislation was an issue before Congress, Wayman was able to offer little in the way of solid plans beyond lobbying during this session of Congress. While allowing that the new coalition might consider its own survey to countermand the WCI report, Wayman remarked that there was "enough meat in the Warner survey to show how it was rigged."

### Schock And Snow Set For SRS Workshop

**LOS ANGELES** — Harriet Schock and Tom Snow are scheduled to conduct song evaluation workshops for Songwriters Resources and Services (SRS) in July. Schock will guest July 12 at 6:00 p.m., and Snow is set for July 17 at 2:00 p.m.

The SRS workshops will be held at 6722 Hollywood Blvd., Hollywood, Calif. 90028. For reservations and membership information, contact SRS at (213) 463-7178.

## TOP 30 ALBUMS

		Weeks On Chart	7/3		Weeks On Chart	7/3	
1	<b>OFFRAMP</b> PAT METHENY GROUP (ECM-1-1216)	1	8	16	<b>CARLA BLEY LIVE!</b> THE CARLA BLEY BAND (Watt/ECM W 12)	19	4
2	<b>WE WANT MILES</b> MILES DAVIS (Columbia C2 38005)	2	9	17	<b>HOLLYWOOD</b> MAYNARD FERGUSON (Columbia FC 37713)	17	12
3	<b>BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	3	47	18	<b>LOVE NOTES</b> CHUCK MANGIONE (Columbia FC 38101)	—	1
4	<b>MYSTICAL ADVENTURES</b> JEAN-LUC PONTY (Atlantic SD 19333)	4	22	19	<b>RIO</b> LEE RITENOUR (Musician/Elektra E1-60024)	11	18
5	<b>ROYAL JAM</b> THE CRUSADERS (MCA 2-8017)	9	3	20	<b>FANDANGO</b> HERB ALPERT (S&M SP-3731)	18	7
6	<b>LITE ME UP</b> HERBIE HANCOCK (Columbia FC 37928)	7	6	21	<b>FATHERS AND SONS</b> (Columbia FC 37972)	12	10
7	<b>IT'S A FACT</b> JEFF LORBER (Arista 9583)	8	16	22	<b>AMERICAN CLASSIC</b> DEXTER GORDON (Musician/Elektra E1-60126)	23	3
8	<b>AS WE SPEAK</b> DAVID SANBORN (Warner Bros. 9 23650-1)	21	2	23	<b>THE GEORGE BENSON COLLECTION</b> (Warner Bros. 2HW 3577)	16	34
9	<b>THE DUDE</b> QUINCY JONES (A&M SP-3721)	6	66	24	<b>OBJECTS OF DESIRE</b> MICHAEL FRANKS (Warner Bros. BSK 3600)	20	24
10	<b>TELECOMMUNICATION</b> AZYMUTH (Milestone/Fantasy M-9101)	—	14	25	<b>LOOKING OUT</b> MCCOY TYNER (Columbia FC 38053)	—	1
11	<b>OBSERVATIONS &amp; BILLY COBHAM'S GLASS MENAGERIE</b> (Musician/Elektra E1-60123)	13	3	26	<b>DAN SIEGEL</b> (Elektra E1-60037)	24	16
12	<b>DIRECT HIT</b> NOEL POINTER (Liberty LT-51123)	14	4	27	<b>SILK</b> FUSE ONE (CTI 9006)	27	26
13	<b>HANDS DOWN</b> BOB JAMES (Tappan Zee/Columbia FC 38067)	—	1	28	<b>ELECTRIC RENDEZVOUS</b> AL DI MEOLA (Columbia FC 37654)	22	23
14	<b>COME MORNING</b> GROVER WASHINGTON, JR. (Elektra 5E-562)	10	31	29	<b>WEATHER REPORT</b> (ARC/Columbia FC 37616)	25	21
15	<b>WYNTON MARSALIS</b> Columbia FC 37574)	15	23	30	<b>SLEEPWALK</b> LARRY CARLTON (Warner Bros. BSK 3635)	30	24

## ON JAZZ

**GETTIN' WHAT'S COMIN' TO YOU** — "A lot of jazz musicians aren't aware of their rights," says Brian McLaughlin, writer relations representative for Broadcast Music Inc. (BMI). "They frequently don't take care of what they have to in order to get their money." McLaughlin, deeply involved with BMI's jazz membership, has been doing extensive outreach with the organization's jazz roster both here in New York and through BMI's local offices in Nashville and Los Angeles. The music licensing organization, which collects and pays royalties for commercial broadcast of its members' music, has been particularly strong in the jazz sphere since its inception, and among its 65,000 writers and composers number Charlie Parker, Miles Davis, Gil Evans, Dave Brubeck, Chuck Mangione, Max Roach, Thelonius Monk, John Coltrane, Cecil Taylor and many



**DREAM REHEARSAL** — Dave Grusin's GRP Dream Orchestra, which has just embarked on a tour of Japan, recently assembled in New York for a pre-tour rehearsal. Pictured in the studio are Grusin (l) and drummer Steve Gadd.

many others. "We feel very strongly about the jazz composer," says McLaughlin. "We want them to get what's coming to them. Towards that end, we try to see them more than just in the office and make them aware of our services and what they have to do." Aside from clearing titles for the composer, the organization seeks to keep its jazz members in touch with all of BMI's affiliated foreign societies. "If one of our composers goes overseas," says McLaughlin, "we make sure he gets in touch with people from the agencies in the areas he's performing in." McLaughlin cautions that this kind of clearing is essential, since payment and collection procedures vary from country to country.

**GRP GOES IN STYLE** — Suntory, the Japanese liquor firm, has traditionally been strong on sponsoring sports events in its native territory. Last year, the firm broke with tradition and took a chance on sponsoring a series of Japanese dates by Quincy Jones. The result? This year it's booked Dave Grusin and the GRP Dream Orchestra for a two-week Japanese tour. Billed as the "Suntory Soundmarket '82," the shows will pair Grusin's band, which features Lee Ritenour, Steve Gadd, Eric Gale, Anthony Jackson, Ruben Bassini, Don Grusin, George Young, Tiger Okoshi and Michael Franks, with a 40-piece orchestra for a string of dates around the country. By-the-by, JVC will record the shows for future release by that firm in Japan, with GRP getting the action in the rest of the world. A video of the tour will also be produced by JVC, and both the video and audio recordings will be used in the fall as demonstration pieces for the company's new hardware lines.

**RECORDS RECORDS RECORDS** — Galaxy Records has released "Roadgame" by Art Pepper, recorded live at Maiden Voyage in L.A. The disc also features pianist George Cables, bassist David Williams and drummer Carl Burnett. Also new from Galaxy are

(continued on page 22)



## New Tax Changes In Canada Help Recording Artists

by Kirk LaPointe

OTTAWA — Controversial tax changes in last year's federal budget that eliminated income averaging, annuity contracts and threatened to drive many artists from Canada were altered again last week.

Finance Minister Allan MacEachen brought down his second budget in seven months, and the good news for the music industry was that so-called forward averaging provisions are extended so they can be applied to all of a professional's income and not just a portion of the annual increase.

Under the tax provision, professionals pay a high tax rate on income while it is at its peak to build up a tax credit to be applied in subsequent years when their incomes decrease. When professionals retire or their income drops, they are taxed at a lower rate but can still use the tax credit to further reduce their tax bill.

Artists and athletes had complained that the elimination last November of income averaging placed them at a significant dis-

advantage compared to their American counterparts. Many musicians and athletes then began moving to the U.S.

While recording industry representatives last week declined comment on the measures until they could fully study them, professional athlete agents said the changes didn't go far enough.

The old laws allowed professionals to indefinitely defer large portions of their income and thus delay taxation of the amount. The laws were changed to allow only a three-year deferral under forward averaging.

### Career Span

Artists and athletes complained because they said their careers are too short-lived and are subject to sudden changes in the success to come under normal tax laws.

The Canadian Recording Industry Assn. (CRIA) fought heavily since last November for the rescinding of the averaging changes. Managers for such Canadian acts as Anne Murray, Loverboy and April Wine all pushed for the restoration of income averaging provisions.

One other budget change that may help the music industry was a relaxation of foreign investment procedures for small- and medium-sized businesses. Details of those changes were not yet available.

## FBI Raids First Under New Piracy Act

NEW YORK — Five anti-piracy raids in and around Kinston, North Carolina, on June 29, are the first actions that fall under the Piracy and Counterfeiting Amendment Act of 1982, which was signed into law on May 25. According to Robert Pence, special agent-in-charge of the North Carolina FBI, preliminary estimates of the loss prevention to the recording industry as a result of seizures from the raids exceeds \$10,000,000.

Five search warrants were executed on three premises and one vehicle owned or controlled by Robert Hill and one location owned by Julian Clark Tutt. Pence added that FBI agents, aided by experts from the Recording Industry Assn. of America (RIAA) Anti-Piracy Unit, had identified and seized vast amounts of raw materials, manufacturing equipment, masters, finished product and business records involved in the reproduction and distribution of alleged counterfeit and pirate 8-tracks, audio cassettes and videocassettes. Among the equipment seized were high-speed duplicators, winders and loaders, mastering equipment, printing plates and graphics equipment and many other items alleged to be instrumentalities and/or evidence of copyright infringement.

The new piracy and counterfeiting law is an amendment to the Copyright Law and calls for maximum felony penalties of up to five years imprisonment and/or fines up to \$250,000 for sound recording and motion

picture pirates and counterfeiters, including first offenders.

In other anti-piracy action, a Minnesota man and his corporations, which owned retail music outlets, were found guilty on June 25 of several counts of distribution and conspiracy to distribute bootleg records. George Lankford Powell, Jr., the Geotina Corp., G&J Music, Inc. and Harpo's Records & Stuff, Inc., were found guilty of conspiracy to infringe the copyrights in musical compositions by conspiring to distribute bootlegs of "Little Doll" by Blondie and "Great White Boss — Bottom Line, 8/15/75" by Bruce Springsteen.

Powell and G&J Music were also guilty of copyright infringement by distribution of bootleg recordings of the Springsteen performance, which contained copyrighted musical compositions, while Powell and Harpo's were found guilty of the same charge regarding the Blondie performance.

Powell was arrested April 12 together with four managers of his retail music stores. They were indicted on 11 counts of distribution and conspiracy to distribute bootleg recordings. The indictments stemmed from an FBI investigation that resulted in the executions of federal search warrants on Aug. 13, 1981 at five Minnesota locations including two St. Paul and one Minneapolis Hot Licks Records & Stuff outlets, and one Harpo's outlet each in

(continued on page 22)



**CRAWLING IN AT EMI** — EMI America/Liberty Records has signed Australian *Crawl*, a six-man group whose debut album for the label, "Sons of Beaches," will be released this month. Pictured standing are (l-r): Don Grierson, vice president of A&R, EMI/Liberty; Clay Baxter, director, artist development, EMI/Liberty; Ken Benson, national director, album promotion, EMI/Liberty; and Ken East, Wheatley Management. Shown seated are (l-r): Guy McDonough, Paul Williams, Bill McDonough, Simon Binks (leaning forward), James Reyne and Brad Robinson of the group.

## COAST TO COAST

**EAST COASTINGS** — Girl Talk Dep't.: Books on popular music continue to swell bookstore racks, and separating the diamonds from the coal is becoming a full-time job. But one recently published gem from Delilah Books is rock journalist/producer/historian **Alan Betrock's** *Girl Groups: The Story Of A Sound*, which provides a fascinating look at the record business of the '50s and '60s by tracing the careers of such acts as **The Ronettes, Darlene Love, Little Eva, The Supremes, The Dixie Cups and The Shangri-Las**. The book which grew out of an earlier annotated discography of girl groups that the author had published privately, shows just how much the industry has changed in a few short years. Profiled in-depth are outfits like Aldon Music and the Scepter, Phyllis, Red Bird and Motown labels, as well as the songwriters and producers behind the girl group sound. "I really attempted to tell the story of an era," Betrock told us, "not necessarily the story of the girls who were on those records, but the whole Brill Building scene and how business was done at that time. I didn't want it to be campy." On the whole, Betrock is quite successful, and the book is laced with several particularly insightful digressions. While profiling the producer/songwriter/artist machinery that went into making the vast majority of the records he discusses, Betrock observes that expertise and specialization in production and songwriting has been supplanted during the last few years by artists who want to do everything themselves, and his claim that new and developing artists are heralded as superstars on the strength of a single album has the ring of authenticity when one considers the kind of critical and promotional hubbub that attends acts like **The Go-Go's** and **Billy Squier**. "People who are signed by record companies today don't have to be everything," said Betrock. "It's gotten to the point where the artists receive more marketing than the records they make." Surprisingly, the author reports he had little trouble researching his chapters on the outfits and people behind the music. "Of course, there were some people who didn't want to talk," he said, "but that's to be expected. If I was doing a book on, say, the story of Motown, it might have posed some problems, but a lot of it is just the story of people — I wasn't trying to uncover any dirt. I don't think there'll be too many complaints; in fact, the feedback so far has been very enthusiastic. A couple of the subjects like **Ronnie Spector, Darlene Love** and **Ellie Greenwich** were quite pleased when they read it. It's nice to hear you got it right." Betrock reports that the video rights to the book have been sold to MGM Video, with a pay cable premiere set for the late fall and a videocassette to follow. Hopefully, you won't be content to wait until then — *Girl Groups* is one of the most intelligent, informative books on pop music to come our way in some time . . . This 'n' that: **Barry Yearwood** of Norby Walters Assoc. has formed Rain Records in conjunction with **Gregg Henderson**. The R&B/dance-oriented label will bow in the next couple of weeks . . . **Al Kooper**, in town to deliver his "Championship Wrestling" LP to Columbia, played several nights at New York club Trax, where his show was taped by CBS television for an upcoming special on the Gotham club scene. Joining Kooper during his show were **Ian Hunter** and **Artimus Pyle** . . . Congrats to Champion Entertainment honcho **Tommy Mattola** and wife **Lisa** on the birth of a daughter, **Sara Leslie**. The new addition owes her name to the song "Sara Smile" by Champion Entertainment clients **Hall & Oates**.

fred goodman

**POINTS WEST** — Leave it to the zanies at Slash Records, who introduced the world to the knowing nihilism of **X** and the rebellious rockabilly of **The Blasters**, to give us yet another sonic jolt — innovative pop 'n' roll from San Francisco's sassy chanteuse **Bonnie Hayes**, who has just released an album called (get this) "Good Clean Fun." Whether pointing out the pointlessness of love in the single "Shelly's Boyfriend" or bubbling about her self-confidence in "Girls Like Me," Hayes and her band, **The Wild Combo**, let fly melodies and lyrics that are downright infectious and bring to mind the flirt/tease/nooky in the back seat excitement of the **Go-Go's** and the **Waitresses**. Formerly known as the **Punts**, the rock outfit changed its name due to a myriad of mis-



**PASTIME PARADISE** — Motown's **Stevie Wonder** (l) recently dropped by the *Paradise Garage* in New York to catch the show by **Salsoul** artist **Edwin Birdsong** (r). *Birdsong* conducted the horns on *Wonder's* "Do I Do," and recently released his latest single, "She's Wrapped Too Tight (She's A Button Buster)."

pronunciations and off-color puns. Whatever its moniker, however, this Slash act is definitely one to watch, having already built a strong following in the Bay Area . . . Former **Dead Boys** ringleader **Stiv Bators** will be making a return to the recording limelight when his group, **Lords of the New Church**, put out its self-titled debut on July 27. The once-infamous **Bators'** latest venture features such ditties as "Russian Roulette" and "Eat Your Heart Out" and is remarkably different from any of the seminal punk warbler's earlier stuff . . . Well, it seems as if **Patti Smith** hasn't really retired from her musical career after all. The high priestess of rock poetry will apparently wait until after she and her husband, **Fred "Sonic" Smith**, have their baby in August before she lets folks know what kind of recordings they've worked on together since they sequestered themselves away at their Detroit home a few years ago . . . **Danny Sugerman**, who co-authored the bestselling bio of **Jim Morrison**, *No One Here Gets Out Alive* with **Jerry Hopkins**, is readying another volume about **The Doors**, this time a lavish photo-journal peppered with album reviews, interviews and essays by writers like **Dave Marsh** and the late **Lester Bangs**. Following this work, Sugerman hopes to begin his autobiography, tentatively called *Rock and Roll Will Rot Your Mind and The Drugs Don't Help Either* . . . Rhino Records announced the signing of **Elvira**, a latter-day **Vampira** who hosts the local L.A. weekly horror show, *Movie Macabre*. The voluptuous performer, who appears in comedy improv troupes under the name **Cassandra Peterson**, will introduce a new line of maxi-12" singles with "3-D T.V." b/w "Elvira's Theme" . . . **Silver Condor** and **Tracker** both participated in a unique demonstration of the prototype, pre-production Sony multi-track digital recording system at the Los Angeles Record Plant at the end of June. The two bands recorded compositions during the early afternoon hours both digitally and through standard analog, (A/B-ing the system, in tech-talk) while industry members and press were allowed to hear the results. The L.A. Plant contributed the recording time free of charge as part of its ongoing promotion of digital .

jeffrey resner



## TOP 30 VIDEOCASSETTES

	Weeks On 7/3 Charts		Weeks On 7/3 Charts
<b>1 STAR WARS</b> 20th Century-Fox Home Video 1130	1 5	<b>16 JANE FONDA'S WORKOUT</b> KVC/RCA Karl Video Corporation 042	20 2
<b>2 ON GOLDEN POND</b> 20th Century-Fox Home Video 9037	2 6	<b>17 ROCKY II</b> 20th Century-Fox Home Video 4565	14 5
<b>3 STRIPES</b> Columbia Pictures Home Entertainment 10600	5 10	<b>18 ONLY WHEN I LAUGH</b> Columbia Pictures Home Entertainment 10462	19 15
<b>4 ARTHUR</b> Warner Home Video 72020	3 10	<b>19 FOR YOUR EYES ONLY</b> 20th Century-Fox Home Video 1128	16 15
<b>5 DRAGONSLAYER</b> Paramount Home Video 1367	4 5	<b>20 SO FINE</b> Warner Home Video 11143	17 7
<b>6 TIME BANDITS</b> Paramount Home Video 2310	6 9	<b>21 ABSENCE OF MALICE</b> Columbia Pictures Home Entertainment 10005	— 1
<b>7 NEIGHBORS</b> Columbia Pictures Home Entertainment VH/BE 10445	9 4	<b>22 CLASH OF THE TITANS</b> MGM/UA Home Video 700074	22 15
<b>8 GHOST STORY</b> MCA Distributing Corporation 77006	8 7	<b>23 RICHARD PRYOR LIVE IN CONCERT</b> Vestron VA 4060	24 15
<b>9 PRIVATE LESSONS</b> MCA Distributing Corporation 71008	18 3	<b>24 AN AMERICAN WEREWOLF IN LONDON</b> Universal City Studios, Inc., MCA Distributing Corporation 77004	23 15
<b>10 SUPERMAN II</b> Warner Home Video WB-61120	12 14	<b>25 HALLOWEEN II</b> MCA Distributing Corporation 77095	21 11
<b>11 THE FRENCH LIEUTENANT'S WOMAN</b> 20th Century-Fox Video 4868	11 13	<b>26 ALL THE MARBLES</b> MGM/UA Home Video MV/MB 00112	25 8
<b>12 MODERN PROBLEMS</b> 20th Century-Fox Video 1129	7 8	<b>27 ATLANTIC CITY</b> Paramount Pictures, Paramount Home Video 1480	26 15
<b>13 TAPS</b> 20th Century-Fox Video 1128	10 8	<b>28 RICH AND FAMOUS</b> MGM/UA Home Video MVR/MBR 06111	30 13
<b>14 WHOSE LIFE IS IT ANYWAY?</b> MGM/UA MVR/MBR 00140	15 3	<b>29 EXCALIBUR</b> Warner Home Video OR-72018	26 14
<b>15 BODY HEAT</b> Warner Home Video LD-70005	13 14	<b>30 PRINCE OF THE CITY</b> Warner Home Video OR-72021	27 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-Baia Cynwyd; American Tape & Video-Atlanta; Crazy Eddie-New York; The Cinema Store-Encino; Video Company-Larkspur; Video Studio-Farmington; Tyson Video-Atlanta; Video Library-San Diego; Video Media-Chatsworth; Wonderful World of Video-Chattanooga; Boston Video-Boston; Wherehouse-National; Video Showroom-Louisville; Erol's Video Club-Springfield; New England Home Video-Groton; Movies Unlimited-Philadelphia; Video Showcase-Federal Way; Movies To Go—St. Louis.

## SOUNDVIEWS

**FEBRUARY PAY-PER-VIEW PLAY FOR PIRATES** — As the saying goes, you can't stop an idea whose time has come, and as the attendees at the ITA Audio/Video Update seminar heard earlier this year, pay-per-view is one powerful idea that should become the dominant home delivery system for select showings of first run film and top sporting events in the very near future. The rise in number of addressable cable systems, of course, is what's making pay-per-view possible, a fact that is certainly not lost upon the major studios. Currently red-hot Universal, riding the crest of the phenomenal success of *E.T.*, will be making the first move in February of next year when *The Pirates of Penzance*, the film version of **Joseph Papp's** New York Shakespeare



**MTV GETS LUCKY** — Columbia recording group *Loverboy*, whose first two LPs, "Loverboy" and "Get Lucky," both sold over one million copies, recently gave Warner-Amex's Music Television (MTV) its first two platinum records as a gesture of appreciation. Pictured at the presentation at MTV's studios are (l-r): **Paul Atkinson**, A&R, Columbia Records; **Paul Dean** of the group; **Alan Hunter**, MTV video personality; and **Geoffrey Bolton**, MTV producer/director.

week as saying that he "would certainly guess it's under consideration," responded with a firm "no comment" when the subject was broached by *SoundViews*.

**THE DEALER DEPT.** — Philly's Movies Unlimited sent us one of the more unique promotional gimmicks to come across our desk in awhile. To trumpet what the vid retailer calls "the largest selection of horror movies on videocassette anywhere," Movies Unlimited is giving away special "Stomach Distress" bags (you know, the airline variety) with each horror flick rental. For the not-so-squeamish, Movies Unlimited humorously suggests a number of other uses for the bags, such as a "lunch carrier" ("add a salami sandwich, a carton of milk and a Kit-Kat candy bar") or for the easily scared, "pop the bag over your head" . . . Vestron Video announces the winners of its two recent promotions, a *Good Guys Wear Black* display contest and a *Butterfly* sweepstakes. Retail winners in the *Good Guys* Merchandising contest were **Gary Gloss** of Canton, Ohio's Channel 4 Home Video Center (first place), **Judy Wilson** of Brighton, Michigan's Wilson's Movieland (second) and **Gary Dodd** of Middletown, New York's Future Vision, Inc. (third) respectively. Winner of the first, second and third prize in the sales rep category were **Phil Heiser** of the Solon, Ohio Commtron branch, **John Thompson** of Farmington, Michigan's Video Trend and **Dianne Dunnigan** of the Congers, New York Commtron branch, respectively. The grand prize winner of the *Butterfly* contest, awarded in Chicago at the close of the 1982 Summer CES early last month, was **Claudia Treacy** of Indianapolis, Indiana's Video Library. Treacy went home with a complete library of Vestron titles valued at more than \$1,500. The second and third prize winners were **Jack Hicks** of Nashville, Tennessee's Discount Video and **Lowell D. Sheets** of Forest Hills, Maryland's Budget Video . . . Belated congrats to **Cary** and **Ellen Luskin** of Baltimore's Luskin's on the birth of a son, **Jordan Ross**.

**DISTRIBUTOR DOINGS** — Commtron Corp., the Des Moines, Iowa-based distributor of electronics products (such as video and computer games, cordless telephones, calculators, portable stereo tape cassettes, as well as home video software), has been acquired by national pharmaceutical and health care products distributor Bergen Brunswick Corp. Bergen Brunswick purchased Commtron for an undisclosed amount of its Class A common stock. From the release issued by Commtron, it appears that Bergen Brunswick will be retaining the Commtron exec management team of president **Jack Silverman**, **Gary Rockhold** and **Jim Silverman**.

**VIDEO BRIEFS** — Who's got *Kitty Foyle*, the 1940 adaptation of **Christopher Morley's** novel of a liberated woman that earned **Ginger Rogers** her first and only Oscar? Both The Nostalgia Merchant and Video Corp. of America, apparently, NM, a leading purveyor of American film classics to the home video market, has already released *Kitty Foyle*, while New York's VCA recently issued a press announcement stating that it had acquired the rights to the film, along with **James Dean** — *The First American Hero* and *Hey Abbott*, a compilation of **Abbott and Costello** comedy routines . . . 20th Century-Fox Video's *Star Wars* and *On Golden Pond* have become the first two titles to qualify for Golden Videocassettes under the new International Tape/Disc Assn. (ITA) criteria, which went into effect April 1. Under the new criteria, a title has to earn a minimum of \$1 million in gross label revenue from sales and/or rentals, after deductions from any returns privileges or stock-balancing programs. The awards, presented at the Summer CES, make *Star Wars* the first rental title to receive ITA certification. The two new award-winners join 20th's 37 previous ITA Golden Videocassettes.

**VIDEO VIDEO** — While the number of label-funded promo videos may have dropped in number, as some sources indicate, the shooting locales for certain clips seem to have gotten more exotic. The video of **Duran Duran's** "Hungry Like The Wolf," for example, was shot in Sri Lanka, while the location for the **Boomtownt Rats** "House On Fire" was Calcutta . . . Following the American Film Institute's National Video Festival in Los Angeles, where members of **Devo** appeared during the busy four-day schedule to talk about the band's own work in the medium, the spotlight shifts to N.Y.C. this month when cable, label and video disc company personnel will be speaking on a video panel during the New Music Seminar's two-day run on the 19th and 20th. **Ed Steinberg** of Soft Focus Prod. and Rockamerica, will moderate that panel, which is set to include USA Network's **Cynthia Friedland**, speaking for Night Flight; CBS Video Enterprise's **Jock McLean**; RCA VideoDisc's **Chuck Mitchell**; Stiff Records' **Tara Dennison**; Warner Bros. Records' **Ted Cohen**; and Video Music International's **Jack Millman**.

michael glynn

## RCA, Columbia Pictures Pact

(continued from page 5)

sumer Electronics division's distribution system, which encompasses a web of some 5,000 dealers nationwide. Eventually, the two companies plan to merge distribution

### VSDA Meets Set

**LOS ANGELES** — The Video Software Dealers Assn. (VSDA) has scheduled its second series of regional meetings to be held in July and August. The meetings will be conducted by VSDA staffers **Barry Locke**, executive director, and **Risa Solomon**, vice president.

The primary focus of the meetings is to discuss the ongoing campaign to defeat the Mathias and Edwards amendments (in the Senate and House respectively), with particular emphasis on maintaining the right of first sale doctrine. In addition, a number of VSDA programs specifically designed for video dealers will be presented including a low-rate 2½% Bankcard Program.

Regional meeting sites and dates include Memphis (July 13, Hyatt Regency); New Orleans (July 15, Hilton New Orleans); Miami (July 20, Hollywood Beach Holiday Inn); Atlanta (July 22, Airport Hilton); San Diego (July 29, Town & Country); Dallas (Aug. 2, Hilton I.B.J.); Houston (Aug. 5, The Westin Galleria); Denver (Aug. 5, Hilton); Kansas City (Aug. 10, Radisson Muehlebach); Chicago (Aug. 11, Hyatt Regency O'Hare); and St. Louis (Aug. 12, Bel Air Hilton).

Video dealers who have not received invitations and would like their names added to the Regional Meeting mailing list should call the VSDA office in Cherry Hill, N.J. at (609) 424-7117.

under the new home entertainment entity.

One distinct advantage of the new joint venture from Columbia's standpoint is that it will allow the company to get into the CED disc business. Columbia presently has pressing agreements for both the LaserVision and VHD formats. Whether RCA SelectaVision VideoDiscs becomes part of the joint venture, however, is still "open for discussion," according to RCA's **Kuhn**, although it will initially "distribute a small amount of CED product." In addition, certain RCA-acquired product coming under the joint venture could be eventually released in competing disc formats.

"We obviously can't produce on the other systems but, yes, there is a possibility that programs under the joint venture could eventually be released in disc formats other than CED," confirmed **Kuhn**.

#### Original Programming

**Kuhn** characterized the prospect of creating new original programming with Columbia under the venture as one of the "most exciting" aspects of the arrangement.

"The joint venture provides us with an additional partner in the area of home video production," said **Kuhn**, "and with the resources of RCA Records at our disposal, we will more effectively be able to take advantage of the vast untapped market for video music programming, among other things."

Summing the joint venture up from the RCA side, **Kuhn** stated, "It is another extension of (corporate chairman) **Thornton Bradshaw's** plan for our development and leadership in the areas of communication, electronics and entertainment."



## TOP 200 ALBUMS

# Atlantic Leaps Into Summer With Abundance Of Hot Product

by Mark Albert and Ken Kirkwood

**TOP STORY OF THE WEEK** is Atlantic Records, which, like summer, is beginning to heat up very quickly, with three albums bulleting in the Top 50 leading the way. The Rolling Stones jump to #3 bullet from #7 in the third week of release with strong retail in all regions, led by the East and Midwest. The album has a very strong chance at going #1 in the next couple of weeks as it is picking up steam at the racks. Genesis' live two-record set, #26 bullet, up from #41, is selling quite well in the Midwest and the East. Pete Townshend takes a 40 point jump in his second week to #45 bullet. Retail is very strong in the Midwest, West and East. Other bulleting Atlantic product includes Roberta Flack at #73 bullet, up from #80; Adrian Belew (Island) at #119 bullet, up from #139; *Soup For One* soundtrack at #143 bullet, up from #153; Axe, which jumps 10 points to #154 bullet; and Joe Cocker (Island), who debuts at #162 bullet this week. Look for albums by these artists to be charting in the next couple of weeks: Robert Plant, Crosby, Stills & Nash, Ted Nugent and Bad Company.

**TOP TEN HIGHLIGHTS** — Toto moves up another notch to #7 bullet behind its "Rosanna" single, which moves to #2 bullet on the **Cash Box** Top 100 Singles chart. The album is showing good retail action out of all regions . . . John Cougar moves up three notches at #10 bullet from #13. Cougar's single, "Hurts So Good," moves to #4 bullet, up from #5. Good retail everywhere led by the Midwest and South.

**TOP 100 HIGHLIGHTS** — The Alan Parsons Project with another healthy week moves to #18 bullet from #31. Retail activity is strongest out of the Midwest, West and South. The title track single from the "Eye In The Sky" album hits the chart this week at #84 bullet . . . Exploding into the Top 25 at #21 bullet, up from #60, is Survivor. The album is doing quite well at the retail level, especially in the Midwest and South and is also getting very good response at the rack level. The "Eye Of The Tiger" single continues its torrid climb of the charts, moving to #6 bullet from #10 . . . Air Supply, #25 bullet, up from #36, is doing well despite only fair retail activity at this point. Healthy rack action is keeping this one alive . . . Now that *Annie* has opened nationwide, the LP is exploding at the racks. Album moves to #30 bullet, up from #35 . . . The Steve Miller Band jumps 33 points to #33 bullet in its second week. Very good retail out of the West, Midwest and South . . . Frank Zappa takes an 11-

point jump to #38 bullet. Still retailing best out of the West, Midwest and East, but is now starting to kick in in the South as well . . . Larry Elgart's "Hooked On Swing" moves to #42 bullet from #55, with best retail out of the East and Midwest. Strong rack sales — Top 20 — is the key here . . . Chicago, #58 bullet, up from #79, continues to sell quite well in the Midwest, South and West. The "Hard To Say I'm Sorry" single goes to #23 bullet from #27 . . . Jeffrey Osborne continues to climb, moving this week to #67 bullet, up from #77. Selling well in the South and in the East. His "I Really Don't Need No Light" single, which is #5 bullet on the Top 100 Black Contemporary Singles chart, jumps to #83 bullet from #91 on the Top 100 Pop Singles chart . . . Two soundtracks vault into the Top 100 this week. *E.T. The Extra Terrestrial* goes to #78 bullet from #129 with strong retail out of the Midwest and West. *Grease 2*, #92 bullet, up from #118, on the other hand, is primarily a good rack item with scattered retail reports . . . King Crimson jumps 30 points to #86 bullet. Retail action is good in the West, Midwest and South . . . Kim Wilde breaks into the Top 100 at #97 bullet, up from #105, with good sales on the coasts.

**101 TO 200 HIGHLIGHTS** — Randy Crawford moves to #104 bullet, up from #113. Doing quite well in the West and South . . . Ronnie Milsap takes a 14 point jump to #107 bullet with good rack action and healthy retail out of the South. His "Any Day Now" single goes to #1 on the Top 100 Country Singles chart . . . Adrian Belew, mentioned earlier, is selling the best in the West and East . . . David Sanborn jumps 21 points to #138 bullet in his second week with moderate retail activity out of the West, South and Midwest.

**DEBUTS** — Strong debut this week for REO Speedwagon, which comes in at #15 bullet. Initial retail activity is very good everywhere, led by the Midwest. Its "Keep The Fire Burnin'" single is Top 15 in five weeks, moving to #14 bullet from #18 . . . The soundtrack to *Rocky III* debuts at #61 bullet. Initial response here is primarily in the Midwest, with good action also out of the West and South . . . April Wine, #112 bullet, is starting off well in the Midwest and in the Texas area . . . Eddie Money hits the chart this week at #125 bullet. Sales beginning out of the West and Midwest . . . Cheryl Lynn, at #128 bullet, is generating good response out of the East and South . . . Bloodstone comes in at #132 bullet with good sales out of the South and West . . . Bob James, at #136 bullet, had good initial action out of the South, West and Midwest.



This listing of records outside the national Top 20 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.

## REGIONAL ALBUM ANALYSIS

### NATIONAL BREAKOUTS

- |                     |                    |
|---------------------|--------------------|
| 1 PETE TOWNSHEND    | 9 ANNIE            |
| 2 SURVIVOR          | 10 HOOKED ON SWING |
| 3 GENESIS           | 11 CLASH           |
| 4 ROCKY III         | 12 DREAMGIRLS      |
| 5 STEVE MILLER BAND | 13 JEFFREY OSBORNE |
| 6 AIR SUPPLY        | 14 CHICAGO         |
| 7 FRANK ZAPPA       | 15 ROXY MUSIC      |
| 8 MOTELS            |                    |

### NORTHEAST 1.

- 1 GENESIS
- 2 DREAMGIRLS
- 3 HOOKED ON SWING
- 4 ROCKY III
- 5 CHERYL LYNN
- 6 FRANK ZAPPA
- 7 ANNIE
- 8 JEFFREY OSBORNE
- 9 PETE TOWNSHEND
- 10 MOTELS

### SOUTHEAST 2.

- 1 AIR SUPPLY
- 2 SURVIVOR
- 3 ANNIE
- 4 STEVE MILLER BAND
- 5 RICHARD SIMMONS
- 6 GREASE 2
- 7 HOOKED ON SWING
- 8 MOTELS
- 9 NEIL DIAMOND
- 10 JANE FONDA

### BALTIMORE/WASHINGTON 3.

- 1 GENESIS
- 2 SURVIVOR
- 3 PETE TOWNSHEND
- 4 DREAMGIRLS
- 5 ROCKY III
- 6 MOTELS
- 7 SQUEEZE
- 8 AIR SUPPLY
- 9 ANNIE
- 10 CLASH

### WEST 4.

- 1 PETE TOWNSHEND
- 2 CLASH
- 3 FRANK ZAPPA
- 4 STEVE MILLER BAND
- 5 ROXY MUSIC
- 6 GENESIS
- 7 AIR SUPPLY
- 8 ROCKY III
- 9 MOTELS
- 10 ADRIAN BELEW

### MIDWEST 5.

- 1 STEVE MILLER BAND
- 2 SURVIVOR
- 3 MOTELS
- 4 ROXY MUSIC
- 5 PETE TOWNSHEND
- 6 CLASH
- 7 707
- 8 FRANK ZAPPA
- 9 KING CRIMSON
- 10 AIR SUPPLY

### NORTH CENTRAL 6.

- 1 SURVIVOR
- 2 ROCKY III
- 3 GENESIS
- 4 CHICAGO
- 5 AIR SUPPLY
- 6 HOOKED ON SWING
- 7 JEFFREY OSBORNE
- 8 STEVE MILLER BAND
- 9 FRANK ZAPPA
- 10 PETE TOWNSHEND

### DENVER/PHOENIX 7.

- 1 GENESIS
- 2 SURVIVOR
- 3 FRANK ZAPPA
- 4 PETE TOWNSHEND
- 5 ROCKY III
- 6 STEVE MILLER BAND
- 7 CHICAGO
- 8 AIR SUPPLY
- 9 E.T.
- 10 GLENN FREY

### SOUTH CENTRAL 8.

- 1 HEART
- 2 STEVE MILLER BAND
- 3 SURVIVOR
- 4 ROCKY III
- 5 GENESIS
- 6 JEFFREY OSBORNE
- 7 PETE TOWNSHEND
- 8 DREAMGIRLS
- 9 KING CRIMSON
- 10 APRIL WINE



WHAT'S IN-STORE

**RCA AIN'T SAVIN' ON AIN'T MISBEHAVIN'** — To capitalize on the recent *Ain't Misbehavin'* TV special, for which NBC-TV re-assembled the original cast of the 1978 Tony-Award-winning musical, RCA Records heavily re-promoted its Grammy Award-winning original cast album. Besides stocking retail outlets in major markets, special accessories for window and in-store displays were provided to highlight the specially-priced double album. Point-of-purchase materials included 12"x12" album cover flats striped with "As Seen on the NBC-TV Special," as well as album stickers bearing the same message. Similarly striped posters showing both the front and back album cover were also provided.

**INSIDE CIRCLES** — A recent feature story concerning the current proliferation of soundtrack albums produced by the local ABC-TV affiliate required the input of **Circles Records & Tapes**. Jesse Lujan, manager of one of the chain's two Phoenix locations, was interviewed by the station and discussed the summer spate of major soundtrack releases.

**SPEC'S SPECTACULAR** — Over 100,000 were expected at the "All-American Weekend" held July 4 at Miami Beach by **Spec's Music** and station I-95. A pair of local bands — **Miami Sound Machine** and **Formula VI** — were scheduled to play at the event, which started at 9 a.m. and ran up through fireworks time. I-95 pushed the party for a month, and throughout the day albums and beach-related merchandise like frisbees, visors and balloons were given away. . . . Top rodent recording act **The Chipmunks** will be making an in-store appearance at Spec's, with **Alvin** sharing the form of head buyer **Kathy Orlowicz**, **Simon** doing the same with advertising secretary **Deina Inman**, and **Theodore** being filled by an RCA rep.

**FRANKE & THE KNOCKOUTS PACKING A PROMO PUNCH** — To support **Franke & The Knockouts'** new "Below The Belt" album, Millennium Records and RCA Records have put together a major marketing promotion at national account, local account, branch and regional levels to establish the group with retailers via in-store play and visibility. Prizes will be awarded to store managers and merchandisers at major retail accounts and local outlets, and an Atari video game console with a boxing cartridge will be given to the branch in each of RCA's five national sales regions that does the best job during the promotion. Merchandising aids provided to branch and dealer merchandisers by the labels include a poster blow-up of the album cover, an oversized poster of the group taken from the back cover with album inserts, a die-cut header card, ad mats, minis and new press material. The band is also increasing its in-store appearances while on tour and will perform at **National Record Mart's** third annual convention on July 19. "The days of selling records strictly from airplay are long gone," says **Andy Frances**, director of marketing and artist development at Millennium, who cites in-store play and merchandising as the two "key avenues" in establishing a new group. "In the old days, you could get a guaranteed 20,000 pieces sold in New York the first two weeks alone. But now, with so much more competition for the leisure buck, you need a multitude of artist impressions to stimulate sales." Frances feels that airplay no longer guarantees identification of an artist with product because even when airplay is obtained, few stations "back announce" the name of the artist and song title following the play. "You have to hit on people in-store," he says, meaning in-store album play. "If customers can hear a record in-store they can find out who the artist is." Frances also says that more must be done to exploit the "curiosity factor" of new product, which is heightened by strong merchandising. "There was a time when a person might buy a new record just because the album cover was cool. The curiosity brought on by the cover still exists, but now other alternatives are necessary to reinforce it." Millennium has been particularly creative in merchandising **Franke & The Knockouts**. Besides tying-in the band with boxing video games and even hand-held calculator games, they have promoted the group with Everlast boxing equipment including gloves, clothing and posters. "You have to create things by which people can be bumped into the group other than strictly radio," concludes Frances.

jim bessman

Retailers Report Jazz Sales Up At Kool Festival Locations

by Jim Bessman

**NEW YORK** — Although little is being done by labels to promote jazz product in jazz festival locations, a **Cash Box** survey of retailers in cities where the Kool Jazz Festival has already played shows that jazz sales have substantially increased due to the festival and its attendant publicity.

"There's definitely a big interest in jazz at this time," reported Bob Bloom, manager at Manhattan's Soho Music Gallery, where sales were described as "brisk" during the 10-day Kool festival which ended July 4. Over at J&R Music World's Jazz Outlet, manager Debbie Morgan credited the festival with bringing in many out-of-towners who were making bulk purchases. In Pittsburgh, where the festival played June 13-20, National Record Mart's vice president of merchandising George Balicky said that sales of jazz product increased "even in the suburbs." The chain made sure stores had product on hand and set up displays for the featured artists. "It paid off," Balicky said.

Ray Fernandez, jazz buyer at a Tower outlet in San Diego, Calif., a city which hosted the Kool festival May 30 through June 5, observed a large rise in sales of product by artists who appeared at the festival, singling out Elia Fitzgerald, Weather Report and Oscar Peterson as artists who did especially well. An Atlanta Peaches store manager, Al Compton, called the June 21-27 Kool festival "one of the best jazz festivals ever" and reported a tripling of Wynton Marsalis' sales following his appearance. Compton was still raving about Lionel Hampton's performance, and added that many people also came in asking for his records after the show.

Mainstream Sails

At Atlanta's Lenox Square Record Bar outlet, manager Stuart Murphy was equally impressed by the festival and reported selling additional pieces of jazz product during the week including several Sarah Vaughan titles following her concert. Bruce Beckwith, jazz buyer for Atlanta's Turtles chain, noted heavier sales action in "true" jazz listings such as Peterson, Fitzgerald and Vaughan as opposed to more contemporary crossover jazz artists. He explained

that this year's week-long festival focused on jazz instead of the single night of R&B acts of prior years.

"The festival really excited the hardcore people," Beckwith continued, noting that Oscar Peterson's performance was his first in Atlanta since the fifties. "One guy flew in from Fort Lauderdale to see some shows and came in and bought records afterwards."

Beckwith was among most retailers in finding little support from the labels in using the festivals to promote jazz product. "We didn't do much at the stores other than try to make people aware of the festival because we couldn't get support. I was really bummed out," he said. "We wanted to do a big week-long sale and offered to put the entire Pablo label on sale chainwide. We also tried to put together a full-page institutional ad, but small indie didn't want to be part of it because they thought their quarter page ad would be lost or they just didn't want to make a splash. We were only asking for \$300-\$400 to do an ad, but no one wanted to spend any money. PolyGram was the only label that offered ad support, and they didn't have any acts at the show. They even bought tickets for shows that weren't their own artists!"

"So I just hoped and prayed that people would come in to purchase records after the show and we definitely saw an increase. But we regularly sell a hell of a lot of jazz records, and it was only a smattering of what we could do."

New York Promotions

Only in New York did retailers report any substantial label support. John D'Antoni, buyer for the Disc-O-Mat chain, noticed that many labels were advertising jazz last month. "CBS has 36 spots on Jersey jazz station WVNJ-FM with tags for Disc-O-Mat and various CBS jazz artists," he said. "We have also got a lot of cooperation from WEA with the Metheny jazz album and from the Musician label. The smaller labels have less money to spend and aren't as active."

J&R found enough support from labels big and small to buy a four-page pull-out in the *Village Voice*, which had separate sections for RCA Bluebird, Pablo, Musician,

(continued on page 22)

BREAKOUTS/PLUS PROFIT

TOP SELLING VIDEO GAMES

- DEFENDER Atari CX2609
- CHOPPER COMMAND Activision AX015
- STARMASER Activision AX016
- PAC-MAN Atari CX2646
- YAR'S REVENGE Atari CX2655
- DEMON ATTACK Imagic 3200
- KABOOM! Activision AG010
- HAUNTED HOUSE Atari CX2654
- SPACE INVADERS Atari CX2632
- SPACE HAWK Intellivision 5136
- ASTROSMASH Intellivision 3605
- STAR VOYAGER Imagic 3201
- STAR STRIKE Intellivision 5161
- SUPER BREAKOUT Atari CX2608

COMPILED FROM: Alta — Phoenix • Disc-O-Mat — New York • Sound Video, Unlmt'd — 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 • Radio Doctors — Milwaukee • Crazy Eddie — New York • Video Store — Cincinnati • Turtles — Atlanta • Radio 437 — Bala Cynwyd.

TOP SELLING ACCESSORIES \*

- Allsop Ultraline Cassette Head Cleaner
- Audio Technica Sonic Broom (AT 6012)
- Bowers Outer LP Sleeves
- (S) Discwasher D-4 1 1/4 oz. Refill Fluid
- Discwasher D-4 System Kit
- Dynasound Cassette Holder (33000)
- Le-Bo Outer LP Sleeves
- Maxell LNC-46 (2/Bag)
- (S) Maxell UDXL II C-90
- (S) Maxell UDXL II C-90 (2/Bag)
- Memorex T-120 (videocassette)
- Recoton Record Guard Anti-Static LP Inner Sleeves
- Sony L-500 (videocassette)
- TDK DC-90
- TDK DC-90 (2/Bag)
- (S) TDK SAC-90
- (S) TDK SAC-90 (2/Bag)
- TDK T-120 (videocassette)

COMPILED FROM: Gary's — Virginia • Peaches — Cincinnati, Cleveland • Karma — Indianapolis • Dan Jay — Denver • Lieberman — Portland • Licorice Pizza — Los Angeles • Record Theatre — Cincinnati • Tower Records — Sacramento, Seattle • Charts — Phoenix • Sound/Video, Unlimited — Chicago • Radio Doctors — Milwaukee • Alta — Phoenix • Sound Warehouse — San Antonio.

TOP SELLING MIDLINES

- (S) A Flock of Seagulls • Jive/Arista VA 6600
- AC/DC • Let There Be Rock • Atco SD-3615
- The Beatles • Rock 'N Roll, Vol. I • Capitol SN/16020
- The Boomtown Rats • Columbia 5C-38097
- Crosby, Stills, Nash & Young • So Far • Atlantic SD-15119
- The Doors • Elektra EKS 74007
- (S) Halcut 100 • Pelican West • Arista AL 6600
- Quincy Jones • The Best • A&M SP-3200
- (S) Missing Persons • Capitol DLP-15001
- The Monroes • Alfa AAE-15015
- Judas Priest • Sin After Sin • Columbia PE 34787
- (S) The Rolling Stones • Sucking In The Seventies • Rolling Stones/Atco COC-T6028
- Pete Shelley • Homosapien • Arista AL 6602
- The Sherbs • Defying Gravity • Atco SD-38146
- Spyro Gyra • Morning Dance • MCA 9004
- Thompson Twins • In The Name of Love • Arista AL 6601

COMPILED FROM: Sound Warehouse — San Antonio • Lieberman — Denver, Portland • Cavages — Buffalo • Dan Jay — Denver • Licorice Pizza — Los Angeles • Record Theatre — Cincinnati • Tower Records — San Diego, Seattle • Charts — Phoenix • Sound Video Unlimited — Chicago • Radio Doctors — Milwaukee • Peaches — Cincinnati, Columbus • Alta — Phoenix • Disc-O-Mat — New York City • Gary's — Virginia • Karma — Indianapolis.

\* Excludes T-Shirts & Paraphernalia

(S) Heavy Sales





**MOON OVER SHERMAN OAKS** — Barking Pumpkin recording artist Moon Unit Zappa, who sings the cut "Valley Girls" on father Frank's "Ship Arriving Too Late To Save A Drowning Witch" LP, recently returned to the scene of the crime at the Galleria in Sherman Oaks, Calif. to sign autographs at the Licorice Pizza there. Pictured in the back row are (l-r): Lori Dawe, merchandising, CBS Records; Sandy Newlands and Rick Zeff, Licorice Pizza; Roger Holdredge, sales manager, CBS; Angie Restivo, Licorice Pizza; and Gail Zappa, Moon's mother and Frank's wife. Pictured in the front row are (l-r): Rodney Bingenheimer, DJ, KROQ/Los Angeles; Zappa; and Greg Sax.

## College Radio Becoming A Barometer Of Music Trends

(continued from page 5)

Syracuse University. "And we've found some movement with the Clash, King Crimson and Roxy Music. We've also added a lot of acts like Flock of Seagulls, Haircut 100 and Taxi. These acts were first heard on college radio."

"In the last year or so, we've been trying to program scientifically," said George Bradt, PD at Brown University outlet WBRU/Providence, R.I. "We're an AOR and jazz station, and we recently got some competition from WHJY. But we had decided to program scientifically even before they switched." By scientifically, Bradt meant that his playlist is based on retail reports.

Unlike other college stations queried, WBRU is a commercial outlet. "Being commercial gives us the best of both worlds," added Bradt. "We can be self supporting and yet, because we are a college station, we have the freedom to experiment."

### No Role Models

Another reason why college stations may have abandoned free-form programming is that no commercial role models exist today. "The tables are turned now," said Jeff Tellis, president of the Intercollegiate Broadcasting System. "Before the progressive radio, you had the Top 40s, and college radio took after them. Next you had the progressive radio, and college radio modeled itself on that. Nowadays, a lot of commercial AOR PDs — although they hate to admit it — will listen to college radio for ideas."

In addition, many college stations have increased their power, hence their reach, over the past few years, rendering them-

selves viable market forces where they had sometimes only been carrier current outlets before. "About three or four years ago, the FCC (Federal Communications Commission) prodded a lot of college stations to increase their power from 10 watts to prevent them from being moved to the commercial part of the band," said IBS's Tellis. "They did this to try to prevent clutter at the non-commercial end of the band because a lot of 10-watt stations down there would block out the larger NPR (National for Public Broadcasting) stations."

"What the FCC didn't anticipate," added Tellis, "was that most of these college stations would file for power increases because the FCC didn't realize what they meant to their listeners."

Despite college radio's heightened importance at this moment, record labels were divided on how important it will remain for the industry. "Right now, college radio is the only real viable outlet for breaking new music," said Bob Catania, national album promotion manager, RCA Records. "But college radio always runs in cycles in terms of its importance to the industry."

"College radio is important right now, especially when commercial radio stations can't explain why records sell well in markets where there are three college stations," said PolyGram's Jaffe. "College radio will be important as long as it helps sell records."

Taking the dissenting viewpoint, Gunter Hauer, assistant promotion director, Atlantic Records, said, "We've been connected with college radio for 15-20 years, and I haven't seen much fluctuation. We always viewed college radio as just another place to get our music played."

## WKTU Regains Top Spot In NYC, AOR Rules L.A. In Winter Arb Book

(continued from page 5)

Adult contemporary posted mixed results as KIQQ rose to 3.7 from last Winter's 3.1, and KFI, rose from 2.4 to 2.5. KWST, which uses Sunbelt Communications' satellite-fed Transtar format, fell to 1.3 from 1.6.

Country music stations stayed roughly even as KHJ lost one tenth of a point, posting a 1.5, while KLAC went up one tenth, resting at 2.1 share. KZLA's unique soft country format went down to 2.1 from last

Winter's high of 2.5.

B/C also stayed more or less the same as leading station KGFJ went down to 1.9 from last Winter's 2.0, while KACE upped itself to 1.5 from 1.3. KDAY, on the other hand, dropped to 1.4 from 1.7 during the same period. KJLH, in contrast, went up to 1.2 from 1.0.

All numbers quoted here reflect average hour shares, total persons 12+, in metropolitan areas 6 a.m. to midnight, Monday through Sunday.

## AIRPLAY

**NETWORK NEWS** — On Wednesday, July 7, NBC's Source is going to broadcast a live concert by Geffen recording artist **Elton John**, beginning at 11 PM (EDT). It will be fed via satellite from Kansas City's Starlight Theater. Produced by Starfleet-Blair as the second in a series of 21 concerts, it has so far cleared such AOR heavy hitters as **WNEW-FM**/New York, **KSHE**/St. Louis, **WDVE**/Pittsburgh and **KDKB**/Phoenix . . . Now that Mutual Broadcasting System has settled its dispute with Western Union over satellite transponder space, it has added RSO recording group **The Bee Gees** to the roster of its music special, entitled "From Australia With Love," that also features RCA recording artists **Rick Springfield**, Capitol recording act the **Little River Band**, MCA recording artist **Olivia Newton-John** and Arista recording act **Air Supply**. Hosted by veteran radio personality **Dick Clark**, the show will air Aug. 28 and 29 . . . Meanwhile, **William C. O'Donnell** has been named vice president of Mutual-owned A/C outlet **WGFL**/Chicago. O'Donnell comes directly from similarly-formatted **WBBM-FM**, CBS's o&o outlet in the Windy City. He had also previously been general manager at **KNXT-TV**/Los Angeles and began his broadcasting career at **KXOK**/St. Louis . . . Mutual has also set Sept. 26 as the premiere date for its new line broadcasts of National Symphony Orchestra concerts. Billed as the first series of live radio concerts by a major symphony orchestra since 1954, the performances will originate from the John F. Kennedy Center in Washington D.C. and will be fed via satellite . . . **KJR**/Seattle, the city's oldest radio station, has joined the A/C-formatted ABC Direction web.

**SYNDICATION INDICATIONS** — Westwood One, the California-based program supplier, has built a \$500,000 mobile recording studio for its remote live broadcasts of the **Budweiser Concert Hour** and **In Concert**. "We had been paying someone else close to a million dollars to do the remote transmissions, but now we can have control from start to finish," Westwood One spokeswoman **Jane Sherwin**, told *Airplay*. The truck's recording equipment includes an MC1 636 series console, two Ampex MM-1200 24-track tape machines, an Ampex ATR-102 and a Sony color video monitor system. The main speaker system consists of two 604-E's with mastering lab crossovers. Also included are full limiting and equalizing capabilities, a harmonizer, echo unit, a sub-mixing system and a remote control camera with a zoom lens . . . Also thinking of expansion is New York-based syndicator **Narwood Prods.**, which doubled both its office space and staff size. In the process, **Robyn Frey Cove** was named operations manager. She was formerly A&R administrator at Arista Records . . . On July 23, Capitol recording artist **Juice Newton** will be featured on **United Stations' Weekly Country Music Countdown**. Newton will talk about her music on the three-hour show . . .



**COMBAT ROQ** — The Clash's **Joe Strummer** (l) (sporting his new summer mohawk) and **Paul Simonon** (r) visited with **KROQ-FM/Pasadena's Dusty Street** while the band was in L.A. recently for a series of shows at the **Hollywood Palladium**.

Cash Box photo by Debbie Leavitt

**KAYO**/Seattle, **WCCR**/Champaign, Ill., **WJJQ**/Tomahawk, Wisc., **KRGS**/Spencer, Iowa, **KGRL**/Bend, Ore., **WAFL**/Milford, Del., **CJRN**/Niagara Falls, Ont., **WJKL**/Asbury Park, N.J., **WKKB**/Manitowoc, Wisc. and **WCHA**/Chambersburg, Pa. have all adopted **Toby Arnold Assoc.'s Unforgettable MOR** format, bringing to 70 the number of stations it services . . . The Long Island, N.Y.-based Broadcast Information Bureau recently debuted the **Radio Programs Source Book**, a listing of radio syndicators, networks and other program suppliers with the programs they produce and the methods by which they are offered. "We came out with a sort of teaser edition in April to get people interested," editor **Liz Doris** told *Airplay*. "We're supposed to be coming out with a more complete edition in October and by next year, we hope to make it a monthly." For more information, call (516) 496-3355.

**STATION TO STATION** — Fresh from his departure from A/C-formatted **KWST**/Los Angeles, **Bobby Ocean** has moved up the coast a bit to become midday man at Top 40 outlet **KIOI**/San Francisco. Although he came most recently from L.A., Ocean had been an air talent at Top 40 station **KFRC**/San Francisco during the mid-1970's . . . AOR-formatted **WYSP**/Philadelphia is sponsoring a concert at Veterans Stadium after the Phillies/Giants game. Included in the concert, which is to be simulcast over the WYSP airwaves, will be an admixture of classical, patriotic and rock music choreographed with explosions. "We're going to play a tape that's coming from the pyrotechnics company that will have cue tones to time the explosions." WYSP promotion director **Marle Lucid** told *Airplay*. "WYSP will also be heard over the PA system at the stadium." Some of the tracks to be heard include **Tchaikovsky's "1812 Overture"** and Atlantic recording group **AC/DC's "For Those About To Rock ."** Beginning Tuesday, July 6, **WKCR**/New York, Columbia University's outlet, is running 101 hours of new music in a show produced by composer **Charles Amirkhanian**. Included in the marathon will be works by **John Cage**, **Phillp Glass** and **Steve Reich**. The broadcast begins at 1 a.m. Tuesday and ends at 5 a.m. Monday, July 12. Not for the faint of heart . . . Back in the world of commercial B/C radio, **WBMX**/Chicago recently premiered **Hollywood Live**, a 90 minute show broadcast each Sunday night that features a different recording artist each week and gives listeners a chance to call an 800 number to talk to the stars. The series led off with an interview with **Quincy Jones** conducted by **Frankie Crocker** PD at U/C outlet **WBLS**/New York and was fed via satellite to the Chicago. Future shows will be hosted by other B/C air heavyweights including BMX's own **Lee Michaels** who is slated to host a show this fall . . . Radio consulting big gun **Burkhart/Abrams/Michaels/Douglas and Assoc.** has added **WKTM**/Charleston, S.C. to its roster of Superstars stations . . . In Los Angeles, meanwhile, A/C outlet **KRTH** has begun its annual fund-raising drive for **Kamp K-Earth**. For the past three years, the outlet has collected money to send underprivileged children to summer camp and last year, reportedly sent 200 kids to the country.

**THE IMMEDIACY OF RADIO COVERAGE** — Please send all radio-related releases to *Airplay*, Cash Box, 1775 Broadway, New York, NY 10019.

larry riggs



# CASH BOX ROCK ALBUM RADIO REPORT

ROBERT PLANT



PICTURES AT ELEVEN

**ROBERT PLANT • PICTURES AT ELEVEN • SWAN SONG/ATCO**  
**ADDS:** WSHE, KMET, WBLM, KSJO, KMEL, KBPI, WKLS, WYFE, WROQ, WGRQ, KMG, WLIR, KSHE, WMMS, KNCN, KOME, KLOL, WOUR, KEZY, WCCC. **HOTS:** WSHE, WYFE, WLIR, KEZY. **MEDIUMS:** WCCC. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.



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

## # 1 MOST ADDED

## # 1 MOST ACTIVE

LP Chart Position

LP Chart Position

LP Chart Position

**89 A FLOCK OF SEAGULLS • JIVE/ARISTA**  
**ADDS:** KMG, WYFE. **HOTS:** WHFS, KNAC, KMET. **MEDIUMS:** WKLS, WROQ, WGRQ, WLIR, KLOL, WOUR, KBPI, WSHE. **PREFERRED TRACKS:** I Ran, Telecommunications, Space.  
**SALES:** Weak in South; moderate to fair in others.

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

**TED NUGENT • NUGENT • ATLANTIC**  
**ADDS:** KOME, WMMS, WYFE. **HOTS:** None. **MEDIUMS:** WROQ, WGRQ, KSHE, KLOL, KSJO, KMET, WSHE. **PREFERRED TRACKS:** Open.  
**SALES:** Weak initial response in West; fair in others.

**112 APRIL WINE • POWER PLAY • CAPITOL**  
**ADDS:** KOME. **HOTS:** WGRQ, WLIR, KSHE, KLOL, KBPI. **MEDIUMS:** WSHE, WKLS, WYFE, WROQ, WMMS, KNCN, KEZY, WCCC, WBLM, KMET. **PREFERRED TRACKS:** Enough.  
**SALES:** Moderate breakouts in all regions; strongest in Midwest.

**62 HAIRCUT 100 • PELICAN WEST • ARISTA**  
**ADDS:** KLOL, KNCN, WABX. **HOTS:** KNAC. **MEDIUMS:** WLIR, WMMS, WOUR, KEZY, KMET. **PREFERRED TRACKS:** Love Plus.  
**SALES:** Weak in South; moderate to fair in others.

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

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

**24 HEART • PRIVATE AUDITION • EPIC**  
**ADDS:** None. **HOTS:** WGRQ, WMMS, KNCN, KEZY, KMET. **MEDIUMS:** WKLS, WYFE, WLIR, KSHE, KZAM, WOUR, KBPI, WBLM. **PREFERRED TRACKS:** City's Man, Perfect.  
**SALES:** Moderate to fair in all regions; weakest in Midwest.

**41 QUEEN • HOT SPACE • ELEKTRA**  
**ADDS:** None. **HOTS:** WBLM, WMMS, WOUR, KMET. **MEDIUMS:** WGRQ, KLOL, KEZY, KBPI, KMEL, KSJO, WBLM. **PREFERRED TRACKS:** Fire, Calling.  
**SALES:** Fair in all regions.

**154 AXE • OFFERING • ATCO**  
**ADDS:** None. **HOTS:** WLIR. **MEDIUMS:** WROQ, KSHE, WMMS, KNCN, KLOL, WCCC, KSJO, WSHE. **PREFERRED TRACKS:** Party, Video.  
**SALES:** Fair in West; weak in others.

**5 THE HUMAN LEAGUE • DARE • VIRGIN/A&M**  
**ADDS:** None. **HOTS:** KMG, KNAC, KMET. **MEDIUMS:** WKLS, WABX, WHFS, KLOL, KMEL, KJSO, WBLM. **PREFERRED TRACKS:** Don't, Seconds.  
**SALES:** Good to moderate in all regions.

## # 4 MOST ADDED

**82 GARY U.S. BONDS • ON THE LINE • EMI AMERICA**  
**ADDS:** KOME. **HOTS:** WGRQ, WMMS, KBPI. **MEDIUMS:** WSHE, WKLS, WROQ, WABX, WLIR, WHFS, KZAM, KNCN, KLOL, WOUR, KEZY, WBLM. **PREFERRED TRACKS:** Work, Hold, Rendezvous.  
**SALES:** Moderate to fair in all regions; strongest in East.

**19 KANSAS • VINYL CONFESSIONS • KIRSHNER/CBS**  
**ADDS:** None. **HOTS:** WSHE, KMET, WBLM, KSJO, WROQ, WGRQ, KMG, KSHE, WMMS, KNCN, KLOL, KEZY, WCCC, KBPI. **MEDIUMS:** KMEL, WKLS, WABX, KZAM, WOUR, KBPI. **PREFERRED TRACKS:** Play, Right, Face.  
**SALES:** Good to moderate in all regions.

**15 REO SPEEDWAGON • GOOD TROUBLE • EPIC**  
**ADDS:** WOUR, KOME, WLIR. **HOTS:** WSHE, KMET, WKLS, WYFE, WROQ, WGRQ, KMG, KSHE, WMMS, KNCN, KLOL, KEZY, WCCC, KBPI. **MEDIUMS:** WBLM, KSJO, WABX, KZAM, KMEL. **PREFERRED TRACKS:** Fire.  
**SALES:** Major breakouts in all regions.

**10 JOHN COUGAR • AMERICAN FOOL • RIVA/POLYGRAM**  
**ADDS:** None. **HOTS:** WSHE, KMET, WBLM, WKLS, WABX, KMG, WLIR, WMMS, KNCN, WOUR, KEZY, KBPI, KSJO. **MEDIUMS:** WROQ, KSHE, KZAM, KLOL, WCCC. **PREFERRED TRACKS:** Hurts, Jack.  
**SALES:** Good in all regions.

**2 PAUL McCARTNEY • TUG OF WAR • COLUMBIA**  
**ADDS:** None. **HOTS:** KNX, KEZY, KBPI. **MEDIUMS:** WKLS, KMG, KSHE, KZAM, WOUR, WBLM. **PREFERRED TRACKS:** Take, Title, Pound, Ballroom.  
**SALES:** Good in all regions.

**3 THE ROLLING STONES • STILL LIFE • ROLLING STONES/ATCO**  
**ADDS:** None. **HOTS:** WSHE, KMET, KMEL, WCCC, WKLS, WGRQ, KMG, WLIR, KSHE, KNAC, WMMS, KNCN, KEZY. **MEDIUMS:** WBLM, KSJO, KBPI, WROQ, WABX, KZAM, WOUR. **PREFERRED TRACKS:** Go-Go, Start, Shattered, Thumb.  
**SALES:** Good in all regions.

**68 MARSHALL CRENSHAW • WARNER BROS.**  
**ADDS:** None. **HOTS:** WLIR, WHFS. **MEDIUMS:** WABX, KNAC, KNX, KLOL, WOUR, KEZY, KBPI. **PREFERRED TRACKS:** Someday, Cynical, There, Dance.  
**SALES:** Weak in West, fair in others.

**33 THE STEVE MILLER BAND • ABRACADABRA • CAPITOL**  
**ADDS:** None. **HOTS:** WYFE, WGRQ, WLIR, KZAM, WMMS, KNX, KEZY, KBPI. **MEDIUMS:** WSHE, WBLM, WKLS, WROQ, KMG, KNCN, WOUR, WCCC. **PREFERRED TRACKS:** Title, Give, Wonderin'.  
**SALES:** Good to moderate in all regions.

**12 .38 SPECIAL • SPECIAL FORCES • A&M**  
**ADDS:** None. **HOTS:** WSHE, KMET, WBLM, KSJO, WKLS, WROQ, WABX, WGRQ, KMG, KSHE, WMMS, KNCN, KLOL, KEZY, WCCC, KBPI, KMEL. **MEDIUMS:** KZAM. **PREFERRED TRACKS:** Caught, Chain.  
**SALES:** Good to moderate in all regions.

## # 2 MOST ADDED

## # 5 MOST ADDED

**CROSBY, STILLS & NASH • DAYLIGHT AGAIN • ATLANTIC**  
**ADDS:** WSHE, KMET, WBLM, KMEL, KBPI, KEZY, WOUR, KLOL, WKLS, WYFE, WROQ, WABX, WGRQ, KMG, WLIR, KSHE, WMMS, KNX, KNCN, KOME. **HOTS:** KEZY. **MEDIUMS:** KMEL, WYFE. **PREFERRED TRACKS:** Wasted.  
**SALES:** Just shipped.

**125 EDDIE MONEY • NO CONTROL • COLUMBIA**  
**ADDS:** WSHE, KMG, KOME. **HOTS:** KLOL, WOUR, KMEL. **MEDIUMS:** KMET, KSJO, WKLS, WYFE, WABX, WGRQ, WLIR, KSHE, WMMS, KNCN, KEZY, WCCC, KBPI. **PREFERRED TRACKS:** Shakin', Take, Title.  
**SALES:** Moderate breakouts in all regions.

**7 TOTO • IV • COLUMBIA**  
**ADDS:** None. **HOTS:** KMG, KSHE, WMMS, KNX, KMET. **MEDIUMS:** WKLS, WABX, KEZY, KBPI, KMEL, KSJO, WBLM. **PREFERRED TRACKS:** Rosanna, Africa, Aftaid.  
**SALES:** Good to moderate in all regions.

## # 3 MOST ADDED

**FLEETWOOD MAC • MIRAGE • WARNER BROS.**  
**ADDS:** WSHE, KMET, WBLM, KSJO, KMEL, WKLS, WYFE, WGRQ, WLIR, KSHE, WMMS, KNX, KNCN, KLOL, WOUR, KEZY, WCCC, KBPI. **HOTS:** WSHE, WYFE, WLIR, KEZY. **MEDIUMS:** KSJO, KLOL. **PREFERRED TRACKS:** Hold.  
**SALES:** Just shipped.

**23 THE MOTELS • ALL FOUR ONE • CAPITOL**  
**ADDS:** None. **HOTS:** WSHE, KMET, WYFE, WGRQ, WLIR, WHFS, KZAM, KNAC, WMMS, WOUR, KEZY, WCCC, KBPI, KMEL. **MEDIUMS:** WBLM, KSJO, WKLS, WROQ, KMG. **PREFERRED TRACKS:** Lonely, Art, Over.  
**SALES:** Good to moderate in all regions.

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

**64 GLENN FREY • NO FUN ALOUD • ASYLUM**  
**ADDS:** None. **HOTS:** KMET, WKLS, KZAM, WMMS, KNX, KNCN, KEZY, KBPI. **MEDIUMS:** WSHE, WBLM, WYFE, WROQ, WABX, WGRQ, WLIR, KLOL, WOUR, KSJO. **PREFERRED TRACKS:** Partytown, Found, One.  
**SALES:** Moderate to fair in all regions.

**170 NAZARETH • 2XS • A&M**  
**ADDS:** KBPI, KOME. **HOTS:** None. **MEDIUMS:** WYFE, WROQ, KSHE, KLOL, KEZY, WBLM, KMET. **PREFERRED TRACKS:** Open.  
**SALES:** Fair initial response in Midwest.

**8 VAN HALEN • DIVER DOWN • WARNER BROS.**  
**ADDS:** None. **HOTS:** WKLS, WYFE, WLIR, WMMS, KNCN, WBLM, KMET, WSHE. **MEDIUMS:** KMG, KSHE, KLOL, WOUR, WCCC, KSJO. **PREFERRED TRACKS:** Dancing, Where.  
**SALES:** Good to moderate in all regions.

**JOHN WAITE • IGNITION • CHRYSALIS**  
**ADDS:** WKLS. **HOTS:** KSJO. **MEDIUMS:** WLIR, WMMS, KNCN, KLOL, WOUR, KEZY, KBPI, KMET. **PREFERRED TRACKS:** Change, Going, Temptation.  
**SALES:** Fair in West; weak in others.



## Sheet Music Firms Search For New Methods To Offset 'Pickwick Syndrome'

(continued from page 6)

panies need the cooperation of other music industry entities, such as fan clubs and record labels, and mentioned that publishers could be of great assistance by gaining the cooperation of those parties. He said that by acquiring fan club lists and making mailings to members, printers can often increase the sales of personality folios, citing Kenny Rogers, Billy Joel, Kiss and John Denver as artists who have met with some success in that endeavor.

He also pointed to record albums as an effective means of advertising song folios. Through the use of inserts or the mention of the folio's availability on the cover, the market for specific album projects (like Denver's Christmas collaboration with the Muppets) can be expanded.

In addition, Steiger said that the sale of personality folios by artists at concert sites is also a route that publishers should explore. For those who play piano or guitar, Steiger felt that a folio of the artists' material would be a preferable to T-shirts for the fan to remember the concert. Instead of just selling books of songs, he stressed that artist-oriented folios are providing more photographs and texts on the artist, and that such graphics are increasingly vital to the survival and saleability of sheet music.

Steiger noted that the traditional venues of sheet music sales have not been overly concerned with printed music. Manufacturers have been forced to operate with a 10% returns policy, which stifles the interest of rack jobbers in investing money in the product; but an increased returns percentage would cause the print companies to lose money. Music stores that purchase sheet music are mostly "mom & pop stores

## ACM Announces Nominees For Annual Elections

NASHVILLE — The Academy of Country Music (ACM) mailed ballots June 25 to members of the organization to elect new officers and board members.

Nominated for one-year terms as officers are: president — Johnny Mosby and Ron Weed; vice president — Ron Anton, Eddie Dean and Gene Weed; secretary — Toi Moritomo and Cerrito; and treasurer — Ron Anton, Kris Sheets and Selma Williams.

Nominated for two-year terms as board members are: advertising/radio/TV sales — Jack Cresse and Marlea Ramsey; artist/entertainer — Cerrito, Bobbie Gentry, Jonie Mosby and Amy Wooley; club operator/employee — Billy Bob Barnett, Bill Hollingshead, Bob Lockwood and Bonnie Price; composer — Joe Barber, Euel Box, Jamie Sams and Doug Thiele; disc jockey — Jerry Armstrong, Nancy Plum, Bo Richards and Don Sinclair; manager/booker — Richard Howard, Arthur Stone, Bonnie Sugarman, Jim Wagner and David Wood; and musician/band leader/instrumentalist — James Burton and Al Vescova.

Other board nominees include: music publisher — Al Gallico, Bo Goldsen, Cliffie Stone and Sherry Bond Weedman; affiliated — Terrance Huber, Craig Sheffell, Ben Susman and Forrest White; promotion — John N. Brown and Kris Sheets; publications — Ron Einy and Jeanne Marchand; TV/motion picture — Bob Larson, Al Schwartz and Gene Weed; radio — Scott Brody, Tom Casey and Bob McKay; and record company — Craig Applequist, John E. Brown, Mark Levinson and Bob Schnieder.

Ballots must be returned by July 16, and new officials will be installed at the Palomino July 26.

that consider print a necessary evil to sell guitars."

He also indicated that while the cost of production of country sheet music is the same as for pop, the printer must sell 4,000-5,000 copies to make a project profitable, limiting the number of useable country titles. However, crossover songs like "The Sweetest Thing I've Ever Known" have the potential to move as many as 75,000 with publishers receiving 50 cents per copy. That particular title has already sold 40,000.

### Free Copies

In addition to the onslaught of video and a poor economy, Steiger said that sales are also lost whenever a lyric appears in a publication such as *Country Song Roundup* without the music because bar bands are able to pick up the tune without spending the \$2.50 retail price for sheet music.

During a discussion session, one of the 35-50 publishers in attendance suggested that print companies also consider selling print music through country nightclubs. He ventured that sales of country sheet music would increase without the competition from pop titles.

When asked, Keiser said that his company was making an effort to reach barroom bands through advertisements in musicians' union periodicals; and that a program is currently being set up to market song folios through cable television.

## Translation Firm Aids Nashville Publishers

NASHVILLE — Hoping to take advantage of the higher royalty rates present in foreign markets for publishers, Lanny Smith has formed International Translation Services (ITS), a firm offering accurate translation to publishers in Nashville and a chance for artists to record their tunes in foreign languages through the use of phonetic charts.

Whereas mechanical rates are as high as eight percent of the retail selling price in some foreign markets, compared to a flat four cent rate in the U.S., Smith indicated that 50-70% of profits on singles are earned through foreign markets, and he offered the phonetics method as an appropriate means to take advantage of the foreign markets' possibilities.

Whereas foreign translators are often unfamiliar with American slang, the ITS translators are U.S. residents, and their rewrites in the foreign language provide, according to Smith, a more accurate translation. He also maintains that the translators, who will enter the studio with a recording artist, can aid artists in the actual recording of their tunes in foreign languages through the use of phonetic charts, overdubbing the translation on top of the already-cut instrumental parts.



**NEW ARTIST AT CASH BOX** — Farview recording artist Billy Jo Williams recently stopped by the *Cash Box* offices in Nashville to discuss her current single, "Love Lingers Inside You." Pictured in the editorial room are (l-r): *Cash Box* vice president Jim Sharp; Keith Hinton, chart research manager, *Cash Box*; Williams; Tony Farr, manager; and Tom Roland, Nashville staff writer, *Cash Box*.



**ALABAMA GOLD FOR BMI** — RCA recording act Alabama recently presented Broadcast Music, Inc. (BMI) vice president Frances Preston with the double platinum award for its last album, "Feels So Right," following the band's appearance at New York's Nassau Coliseum as a part of the "R.J. Reynolds' Salem Country Gold '82 Concert Tour." Pictured at the coliseum are (l-r): Joe Galante, division vice president, RCA, Nashville; Jeff Cook of the group; Preston; Randy Owen, Mark Herndon and Teddy Gentry of the group; and Jack Craigo, division vice president, U.S. and Canada, RCA.

## Famed Columbia Recording Studios In Nashville Closes After 20 Years

NASHVILLE — After 20 years of service, Columbia Recording Studios closed June 30 in a subdued and disheartening tributary gathering of Music Row executives.

Still a prime recording spot in Nashville, the studio was closed to provide office space for CBS Records' Music City division, which has been leasing space in the Financial Institution Service, Inc. (FISI) building, but corporate officials decided to place the offices within the soon-to-be-remodeled studio building at the outset of 1983, according to Norm Anderson, manager of studio operations for some 10 years. The equipment from the dismantled operation will be distributed between the CBS studio in New York and the studios within the company's international sphere.

CBS studio was founded in 1962 when the firm purchased the Quansut Hut from Owen Bradley. A brick false front was placed on 16th Avenue to give the appearance that the hut and an adjacent house, which encased a studio, were part of a huge building. Eventually, the house was destroyed when the current structure was erected to make the false front part of an actual building, which housed both Studios A and B.

Though no one is positive about what single holds the distinction of being the first hit recorded in the studio, officials attribute the honor to either Red Foley's "Chattanooga Shoeshine Boy" or Johnny Horton's "North To Alaska." Following those records, the studio was the recording site for a legendary string of classics, including Brenda Lee's "I'm Sorry," Patsy Cline's "Crazy" and "I Fall To Pieces," Bobby Vinton's "Roses Are Red," Jimmy Dean's "Big Bad John," Marty Robbins' "El Paso,"

Bobby Goldsboro's "Honey," Roger Miller's "King Of The Road," Lynn Anderson's "Rose Garden," Johnny Cash's "Ring Of Fire" and "Folsom Prison Blues," Charlie Rich's "Behind Closed Doors," and a host of George Jones and Tammy Wynette records.

John Anderson was the last artist to record a master session at the facility, when he was in the studio one week prior to its final closing.

The restructuring by CBS is due in part, according to Norm Anderson, to a growing trend by labels to dissociate themselves from studios, leaving studio management up to independent owners. Anderson predicted that the few remaining label-owned studios will eventually be sold or closed in similar fashion.

Anderson also noted that 11 employees were dismissed by CBS in the move, although two will resurface immediately with a custom mastering company on Music Row. Anderson's with CBS is still being discussed.

## DeWitt Leaves Statlers, Cites Health Reasons

NASHVILLE — Just 18 days following his first public appearance with the Statler Brothers since he was hospitalized in November, tenor Lew DeWitt resigned as a member of the quartet for medical reasons June 25.

DeWitt had been sidelined for six months following his hospitalization for regional enteritis, also known as Chron's disease. He appeared with the Statler Brothers for the first time since then at the *Music City News* Cover Awards show June 7, but, following his return to the group, he suffered a relapse and has been forced to end all touring and recording.

Jimmy Fortune, who replaced DeWitt while the singer was ailing this past spring, has been named a permanent member of the Statler Brothers. Fortune joins Harold Reid, Phil Balsley and Don Reid in the group, which is experiencing its first personnel change since its inception some 18 years ago.

## For The Record

In an article on the restructuring of Gusher Records (*Cash Box*, June 12) now Permian Records, statements by the label president may have led readers to believe that Larry Butler and Ed Spacek were offering their services to the company exclusively. Butler, in fact, is acting as an A&R consultant and will continue dealing with other record companies. Spacek will be assisting promotion efforts through the Ed Spacek Co.



# TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
<b>1 MOUNTAIN MUSIC</b> ALABAMA (RCA AHL-4229)	1 18	<b>38 PISTOL PACKIN' MAMA</b> HOYT AXTON (Jeremiah JH-5003)	47 6
<b>2 ALWAYS ON MY MIND</b> WILLIE NELSON (Columbia FC 37951)	2 17	<b>39 JUICE</b> JUICE NEWTON (Capitol ST 12136)	33 69
<b>3 HIGH NOTES</b> HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	3 12	<b>40 STRAIT FROM THE HEART</b> GEORGE STRAIT (MCA-5230)	60 2
<b>4 WAITIN' FOR THE SUN TO SHINE</b> RICKY SKAGGS (Epic FE 37193)	6 30	<b>41 WHEN A MAN LOVES A WOMAN</b> JACK GRAYSON (Koala KOA 15751)	41 17
<b>5 IN BLACK &amp; WHITE</b> BARBARA MANDRELL (MCA-5295)	8 17	<b>42 STRAIT COUNTRY</b> GEORGE STRAIT (MCA 5348)	39 39
<b>6 BLACK ON BLACK</b> WAYLON JENNINGS (RCA AHL-4247)	4 19	<b>43 THE MAN WITH THE GOLDEN THUMB</b> JERRY REED (RCA AHL-4315)	49 6
<b>7 BIG CITY</b> MERLE HAGGARD (Epic FE 37593)	9 36	<b>44 CIMARRON</b> EMMYLOU HARRIS (Warner Bros. BSK 3603)	44 29
<b>8 BOBBIE SUE</b> OAK RIDGE BOYS (MCA 5294)	5 21	<b>45 STEP BY STEP</b> EDDIE RABBITT (Elektra 5E-532)	45 46
<b>9 LISTEN TO THE RADIO</b> DON WILLIAMS (MCA-5306)	7 13	<b>46 GREATEST HITS</b> JIM REEVES & PATSY CLINE (RCA AHL-4127)	46 32
<b>10 HEARTBREAK EXPRESS</b> DOLLY PARTON (RCA AHL 1-4289)	11 12	<b>47 LOVE TO BURN</b> RONNIE McDOWELL (Epic FE 38017)	50 2
<b>11 INSIDE AND OUT</b> LEE GREENWOOD (MCA-5305)	12 11	<b>48 THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE!</b> DAVID FRIZZELL (Warner/Viva 23688-1)	— 1
<b>12 QUIET LIES</b> JUICE NEWTON (Capitol ST-12210)	13 7	<b>49 THE LEGEND GOES ON</b> THE STATLER BROTHERS (Mercury/PolyGram SRM-1-4048)	61 2
<b>13 NUMBER ONES</b> CONWAY TWITTY (MCA-5318)	15 7	<b>50 AMAZING GRACE</b> CRISTY LANE (Liberty/LS LT-51117)	55 5
<b>14 CHARLEY SINGS EVERYBODY'S VOICE</b> CHARLEY PRIDE (RCA AHL1-4287)	14 14	<b>51 SOFT TOUCH</b> TAMMY WYNETTE (Epic FE 37980)	71 6
<b>15 INSIDE</b> RONNIE MILSAP (RCA AHL1-4311)	16 3	<b>52 I AM WHAT I AM</b> GEORGE JONES (Epic FE 36586)	52 12
<b>16 BROTHERLY LOVE</b> GARY STEWART & DEAN DILLON (RCA AHL 1-4310)	17 8	<b>53 FANCY FREE</b> OAK RIDGE BOYS (MCA 5209)	43 57
<b>17 SOUTHERN COMFORT</b> CONWAY TWITTY (Elektra E1-60005)	10 24	<b>54 THE SURVIVORS</b> JOHNNY CASH/JERRY LEE LEWIS/CARL PERKINS (Columbia FC 37961)	40 10
<b>18 SOMEWHERE IN THE STARS</b> ROSANNE CASH (Columbia FC 37570)	19 3	<b>55 TAKE ME TO THE COUNTRY</b> MEL McDANIEL (Capitol ST-12208)	58 11
<b>19 BUSTED</b> JOHN CONLEE (MCA 5310)	20 13	<b>56 GREATEST HITS</b> OAK RIDGE BOYS (MCA 5150)	48 47
<b>20 FEELS SO RIGHT</b> ALABAMA (RCA AHL 1-3930)	18 68	<b>57 LIVE</b> TANYA TUCKER (MCA 5299)	57 15
<b>21 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</b> WILLIE NELSON (Columbia KC2 37542)	23 32	<b>58 SHARE YOUR LOVE</b> KENNY ROGERS (Liberty LOO-1108)	36 62
<b>22 SOME DAYS IT RAINS ALL NIGHT LONG</b> TERRI GIBBS (MCA-5315)	22 6	<b>59 FEELIN' RIGHT</b> RAZZY BAILEY (RCA AHL 1-4228)	51 21
<b>23 JUST SYLVIA</b> SYLVIA (RCA AHL 1-4312)	24 4	<b>60 GREATEST HITS</b> RONNIE MILSAP (RCA AHL 1-3722)	53 12
<b>24 WHEN WE WERE BOYS</b> THE BELLAMY BROTHERS (Elektra E1-60019)	25 11	<b>61 I LIE</b> LORETTA LYNN (MCA 5293)	54 20
<b>25 WINDOWS</b> THE CHARLIE DANIELS BAND (Epic FE 37694)	21 15	<b>62 YEARS AGO</b> STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	56 42
<b>26 THE PRESSURE IS ON</b> HANK WILLIAMS, JR. (Elektra/Curb E1-60019)	26 44	<b>63 KENNY ROGERS GREATEST HITS</b> KENNY ROGERS (Liberty LOO 1072)	59 69
<b>27 THE DAVID FRIZZELL AND SHELLY WEST ALBUM</b> (Warner Bros./Viva BSK 3643)	27 23	<b>64 ME AND MY R.C.</b> LOUISE MANDRELL AND R.C. BANNON (RCA AHL 1-4059)	62 21
<b>28 FINALLY!</b> T.G. SHEPPARD (Warner/Curb BSK 3600)	28 24	<b>65 LIVE</b> BARBARA MANDRELL (MCA 5243)	63 45
<b>29 MY HOME'S IN ALABAMA</b> ALABAMA (RCA AHL1-6644)	29 105	<b>66 GIVIN' HERSELF AWAY</b> GAIL DAVIES (Warner Bros. BSK 3636)	64 18
<b>30 THE DUKES OF HAZZARD</b> VARIOUS ARTISTS (Scotti Bros./CBS E237712)	30 15	<b>67 HOLLYWOOD, TENNESSEE</b> CRYSTAL GAYLE (Columbia FC 37438)	65 42
<b>31 LAST TRAIN TO HEAVEN</b> BOXCAR WILLIE (Main Street ST 730001)	38 10	<b>68 DESPERATE DREAMS</b> EDDY RAVEN (Elektra 5E-545)	68 36
<b>32 SEASONS OF THE HEART</b> JOHN DENVER (RCA AFL1-4256)	32 16	<b>69 SEVEN YEAR ACHE</b> ROSANNE CASH (Columbia JC-36965)	69 68
<b>33 SHE'S NOT REALLY CHEATIN'</b> MOE BANDY (Columbia FC 38009)	35 4	<b>70 GREATEST HITS</b> ANNE MURRAY (Capitol SOO-12110)	66 92
<b>34 STILL THE SAME OLE ME</b> GEORGE JONES (Epic FE 37106)	34 32	<b>71 GARY MORRIS</b> (Warner Bros. BSK 36581)	67 14
<b>35 I'M GOIN' HURTIN'</b> JOE STAMPLEY (Epic FE 37927)	31 12	<b>72 IT'S A LONG WAY TO DAYTONA</b> MEL TILLIS (Elektra E1-60016)	70 11
<b>36 AIN'T GOT NOTHING TO LOSE</b> BOBBY BARE (Columbia FC 37719)	42 13	<b>73 YOU DON'T KNOW ME</b> MICKEY GILLEY (Epic FE-37416)	72 55
<b>37 BET YOUR HEART ON ME</b> JOHNNY LEE (Full Moon/Asylum 5E-541)	37 38	<b>74 GREATEST HITS</b> WAYLON JENNINGS (RCA AHL 1-3378)	73 167
		<b>75 NOT GUILTY</b> LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 37464)	74 39

## COUNTRY COLUMN

**OPRY MEMBER #62** — June 19, *Riders In the Sky* became the 62nd member of the Grand Ole Opry. As part of the honor, the band, consisting of **Doug Green, Woody Paul** and **Fred "Too Slim" Labour**, is required to appear 20 times annually. The group is currently working on its third Rounder album, "Prairie Serenade."

**TWITTY BEGINS SHOOTING FOR TELEVISION SPECIAL** — Shooting for an upcoming television special, *Conway Twitty: Delta King*, began June 30 in his hometown of Clarksdale, Miss. The two-hour segment, produced by **Jim Owens Entertainment**, comes as Twitty — alias **Harold Jenkins** — celebrates his 25th year as an entertainer. Footage should include a "homecoming performance" taped July 2 at Crumpton Field during Clarksdale's year-long "Centennial Celebration," and additional clips will be shot at towns along the Mississippi River, in the dugout with players from his Nashville Sounds AA ballclub, and at his new Twitty City complex in Hendersonville. Among the artists who will appear in tribute to the Twitty Bird are **Loretta Lynn, Tammy Wynette, Charley Pride, Dick Clark, Barbara Mandrell** and the **Statler Brothers**.

**PARTON MAKES TONIGHT SHOW APPEARANCE** — **Dolly Parton** made her first television appearance of the year when she guested on the *Tonight* show with **Johnny Carson** June 24. Parton will take off on her first concert tour since 1979 in mid-July, around the same time that the motion picture, *The Best Little Whorehouse In Texas* is released by Universal.



**MOBILE ARTIFACTS** — The Country Music Museum On Tour, a collection of various artifacts related to a slew of country artists, is now attempting an expansion. The J.D.T. Prods. exhibit has been booked solid through the end of the year, displaying its wares in a refurbished semi-trailer for fans all over the nation. The collection, which includes memorabilia related to such notables as **Pee Wee King, Conway Twitty, Jacky Ward, Loretta Lynn, Ronnie McDowell, Johnny Cash** and **Billy Sherrill**, among others, plans to add two more semis and possibly tour Europe. Apparently, radio stations are finding the mobile museum to be an effective promotional tool.

**MANDRELL BENEFIT FIGHTS BIRTH DEFECTS** — **Louise Mandrell** sponsored her second annual weekend-long benefit for Easter Seals in Paducah June 18-20. Events in the fund raiser included tennis, golf and softball tournaments, a fashion show and a sold-out concert featuring Mandrell and husband **R.C. Bannon** with **Alabama**. The benefit also included appearances by pro basketball players **Larry Bird** and **Kyle Macey** and beauty queens **Kris Chapman** (Miss Kentucky) and **Lisa Smith** (Miss Florida). The event raised \$100,000 to fight birth defects.

**KENDALLS PURCHASE ALTERNATIVE TRANSPORTATION** — **Royce Kendall** of the **Kendalls** recently bought a 30' Dodge Swinger mobile home to use as an alternative to their bus on shorter trips. The vehicle, which includes an entertainment system and a microwave, sleeps six — two of which will no doubt be wife **Melba** and daughter/singing partner **Jeannie**.

tom roland

## SINGLES TO WATCH

- DARRELL CLANTON** — That's What Cheaters Do (Crescent 102)
- TOM CARLILE** — Back In Debbie's Arms (Door Knob DK82-180)
- CLIFFORD RUSSELL** — Take Me Home With You (Sugartree ST0508)
- DAVE ROWLAND** — Lovin' Our Lives Away (Elektra E-69998)
- JAN GRAY** — There I Go Dreamin' Again (Jamex J-45-006-AS)

Thanks Programmers and D.J.'s for our **FOURTH** consecutive top 100 Single

**SHE IS THE WOMAN**  
(WHO BRINGS OUT THE MAN IN ME)  
(HS-8005)



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# TOP 100 COUNTRY SINGLES

July 10, 1982

		Weeks On 7/3 Chart			Weeks On 7/3 Chart			Weeks On 7/3 Chart
1	ANY DAY NOW	2	34	THE ONE THAT GOT AWAY	34	68	NORTH WIND	71
2	I DON'T THINK SHE'S IN LOVE ANYMORE	3	35	LOVE WILL TURN YOU AROUND	—	69	SUNDAY GO TO CHEATIN' CLOTHES	72
3	'TIL YOU'RE GONE	5	36	CHEATER'S PRAYER	39	70	KEEPING ME WARM FOR YOU	74
4	WOULD YOU CATCH A FALLING STAR	6	37	I STILL LOVE YOU	40	71	FOR ALL THE WRONG REASONS	50
5	DON'T WORRY 'BOUT ME BABY	10	38	SHE'S PLAYING HARD TO FORGET	48	72	IT'S HARD TO BE THE DREAMER	87
6	TAKE ME DOWN	8	39	JUST HOOKED ON COUNTRY	41	73	SHE IS THE WOMAN	89
7	ARE THE GOOD TIMES REALLY OVER	9	40	SHE'S NOT REALLY CHEATIN'	47	74	PLAY THIS OLD WORKING DAY AWAY	77
8	I DON'T CARE	12	41	RODEO CLOWN	43	75	WALKIN' AFTER MIDNIGHT	78
9	LOVE'S FOUND YOU AND ME	11	42	LISTEN TO THE RADIO	7	76	STUMBLIN' IN	86
10	WHEN YOU FALL IN LOVE	13	43	I FALL TO PIECES	45	77	DREAMS DIE HARD	—
11	SLOW HAND	1	44	TALK TO ME LONELINESS	46	78	I'LL BE YOUR MAN AROUND THE HOUSE	—
12	I JUST CUT MYSELF	16	45	THE HIGH COST OF LOVING	49	79	COAL MINERS BLUES	79
13	SLOW DOWN	15	46	DANCING YOUR MEMORY AWAY	56	80	MIDNIGHT FLYER	82
14	BORN TO RUN	18	47	WHAT'S FOREVER FOR	57	81	I'LL BE LOVING YOU	83
15	HEARTBREAK EXPRESS	17	48	YOU TURN ME ON I'M A RADIO	60	82	COWBOY IN A THREE PIECE BUSINESS SUIT	—
16	HONKY TONKIN'	19	49	WHATEVER	63	83	TAKE THE MEMORY WHEN YOU GO	—
17	OH GIRL	21	50	I DON'T KNOW WHERE TO START	14	84	ENDLESS SLEEP	84
18	SO FINE	20	51	ANOTHER CHANCE	28	85	THERE AIN'T NO WAY	—
19	NOBODY	24	52	NOTHING BEHIND YOU, NOTHING IN SIGHT	60	86	WELCOME BACK TO MY HEART	88
20	I THINK ABOUT YOUR LOVIN'	22	53	THIS DREAM'S ON ME	68	87	WE MADE MEMORIES	95
21	AIN'T NO MONEY	25	54	FRAULEIN	64	88	JUST LIKE A COUPLE OF KIDS	92
22	LOVE'S BEEN A LITTLE BIT HARD ON ME	23	55	BIG OLE BREW	70	89	BOCEPHUS	90
23	I'M GONNA HIRE A WINO TO DECORATE OUR HOME	26	56	JUST GIVE ME WHAT YOU THINK IS FAIR	42	90	AFTER THE GLITTER FADES	94
24	SOME MEMORIES JUST WON'T DIE	27	57	PEPSI MAN	59	91	CHEATIN' SIDE OF LIFE	91
25	I'M NOT THAT LONELY YET	30	58	OUR WEDDING BAND	58	92	EVER-LOVIN' WOMAN	—
26	FOOL HEARTED MEMORY	35	59	DREAMIN'	32	93	LONG LOVING NIGHT	93
27	SHE USED TO SING ON SUNDAY	29	60	I'M TAKIN' A HEART BREAK	65	94	RAGIN' CAJUN	—
28	IF YOU AIN'T GOT NOTHIN' (YOU AIN'T GOT NOTHIN' TO LOSE)	31	61	SHE GOT THE GOLDMINE	—	95	WE'VE GOT TO START MEETING LIKE THIS	—
29	RING ON HER FINGER, TIME ON HER HANDS	4	62	EVERY TIME YOU CROSS MY MIND	44	96	MORNING, NOON AND NIGHT	—
30	HEAVENLY BODIES	36	63	FIRST TIME AROUND	73	97	JUST ANOTHER DAY IN PARADISE	—
31	WOMEN DO KNOW HOW TO CARRY ON	38	64	BLUE RENDEZVOUS	69	98	FINALLY	53
32	OLD FRIENDS	37	65	DRINKING HER GONE AGAIN	67	99	ASHES TO ASHES	51
33	TONIGHT I'M FEELING YOU	33	66	NOTHING BUT THE RADIO ON	76	100	PARADISE KNIFE AND GUN CLUB	61
			67	DON'T WE BELONG IN LOVE	75			

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

After The Glitter (Welsh Witch — BMI)	90	For All The (Bellamy Bros./Famous — ASCAP)	71	Listen To (Southwest Words and Music — BMI)	42	BMI)	38
Ain't No Money (Coolwell/Granite — ASCAP)	21	Fraulein (Unart — BMI)	54	Long Loving Night (Boo — ASCAP)	93	Slow Down (Algee — BMI)	13
Another Chance (First Lady/Sylvia's Mother — BMI)	51	Heartbreak Express (Velvet Apple — BMI)	15	Love Will Turn (Lionsmate/Debdave/Brlarpatcn — ASCAP/BMI)	35	Slow Hand (Warner-Tamerlane/Flying Dutchman — BMI/Sweet Harmony — ASCAP)	11
Any Day Now (Intersong — ASCAP)	1	Heavenly Bodies (Blue Moon/Merilark/April — ASCAP)	30	Love's Been A (Bobby Goldsboro/House of Gold — BMI)	22	So Fine (Eldorado — BMI)	18
Are The Good Times (Shade Tree — BMI)	7	Honky Tonkin' (Fred Rose/Hiram/Rightsong — BMI)	16	Love's Found You (Tree/Newkeys w/Sugarplum and Sister John — BMI)	9	Some Memories Just (House of Gold — BMI)	24
Ashes To Ashes (Chaplin — ASCAP)	99	I Don't Care (Cedarwood — BMI)	8	Midnight Flyer (Jody Miller — BMI)	80	Stumblin' In (Chinnichap — adm. in U.S. & Can. by Careers — BMI)	76
Big Ole Brew (Blendingwell/Bad Ju-Ju — ASCAP)	55	I Don't Know (Briarpatch/Debdave — BMI)	50	Morning, Noon and Night (Ft. Knox/Jupace — BMI)	96	Sunday Go To Cheatin' Clothes (I.S.P.D. — ASCAP)	69
Blue Rendezvous (House of Gold — BMI)	64	I Don't Think (Royal Haven — BMI)	2	Nobody (Tom Collins — BMI)	19	Take Me Down (Chinnichap adm. in U.S. & Can. by Careers/Irving/Down 'N Dixie — BMI)	6
Bocephus (Brownleaf — BMI)	89	I Fall To Pieces (Tree — BMI)	43	North Wind (Jack and Bill/Welk — ASCAP)	68	Take The Memory (Colgems — EMI — ASCAP)	83
Born To Run (Rondor (London-PRS) adm in the U.S. & Canada by Irving — BMI)	14	I Just Cut Myself (This Side Up (div. of Prestige)/Cross Keys — ASCAP)	12	Nothing Behind You (Tree — BMI)	52	Talk To Me (Leona — ASCAP)	44
Cheater's Prayer (Old Friends — BMI)	36	I Still Love You (Milene — ASCAP)	37	Nothing But The (House of Gold — BMI)	66	The High Cost Of Loving (Rick Hall — ASCAP)	45
Cheatin' Side Of Life (Denney — ASCAP)	91	I Think About (Blackwood/Magic Castle — BMI)	20	Oh Girl (Six Continents — BMI)	17	The One That Got Away (Sawgrass — BMI)	34
Coal Miners Blues (House of Love — BMI)/Shelby Singleton — BMI)	79	If You Ain't (Tree — BMI/Cross Key — ASCAP)	28	Old Friends (Alrhond — BMI)	32	There Ain't No Way (Famous — ASCAP)	85
Cowboy In A (Peso/Wallet — BMI)	82	I'll Be Loving You (Metaphor — BMI)	81	Our Wedding Band (Jack & Jill — ASCAP/Hall-Clement c/o Welk — BMI)	58	'Til You're Gone (Rick Hall — ASCAP)	3
Dancing Your Memory (Barnwood — BMI)	46	I'll Be Your (Cross Keys — ASCAP)	78	Paradise Knife (Uni-Chappell/Bundin — BMI)	100	Tonight I'm (Loyd of Nashville/Hinsdale/Plum Creek — BMI)	33
Don't We Belong (Blackwood/O'Lyric — BMI)	67	I'm Gonna Hire A Wino (Peso/Wallet — BMI)	23	Pepsi Man (Chatter Box — ASCAP)	57	Whatever (American Cowboy Music — BMI)	49
Don't Worry About (Old Friends/Tree/Duchess-MCA/Posey — BMI)	5	I'm Not That (Swallowfork — ASCAP)	25	Play This Old (Tree — BMI)	74	What's Forever For (Tree — BMI)	47
Dreamin' (Warner-Tamerlane — BMI)	59	I'm Takin' (Easy Listening — ASCAP/Algee/AI Galico — BMI)	60	Ragin' Cajun (Hat Band — BMI)	94	When You Fall (Sweet Baby — BMI/Music City — ASCAP)	10
Dreams Die Hard (Jensing/Chick Rains — BMI)	77	It's Hard To Be (Galleon — ASCAP/Algee — BMI)	72	Ring On Her Finger (Tree/Love Wheel — BMI)	29	Women Do Know (Waylon Jennings/Vogue & Baby Chick c/o Welk — BMI)	31
Drinking Her Gone Again (Shady Del — ASCAP)	65	Just Another Day (Jan-Lee/Chappell/Brother Bills — ASCAP/Lowery — BMI)	97	Rodeo Clown (Songpainter — BMI)	41	Would You Catch A Falling Star (Tree — BMI)	4
Endless Sleep (Johnstone-Monte/Elizabeth — BMI)	84	Just Give Me What (Peso — BMI)	56	She Got The Goldmine (House of Gold — BMI)	61	You Turn Me On (Crazy Crow — BMI)	48
Ever-Lovin' Woman (Combine — BMI/Music City — ASCAP)	92	Just Hooked (Medley — Various Publishers)	39	She Is The Woman (Hoodswamp — BMI)	73		
Everytime You Cross (House Of Gold — BMI)	62	Just Like (Onhison — BMI/Robchris — BMI)	88	She Used To (Larry Gatlin — BMI)	27		
Finally (Meadowgreen — ASCAP)	98	Keep Me Warm For You (Great Foreign/Skin Deep — ASCAP/BMI)	70	She's Not Really (Baray/Wood Hall — BMI)	40		
First Time Around (New Keys — BMI)	63			She's Playing Hard (April — ASCAP/Blackwood —			
Fool Hearted Memory (Make Belieuvus/Welbeck — ASCAP)	26						

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



## THE COUNTRY MIKE

**DRAKE-CHENAULT PREPARES HISTORY OF COUNTRY MUSIC** — With the continued rise in the popularity of country music and its roots, Drake-Chenault Enterprises will key in on a diverse lineup of the genre's artists with the company's upcoming radio special, *The History of Country Music*, which is due to begin airing around the country starting Sept. 1. The 52-hour chronology will consist of extensive interviews with the elite in country music from both yesteryear and the present. Tracing the roots of country with such artists as **Hank Williams** and **Lefty Frizzell**, the special continues through to the present covering the vast array of artists that have helped to make country music the success that it is today. Accompanied by various advertising and promotional ideas, the special is available to only one participant in each market to protect co-signers and their advertisers. The special is hosted by **Ralph Emery** with special music for the score written by **Chet Atkins**.



Al Risen

**PROGRAMMER PROFILE** — As an amateur guitar picker and an avid music lover, **Al Risen** couldn't believe his friends at the University of Louisville when they explained that they were getting paid to spin records at a local radio station. It seemed like an enjoyable thing to get paid for, so Risen started looking in the area for a radio job until he got a break at **WXEW/Jeffersonville, Ind.**, where he worked for two years. By 1967, Risen had moved to **WAKY/Louisville**, where Top 40 was in style at the time. With the success he attained at WAKY, he was soon wanted by crosstown Top 40 rival **WKLO/Louisville**. Seeing the opportunity, he made the move in 1969 and was soon named MD for the station. As the years flew by, he saw the growth potential for country music and decided to go with his intuition to country **WINN/Louisville** in 1972 and there, too, was named as music director. For all country music lovers, Nashville is the center for that style of music. Risen knew that to be only too true, so in 1976 he made the move to Music City with **WKDA/Nashville**, which was country at the time. Risen once again steered the music for the Nashville station until a call came in 1979 from legendary **WSM/Nashville**. As a person not to pass an opportunity like that, Risen joined "Radio 65" later that same year and has been there ever since. Presently manning the 1 a.m.-4 a.m. shift for WSM, Risen also loves his late night spot, which he candidly says was the "best thing that ever happened to me." While not on the air, Risen takes to the river with his wife and their four children.

**JETAWAY GETAWAY FOR DENVER PAIR** — **KBRQ-AM & FM/Denver** listeners **Robin Cheesman** and **Sharon Seas** were the lucky winners of the station's recent "Jetaway Getaway" promotion that sent the two on a four-day trip to visit the World's Fair in Knoxville and then on to Fort Payne, Ala. for the group **Alabama's** homecoming concert. The two were escorted by **KBRQ-FM** jock **Mark Allen** and **Mark McColl** of **KBRQ-AM**. The Denver country outlet also held its second annual **KBRQ/Coors** country cook-out with over 5,000 hungry fans in attendance while others vied for the top cooking honors. The **Columbine Cloggers**, **Starlight Ramblers** and others entertained the crowd as **Don Burgett** was named top chef for the contest and awarded a special trip to Glenwood Springs, Colo.

**DUO JOINS NBC RADIO NETWORK** — **KOKE-FM/Brownwood, Tex.**, and **KSAR-FM/Salem, Ark.**, will become affiliates with the NBC radio network according to **Meredith Woodyard**, vice president for affiliate relations for NBC radio network. **KOKE** and **KSAR** will receive programming via the **SATCOM 1** satellite and are operated by **Brown County Broadcasting** and **Salem Broadcasting**, respectively. Both stations will continue their current modern country format.

**WESTWOOD ONE STARTS TO ROLL** — A new half-million dollar complete mobile recording studio was unveiled by **Westwood One Recording** at the firm's **Culver City** office as part of the radio programmers' new approach to recording live country concerts to be aired on **Westwood One** radio segments. According to **Norm Pattiz**, president of the firm, the 45' rolling sound studio, complete with the newest in recording gear, will be used to cut costs and improve the syndicator's on-location features.

**FICAP ELECTS NEW DIRECTORS** — **Dan Halliburton, KPLX/Dallas**, and **Lynn Wagoner, KEBC/Oklahoma City**, have been elected to serve on the board of directors of the **Federation of International Country Air Personalities (FICAP)**, which recently held a mini-clinic at **Wichita's Holiday Inn, (Cash Box, July 3)**. **Halliburton** and **Wagoner**, **Country Music Assn.** disc jockey of the year for the major markets, will help organize the group's **October** meeting to be held in **Nashville**, along with recruiting lifetime members for **FICAP**.

country mike

## PROGRAMMERS PICKS

<b>Walt Barcus</b>	<b>WDSD/Dover</b>	<b>She Got The Goldmine</b> — Jerry Reed — RCA
<b>Joe Patrick</b>	<b>WNOE/New Orleans</b>	<b>I'll Be Your Man Around The House</b> — Kieran Kane — Elektra
<b>Bob Hooper</b>	<b>WESC/Greenville</b>	<b>Love Will Turn You Around</b> — Kenny Rogers — Liberty
<b>Mark Tudor</b>	<b>WTQR/Winston-Salem</b>	<b>Love Busted</b> — Billy "Crash" Craddock — Capitol
<b>Mel Royer</b>	<b>KFRM/Salina</b>	<b>Nothing But The Radio On</b> — Younger Brothers — MCA
<b>Jim Stricklan</b>	<b>KBRQ/Denver</b>	<b>She Got The Goldmine</b> — Jerry Reed — RCA
<b>Jim Clemens</b>	<b>WPLO/Atlanta</b>	<b>Stumblin' In</b> — Chantilly — Jaroco
<b>David Haley</b>	<b>WJQS/Jackson</b>	<b>Your Bedroom Eyes</b> — Vern Gosdin — AMI
<b>Speedy Perez</b>	<b>KOKE/Austin</b>	<b>She's Playing Hard To Forget</b> — Eddy Raven — Elektra
<b>John Marks</b>	<b>WSAI/Cincinnati</b>	<b>Love Never Dies</b> — Gary Wolf — Columbia

## MOST ADDED COUNTRY SINGLES

1. **LOVE WILL TURN YOU AROUND** — **KENNY ROGERS** — **LIBERTY** — 63 ADDS
2. **SHE GOT THE GOLDMINE** — **JERRY REED** — **RCA** — 36 ADDS
3. **DREAMS DIE HARD** — **GARY MORRIS** — **WARNER BROS.** — 21 ADDS
4. **I'LL BE YOUR MAN AROUND THE HOUSE** — **KIERAN KANE** — **ELEKTRA** — 19 ADDS
5. **BIG OLE BREW** — **MEL McDANIEL** — **CAPITOL** — 17 ADDS
6. **COWBOY IN A THREE-PIECE SUIT** — **REX ALLEN, JR.** — **WARNER BROS.** — 17 ADDS
7. **TAKE THE MEM'RY WHEN YOU GO** — **JACKY WARD** — **ASYLUM** — 16 ADDS
8. **THERE AIN'T NO WAY** — **LOU HOBBS** — **LOBO** — 16 ADDS
9. **WHATEVER** — **THE STATLER BROTHERS** — **MERCURY** — 14 ADDS
10. **NOTHING BUT THE RADIO ON** — **YOUNGER BROTHERS** — **MCA** — 14 ADDS

## MOST ACTIVE COUNTRY SINGLES

1. **FOOL HEARTED MEMORY** — **GEORGE STRAIT** — **MCA** — 58 REPORTS
2. **WOMEN DO KNOW HOW TO CARRY ON** — **WAYLON JENNINGS** — **RCA** — 51 REPORTS
3. **OLD FRIENDS** — **ROGER MILLER** and **WILLIE NELSON** with **RAY PRICE** — **COLUMBIA** — 48 REPORTS
4. **SHE'S NOT REALLY CHEATIN'** — **MOE BANDY** — **COLUMBIA** — 48 REPORTS
5. **I'M NOT THAT LONELY YET** — **REBA McENTIRE** — **MERCURY/POLYGRAM** — 47 REPORTS
6. **HEAVENLY BODIES** — **EARL THOMAS CONLEY** — **RCA** — 44 REPORTS
7. **NOBODY** — **SYLVIA** — **RCA** — 43 REPORTS
8. **SHE'S PLAYING HARD TO FORGET** — **EDDY RAVEN** — **ELEKTRA** — 40 REPORTS
9. **AIN'T NO MONEY** — **ROSANNE CASH** — **COLUMBIA** — 31 REPORTS
10. **I STILL LOVE YOU** — **TOMPALL & THE GLASER BROTHERS** — **ELEKTRA** — 31 REPORTS

## MCA Pushes Younger Brothers 45 With Call Letter Overdub Promotion

**NASHVILLE** — In an effort to support the **Younger Brothers'** second record for the label, **MCA** has pressed and shipped personalized copies of the duo's single, "Nothing But The Radio On," to some 255 radio stations across the country. Each sta-

tion's call letters are mentioned in the record 10 to 15 times.

## Results Of NMA Board Elections Announced

**NASHVILLE** — The **Nashville Music Assn (NMA)** elected 11 members to serve on the board of directors during its second general election Wednesday, June 23. Each of the members will serve on the board for two years representing 10 categories.

Elected were: **Robert John Jones**, artist manager/agent; **Keith Stegall**, artist/musician; **Bobby Jones**, composer; **Joanne Gardner** and **Sherry Paige**, film/video; **Kip Kirby**, media; **Johnny Rosen**, producer/engineer; **Joe Polidor**, record company; **Karen Scott Conrad**, publisher; **Phil Graham**, affiliated; and **David Conrad**, at large. Two board members were elected to represent the film/video division.

The newly elected officials join existing board members **Jimmy Bowen**, **Connie Bradley**, **Thomas Cain**, **Steven Greil**, **Bob Morrison**, **John Lomax III**, **Steve Gibson**, **Roger Sovine**, **Dianne Petty** and **Meredith Stewart**, who will be eligible for re-election in June 1983. The first meeting of the new board is scheduled for July 21 at 10:30 a.m.

In place of the "nothing but the radio on" hook, the **Youngers** — **James** and **Michael Williams** — and producer **Ron Chancey** had the call letters for each station overdubbed so that the eventual product used the phrase "nothing but WXYZ (for example) on." Sessions for the project, which was shipped during the last week of June, were engineered at **Woodland Sound Studio** by 23-year old staff engineer **Rick McCollister**, who developed a piece of equipment to ease the recording process. "This is really unique," commented **Chancey**. "They sing each of the call letters one time, but it will actually be in the song about 15 times, and he (McCollister) built a little electronic box that makes this thing work. He's really a genius when it comes to stuff like that; it would have taken us a month to do it."

The **Younger Brothers'** vocals were recorded on a 24-track machine, and, for each individual station, the vocals were transferred to a tape loop. By placing a control tone on the 2-track master each place where the phrase, "nothing but the radio on," appeared, the station call letters were inserted at the proper spot with only one take. The device **McCollister** developed worked as a liaison between the tape loops and the 2-track master, starting the loop each time the tone occurred.



**GATLINS ADDED TO 'DOOR OF FAME'** — Following a sold-out show with **Kenny Rogers** at **Chicago's Rosemont Horizon**, **Larry Gatlin** and the **Gatlin Brothers** stopped by **WMAQ**, where the **Columbia** recording artists were invited to sign the station's "Door of Fame." Pictured at the signing are (l-r) **Rudy Gatlin**; **Nancy Turner, WMAQ**; **Larry Gatlin**; and **Steve Gatlin**.



## TOP 15 ALBUMS

### Spiritual

Weeks  
On  
Chart

### Inspirational

Weeks  
On  
Chart

<b>1 HIGHER PLANE</b> AL GREEN (Myrrh MSB 6665) "His Name Is Jesus"	1	33	<b>1 AGE TO AGE</b> AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	4	8
<b>2 WHEN ALL GOD'S CHILDREN GET TOGETHER</b> REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	2	30	<b>2 I SAW THE LORD</b> DALLAS HOLM (Greentree R 3723) Title Cut	1	30
<b>3 LORD, YOU KEEP ON PROVING YOURSELF TO ME</b> FLORIDA MASS CHOIR (Savoy SGL 7078) Unavailable At Press Time	3	9	<b>3 MIRACLE</b> B.J. THOMAS (Myrrh 6705) "I'm In Tune"	3	12
<b>4 IS MY LIVING IN VAIN</b> CLARK SISTERS (New Birth 7056) "Expect Your Miracle"	4	62	<b>4 UNFAILING LOVE</b> EVIE TORNUQUIST (Word WSB 8867) "How I Love You Lord"	2	30
<b>5 LORD, FROM THE DEPTHS OF MY HEART</b> JAMES CLEVELAND AND THE WASHINGTON D.C. CHAPTER (Savoy AL-14654) Unavailable At Press Time	5	10	<b>5 THE VERY BEST OF THE IMPERIALS</b> (Dayspring SST 4025) "Same Old Fashioned Way"	5	26
<b>6 A TOUCH OF CLASS</b> JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	9	10	<b>6 MAKE ME READY</b> FARRELL & FARRELL (New Pax NP33104) Unavailable At Press Time	9	3
<b>7 YOU BROUGHT THE SUNSHINE</b> CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	10	4	<b>7 AMAZING GRACE</b> B.J. THOMAS (Myrrh 6675) Title Cut	7	46
<b>8 IT'S GONNA RAIN</b> MILTON BRUNSON (Myrrh MXSB 6696) Title Cut	6	9	<b>8 BLESS THE LORD WHO REIGNS IN BEAUTY</b> BILL GAITHER TRIO (Word 6670) Title Cut	6	16
<b>9 EVERY TIME I FEEL THE SPIRIT</b> DR. CHARLES HAYES & THE COSMOPOLITAN CHURCH CHOIR (Savoy SGL 7076) Unavailable At Press Time	7	8	<b>9 THE TRAVELER</b> DON FRANCISCO (New Pax NP 33106) "Traveler Joy"	8	38
<b>10 GLORY TO HIS NAME</b> ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Unavailable At Press Time	12	2	<b>10 JONI'S SONG</b> JONI EARECKSON (Word WSB 8856) "Joni's Waltz"	10	30
<b>11 MIRACLE MAN</b> MIGHTY CLOUDS OF JOY (Myrrh MSB 6694) Title Cut	11	9	<b>11 AMY GRANT IN CONCERT VOL. II</b> (Myrrh MSB 6677) "I'm Gonna Fly"	13	31
<b>12 GO</b> SHIRLEY CAESAR (Myrrh MSB 6665) "I'm Determined"	8	36	<b>12 HOLM, SHEPPARD, JOHNSON</b> (Greentree R 3583) "Drawin' From The Well"	12	15
<b>13 CLOUDBURST</b> MIGHTY CLOUDS OF JOY (Myrrh MSB 6663) "Everybody Ought To Praise His Name"	13	3	<b>13 BUBBLIN'</b> HINSONS (Calvary STAV-5178) "God's Gonna Do The Same"	11	8
<b>14 COME OUT HERE TO STAY, LORD</b> INSTITUTIONAL RADIO CHOIR (Savoy SL 14673) Unavailable At Press Time	14	3	<b>14 PRIORITY</b> IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	14	10
<b>15 KEYED UP</b> GOSPEL KEYNOTES (Nashboro 7252) Unavailable At Press Time	15	2	<b>15 COLLECTIONS</b> KEITH GREEN (Sparrow SPR 1055) "Rushing Wind"	15	13

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.



**CHRYSALIS SHANGHAIED** — Recording group Shanghai, formerly known as Spider, recently signed an exclusive worldwide contract with Chrysalis Records. Pictured after the signing are (l-r): Keith Lentin of the group; Bill Aucoin, president, Aucoin Management; Amanda Blue of the group; Terry Ellis, co-chairman, Chrysalis Group of Companies; and Jimmy Lowell and Anton Fig of the group.

## Retailers See Increase In Jazz Sales Following Kool Fests

(continued from page 15)

PolyGram, Gramavision, Discovery, Concord, Fantasy, Muse, Pausa, CBS, Banbridge and Jazzman. The jazz specialty store was also the most active in tying-in the Kool festival with in-store merchandising. Extra copies of the *Voice* ad — which proclaimed J&R as "a jazz festival that never ends" — were printed up for use as bag stuffers and flyers. J&R also took out a page in the festival's program guide, which was worth a free sampler LP when brought to the store where the entire stairwell leading up to it reflected the items featured in the *Voice* ad. Inside, a separate section was also merchandised to coordinate with the ad.

In addition, J&R ran a contest in conjunction with Elektra Musician, with the grand prize winner getting placed on the label's product mailing list for six months.

Over at Sam Goody's 51st St. outlet, record department manager Ria Sanacore praised the festival for providing cartons of flyers, which were being stacked on counters and stuffed in bags. "Customers are shopping directly from them," said Sanacore, who added that an Elektra Musician ad was being displayed up front together with accompanying product.

Atlanta's Peaches was displaying festival

artist product together under an "As seen at the jazz festival" sign. Manager Compton said that he ordered more product than usual, with greater selection, and was discounting newer titles that were stocked in quantity.

At King James in Philadelphia, where the Kool festival occurred June 6-13, manager Marcella Jones expanded the jazz section to coincide with the festival and placed some product on sale. New jazz releases were featured in store ads and highlighted in-store under a "Summer Jazz Jamming" sign.

The quality of the Kool festival was such that retailers hoped that it would become an annual summer event. This is the first year that Kool has taken "true" jazz on the level of the annual New York festival on the road, and the Atlanta dealers admitted to not being quite ready for it. Said Record Bar's Murphy, "It's the first major jazz festival we've had, so both the labels and ourselves weren't really geared up for it. But next year, if it's the same as this year's, we'll be better prepared."

The remaining Kool stops this year may enjoy greater label support, at least from Columbia Records, which was the only label queried to show any promotional apparatus tied-in with the festivals. According to Vernon Slaughter, vice president of black music and jazz promotion, the label's national summer "Jazz Jazz Jazz" campaign is offering a two-record sampler featuring 16 artists for in-store play. He said that die-cut display pieces, header cards and point-of-purchase materials would be used to tie-in with festivals, and that print ads would be taken out in markets where festivals were scheduled.

"This year Kool is truly a jazz festival," said Slaughter. "It's a natural magnet for attention to jazz product."

## FBI Piracy Raids

(continued from page 12)

Hopkins and Bloomington. Approximately 1,000 bootleg albums and business records showing regular quantity buys of such illicit product were seized in the raids.

The four store managers previously pleaded guilty to distribution charges. As part of an agreement between the government and defendants, the government dismissed the remaining counts that dealt with other sales of bootlegs.

## ON JAZZ

(continued from page 11)

"Strike Up The Band" by Red Garland, featuring Ron Carter, George Coleman, Julian Prlester and Ben Riley; "To The Ladies" by Johnny Griffin with Ronnie Mathews on piano, Ray Drummond on bass and Idris Muhammad on drums; and "Eioquence," previously unreleased solo and duo performances by pianist Bill Evans . . . Pablo has issued "Ain't But A Few of Us Left" by Milt Jackson with Grady Tate, Ray Brown and Oscar Peterson; "The Innocent Years" by the Zoot Sims Four; and "The Alternate Blues" by Clark Terry, Freddie Hubbard, Dizzy Gillespie and Oscar Peterson . . . New York-based Muse Records has just issued "Love" by Jon Hendricks & Company; "Xocia's Dance" by Harold Land with Bobby Hutcherson, George Cables, Billy Higgins, Oscar Brashear, John Heard and Ray Armando; "20/20" by guitarist Bruce Forman featuring Billy Hart, Albert Dalley, Mike Richmond and Tom Harrell; and "Golden Moments" by clarinetist Tony Scott with Bill Evans, Jimmy Garrison and Pete Laroca, composed entirely of previously unissued recordings . . . Latest additions to the Concord catalog are: "Pure Getz" by the Stan Getz Quartet; "Indiana" by drummer Jeff Hamilton and his quintet; and "High Standards" by Jackie and Roy . . . Harry Lim's Famous Door label, based in Queens, N.Y., has just issued "Butch Miles Salutes Gene Krupa."

**SUMMER IN THE CITY** — The Public Theater in New York will soon bow its first-ever summer jazz series. Program coordinator Nancy Weiss tells us that the series will include a Nina Rota concert, with performances by Carla Bley, Jaki Byard and David Amram, as well as a "New Orleans In New York" show featuring The Marsalis Clan and Ed Blackwell. Also upcoming is the premiere of a theater piece by Art Ensemble of Chicago saxophonist Joseph Jarman, with several other shows still in the planning stage. Stay tuned.

fred goodman



**BEYOND IMAGINATION** — Lecton/PolyGram recording artist Edwin Hawkins was greeted backstage by label executives following his recent Carnegie Hall date in New York in support of his current LP, "Imagine Heaven." After his tour, Hawkins will portray Judas in a touring company version of Jesus Christ Superstar. Pictured are (l-r): Tommy Young, vice president, R&B promotion, PolyGram; Jenny Myers, international exploitation manager, PolyGram; Hawkins; and Mike Kidd, national director, field promotion, PolyGram.



## TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
1	7/3	<b>GAP BAND IV</b> THE GAP BAND (Total Experience/PolyGram TE 13001)	3 5
2		<b>THROWIN' DOWN</b> RICK JAMES (Gordy/Motown 6005GL)	2 6
3		<b>STEVIE WONDER'S ORIGINAL MUSIQUARIUM I</b> STEVIE WONDER (Tamla/Motown 6002TL2)	1 7
4		<b>STREET OPERA</b> ASHFORD & SIMPSON (Capitol ST-12207)	5 7
5		<b>KEEP IT LIVE</b> DAZZ BAND (Motown 6004ML)	4 17
6		<b>STRAIGHT FROM THE HEART</b> PATRICE RUSHEN (Elektra E1-60015)	6 12
7		<b>DREAMGIRLS ORIGINAL BROADWAY CAST</b> (Geffen GHSP 2007)	9 7
8		<b>REUNION THE TEMPTATIONS</b> (Gordy/Motown 6008GL)	8 11
9		<b>NIECY DENIECE WILLIAMS</b> (ARC/Columbia FC 37952)	7 13
10		<b>JEFFREY OSBORNE</b> (A&M SP-4896)	13 4
11		<b>MY FAVORITE PERSON THE O'JAYS</b> (Philadelphia Int'l./CBS FZ 37999)	12 9
12		<b>THE OTHER WOMAN</b> RAY PARKER, JR. (Arista AL 9590)	10 12
13		<b>BRILLIANCE ATLANTIC STARR</b> (A&M SP 4883)	11 16
14		<b>WHO'S FOOLIN' WHO ONE WAY</b> (MCA-5279)	14 17
15		<b>I'M THE ONE</b> ROBERTA FLACK (Atlantic SD 19354)	16 4
16		<b>JI JUNIOR</b> (Mercury/PolyGram SRM-1-4043)	15 11
17		<b>FRIENDS SHALAMAR</b> (Solar/Elektra S-28)	17 21
18		<b>OUTLAW WAR</b> (RCA AFL1-4208)	22 18
19		<b>STEAMIN' HOT THE REDDINGS</b> (Believe In A Dream/CBS FZ 37974)	19 7
20		<b>ALLIGATOR WOMAN CAMEO</b> (Chocolate City/PolyGram CCLP 2021)	20 14
21		<b>SOONER OR LATER LARRY GRAHAM</b> (Warner Bros. BSK 3668)	28 4
22		<b>LOVE IS WHERE YOU FIND IT THE WHISPERS</b> (Solar/Elektra S-27)	21 26
23		<b>DOWN HOME ZZ HILL</b> (Malaco MAL 7406)	23 22
24		<b>SHARING YOUR LOVE CHANGE</b> (RCA Atlantic SD 19342)	18 10
25		<b>TRUST ME JEAN CARN</b> (Motown 6010ML)	30 5
26		<b>CONFIDENCE NARADA MICHAEL WALDEN</b> (Atlantic SD 19351)	25 7
27		<b>"D" TRAIN</b> (Prelude PRL 14105)	31 12
28		<b>TUG OF WAR PAUL McCARTNEY</b> (Columbia TC 37462)	24 7
29		<b>WINDSONG RANDY CRAWFORD</b> (Warner Bros. 9 23687-1)	36 29
30		<b>FRIENDS IN LOVE DIONNE WARWICK</b> (Arista AL 9585)	27 10
31		<b>MR. LOOK SO GOOD RICHARD "DIMPLES" FIELDS</b> (Boardwalk NB1-33249)	26 21
32		<b>SOUP FOR ONE ORIGINAL SOUNDTRACK</b> (Mirage/Atco WTG 19353)	38 4
33		<b>NEW DIMENSIONS THE DRAMATICS</b> (Capitol ST-12205)	33 6
34		<b>LITE ME UP HERBIE HANCOCK</b> (Columbia FC 37928)	34 7
35		<b>THE ONE GIVETH, THE COUNT TAKETH AWAY WILLIAM "BOOTS" COLLINS</b> (Warner Bros. BSK 3667)	29 8
36		<b>DOIN' ALRIGHT O'BRYAN</b> (Capitol ST-12192)	37 16
37		<b>HAPPY TOGETHER ODYSSEY</b> (RCA AFL1-4240)	48 3
38		<b>ATTITUDES BRASS CONSTRUCTION</b> (Liberty LT-51121)	32 11
39		<b>YOU'VE GOT THE POWER THIRD WORLD</b> (Columbia FC 37744)	41 17
40		<b>STRONGER THAN EVER ROSE ROYCE</b> (Epic FE 37939)	40 6
41		<b>LADIES OF THE EIGHTIES A TASTE OF HONEY</b> (Capitol ST-12173)	39 11
42		<b>LOVE HAS FOUND ITS WAY DENNIS BROWN</b> (A&M SP-4886)	42 9
43		<b>1982 THE STYLISTICS</b> (Philadelphia Int'l./CBS FZ 37955)	43 5
44		<b>CURRENT HEATWAVE</b> (Epic FE 38065)	58 2
45		<b>HOT AND NASTY ST. TROPEZ</b> (Destiny DLA-10004)	45 10
46		<b>WISE GUY KID CREOLE AND THE COCONUTS</b> (Ze/Sire ARK 3681)	51 3
47		<b>YES IT'S YOU LADY SMOKEY ROBINSON</b> (Tamla/Motown 6001 TL)	35 21
48		<b>YOUR WISH IS MY COMMAND LAKESIDE</b> (Solar/Elektra S-26)	49 29
49		<b>I'LL DO MY BEST RITCHEE FAMILY</b> (RCA AFL1-4323)	44 9
50		<b>INSTANT LOVE CHERYL LYNN</b> (Columbia FC 38057)	— 1
51		<b>LIVE ON THE SUNSET STRIP RICHARD PRYOR</b> (Warner Bros. BSK 3660)	50 13
52		<b>SOMETHING SPECIAL KOOL &amp; THE GANG</b> (De-Lite/PolyGram SP1-6735)	46 39
53		<b>THE DUDE QUINCY JONES</b> (A&M SP-3721)	47 67
54		<b>LOVE CHANGES O.C. SMITH</b> (Motown 6019)	54 8
55		<b>WE GO A LONG WAY BACK BLOODSTONE</b> (T-Neck/CBS FZ 38115)	— 1
56		<b>CARRY ON BOBBY CALDWELL</b> (Polydor/PolyGram PD-1-6347)	57 15
57		<b>PURE &amp; NATURAL T-CONNECTION</b> (Capitol ST-12191)	55 20
58		<b>LIVE &amp; OUTRAGEOUS MILLIE JACKSON</b> (Spring/PolyGram SP-1-6735)	52 20
59		<b>SKYYLINE SKYY</b> (Salsoul/RCA SA-8548)	53 36
60		<b>HERE WE GO AGAIN BOBBY BLAND</b> (MCA-5297)	— 1
61		<b>7 CON FUNK SHUN</b> (Mercury/PolyGram SRM-1-14030)	64 30
62		<b>YOUR MAN IS HOME TONIGHT TONY TROUTMAN</b> (T. Main L-4000)	63 4
63		<b>WHY DO FOOLS FALL IN LOVE DIANA ROSS</b> (RCA AFL1-4153)	60 36
64		<b>DROP THE BOMB TROUBLE FUNK</b> (Sugar Hill SH 266)	56 11
65		<b>LOVE ME TENDER B.B. KING</b> (MCA-5307)	68 13
66		<b>BODY TALK IMAGINATION</b> (MCA 5271)	67 20
67		<b>LOVE CONQUERS ALL MICHAEL WYCOFF</b> (RCA NFL1-8004)	59 15
68		<b>TRUE DEMOCRACY STEEL PULSE</b> (Elektra E1-60113)	70 3
69		<b>THE POET BOBBY WOMACK</b> (Beverly Glen GB 1000)	62 35
70		<b>STREET SONGS RICK JAMES</b> (Gordy/Motown G8-1002M1)	61 63
71		<b>NIGHT CRUISING BAR-KAYS</b> (Mercury/PolyGram SRM-1-4028)	73 35
72		<b>BREAKIN' AWAY AL JARREAU</b> (Warner Bros. BSK 3576)	66 47
73		<b>GIVE IT UP PLEASURE</b> (RCA AFL1-4209)	65 12
74		<b>I AM LOVE PEABO BRYSON</b> (Capitol ST-12179)	71 33
75		<b>THE GEORGE BENSON COLLECTION</b> (Warner Bros. 2HW 3577)	74 34



**CELEBRATION IN NASHVILLE** — Just prior to the second annual SummerSoul '82, the black music talent search sponsored by the Nashville Music Assn. (NMA), Broadcast Music, Inc. (BMI) hosted a reception at its Music Row offices. Performing at SummerSoul were Autumn, Jimmy Church, Black Widow, Jerry Green, Donell Hickman, Gospel Experience, Remnants and Lawrence Thomison. Pictured at the reception are (l-r): Jimmy Bowen, Chairman of the board, NMA; Frances Preston, vice president; BMI; George Ware, executive director, Black Music Assn. (BMA); Sonny Taylor, PolyGram Records; and Dale Franklin Cornelius, executive director, NMA.

## THE RHYTHM SECTION

**INDIE ENERGY** — From Tiny Zoo York Records comes R.J.'s Latest Arrival, a group of adult funksters who hope to bridge radio's generation gap with the single, "(Aerobic Dancin') Keep Dancin'." With aerobic dance records glutting the racks, R.J.'s arrival on the scene represents the closest marriage of funk and exercise in this genre. Despite the glut, R.J. Rice of the group feels, "We had to name it an 'aerobic dance' record for marketing reasons. Many stations program for adults now, and we wanted to make a funk record that would appeal to the adult and teen segments." R.J. isn't just starting to arrive; the act has produced a couple of ballads that were felt to be strong, but as R.J. put it, "being a new act, it's tough to break ballads." But with "(Aerobic Dancin') Keep Dancin'," the latest Arrival brings little ballad music, just a complete array of electronic and fret board instrument energy, sharp percussives and instructions on how to stay in shape. And while most aerobic records are designed to provide a regimen that gets you in shape, for R.J. and the bunch, you better be in shape already.

**SULTANS AT WORK** — Diana Ross, Stevie Wonder, Paul McCartney, the Commodores and Earth, Wind & Fire headlined the July 3 Sultans Of Soul program simulcast locally in Los Angeles over KTLA-TV (Channel 5) and radio station KACE. Hosted by Tim Reid ("Venus Flytrap" of CBS-TV's *WKRP In Cincinnati*), the holiday program also featured performances by Hall & Oates, Kool & The Gang, The Whispers, Prince, Lakeside, Shalamar, Patrice Rushen, Third World, Bobby Caldwell and Carrie Lucas.

**'LET'S VOTE'** — Through Ballot Box Records, Eric Nuri's rap anthem, "Let's Vote," will break new ground. The Harlem-born, Harvard-educated musician/activist has decided to re-release his topical single through his New Chapter Prods. at the 73rd annual National Assn. for the Advancement of Colored People (NAACP) convention in Boston. Nuri's "Let's Vote" was highlighted on ABC-TV's 20/20 segment on rap music last year and could very well be adopted as the anthem for the NAACP's upcoming voter registration efforts. The record will be marketed through the NAACP, Urban League and other civic groups, but the primary push was through the recent NAACP convention in Boston. Nuri also exposed his single through a rendering at the June 24 gala at the annual Democratic National Committee's inaugural "Salute To The Stars" in Philadelphia. From the committee's black caucus artists like Stevie Wonder and Quincy Jones, along with Nuri, will receive achievement awards from the civil rights group. In preparation by Nuri is a "Let's Vote" videodisc for television.

**IMBIBE** — Especially in the Japanese market, where his music has been a long-time favorite, Herbie Hancock will be traveling along with California Secretary of State March Fong Eu to tout California vineyards and his new Hancock line of white and red wines. In keeping with such market expansion, Hancock's latest Columbia LP, "Lite Me Up," is doing its fair share on the charts at #118 on the Cash Box Top 200 Albums charts.

**MISBEHAVE** — The Fifth Dimension's *Ain't Misbehavin'* continues to thrive on the theater circuit at Wallingford, Ct. Oakdale Musical Theatre, July 5-10. The Fifth Dimension version of the play is produced by William Ross Prods. and comes to Wallingford from an engagement at the Claridge Hotel and Casino in Atlantic City.

**COMMUNITY** — Renewing his commitment to community affairs involvement through radio, 25-year black radio veteran George Woods, talk show personality with WDAS-AM/Philadelphia, was recently re-elected to the board of trustees of the Martin Luther King, Jr. Center for Non-Violent Change. Rep. Walter Fauntroy (D-Washington, D.C.); Andrew Young, former U.S. ambassador to the United Nations and newly elected mayor of Atlanta, Ga.; Harry Belafonte, stage and screen performer; and Mrs. Coretta Scott King all voted for Woods' unanimous return to the trustee board for another one-year term.

**SHORT CUTS** — "Raw Magic," in name alone, is an awesome force, and on the Alligator Records LP by Chicago's Magic Slim and the Teardrops, the universal magic of the blues is once again demonstrated. Compiled from two Slim releases on the French Isabel label, the "Raw Magic" album is set for July 6 release. Though Chicago's southside taverns are familiar with the grit of Magic Slim (Morris Holt), the last three years have found the bluesman sojourning Europe, including appearances at Montreaux, the Hague, Utrecht and Nice jazz and blues festivals. . . The Sophisticated Lady Phyllis Hyman will perform four songs from the late Duke Ellington's repertoire on July 7 as part of the Duke Ellington Sacred Concert at the St. Paul's Cathedral in London. Along with Hyman, accompanied by a full orchestral setting, the entire special presentation, prepared by British jazz choreographer Wayne Sleep, will be carried by BBC and video-taped for distribution. . . In the studio with Stix Hooper of the Crusaders, for Hopper's solo LP due in the fall, is veteran crooner Jerry Butler, who joins a growing prestige list of vocalists accompanying the group, including Randy Crawford, Bill Withers, Joe Cocker and now, the Ice Man.

michael martinez



# TOP 100 BLACK CONTEMPORARY SINGLES

July 10, 1982

	Weeks On Chart	7/3
<b>1 EARLY IN THE MORNING</b> THE GAP BAND (Total Experience/PolyGram TE-8201)	12	1
<b>2 LET IT WHIP</b> DAZZ BAND (Motown 1609MF)	18	2
<b>3 DANCE WIT' ME</b> RICK JAMES (Gordy/Motown 1619GF)	9	3
<b>4 DO I DO</b> STEVIE WONDER (Tamla/Motown 1612TF)	6	5
<b>5 I REALLY DON'T NEED NO LIGHT</b> JEFFREY OSBORNE (A&M 2410)	10	6
<b>6 WE GO A LONG WAY BACK</b> BLOODSTONE (T-Neck/CBS ZS5 02825)	15	4
<b>7 CUTIE PIE</b> ONE WAY (MCA 52049)	10	9
<b>8 STREET CORNER</b> ASHFORD & SIMPSON (Capitol P-B-5109)	13	8
<b>9 STANDING ON THE TOP — PART 1</b> THE TEMPTATIONS featuring RICK JAMES (Gordy/Motown 1616GF)	12	7
<b>10 SOUP FOR ONE</b> CHIC (Mirage/Atlantic WTG 4032)	11	11
<b>11 TOO LATE</b> JUNIOR (Mercury/PolyGram 76150)	9	13
<b>12 PLANET ROCK</b> SOUL SONIC FORCE (Tommy Boy TB-823)	6	17
<b>13 FORGET ME NOTS</b> PATRICERUSHEN (Elektra E-47427)	18	10
<b>14 AND I AM TELLING YOU I'M NOT GOING</b> JENNIFER HOLLIDAY (Geffen 7-29983)	6	23
<b>15 OLD FASHIONED LOVE</b> SMOKEY ROBINSON (Tamla/Motown 1615TF)	13	15
<b>16 KEEP ON</b> "D" TRAIN (Prelude PRL 8049)	7	18
<b>17 IT'S GONNA TAKE A MIRACLE</b> DENIECE WILLIAMS (ARC/Columbia 18-02812)	17	12
<b>18 EBONY AND IVORY</b> PAUL McCARTNEY (Columbia 18-02860)	13	14
<b>19 THE OTHER WOMAN</b> RAY PARKER, JR. (Arista AS 0669)	17	16
<b>20 CHEATING IN THE NEXT ROOM</b> ZZ HILL (Malaco 2079)	10	21
<b>21 (SITTIN' ON) THE DOCK OF THE BAY</b> THE REDDINGS (Believe In A Dream/CBS ZS5 02836)	7	27
<b>22 STILL WATER (LOVE)</b> O'BRYAN (Capitol P-B-5117)	8	32
<b>23 EMERGENCY</b> WHISPERS (Solar/Elektra S-48008)	11	20
<b>24 FLIRT</b> CAMEO (Chocolate City/PolyGram CC 3233)	5	34
<b>25 I SPECIALIZE IN LOVE</b> SHARON BROWN (Profile PRO-5006)	13	26
<b>26 OUTLAW</b> WAR (RCA PB-13238)	5	35
<b>27 THE REAL DEAL</b> THE ISLEY BROTHERS (T-Neck/CBS ZS5 02985)	3	37
<b>28 I'LL DO MY BEST (FOR YOU BABY)</b> RITCHIE FAMILY (RCA PB-13092)	9	31
<b>29 (AEROBIC DANCIN) KEEP DANCIN</b> R.J.'s LATEST ARRIVAL (Zoo York WS9 2737)	10	30
<b>30 LOVE ME DOWN</b> ATLANTIC STARR (A&M 2420)	5	38
<b>31 DON'T STOP WHEN YOU'RE HOT</b> LARRY GRAHAM (Warner Bros. WBS 50068)	10	22
<b>32 LOVE IS IN CONTROL (FINGER ON THE TRIGGER)</b> DONNA SUMMER (Geffen 7-29982)	2	46
<b>33 MURPHY'S LAW</b> CHERI (Venture VD-5019)	19	19

	Weeks On Chart	7/3
<b>34 THANKS TO YOU</b> SINNAMON (Becket BKD 508)	8	39
<b>35 INSTANT LOVE</b> CHERYL LYNN (Columbia 18-02905)	6	42
<b>36 A NIGHT TO REMEMBER</b> SHALAMAR (Solar/Elektra S-48005)	15	29
<b>37 SOMETHING ABOUT THAT WOMAN</b> LAKESIDE (Solar/Elektra S-48009)	10	28
<b>38 LET ME GO</b> RAY PARKER JR. (Arista AS 0695)	4	52
<b>39 BODY LANGUAGE</b> QUEEN (Elektra E-47452)	9	40
<b>40 FEELIN' LUCKY LATELY</b> HIGH FASHION (Capitol P-B-5104)	9	41
<b>41 FEMMES FATALES</b> ST. TROPEZ (Destiny D-2010)	9	45
<b>42 TAKING APPLICATIONS</b> RICHARD "DIMPLES" FIELDS (Boardwalk NB7-11-143)	4	50
<b>43 I DON'T NEED YOUR LOVE</b> SEQUENCE (Sugar Hill SH-783)	7	48
<b>44 THE VERY BEST IN YOU</b> CHANGE (RFC/Atlantic 4027)	14	25
<b>45 JUST AN ILLUSION</b> IMAGINATION (MCA-52067)	5	51
<b>46 YOU'RE #1</b> NARADA MICHAEL WALDEN (Atlantic 4037)	11	24
<b>47 SHOW ME WHERE YOU'RE COMING FROM</b> CARRIE LUCAS (Solar/Elektra S-48010)	7	53
<b>48 JUMP TO IT</b> ARETHA FRANKLIN (Arista AS 0699)	2	69
<b>49 INSIDE OUT</b> ODYSSEY (RCA PB-13217)	5	70
<b>50 I JUST WANT TO SATISFY</b> THE O'JAYS (Phila. Int'l./CBS ZS5 02834)	16	43
<b>51 SO FINE</b> HOWARD JOHNSON (A&M 2415)	3	58
<b>52 HOT FUN IN THE SUMMERTIME</b> DAYTON (Liberty P-B-1468)	4	62
<b>53 FIRST IMPRESSIONS</b> HIGH INERGY (Gordy/Motown 1613GF)	9	54
<b>54 ONE HELLO</b> RANDY CRAWFORD (Warner Bros. 7-29998)	6	60
<b>55 LOOKING UP TO YOU</b> MICHAEL WYCOFF (RCA PB-13214)	6	56
<b>56 LETTIN' IT LOOSE</b> HEATWAVE (Epic 14-02904)	7	61
<b>57 I'M A WONDERFUL THING, BABY</b> KID CREOLE & THE COCONUTS (Sire SRE 50069)	7	64
<b>58 LOVE YOU MADLY</b> CANDELA (Arista CP 715)	6	59
<b>59 TAKE SOME TIME OUT (FOR LOVE)</b> THE SALSOU ORCHESTRA (Salsoul/RCA S7 7026)	6	65
<b>60 PRESIDENT'S RAP</b> RICH LITTLE (Boardwalk NB9-99901)	5	68
<b>61 DON'T HOLD BACK</b> MIKE AND BRENDA SUTTON (Sam 82-5028)	5	66
<b>62 THANG (GIMME SOME OF THAT THANG)</b> VIDEEO (Houston Connection 4W9 02923)	5	67
<b>63 WIDE SHOT</b> SUPERIOR MOVEMENT (C.I.M./CBS ZS5 02906)	7	63
<b>64 WHEN YOU TOUCH ME</b> SKYY (Salsoul/RCA S7 7029)	3	74
<b>65 ON THE FLOOR</b> FATBACK (Spring/PolyGram SP 3025)	3	73
<b>66 FLAMETHROWER RAP</b> FELIX AND JARVIS (RFC/Quality 014)	4	71
<b>67 WORK THAT BODY</b> DIANA ROSS (RCA PB-13201)	12	36

	Weeks On Chart	7/3
<b>68 LAST NIGHT</b> STEPHANIE MILLS (Casablanca/PolyGram NB 2352)	1	—
<b>69 YOUR MAN IS HOME TONIGHT</b> TONY TROUTMAN (T. Main L-200)	6	75
<b>70 FRIENDS IN LOVE</b> DIONNE WARWICK and JOHNNY MATHIS (Arista AS 0673)	13	49
<b>71 SHOUT FOR JOY</b> DUNN & BRUCE STREET (Devaki/Mirus DK 1009)	2	84
<b>72 IT'S ALRIGHT</b> GINO SOCCIO (RFC/Atlantic 4052)	3	81
<b>73 IF YOU DON'T KNOW ME BY NOW</b> JEAN CARN (Motown 1620MF)	2	86
<b>74 AMERICAN MUSIC</b> POINTER SISTERS (Planet/RCA JH-13254)	2	87
<b>75 WHY CAN'T WE LIVE TOGETHER</b> ILLUSION (Sugar Hill SH-785)	3	82
<b>76 IF THIS WORLD</b> COFFEE (De-Lite/PolyGram DE 819)	4	76
<b>77 BURNIN' LOVE</b> PLUSH (RCA PB-13228)	3	83
<b>78 CALYPSO FUNKIN'</b> BILLY OCEAN (Epic 14-02942)	3	78
<b>79 STRAIGHT FROM THE HEART</b> CON FUNK SHUN (Mercury/PolyGram 76159)	4	80
<b>80 DANCE FLOOR (Part 1)</b> ZAPP (Warner Bros. 7-29961)	1	—
<b>81 I CAN MAKE YOU FEEL GOOD</b> SHALAMAR (Solar/Elektra S-48013)	2	88
<b>82 MURPHY'S JIVE LAW</b> THE MURPHYS (Venture VD-5020)	2	89
<b>83 WE GOT THE GROOVE</b> A TASTE OF HONEY (Capitol 5132)	2	90
<b>84 YOUR BODY'S HERE WITH ME</b> THE O'JAYS (Phila. Int'l./CBS ZS5 03009)	1	—
<b>85 DON'T THROW IT ALL AWAY</b> STACY LATTISAW (Cotillion/Atco 47011)	1	—
<b>86 ALL THE WAY</b> JERRY BUTLER (Fountain FR 82-400)	1	—
<b>87 HAPPY HOUR</b> DEODATO (Warner Bros. 7-29984)	1	—
<b>88 LOVE CHANGES</b> O.C. SMITH (Motown 1623MF)	8	91
<b>89 CIRCLES</b> ATLANTIC STARR (A&M 2392)	20	44
<b>90 KEEP IN TOUCH (BODY TO BODY)</b> THE SHADES OF LOVE (Venture VD-5021)	1	—
<b>91 MAKE THE LIVING WORTHWHILE</b> GENE CHANDLER (Chi Sound CH-1001)	11	33
<b>92 SHE'S WRAPPED TOO TIGHT</b> EDWIN BIRDSONG (Salsoul/RCA S7 7024)	8	57
<b>93 ALL THE MAN I NEED</b> SISTER SLEDGE (Cotillion/Atco 47007)	10	72
<b>94 HEART TO HEART</b> RONNIE DYSON (Cotillion/Atco 40917)	9	55
<b>95 DON'T MAKE ME WAIT</b> PEECH BOYS (West End WES-1240)	10	77
<b>96 ELECTRONIC PHUNK</b> SHOCK (Fantasy 926)	1	—
<b>97 IF IT AIN'T ONE THING ... IT'S ANOTHER</b> RICHARD "DIMPLES" FIELDS (Boardwalk NB7-11-139)	21	47
<b>98 LOVE HAS FOUND ITS WAY</b> DENNIS BROWN (A&M 2407)	12	85
<b>99 OVER LIKE A FAT RAT</b> FONDA RAE (Vanguard SPV-55)	1	—
<b>100 DIDN'T WE DO IT</b> BILLY ALWAYS (Waylo/Peter Pan TAS-114)	8	79

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

A Night To Remember (Silver Sounds/Spectrum VII/Satellite III — ASCAP) . . . . . 36	First Impressions (Bobby Goldsboro — ASCAP/House Of Gold — BMI) . . . . . 53	Jump To It (Uncle Ronnie's/April/Sunset Burgandy — ASCAP) . . . . . 48	Show Me (Silver Sounds/Spectrum VII — ASCAP) . . . . . 27
Aerobic Dancin (Arrival — BMI) . . . . . 29	Flamethrower Rap (Center City — ASCAP) . . . . . 66	Just An Illusion (MCA — ASCAP) . . . . . 45	Sittin' On (Irving — BMI) . . . . . 41
All The Man (Fifth of March/Body Electric/Warner-Tamerlane — BMI) . . . . . 93	Flirt (All Seeing Eye/Cameo 5 — BMI) . . . . . 24	Keep In Touch (Celtone/Scorpem/Pap — ASCAP) 90	So Fine (Duchess/Kashif — BMI) . . . . . 51
All The Way (Bull Pen — BMI/Perren Vibes — ASCAP) . . . . . 86	Forget Me Not (Baby Fingers — ASCAP/Freddie Dee — BMI) . . . . . 13	Keep On (Tommar/Huemar/Jawil — BMI) . . . . . 16	Something About That (Spectrum VII/Circle L — ASCAP) . . . . . 37
American Music (Ensign/Parker McGee — BMI) . . . . . 74	Friends In Love (Garden Rake/Foster Frees — BMI/JSH — ASCAP) . . . . . 70	Last Night (Frozen Butterfly — BMI) . . . . . 68	Soup For One (Chic — BMI) . . . . . 10
And I Am (Dreamgirls — ASCAP/Dreamettes — BMI) 14	Haooy Hour (Tricky Track — BMI) . . . . . 98	Let It Whip (Ujima/Macvacalac — ASCAP) . . . . . 2	Standing On The Top (Jobete/Stone City — ASCAP) 9
Body Language (Queen — BMI) . . . . . 39	Heart To Heart (Interworld Groove Tunes/Friday's Child/Unart — BMI) . . . . . 94	Let Me Go (Raydiola — ASCAP) . . . . . 38	Still Water (Jobete/Stone Agate — ASCAP/BMI) . . . . . 22
Burnin' Love (A la Mode — ASCAP) . . . . . 77	Hot Fun (Warner-Tamerlane — BMI) . . . . . 52	Lettin' It Loose (Rod Songs-PRS adm. by Almo — ASCAP) . . . . . 56	Straight From (Val-je Joe/Felstar — BMI) . . . . . 79
Calypso Funkin' (Blackwood — BMI/Chappell — ASCAP/Motcha — PRS) . . . . . 78	I'm A Wonderful (Schott in the Dark — ASCAP/Cri Cri/Perennial August — BMI) . . . . . 57	Looking Up (Almo — ASCAP/Irving/Medad — BMI) . . . . . 55	Street Corner (Nick-O-Val — ASCAP) . . . . . 8
Cheating In (Malaco/Gorilla Queen — BMI) . . . . . 20	I Can Make (Alive + Kickin'/Hip Trip — BMI/Spectrum VII — ASCAP) . . . . . 81	Love Changes (Theo Coff/Fine Affair — BMI) . . . . . 91	Take Some Time (Lucky Tree — BMI) . . . . . 59
Circles (Almo/Jodaway — ASCAP) . . . . . 89	I Don't Need (Sugar Hill — BMI) . . . . . 43	Love Has Found (Irving/Joe Gibbs — BMI) . . . . . 98	Taking (On The Boardwalk/Dat Richfield Kat — BMI/Songs Can Sing — ASCAP) . . . . . 42
Dance Floor (Troutman's — BMI) . . . . . 80	I Just Want (Mighty Three — BMI) . . . . . 50	Love Is (Yellowbrick Road — ASCAP/Rashida — BMI/Rodsongs — PRS adm. by Almo — ASCAP) . . . . . 32	Thang (Funtown/Shindler/Mannish Kidd — BMI) . . . . . 62
Dance Wit Me (Jobete/Stone City — ASCAP) . . . . . 3	I Really Don't (Overdue adm. by Warner Bros./Almo/March 9 — ASCAP) . . . . . 5	Love Me Down (Almo/Jodaway — ASCAP) . . . . . 30	Thanks (Amber Pass/Darryl Payne/Eric Matthew/Keith Diamond — BMI) . . . . . 34
Didn't We Do (Poppa Willie/Always/Tender Tunes/Loaded Lyrics — BMI) . . . . . 100	I Soecialize (Next Plateau — ASCAP/STM — BMI) 25	Love You Madly (Grandma Rosalee — BMI) . . . . . 58	The Real Deal (April/Bovina — ASCAP) . . . . . 27
Do I Do (Jobete + Black Bull — ASCAP) . . . . . 4	If It Ain't (On The Boardwalk/Dat Richfield Kat — BMI/Songs Can Sing — ASCAP) . . . . . 97	Make The Living (Gaetana/Ensign/Cachand — BMI) 91	The Very Best (Little Macho/Different Strokes/GS Euro-America — ASCAP) . . . . . 44
Don't Hold Back (Colgems/Mibren — ASCAP) . . . . . 61	If This World (Jobet — ASCAP) . . . . . 76	Murphy's Jive Law (Barcam — BMI) . . . . . 82	Too Late (Junior/Sam — PRS) . . . . . 11
Don't Make Me (Peech Boys/Dez Bee — BMI) . . . . . 95	If You Don't Know Me By Now (Assorted — BMI) 73	Murphy's Law (Hygroton/Lopressor-PRO/Paddie — BMI) . . . . . 33	We Go A Long Way (Triple Three — BMI) . . . . . 6
Don't Stop When (Graham-O-Tunes — BMI) . . . . . 31	Inside Out (Major Toms — BMI/Luzuli — ASCAP) 49	Old Fashioned Love (Chardax — BMI) . . . . . 15	We Got The Groove . . . . . 83
Don't Throw It (Famous/Gay Noel — ASCAP) . . . . . 96	Instant Love (April/Uncle Ronnie's/Sunset Burgundy — BMI) . . . . . 35	One Hello (20th Century-Fox — ASCAP) . . . . . 54	When You Touch (Alligator — ASCAP) . . . . . 64
Early In The Morning (Total Experience — BMI) . . . . . 1	It's Alright (Good Flavor/Sons Celestes/Shediac — ASCAP) . . . . . 72	On The Floor (Clita — BMI) . . . . . 65	Why Can't We Live (Sheryln — BMI) . . . . . 75
Ebony And Ivory (MPL Communications — ASCAP) 18	It's Gonna Take (Vogue — BMI) . . . . . 17	Outlaw (Far Out — ASCAP/Milwaukee — BMI) . . . . . 26	Wide Shot (We Are Starbound/Burnt Out — BMI) . . . . . 63
Electrochonic Phunk (Mac Man — ASCAP) . . . . . 96	I'll Do My Best (Little Macho/Fonzworth — ASCAP) 28	Over Like A Fat Rat . . . . . 99	Work That Body (Songs Of Manhattan Island/Olga/Ray-Han/Koppelman-Bandier/Rossville — BMI) . . . . . 67
Emergency (Spectrum VII/Silver Sounds — ASCAP) 23		Planet Rock (Shakin' Baker — BMI) . . . . . 12	You're #1 (Gratitude Sky — ASCAP/Irving/Ink/Baby Shoes — BMI) . . . . . 46
Feelin' Lucky Lately (Little Macho — ASCAP) . . . . . 40		President's Rap (Marvin Gardens/Far Out — ASCAP/Milwaukee — BMI) . . . . . 60	Your Body's Here (Mighty Three — BMI) . . . . . 84
Femmes Fatales (De Note — BMI) . . . . . 41		She's Wrapped (Edwin Birdsong — ASCAP) . . . . . 92	Your Man (Malaco/Bill Lowery — BMI) . . . . . 69
		Shout For Joy (Murkos/Davhakee/Moving World/Handshake — ASCAP) . . . . . 71	



# MOST ADDED SINGLES

- 1. LAST NIGHT — STEPHANIE MILLS — CASABLANCA/POLYGRAM**  
OK100, KACE, KOKA, WSOK, WPAL, WWDW, WILD, V103, WDAS-FM, WRBD, WCIN, WDIA, WTLC, WEDR, WBMX, WDAO, WWIN, WIGO, WWRL, KSOL, KGFJ.
- 2. DANCE FLOOR (PART 1) — ZAPP — WARNER BROS.**  
WATV, WLUM, WAWA, WAIL, KMJQ, WSOK, WZEN-FM, WPAL, WGCI, WWDW, WILD, V103, WDAS-FM, WWIN, WJLB, WRBD, WDIA, WDAO, WUFO.
- 3. JUMP TO IT — ARETHA FRANKLIN — ARISTA**  
WRTV, WLUM, WLUM, KDKO, KACE, WSOK, WAMO, WZEN-FM, WLE, WGCI, WGPR-FM, WILD, WDAS-FM, WDIA, WBMX, WLOU.
- 4. YOUR BODY'S HERE WITH ME — THE O'JAYS — PHILADELPHIA INT'L/CBS**  
KDKO, KMJQ, WYLD-FM, WLE, WGCI, WILD, WCIN, WDAO, WAIL, V103, WDIA, KPRS, KATZ.
- 5. DON'T THROW IT ALL AWAY — STACY LATTISAW — COTILLION/ATCO**  
WLUM, KGFT, OK100, WWDW, V103, WIGO, WDAS-FM, WWIN, WRBD, WTLC, WEDR, WDAO.
- 6. SHOUT FOR JOY — DUNN & BRUCE STREET — DEVAKI/MIRUS**  
WLUM, WSOK, WLE, WPAL, WGPR-FM, WGIV, V103, WBMX.

# MOST ADDED ALBUMS

- 1. INSTANT LOVE — CHERYL LYNN — COLUMBIA**  
WEDR, WTLC, WRBD, WJLB, WIGO, WILD, WGCI, WPAL, WSOK, KMJQ, WRKS, KGFJ, KDKO, WATV.
- 2. WE GO A LONG WAY BACK — BLOODSTONE — T-NECK/CBS**  
WEDR, WWRL, WILD, WGIC, WWDW, WGPR-FM, WPAL, WSOK, WZEN-FM, WAIL, KDKO, WAWWAWA, WATV.
- 3. ON THE FLOOR — FATBACK — SPRING/POLYGRAM**  
KDKO, WDAO, WEDR, WTLC, WRBD, WGIV, WWDW, WGPR-FM.

# UP AND COMING

- THE LOVER IN YOU — THE SUGAR HILL GANG — Sugar Hill**  
**GETTIN' TO THE GOOD PART — HERBIE HANCOCK — Columbia**  
**L'I' SUZY — OZONE — Motown**  
**EVERYBODY WANTS TO BE THE BOSS — OLIVER — MCA**

# BLACK RADIO HIGHLIGHTS

**V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — ONE WAY**  
 HOTS: J. Osborne, Dazz Band, Gap Band, J. Holliday, Bloodstone, Cameo, War, P. McCartney, Junior, R. James, Ashford & Simpson, S. Wonder, Chic, L.A. Connection, D. Williams, O'Jays, Lakeside, Reddings, Sister Sledge, ZZ Hill. ADDS: Temptations, R. Flack, D. Williams, S. Lattisaw, Dunn & Bruce Street, Felix & Jarvis, S. Mills, Fatback.

**WIGO — ATLANTA — MIKE ROBERTS, MD — #1 — SOUL SONIC FORCE**  
 HOTS: War, Gap Band, J. Osborne, "D" Train, R. James, J. Holliday, S. Wonder, One Way, Junior, C. Lynn. ADDS: Reddings, R.J.'s Latest Arrival, R. Fields, S. Lattisaw, J. Carn, R. Woods, Salsoul Orchestra. LP ADDS: C. Lynn.

**WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — S. BROWN**  
 HOTS: Isley Brothers, D. McDonald, Sinnamon, S. Mills, Sequence, A. Franklin, Peech Boys, J. Osborne, R. James, "D" Train, P. Rushen, O'Bryan, J. Holliday, Aurra, Dazz Band, Stylistics, S. Robinson, Reddings, Human League. ADDS: J. Moore/W. Pickett, J. Butler, S. Lattisaw, Third World, Bohannon. LP ADDS: Odyssey, B. Griffin, Imagination.

**WILD — BOSTON — STEVE CRUMBLEY, PD — #1 — DAZZ BAND**  
 JUMPS: 16 To 6 — Ritchie Family, 13 To 7 — "D" Train, 20 To 11 — J. Osborne, 21 To 12 — S. Wonder, 25 To 13 — War, 28 To 14 — J. Holliday, 29 To 15 — Atlantic Starr, 30 To 17 — Chic, Ex To 18 — Soul Sonic Force, Ex To 19 — Con Funk Shun, Ex To 20 — Odyssey, Ex To 21 — H. Johnson, Ex To 23 — R. Parker, Ex To 24 — Cameo, Ex To 26 — C. Lucas, 31 To 28 — Reddings, Ex To 29 — Imagination, Ex To 30 — Dayton. ADDS: A. Franklin, L. Graham, Pointer Sisters, Hall & Oates, Zapp, S. Mills, Salsoul Orchestra, F. Rae. LP ADDS: Shock, H. Hancock, Bloodstone, C. Lucas, C. Lynn, M. Tyner, L. Smith.

**WUFO — BUFFALO — DAVE MICHAELS, PD — #1 — GAP BAND**  
 HOTS: J. Osborne, R. James, S. Wonder, J. Holliday, High Fashion, Junior, Atlantic Starr, Kid Creole & The Coconuts, Odyssey, C. Lucas, Isley Brothers, Cameo, R.J.'s Latest Arrival, "D" Train, Chic, Shalamar, Whispers, H. Johnson, L. Graham, Candela. ADDS: A. Shaw, L. Ware, K. Young, Hall & Oates, Gunchback Boogie Band, A. Anthony, Aurra, Prince, Shades Of Love, Starpoint, Sugar Hill Gang. LP ADDS: Nightwind.

**WGIV — CHARLOTTE — CHRIS TURNER, PD — #1 — SOUL SONIC FORCE**  
 HOTS: Gap Band, R. James, "D" Train, S. Wonder, Cameo, D. Summer, J. Osborne, Ashford & Simpson, St. Tropez, One Way, J. Holliday, Sequence, E. Birdsong, Superior Movement, Atlantic Starr. ADDS: P-Funk All-Stars, Alfonzo, B. Summers, R. Woods, Sugar Hill Gang, Dunn & Bruce Street, Pointer Sisters, Fatback. LP ADDS: Bloodstone, Fatback, Superior Movement, J. McDuff, Redd Hott, Oliver, Sequence, Stargard, G. Soccio.

**WBMX — CHICAGO — LEE MICHAELS, PD — #1 — GAP BAND**  
 HOTS: Dazz Band, Con Funk Shun, Bloodstone, ZZ Hill, Ashford & Simpson, Sinnamon, St. Tropez, S. Wonder, J. Osborne, "D" Train, Kid Creole & The Coconuts, Dramatics, Bar-Kays, Peech Boys, Atlantic Starr, Odyssey, Dayton. ADDS: J. Butler, Salsoul Orchestra, Oliver, Dunn & Bruce Street, A. Franklin, S. Mills, Isley Brothers, H. Johnson, Soul Sonic Force, G. Soccio, L. Graham, M. Anthony, Amusement Park, M. Lance. LP ADDS: Jewel.

**WGCI — CHICAGO — PAM WELLES, PD — #1 — SECRET WEAPON**  
 HOTS: J. Holliday, Time Bandits, Junior, R. James, St. Tropez, Valentine Brothers, Gap Band, D. Williams, S. Wonder, Sinnamon, Heatwave, Isley Brothers, B. Collins, "D" Train, P. McCartney, War, Odyssey, Kid Creole & The Coconuts. ADDS: O'Jays, H. Hancock, R. Flack, Amusement Park, Change, Shades Of Love, B. Griffin, B. Humphrey, A. Franklin, Ozone, Hunts Determination, Zapp, L. Graham, Skyy. LP ADDS: M. Tyner, B. Bland, C. Lynn, Heatwave.

**WCIN — CINCINNATI — EVERETT CORK, PD — #1 — CAMEO**  
 HOTS: Atlantic Starr, J. Osborne, Heatwave, R. James, Junior, One Way, Reddings, Whispers, L. Graham, O'Bryan, S. Wonder, J. Holliday. ADDS: Odyssey, Taste Of Honey, O'Jays, Deodato, S. Mills, Midnight Star, Sequence, M. Wycoff.

**WJMO — CLEVELAND — ERIC STONE, PD — #1 — GAP BAND**  
 HOTS: J. Osborne, Junior, Temptations, E. Birdsong, Whispers, R. Pendergrass, Ritchie Family, ZZ Hill, Valentine Brothers. ADDS: Deodato, Sadane, R. Parker, O.C. Smith, S. Wonder, Dayton, R. Hudson. LP ADDS: Valentine Brothers, "Dreamgirls," M. Walden, H. Hancock, Reddings, Dramatics, Junior, R. Flack, J. Osborne, War, Ashford & Simpson, Gap Band, R. James.

**WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — J. HOLLIDAY**  
 HOTS: Sequence, ZZ Hill, Cameo, Heatwave, Isley Brothers, S. Wonder, Con Funk Shun, C. Lucas, Q. Jones, Chic. ADDS: Zapp, Midnight Star, D. Williams, R. Flack, O'Jays, S. Mills, S. Lattisaw, J. Carn, Skyy, Pieces of a Dream. LP ADDS: R. Crawford, Latimore, M. Tyner, C. Lucas, Pieces of a Dream, Jewel, High Fashion, Fatback, Sequence, H. Johnson.

**KDKO — DENVER — BYRON PITTS, PD — #1 — S. WONDER**  
 HOTS: R. Dyson, R. James, Cameo, Isley Brothers, L.A. Connection, J. Osborne, B. Collins, Starpoint, H. Johnson. ADDS: Bloodstone, Gunchback Boogie Band, General Caine, J. McDuff, J. Carn, Atkins, Ozone, Change, R. Parker, A. Franklin, Video, O'Jays, L. Rawls. LP ADDS: J. McDuff, C. Lynne, Bloodstone, Search, Magic Lady, L. Ware, C. Lucas, Pieces of a Dream, Latimore.

**WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — TEMPTATIONS**  
 HOTS: R. James, J. Osborne, Bloodstone, Sinnamon, S. Wonder, H. Johnson, Plush, D. Summer, Atlantic Starr, Dayton. ADDS: A.K.A. Band, Clappers Revue, Dunn & Bruce Street, L.J. Reynolds, R. Parker, I. Noble, C. Dawson, Change, M.&B. Sutton, A. Franklin, S. Cabelle, J. Carr. LP ADDS: Bloodstone, Latimore, Bohannon, Fatback.

**WJLB — DETROIT — JOHN EDWARDS, PD**  
 HOTS: Ashford & Simpson, D. Warwick/J. Mathis, Ritchie Family, Junior, McCrays, Bloodstone, Skyy, S. Wonder, J. Holliday, D. Williams, "D" Train, L. Graham, Sinnamon, Odyssey, H. Johnson, Soul Sonic Force, J. Osborne, R. James, Chic. ADDS: Legacy, C. Jankel, G. Soccio, Hall & Oates, Zapp, Elektra. LP ADDS: C. Lynn.

**KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — SOUL SONIC FORCE**  
 JUMPS: 13 To 4 — J. Holliday, 12 To 5 — Cameo, 17 To 9 — Brass Construction, 14 To 10 — Ashford & Simpson, 22 To 18 — J. Osborne, 24 To 20 — Imagination, 26 To 22 — ZZ Hill, 30 To 27 — Isley Brothers, Ex To 29 — Felix & Jarvis, 40 To 32 — Junior, Ex To 35 — High Fashion, Ex To 40 — Sugar Hill Gang. ADDS: Kid Creole & The Coconuts, H. Hancock, O'Jays, Dayton, Zapp. LP ADDS: C. Lynn.

**WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 R. JAMES**  
 HOTS: J. Osborne, One Way, L. Graham, Felix & Jarvis, Whispers, High Fashion, Dramatics, S. Brown, Sister Sledge, Cameo, Soul Sonic Force, J. Holliday, Thompson T., S. Robinson, G. Chandler,

Murphy's, Klas, Heatwave, Kid Creole & The Coconuts, Reddings. ADDS: Shalamar, S. Mills, Ozone, Alfonzo, J. Carr, S. Lattisaw, Bohannon, Rock Candy. LP ADDS: C. Lynn, Superior Movement, Sequence, B. Williams, Fatback, G. Soccio, J. McDuff.

**KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — J. OSBORNE**  
 HOTS: S. Wonder, Lakeside, J. Holliday, Whispers, Queen, Kid Creole & The Coconuts, R. James, Atlantic Starr, Side Effect. ADDS: D. Summer, R. Crawford, R. Flack, S. Mills, Candela, Ozone, L. Rawls, Shalamar.

**KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — J. OSBORNE**  
 HOTS: Change, Gap Band, Ashford & Simpson, R. James, S. Wonder, P. McCartney, Cameo, High Fashion, One Way. ADDS: Sugar Hill Gang, Soul Sonic Force, Ozone, Alfonzo, S. Lattisaw, L. Graham, Pleasure. LP ADDS: L. Ware, F. Grace & Rhinestone, Plush, High Fashion, C. Lynn, M. Walden.

**WLOU — LOUISVILLE — NEAL OREA — #1 — SOUL SONIC FORCE**  
 HOTS: Superior Movement, R. James, E. Birdsong, R.J.'s Latest Arrival, "D" Train, C. Lucas, Dunn & Bruce Street, J. Osborne, One Way, Sequence, S. Woods, Candela, Fatback, Isley Brothers, Atlantic Starr, Video, Cameo, Shock, S. Wonder, Chic. ADDS: A. Franklin, P-Funk All-Stars, Shalamar, Sugar Hill Gang, T-Connection, B. Preston, Amusement Park. LP ADDS: O.C. Smith.

**WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — SOUL SONIC FORCE**  
 HOTS: Gap Band, S. Wonder, Dazz Band, Chic, J. Osborne, "D" Train, One Way, Cameo, B. Caldwell, R. Little, Hall & Oates, H. Lewis, Queen, P. Rushen, Time Bandits, Reddings, R. Parker, G. Bonds, O'Jays, C. Lynn. ADDS: General Caine, R. Flack, H. Johnson, Zapp, L. Branigan, H. Hancock, Atlantic Starr, Isley Brothers. LP ADDS: Roxy Music, J. Cocker, Bloodstone.

**WYLD-FM — NEW ORLEANS — TONY BROWN, PD — #1 — J. OSBORNE**  
 HOTS: Ashford & Simpson, Jazz Band, S. Wonder, Windjammer, Temptations, Chic, Junior, R. James, Whispers. ADDS: O'Jays, H. Hancock, Change, R. Flack, Third World, L. Rawls, J. Carn, D. Williams, Merge, Magnum Force, Amusement Park.

**WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — SOUL SONIC FORCE**  
 JUMPS: 14 To 7 — Junior, 11 To 8 — A. Clemmons, 29 To 10 — J. Holliday, 23 To 20 — J. Osborne, 30 To 21 — L. Taylor, 26 To 22 — Kid Creole & The Coconuts, Ex To 29 — Odyssey, Ex To 30 — Shades Of Love. ADDS: C. Jankel. LP ADDS: C. Lynn.

**WWRL — NEW YORK — BOBBY JAY, MD — #1 — P. MCCARTNEY**  
 HOTS: Bloodstone, Ritchie Family, Ashford & Simpson, Booker T., R. James, Dazz Band, J. Osborne, Junior, J. Holliday, F. Rae, "D" Train, Imagination, S. Wonder, Odyssey, Kid Creole & The Coconuts. ADDS: Deodato, Black Uhuru, McCrays. LP ADDS: Bloodstone, J. Simon, High Fashion, M. Tyner, D. Sanborn, H. Alpert.

**WOKB — ORLANDO — BILLIE LOVE, PD — #1 — ONE WAY**  
 JUMPS: 7 To 3 — R. J.'s Latest Arrival, 10 To 4 — J. Osborne, 15 To 8 — S. Wonder, 14 To 10 — Junior, 22 To 11 — Reddings, 21 To 12 — D. Hollinger, 31 To 18 — R. Parker, 32 To 19 — Cameo, 23 To 20 — Lakeside, 25 To 21 — High Fashion, 35 To 24 — J. Holliday, 31 To 25 — Taste Of Honey, 33 To 30 — Skyy, Ex To 31 — Atlantic Starr, Ex To 32 — Chi-Lites, Ex To 34 — Prince, Ex To 36 — McCrays, Ex To 39 — Ritchie Family, Ex To 40 — G. Chandler. ADDS: Dazz Band, B. Caldwell, Sugar Hill Gang, G. Soccio, Zapp, O'Jays, L. Rawls, L.J. Reynolds. LP ADDS: F. Grace & Rhinestone, Side Effect, L.A. Connection.

**WDAS-FM — PHILADELPHIA — JOE TAMBURRO — #1 — R. JAMES**  
 HOTS: Soul Sonic Force, S. Wonder, J. Osborne, "D" Train, One Way, Ashford & Simpson, Gap Band, J. Holliday, Odyssey, P. McCartney, Chic, Kid Creole & The Coconuts, Sinnamon, R. Crawford, War, Booker T., Atlantic Starr, Ritchie Family, Sequence, D. Summer. ADDS: Zapp, Pieces of a Dream, S. Lattisaw, A. Franklin, Alfonzo, Cerrone, L. Taylor, D. Morris. LP ADDS: Pieces of a Dream, Pointer Sisters, Odyssey.

**WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — S. WONDER**  
 JUMPS: Ex To 8 — Imagination, 11 To 9 — R. James, 17 To 10 — J. Holliday, 29 To 15 — Cameo, 23 To 19 — R. Crawford, 24 To 20 — War, 25 To 21 — L. Graham, 28 To 23 — Kid Creole & The Coconuts, 34 To 24 — Plush, 33 To 29 — Dayton, 37 To 30 — Isley Brothers, 35 To 31 — Cooper & Ross, 38 To 35 — D. Summer, 39 To 36 — Skyy, 40 To 37 — R. Parker, Ex To 38 — Pointer Sisters, Ex To 39 — Dunn & Bruce Street, Ex To 40 — R. Dyson. ADDS: R.J.'s Latest Arrival, C. Simon, Fatback, A. Franklin, F. Rae, H. Johnson, Shades Of Love, L. Taylor, R. Hudson.

**WZEN-FM — ST. LOUIS — A.J. KEMP, PD — #1 — S. WONDER**  
 JUMPS: 7 To 2 — J. Osborne, 8 To 5 — P. Rushen, 11 To 6 — R. James, 12 To 7 — Ashford & Simpson, 21 To 8 — Odyssey, 25 To 10 — J. Holliday, 14 To 11 — Temptations, 19 To 12 — C. Lynn, 26 To 13 — Atlantic Starr, Ex To 18 — Soul Sonic Force, 22 To 19 — St. Tropez, Ex To 20 — Heatwave, Ex To 21 — War, Ex To 24 — Cameo, Ex To 25 — Isley Brothers, Ex To 27 — Sinnamon, Ex To 28 — Rose Royce, Ex To 29 — M. & B. Sutton, Ex To 30 — Fatback, Ex To 18 — Soul Sonic Force. ADDS: Prince, H. Hancock, Chi-Lites, R. Parker, Shalamar, Zapp, A. Franklin, Dayton. LP ADDS: Stylistics, L. Graham, Bloodstone, Reddings, Valentine Brothers, Latimore, Ritchie Family, Merge.

**KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — S. WONDER**  
 HOTS: One Way, Temptations, Bloodstone, Ashford & Simpson, J. Osborne, "D" Train, Atlantic Starr, R. James, Reddings. ADDS: G. Kihn, D. Williams, Sinnamon.

**WSOK — SAVANNAH — JAY BRYANT, PD — #1 — ONE WAY**  
 JUMPS: 8 To 5 — R.J.'s Latest Arrival, 10 To 6 — S. Wonder, 13 To 7 — Atlantic Starr, 15 To 8 — "D" Train, 16 To 9 — J. Osborne, 19 To 10 — Salsoul Orchestra, 17 To 14 — Sadane, 21 To 15 — C. Lynn, 20 To 16 — C. Lucas, 24 To 17 — Isley Brothers, 23 To 18 — War, 30 To 19 — R. Parker, 25 To 22 — R. Crawford, 26 To 23 — J. Carn, Ex To 20 — Shalamar, Ex To 21 — J. Holliday, Ex To 26 — Cameo, Ex To 27 — Dayton, Ex To 28 — Illusion, Ex To 29 — Xavier, Ex To 30 — B.B. King. ADDS: S. Mills, Zapp, D. Summer, Odyssey, Change, A. Franklin, Dunn & Bruce Street. LP ADDS: Bloodstone, Superior Movement, C. Lynn, B. James, M. Tyner, C. Mangione.

**KOKA — SHREVEPORT — B. B. DAVIS, PD — #1 — GAP BAND**  
 HOTS: P. McCartney, Dazz Band, J. Osborne, One Way, Temptations, "D" Train, ZZ Hill, T. Troutman, S. Wonder, R. James, Junior, Chic, Soul Sonic Force, J. Holliday, Reddings, O'Bryan, War, G. Chandler, Ritchie Family. ADDS: R. Parker, Dayton, Hall & Oates, D. Fields, D. Summer, Plush, S. Mills, Felix & Jarvis, A. Anthony.

**WWDW — SUMTER — BARBARA TAYLOR, PD**  
 HOTS: S. Wonder, Soul Sonic Force, J. Holliday, Gap Band, J. Osborne, One Way, Junior, Ashford & Simpson, Jazz Band, J. Carn. ADDS: Pointer Sisters, Fatback, Zapp, S. Lattisaw, Magic Lady, S. Mills. LP ADDS: Pointer Sisters, Bloodstone, Plush, Wynd Chymes, Moments, Fatback.



## JASRAC Steps Up Efforts To Combat Record Rentals In Japan

by Kozo Otsuka

TOKYO — Efforts to eradicate the record rental business, which has taken much of the blame for a drop in record and prerecorded tapes sales, took another step forward recently when the Japanese Assn. of Rights of Authors and Composers (JASRAC) established a committee to study the problem and formulate a policy to fight the practice.

Following a formal meeting, JASRAC officials formed three committees, with the Copyright Committee specifically designated to investigate the problem of record rental shops and the various amendments to the copyright laws that will be required to stop unauthorized (but presently legal) duplication of copyrighted works. At the present time, just as in the U.S., the copyright laws make no provision for any kind of royalties to be paid on the various kinds of home taping of copyrighted music.

The JASRAC action follows moves by the JPRA, the AARDJ (the national association of retailers) and the nation's association of actors and actresses to combat record rentals. The JPRA, AARDJ and the actors and actresses have all called upon government officials and members of the Diet (legislature) to act forcefully on the matter. However, to date, the government hasn't responded.

At this time, according to estimates by the JPRA, there are over 1,000 record ren-

tal shops throughout Japan, a dramatic increase over the 30 or so confined to the southern island of Kyushu identified by the JPRA at the beginning of 1981 (Cash Box, April 17). The JPRA furthermore claims that at the present time, record rental shops are one of the primary causes of a 30% drop in retail sales of records and prerecorded tapes in Japan.

All of the organizations have claimed that the rental shops encourage home taping (and therefore, loss of royalties) by offering price incentives. While LPs or prerecorded tapes of an LP generally run about \$15-\$20, record rental shops (which also sell blank cassette cartridges) charge only four-to-five dollars for two days use. The stores do not suffer any penalties because Japanese copyright laws do not specifically prohibit home taping or call for royalties to be paid.

### Added Help

The JASRAC Copyright Committee is expected to work in conjunction with all other organizations mobilized against the record rental practice and demand that copyright laws be amended to stop it. If the JASRAC committee reaches similar conclusions as those arrived at by other organizations, it will most likely recommend pressure on government officials and Diet members, a national campaign to generate public support and, possibly, official requests formally submitted to the relevant governmental bodies.

While the issue of record rentals and amendments to the copyright laws remain the primary concerns, JASRAC also formed two other committees to deal with other priority problems. The Distribution Committee will review the organization's method of disbursing royalties to its members; and the Royalties Committee will attempt to adjust the rate paid by radio and TV stations for the playing of copyrighted works.

## CRI Names Presidents In Mexico, Argentina

NEW YORK — CBS Records International (CRI) has named presidents at two of its Latin American subsidiaries. Named at CBS Columbia Internacional, S.A., CRI's Mexican affiliate is Armando de Llano. De Llano also remains general manager. He replaces former president Manuel Villarreal, who retired last February.

De Llano joined CBS in 1947 in the company's accounting department and held several executive positions before being promoted to general manager in 1964.

In addition, Roberto O. Lopez has been named president and general manager at Discos CBS-Argentina. He replaces Hecio Cuomo, who has retired. Lopez joined CBS in Argentina in 1962 and held different positions in that company until 1973, when he left to join EMI as operations director.

## INTERNATIONAL DATELINE

### Argentina

BUENOS AIRES — The visit of Pope John Paul II moved CBS to launch a single and an album devoted to him, recorded by local group **Signo**. ATC promoted on-screen another LP related to the visit, and several other productions were made available to the public.

More from CBS: the diskery reports the inking of chanteur and songwriter **Piero**, who became very popular here in the early '70s and afterwards lived for several years in Spain and Italy. Last year he returned to Argentina and has had his product released through three companies: Tonodisc, Distribuidora Belgrano and CBS. Now, this contract seems to pave the future way for a long-term association between the artist and the company headed by **Roberto Lopez**.

The price of albums in this market is on the rise, and some analysts predict that LPs will be more expensive than cassettes, which were usually priced higher in spite of lower art and master costs. Since singles and now albums have been declining, the changes in the price structure will probably reinforce even more the share of tape in the sales volume, which is standing currently at 75%.

The Supermercado del Disco venture, a retailer owned jointly by several record companies and specializing in catalog sales, seems to be showing good results, according to several reports. The Supermercado is considered the biggest "sales counter" of the market, currently amounting to about two percent of the entire country, in spite of its single location in downtown Buenos Aires. One of its main advantages to the diskeries is that, since it is a sort of non-profit organization, the bills to the labels are paid in short terms. The fact that it works not only on chart items and that its proportion of albums vs. tapes is higher than the average is also helping.

**Alberto Caldelro**, Commercial Director of EMI, reports that sales of the **Juan Carlos Baglietto** album are running at a very good pace. The rock singer, who offered an SRO date at the Obras Stadium several weeks ago, appears to have a very consistent image and will probably become a top star in the field in short time. **miguel smirnof**

### Australia

MELBOURNE — Top session singer **Vanetta Fields**, who has worked extensively with **Steely Dan**, **Boz Scaggs** and a host of others, is planning to settle in Australia and launch a solo career. An original member of the **Ikettes**, Fields hopes to tour with Boz Scaggs later this year before returning to Oz for good. While here, she's been staying in Sydney with close friend **Geoffrey Schukraft**, who manages **Marlo Millo** and several actors and actresses. Millo is signed to **Glen**

**Wheatley's** WBE Records and will release a solo LP soon.

New Melbourne-based independent Native Tongue, distributed by CBS, has just released its debut product — an LP by popular three-piece pop combo **Serious Young Insects**. Preview tapes of the LP are believed to have aroused a deal of interest in the U.K. and the U.S. . . . Mushroom's brash young group, **The Sunnyboys**, has just released its second LP, titled "Individuals." The group's first self-titled set, produced by veteran Oz rocker **Lobby Loyde**, achieved multi-gold status.

**Jo Jo Zep and the Falcons** are currently recording in Melbourne at Richmond Recorders with Englishman **Pete Solley** . . . **Little River Band** will soon release its next studio set — the first to feature new vocalist **John Farnham**, who replaced **Glenn Shorrock** earlier this year. Shorrock has a solo LP, recorded in L.A., due soon, too, and is tipped to host his own TV talk-variety show here.

Regular Records, whose acts include **Mental As Anything** and **Icehouse**, has launched a new label: Regular 2, which is for international product. First release, on license for England's Statik Records, is a solo LP by **Yuki Takahashi** of Japan's **Yellow Magic Orchestra**. It's called "Who Murdered Yuki Takahashi." Judging by initial airplay, I'd say he's alive and well in Australia . . . Uncompromising Sydney-based power rock band **Midnight Oil** has gone to the U.K. to try its luck there. **allan webster**

### Japan

TOKYO — Tokuma Musical Industries recently disclosed the reshuffling of its system, effective June 21. The moves — which involve the addition of two new departments (sales and planning) and a consolidated headquarters for controlling — were undertaken to help the company expand from the record company to a musical industry firm.

At Toshiba/EMI **Yasuhide Taku**, an executive of parent company Toshiba Electric Co., was named president of the label. Taku replaced **Noboru Takamiya**, who was nominated as chairman of the board.

On the sales front, King Records has launched a summer campaign that will highlight both domestic and international product. Among the domestic titles included in the campaign are **Junko Mihara's** "Ran Kiryu," **Junichi Nitta's** "Heart Breaker" and **Mariko Kurata's** "Ai No Shinkiro," all under the general tag "Young Pops — Best Three." The international product to be pushed includes a **Rocky** campaign for the soundtrack to **Rocky III**, "European Rock Series," Jim Halls' "Swan Lake," "Atomic System" by the **New Trolles**, "Original Hot Three" and "The Dream Of Summer Night" by **Mauro Bagernny**. **kozo otsuka**

## PolyGram Music Video Is Formed In Europe

LONDON — PolyGram Music Video Ltd., a new division that will produce music video programming, has been formed under the PolyGram banner. Headquartered here in the U.K., it will be headed by current PolyGram Leisure director of legal and business affairs Michael Kuhn, who will continue in that position, and David Hockman of PolyGram Video U.K., who will relinquish executive responsibility of supervising that company.

Kuhn is a founding council member of the British Videogram Assn. (BVA) and first chairman of its rights committee. He is also chairman of the British Phonographic Industry's (BPI) rights committee and a director of Phonographic Performance Ltd. A solicitor and frequent lecturer on copyright matters, he is an active supporter of the BPI's fight for a blank tape levy.

Hockman joined PolyGram in 1975 as legal adviser and has worked with Chappell International for five years, where he became assistant general manager. He helped launch PolyGram Video U.K. in 1981, establishing the new division in the European software market during its first year of operation. He is also a barrister.

## INTERNATIONAL BESTSELLERS

### Argentina

#### TOP TEN 45s

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

#### TOP TEN LPs

- 1 **En Argentina** — Mercedes Sosa — PolyGram
- 2 **18 Grandes Exitos** — Fausto Papetti — Music Hall/ATC
- 3 **Los Unos Y Los Otros** — soundtrack — RCA
- 4 **Tiempos Dificiles** — Juan Carlos Baglietto — EMI
- 5 **Chariots Of Fire** — soundtrack — PolyGram
- 6 **Desafio Nacional** — various artists — EMI
- 7 **Estilo** — Maria Martha Serra Lima — CBS
- 8 **No Llores Por Mi Argentina** — Seru Giran — SG/Interdisc
- 9 **Esencla Romantica** — Los Panchos/M.M. Serra Lima — CBS
- 10 **Kamikaze** — Luis A. Spinetta — Interdisc

—Prensario

### Australia

#### TOP TEN 45s

- 1 **I've Never Been To Me** — Charlene — Motown
- 2 **Mickey** — Tony Basil — Radialchoice
- 3 **Key Largo** — Bertie Higgins — Epic
- 4 **Have You Ever Been In Love** — Leo Sayer — Chrysalis
- 5 **Ebony And Ivory** — Paul McCartney — Parlophone
- 6 **Six Months In A Leaky Boat** — Split Enz — Mushroom
- 7 **I Love Rock 'N' Roll** — Joan Jett & The Blackhearts — Liberation
- 8 **Don't You Want Me** — The Human League — Virgin
- 9 **Hungry Like The Wolf** — Duran Duran — EMI
- 10 **Love Plus One** — Haircut One Hundred — Arista

#### TOP TEN LPs

- 1 **Time And Tide** — Split Enz — Mushroom
- 2 **1982 With A Bullet** — various artists — EMI
- 3 **Dare** — The Human League — Virgin
- 4 **Tug Of War** — Paul McCartney — Parlophone
- 5 **Chariots Of Fire** — soundtrack — Polydor
- 6 **Rio** — Duran Duran — EMI
- 7 **Circus Animals** — Cold Chisel — WEA
- 8 **Hltwave '82** — various artists — Polystar
- 9 **Business As Usual** — Men At Work — CBS
- 10 **Days Of Innocence** — Moving Pictures — WBE

—Kent Music Report

### Italy

#### TOP TEN 45s

- 1 **Ebony And Ivory** — McCartney & Wonder — EMI/Capitol
- 2 **Paradise** — Phoebe Cates — CBS
- 3 **Just An Illusion** — Imagination — F1 Team
- 4 **Celeste Nostalgia** — Riccardo Cocciante — RCA
- 5 **Survival** — America — EMI/Capitol
- 6 **She's A Lady** — Richard Sanderson — PolyGram/Philips
- 7 **Messaggio** — Alice — EMI
- 8 **Harden My Heart** — Quarterflash — CBS/Geffen
- 9 **Don't You Want Me** — Human League — Ricordi/Virgin
- 10 **Da Da Da I Don't Love You** . . . — Trio — PolyGram/Mercury

#### TOP TEN LPs

- 1 **Tug Of War** — Paul McCartney — EMI/Capitol
- 2 **La Voce Del Padrone** — Franco Battiato — EMI
- 3 **Palasport** — Pooh — CGD
- 4 **Cocclante** — Riccardo Cocciante — RCA
- 5 **Sotto La Poggia** — Antonello Venditti — Sotto La Poggia
- 6 **Eye In The Sky** — Alan Parsons Project — CGD/Arista
- 7 **Guarda Chi Si Vede** — Ron — Spaghetti
- 8 **Body Talk** — Imagination — F1 Team
- 9 **Bollettino Del Naviganti** — Gianni Togni — CGD/Paradiço
- 10 **Hot Space** — Queen — EMI

—Musica e Dischi



# CASH BOX TOP 100 ALBUMS

July 10, 1982

	8.98	Weeks On Chart		10.98	Weeks On Chart		8.98	Weeks On Chart
	(Geffen SHS 2008)	7/3		(Elektra E1-60122F)	7/3	(A&M SP-4896)	7/3	
1 ASIA	15		34 REACH	6		67 JEFFREY OSBORNE	4	
2 TUG OF WAR	9		35 I LOVE ROCK 'N ROLL	31		68 MARSHALL CRENSHAW	8	
3 STILL LIFE (AMERICAN CONCERT 1981)	3		36 STRAIGHT FROM THE HEART	12		69 PICTURE THIS	20	
4 ALWAYS ON MY MIND	17		37 STREET OPERA	7		70 NIECY	13	
5 DARE	20		38 SHIP ARRIVING TOO LATE TO SAVE A DROWNING WITCH	7		71 BRILLIANCE	16	
6 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I	7		39 BLACKOUT	16		72 PHYSICAL	37	
7 IV	13		40 COMBAT ROCK	5		73 I'M THE ONE	4	
8 DIVER DOWN	10		41 HOT SPACE	7		74 REUNION	11	
9 GET LUCKY	35		42 HOOKED ON SWING	5		75 IN BLACK AND WHITE	8	
10 AMERICAN FOOL	11		43 BEAUTY AND THE BEAT	50		76 FEELS SO RIGHT	70	
11 THROWIN' DOWN	6		44 12 GREATEST HITS VOL. II	7		77 AEROBIC SHAPE UP	13	
12 SPECIAL FORCES	7		45 ALL THE BEST COWBOYS HAVE CHINESE EYES	2		78 E.T. THE EXTRATERRESTRIAL	3	
13 SUCCESS HASN'T SPOILED ME YET	16		46 SWEETS FROM A STRANGER	7		79 MY FAVORITE PERSON	9	
14 GAP BAND IV	5		47 JANE FONDA'S WORKOUT RECORD	7		80 BROADSWORD AND THE BEAST	12	
15 GOOD TROUBLE	1		48 ONE ON ONE	7		81 WALT DISNEY PRODUCTIONS' MOUSERCISE	17	
16 CHARIOTS OF FIRE	39		49 NON-STOP CABARET	25		82 ON THE LINE	3	
17 KEEP IT LIVE	17		50 THE HUNTER	4		83 THE CONCERT IN CENTRAL PARK	18	
18 EYE IN THE SKY	4		51 JUMP UP!	10		84 EXTRATERRESTRIAL LIVE	9	
19 VINYL CONFESSIONS	5		52 WILD HEART OF THE YOUNG	15		85 PAC-MAN FEVER	17	
20 QUIET LIES	7		53 HOOKED ON CLASSICS	34		86 BEAT	2	
21 EYE OF THE TIGER	3		54 AVALON	4		87 MISSING PERSONS	14	
22 MOUNTAIN MUSIC	18		55 BELLA DONNA	48		88 20 AEROBIC DANCE HITS	26	
23 ALL FOUR ONE	11		56 STRAIGHT BETWEEN THE EYES	11		89 A FLOCK OF SEAGULLS	8	
24 PRIVATE AUDITION	5		57 OFFRAMP	8		90 SEASONS OF THE HEART	18	
25 NOW AND FOREVER	4		58 CHICAGO 16	4		91 SOMETHING SPECIAL	39	
26 THREE SIDES LIVE	3		59 WHO'S FOOLIN' WHO	16		92 GREASE 2	4	
27 DREAMGIRLS	9		60 THE INNOCENT AGE	43		93 THE DUDE	67	
28 ESCAPE	49		61 ROCKY III	1		94 OUTLAW	18	
29 THE OTHER WOMAN	13		62 PELICAN WEST	14		95 STEAMIN' HOT	7	
30 ANNIE	8		63 4	51		96 DIARY OF A MADMAN	34	
31 FREEZE-FRAME	35		64 NO FUN ALOUD	4		97 KIM WILDE	9	
32 ALDO NOVA	21		65 GHOST IN THE MACHINE	38		98 STANDING HAMPTON	25	
33 ABACADABRA	3		66 ALLIGATOR WOMAN	14		99 I'VE NEVER BEEN TO ME	14	
						100 CHIPMUNK ROCK	9	



# Cash Box Top Albums/101 to 200

July 10, 1982

	Weeks On 7/3 Chart	
<b>101 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</b>	104	43
WILLIE NELSON (Columbia KC237542)		
<b>102 SOONER OR LATER</b>	110	4
LARRY GRAHAM (Werner Bros. BSK 3668)		
<b>103 FRIENDS</b>	97	21
SHALAMAR (Solar/Elektra S-28)		
<b>104 WINDSONG</b>	113	4
RANDY CRAWFORD (Werner Bros. 9 23687-1)		
<b>105 TIME AND TIDE</b>	95	11
SPLIT ENZ (A&M SP-4894)		
<b>106 ABACAB</b>	107	39
GENESIS (Atlantic SD 19313)		
<b>107 INSIDE</b>	121	3
RONNIE MILSAP (RCA AHL1-4311)		
<b>108 THE NUMBER OF THE BEAST</b>	108	14
IRON MAIDEN (Harvest/Capitol ST-12202)		
<b>109 BREAKIN' AWAY</b>	111	47
AL JARREAU (Werner Bros. BSK 3576)		
<b>110 JI</b>	99	11
JUNIOR (Mercury/PolyGram SRM-1-4043)		
<b>111 TUTONE 2</b>	87	23
TOMMY TUTONE (Columbia ARC 37401)		
<b>112 POWER PLAY</b>	—	1
APRIL WINE (Capitol ST-12218)		
<b>113 BIG SCIENCE</b>	114	10
LAURIE ANDERSON (Werner Bros. BSK 3674)		
<b>114 SOMEWHERE IN THE STARS</b>	124	3
ROSANNE CASH (Columbia FC 37570)		
<b>115 WORKING CLASS DOG</b>	117	67
RICK SPRINGFIELD (RCA AFL 1-3697)		
<b>116 TIME PIECES/THE BEST OF ERIC CLAPTON</b>	92	5
ERIC CLAPTON (RSO/PolyGram RX 1-3099)		
<b>117 "D" TRAIN</b>	120	11
(Prelude PRL 14105)		
<b>118 LITE ME UP</b>	119	7
HERBIE HANCOCK (Columbia FC 37928)		
<b>119 LONE RHINO</b>	139	2
ADRIAN BELEW (Island/Atco IL 9751)		
<b>120 FANDANGO</b>	123	5
HERB ALPERT (A&M SP-3731)		
<b>121 GREATEST HITS</b>	122	91
KENNY ROGERS (Liberty LOO-1072)		
<b>122 SHARING YOUR LOVE</b>	91	10
CHANGE (RCA/Atlantic SD 19342)		
<b>123 RIO</b>	126	6
DURAN DURAN (Harvest/Capitol ST-12211)		
<b>124 MEMORIES</b>	106	31
BARBRA STREISAND (Columbia TC 37678)		
<b>125 NO CONTROL</b>	—	1
EDDIE MONEY (Columbia FC 37960)		
<b>126 THE LAST OF THE MOHICANS</b>	127	10
BOW WOW WOW (Epic FC 37193)		
<b>127 BUILT FOR SPEED</b>	137	3
STRAY CATS (EMI America ST-17070)		
<b>128 INSTANT LOVE</b>	—	1
CHERYL LYNN (Columbia FC 38057)		
<b>129 HEY RICKY</b>	134	12
MELISSA MANCHESTER (Arista AL 9574)		
<b>130 WAITIN' FOR THE SUN TO SHINE</b>	142	7
RICKY SKAGGS (Epic FC 37193)		
<b>131 LOVE IS WHERE YOU FIND IT</b>	131	26
THE WHISPERS (Solar/Elektra S-27)		
<b>132 WE GO A LONG WAY BACK</b>	—	1
BLOODSTONE (T-Neck/CBS FZ 38115)		
<b>133 TATTOO YOU</b>	136	44
ROLLING STONES (Rolling Stone/Atco COC 16052)		
<b>134 YOU'VE GOT THE POWER</b>	103	17
THIRD WORLD (Columbia FC 37744)		

	Weeks On 7/3 Chart	
<b>135 TRUST ME</b>	147	3
JEAN CARN (Motown 6010ML)		
<b>136 HANDS DOWN</b>	—	1
BOB JAMES (Teppen Zee/Columbia FC 38067)		
<b>137 DROP THE BOMB</b>	132	11
TROUBLE FUNK (Sugar Hill SH 266)		
<b>138 AS WE SPEAK</b>	159	2
DAVID SANBORN (Werner Bros. 9 23650-1)		
<b>139 PRIVATE EYES</b>	112	43
DARYL HALL & JOHN OATES (RCA AFL1-4028)		
<b>140 QUARTERFLASH</b>	138	38
(Geffen GHS 2003)		
<b>141 THE MONROES</b>	145	5
(Alfa AAE-15015)		
<b>142 THE ONE GIVETH, THE COUNT TAKETH AWAY</b>	115	8
WILLIAM "BOOTS" COLLINS (Werner Bros. BSK 3667)		
<b>143 SOUP FOR ONE</b>	153	5
ORIGINAL SOUNDTRACK (Mirege/Atco WTG 19353)		
<b>144 WINDOWS</b>	128	15
THE CHARLIE DANIELS BAND (Epic FE 37694)		
<b>145 D.E. 7TH</b>	109	11
DAVE EDMUNDS (Columbia FC 37930)		
<b>146 UNDER THE BIG BLACK SUN</b>	—	1
X (Elektra 9 60150-1)		
<b>147 STREET SONGS</b>	148	64
RICK JAMES (Gordy/Motown G8-1002M1)		
<b>148 ANGST IN MY PANTS</b>	150	9
SPARKS (Atlantic SD 19347)		
<b>149 YOU COULD HAVE BEEN WITH ME</b>	130	33
SHEENA EASTON (EMI America SW-17061)		
<b>150 WISE GUY</b>	161	3
KID CREOLE AND THE COCONUTS (Za/Sire SRK 3681)		
<b>151 JUICE</b>	156	71
JUICE NEWTON (Capitol ST-12136)		
<b>152 ROYAL JAM</b>	167	2
THE CRUSADERS (MCA 2-8017)		
<b>153 LADIES OF THE EIGHTIES</b>	140	11
A TASTE OF HONEY (Capitol ST-12173)		
<b>154 OFFERING</b>	164	3
AXE (Atco SD 38-148)		
<b>155 LOVE NOTES</b>	—	1
CHUCK MANGIONE (Columbia FC 38101)		
<b>156 BOBBIE SUE</b>	144	21
OAK RIDGE BOYS (MCA-5294)		
<b>157 HOOKED ON BIG BANDS</b>	125	6
FRANK BARBER (Victory VIC 702)		
<b>158 CURRENT</b>	169	2
HEATWAVE (Epic FE 38065)		
<b>159 THE JAZZ SINGER</b>	160	82
NEIL DIAMOND (Capitol SWAV-12120)		
<b>160 EYE TO EYE</b>	163	6
(Werner Bros. BSK 3570)		
<b>161 THE ONE THAT YOU LOVE</b>	166	57
AIR SUPPLY (Arista AL 9551)		
<b>162 SHEFFIELD STEEL</b>	—	1
JOE COCKER (Island/Atco IL 9750)		
<b>163 LIVE IT UP</b>	173	2
DAVID JOHANSEN (Blue Sky/CBS ARZ 38004)		
<b>164 ANNE MURRAY'S GREATEST HITS</b>	165	123
(Capitol SOO-12110)		
<b>165 MR. LOOK SO GOOD</b>	155	21
RICHARD "DIMPLES" FIELDS (Boerwalk NB1-33249)		
<b>166 IT'S A FACT</b>	170	16
JEFF LORBER (Arista AL 9583)		

	Weeks On 7/3 Chart	
<b>167 THE SLIDE AREA</b>	101	8
RY COODER (Werner Bros. BSK 3551)		
<b>168 HAPPY TOGETHER</b>	174	3
ODYSSEY (RCA AFL1-4240)		
<b>169 FAME</b>	171	24
ORIGINAL SOUNDTRACK (RSO/PolyGram RX1-3080)		
<b>170 2XS</b>	—	1
NAZARETH (A&M SP-4901)		
<b>171 1982</b>	176	4
THE STYLISTICS (Philadelphia Int'l./CBS FZ 37995)		
<b>172 STRONG ARM OF THE LAW</b>	175	4
SAXON (Carrere/CBS ARZ 37679)		
<b>173 LIVE ON THE SUNSET STRIP</b>	133	13
RICHARD PRYOR (Werner Bros. BSK 3660)		
<b>174 HIGH NOTES</b>	152	12
HANK WILLIAMS, JR. (Elektra/Curb E1-60100)		
<b>175 WE WANT MILES</b>	135	9
MILES DAVIS (Columbia C2 38005)		
<b>176 ANIMATION</b>	177	4
JON ANDERSON (Atlantic SD 19355)		
<b>177 FRIENDS IN LOVE</b>	157	10
DIONNE WARWICK (Arista AL 9585)		
<b>178 GOLD</b>	—	1
STEELY DAN (MCA-5324)		
<b>179 DOIN' ALRIGHT</b>	184	18
O'BRYAN (Capitol ST-12192)		
<b>180 JUST ANOTHER DAY IN PARADISE</b>	146	21
BERTIE HIGGINS (Ket Family/CBS FZ 37901)		
<b>181 MEGA FORCE</b>	—	1
707 (Boerwalk NBI 33253)		
<b>182 TEN OUT OF TEN</b>	182	4
10CC (Werner Bros. BSK 3575)		
<b>183 BELOW THE BELT</b>	151	14
FRANKE & THE KNOCKOUTS (Millennium/RCA BXL1-7763) CBS		
<b>184 CHRISTOPHER CROSS</b>	186	128
(Werner Bros. BSK 3383)		
<b>185 ATTITUDES</b>	154	11
BRASS CONSTRUCTION (Liberty LT-51121)		
<b>186 BUSINESS AS USUAL</b>	—	1
MEN AT WORK (Columbia ARC 37978)		
<b>187 IN CONCERT</b>	168	9
JANE OLIVOR (Columbia FC 37938)		
<b>188 BLIZZARD OF OZZ</b>	190	85
OZZY OSBOURNE (Jat/CBS JZ 36812)		
<b>189 ROAD ISLAND</b>	102	8
AMBROSIA (Werner Bros. BSK 3638)		
<b>190 TURNED ON BROADWAY</b>	143	6
LUTHER HENDERSON conducting THE BROADWAY SYMPHONY ORCHESTRA (RCA AFL1-4327)		
<b>191 CAT PEOPLE</b>	187	13
ORIGINAL SOUNDTRACK (Beckstraat/MCA BSR-6107)		
<b>192 ON THE WAY TO THE SKY</b>	181	33
NEIL DIAMOND (Columbia TC 37628)		
<b>193 RESTLESS BREED</b>	—	1
RIOT (Elektra E1-60134)		
<b>194 CONFIDENCE</b>	185	6
NARADA MICHAEL WALDEN (Atlantic SD 19351)		
<b>195 DOWN HOME</b>	188	22
ZZ HILL (Malaco MAL 7406)		
<b>196 I'LL DO MY BEST</b>	158	9
RITCHIE FAMILY (RCA AFL1-4323)		
<b>197 CAROL HENSEL'S EXERCISE &amp; DANCE PROGRAM VOLUME 2</b>	183	30
(Vintage/Mirus VNI 7733)		
<b>198 KIHNINUED</b>	141	14
GREG KIHN BAND (Basarkay/Elektra E1-60101)		
<b>199 GREEN LIGHT</b>	180	19
BONNIE RAITT (Werner Bros. BSK 3630)		
<b>200 TIME EXPOSURE</b>	197	44
LITTLE RIVER BAND (Capitol ST-12163)		

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Flock of Seagulls	89	Chicago	58	Graham, Larry	102	Manchester, Melissa	129	Pryor, Richard	173	Temptations	74
A Taste of Honey	153	Chipmunks	100	Hagar, Sammy	98	Mandrell, Barbara	75	Quarterflash	140	10cc	182
Aerobics (Greggains)	77	Clapton, Eric	116	Haircut 100	62	Mangione, Chuck	155	Ouen	41	Third World	134
Aerobics (Muir)	88	Clash	40	Hall & Oates	139	Manhattan Swing Orchestra	42	Rainbow	56	.38 Special	12
Air Supply	25,161	Cocker, Joe	162	Hancock, Herbie	118	McCartney, Paul	2	Raidt, Bonnie	199	Tommy Tutone	111
Alabama	22,76	Collins, William "Bootsy"	142	Heart	24	Men At Work	186	Reddings	95	Toto	7
Alpert, Herb	120	Cooder, Ry	167	Heatwave	158	Metheny, Pat	57	REO Speedwagon	15	Townshand, Peta	45
Ambrosia	189	Cougar, John	10	Hensel, Carol	197	Miller, Steve	33	Riot	193	Trouble Funk	137
Anderson, Jon	176	Crawford, Randy	104	Higgins, Bertie	180	Milsap, Ronnie	107	Ritchie Family	196	Van Halen	8
Anderson, Laurie	113	Crenshaw, Marshall	68	Human League	5	Missing Persons	87	Rogers, Kenny	121	Walden, Narada Michael	194
April Wine	112	Cross, Christopher	184	Iron Maiden	108	Money, Eddie	125	Rolling Stones	3,133	War	94
Ashford & Simpson	37	Crusaders	152	J. Geils Band	31	Monroes	141	Roxy Music	54	Warwick, Dionne	177
Asia	1	"D" Train	117	James, Bob	136	Motels	23	Royal Philharmonic Orchestra	53	Whispers	131
Atlantic Starr	71	Daniels, Charlie	144	James, Rick	11,147	Mouserice	81	Rushen, Patrice	36	Wilda, Kim	97
Axe	154	Davis, Miles	175	Jarreau, Al	109	Murray, Anne	164	Sanborn, David	138	Williams, Danlece	70
Barber, Frank	157	Dazz Band	17	Jethro Tull	80	Nazareth	170	Saxon	172	Williams, Hank, Jr.	174
Belew, Adrian	119	Denver, John	90	Jett, Joan	35	Nelson, Willie	4,101	Scorpions	39	Wonder, Stavie	6
Blondie	50	Diamond, Neil	44,159,192	Johansen, David	163	Newton, Juice	20,151	707	181	X	146
Bloodstone	132	Duran Duran	123	John, Elton	51	Newton-John, Olivia	72	Shalamar	103	Zappa, Frank	38
Blue Oyster Cult	84	Easton, Sheena	149	Jones, Quincy	93	Nicks, Stevia	55	Simmons, Richard	34	ZZ Hill	195
Bonds, Gary U.S.	82	Edmunds, Dave	145	Journey	28	Nova, Aldo	32	Simon and Garfunkel	83		
Bonoff, Karla	52	Eye To Eye	160	Junior	110	Oak Ridge Boys	156	Skaggs, Ricky	130		
Bow Wow Wow	126	Fields, Richard "Dimples"	165	Kansas	19	O'Bryan	179	Soft Cell	49		
Brass Construction	185	Flack, Roberta	73	Kid Creole/Coconuts	150	Odyssey	168	Sparks	148		
Broadway Symphony Orchestra	190	Fogelberg, Dan	60	Kihn, Greg	198	O'Jays	79	Split Enz	105		
Buckner and Garcia	85	Fonda, Jane	47	King Crimson	86	Olivor, Jane	187	Springfield, Rick	13,115		
Cameo	66	Freigner	63	Kool & The Gang	91	One Way	59	Squeeze	46		
Carn, Jean	135	Franke and the Knockouts	183	Lewis, Huey	69	Osborne, Jeffrey	87	Steely Dan	178		
Cash, Rosanne	114	Frey, Glenn	64	Little River Band	200	Osbourne, Ozzy	96,188	Stray Cats	127		
Change	122	Gap Band	14	Lorber, Jeff	166	Parker, Ray	29	Streisand, Barbra	124		
Charlene	99	Genesis	26,106	Loverboy	9	Parsons, Alan	18	Stylistics	171		
Cheap Trick	48	Go-Go's	43	Lynn, Cheryl	128	Police	65	Survivor	21		



# CASH BOX

July 10, 1982

## AROUND THE ROUTE

by Camille Compasio

By the time you read this column, the finals of the "TRON" video game tournament, co-sponsored by Bally Midway Manufacturing Co. and Bally's Aladdin's Castle, Inc. and inspired by Walt Disney Productions' forthcoming science fiction adventure film, will be underway at New York's Madison Square Garden. The local and district playoffs had been completed at presstime, and the regional eliminations were in full swing at Aladdin's Castle locations around the country. Finalists will be competing for a dazzling array of prizes, including a TRON video game valued at \$2,500 and a Commodore home computer valued at \$4,000.

Tradesters are currently abuzz over SEGA/Gremlin's dramatic series of 30-second television spots spotlighting the factory's hit video game, "Zaxxon." The campaign, which is believed to be an industry first, will start in three test markets — Los Angeles, June 25; Chicago and the tri-state area including New York, New Jersey and parts of Pennsylvania (see separate story this issue).

Williams Electronics, Inc. announced that it had made an offer to acquire the

(continued on page 32)

## ITC Issues Order Excluding Unauthorized 'Pac Man' Games

WASHINGTON — The U.S. International Trade Commission (ITC) last week issued a final order excluding all foreign-made copies of the "Pac-Man" video arcade game from entry into U.S. ports on grounds that they violate trademark and copyright laws.

The order, issued on July 1, comes more than a year after Midway Manufacturing Co. of Chicago filed a complaint with the ITC seeking to bar unauthorized importation and sales of imitation Pac-Man games in the United States. Midway owns the American rights to Pac-Man, which was created by Namco Ltd. of Japan.

If the President does not overrule the commission within 60 days, the order stands and the Customs Service will be authorized to seize any foreign copies shipped to U.S. ports.

"We're elated because this is the second time we have sought an exclusion ruling from the ITC and prevailed," said Stanley Jarocki, vice president of marketing for Bally Midway, commenting on the commission's decision. The ITC issued a permanent exclusion order in favor of Midway in an earlier case involving copies of the "Galaxian" video game. The Pac Man complaint named 55 respondents, while the Galaxian action listed 20, according to Jarocki.

Jarocki pointed out that last week's ruling was a "general exclusion order" that protects not only the Pac-Man trademark but also the copyright of the game's audiovisual program.

According to Jarocki, Bally Midway will continue to vigorously enforce its trademarks

and copyrights against infringers. "We have taken a firm position to protect the long life of the industry," he said.

"I've seen the industry devastated in two foreign markets — Europe and Japan — because they were flooded with copy games. So we are not about to let the video game industry in the U.S. take a dive. As long as there are copies on the market we will fight them."

## AVMDA Proceeds With Community Awareness Drive

CHICAGO — The Amusement and Vending Machine Distributors Assn.'s (AVMDA) board of directors held a meeting on June 16 at the O'Hare Hilton where the future direction of the organization was discussed as well as an ongoing industry-wide public relations program seeking to strike an affinity between the amusement business and communities.

The coin-machine executives who attended the board meeting — Ira Bettelman, Rubin Franco, Jerome Gordon and Jon Brady, as well as newly appointed directors Stephen Lieberman, Alexander Kress, Norman Goldstein, Dean McMurdie and Albert Rodstein — went over plans to disseminate a Community Relations Manual between civic groups and game operators and distributors.

The Community Relations Manual was put together by the AVMDA, the AMOA and the

(continued on page 30)

### CONTENTS

Around The Route .....	29
Industry Calendar .....	32
Industry News .....	30
Jukebox Programmer .....	34
New Equipment .....	32

# COIN MACHINE



## Sega Bows TV Campaign For 'Zaxxon' Video Arcade Game

by Jeffrey Ressler

LOS ANGELES — Sega Enterprises, Inc. is experimenting with new marketing techniques by airing the first television commercial for a specific coin-operated video game, a 30-second spot highlighting its successful space-battle machine "Zaxxon." Utilizing state-of-the-art computer-generated graphics, the commercial features a fantastic "flight" through the game's floating fortress challenged by playfield-energized laser barriers, oncoming fleets of enemy fighter rockets and a heavily armored robot. The commercial will initially run in three test markets — Los Angeles, Chicago, and the Tri-State area (New York, New Jersey, and eastern Pennsylvania) — and may possibly end up as part of a larger campaign by the company.

The innovative TV spot is the brainchild of Sega chairman David Rosen, who, in a letter sent to game distributors and operators in the Los Angeles/San Diego area, called the Zaxxon commercial "the beginning of an ongoing program which will, among other factors, enhance the image of the industry of which we are members."

Rosen and other Sega executives contacted Jerry Kramer Associates, a commercial production house, to produce the spot and they, in turn, contracted Mathematical Applications Group, Inc. (MAGI) to devise the spectacular computer-generated animation for the ad. MAGI, a 15-year-old computer graphics firm, also handled much of the special visual effects for Walt Disney Productions' upcoming video game movie *TRON*, in addition to several other projects.

According to Robert S. Rosenbaum, a vice president of Sega Enterprises, Inc., the entire advertising budget for the Zaxxon TV campaign ran between \$500,000 and \$1,000,000, with a full third devoted to production of the half-minute spot and the rest earmarked for television time buys. In Los Angeles, the commercial was aired during syndicated repeats of popular programs such as *Saturday Night Live*, *Kung Fu*, *MASH* and *The Jeffersons* as well as recent episodes of youth-oriented contemporary shows like *American Bandstand*, *Fridays* and *SCTV*. On July 5, when Los Angeles independent TV outlet KTLA programmed a special all-day marathon of *Star Trek* episodes, Sega broadcast its Zaxxon commercial 15 times hoping to attract the large "Trekkie" following.

"As one might imagine, the *Star Trek* audience is certainly what we'd consider our player audience," commented Rosenbaum on the holiday media blitz. "We think it's a natural target to advertise heavily on. *Star Trek* is a Paramount Studios property and, fortunately, we work in very close association with Paramount (Sega and Paramount are both subsidiaries of Gulf + Western). As a

result, the opportunity to advertise on the *Star Trek* marathon was presented to us and we very happily participated."

### Industry Reaction

Although no other coin-op vid game manufacturers seem to have such large-scale advertising plans for television in their immediate marketing future, executives contacted by *Cash Box* expressed enthusiasm for the Zaxxon commercial's potential to draw players into arcades and street locations.

Atari, Inc. said it had no immediate plans to buy TV time for its coin-op amusements, but wouldn't rule out that option for later consideration. Spokespeople for Stern Electronics, Williams Electronics and Taito, Inc., also stated that their firms had no such marketing plans to advertise to consumers, yet all added Sega's TV spots would be beneficial to the entire industry.

"Things like the Zaxxon commercial can only help our business," said Nancy Goodwin, Williams Electronics advertising manager. "Maybe when people come in to play Zaxxon, they'll also play our 'Robotron' machine. Right now Williams has no plans to advertise on television, but who knows about the future?"

"I would think operators will love that commercial," said Tom Campbell, director of marketing for Stern Electronics, Inc. "We don't plan to advertise on television, and frankly I'm a little surprised Sega made such a move. I wonder if the profits made from it will offset the cost?"

Marketing manager Mike Von Kennel, who works with such Taito America Corp. games as "Qix", "Alpine Ski" and "Electric Yo Yo," commented that his company will not be doing TV buys "at this moment" but congratulated all those game manufacturers who utilize TV advertising. "The Sega coin-op and the Atari home game commercials are great, they come across as being real good for the industry. Anything that brings excitement for electronic games into the living room helps out, and if they bring parents into the arcades with their kids, so much the better."

With family-oriented ads for home games such as the Atari video computer system and Mattel's Intellivision unit being aired regularly, Sega's coin-op machine commercials, and a recent Coleco spot pitching its table-top game consoles, all three segments of the amusement industry are being represented on television in a positive light. And word around the industry is that an entire television show is being devoted to the gaming phenomenon within the coming months, in addition to a Saturday morning animated series about the adventures of "Pac-Man." Since all the vid machines use modified television screens, it's only logical that the TV airwaves be used as an advertising medium for the products.



**A NEW ERA IN JUKES** — Stern Electronics, Inc. representatives proudly exhibited their ultra-modern coin-op phonograph system, the Video Music Center, at the National Restaurant Assn. Show in Chicago recently. Shown with the unit at the Show are members of Stern's marketing and engineering teams (l to r): Lou Rudoiph, Lou Stanley, Paul Ziehm, John White, Tom Campbell and Luran Bromley.

## Sega Moves Against Locations In Japan Operating 'Ripoff' Vid Games

LOS ANGELES — An executor of the Kofu District Court in Japan has seized unlicensed copies of Sega Enterprises, Inc. video games from two locations operated by Taito Shoji K.K., pursuant to a preliminary injunction order obtained by the electronic amusement manufacturing company. Although Sega has enacted tough legal measures against the manufacturers and distributors of so-called "ripoff" games for some time, the actions taken against Shoji mark the first step in a new effort to wipe out the unauthorized units from operator locations.

The investigation into Shoji's alleged illegal activities began making headway last October, when Sega obtained its first preliminary injunction order against Shoji to halt its making and using of boards for a game called "Frog," which bore similar themes, motifs and designs of Sega's popular "Frogger" coin-op machine. Investigations made in April and May further uncovered Shoji's use of clone versions based on the vid giant's successful "Zaxxon" product. Due to these transgressions, Sega filed the injunction orders, and,

following the District Court's issuance of the order on June 9, an executor from the judiciary body traveled to locations where the copycat game machines were opened and infringing circuit boards were removed and confiscated. Those units which could not be opened, were attached by the Court and placed under its seal.

During the course of this year, Sega has been embroiled in a full-scale war on counterfeit games both here and abroad, with aggressive legal actions ranging from civil suits for damages to criminal complaints being lodged against anyone handling pirated versions of the coin-op machines.

### AVMDA Meeting

(continued from page 29)

newly-named Amusement Games Manufacturer's Assn. (AGMA). The 115 page guide, mailed to members of all three organizations, contains 11 chapters covering such areas as the anti-game phenomenon, a brief history of the coin-operated game industry and facts and fiction about the coin-op business.

Supplementing the manual is an eight page brochure entitled "Facts about Video Games and Game Centers," which is meant to be distributed free to local school officials, legislative members and business people. The brochure, which stresses games as a wholesome form of entertainment, follows a question & answer format, covering such often-asked queries as "Are video games addictive?" and "Do young people congregating at amusement centers increase the crime rate?"

### Stroud Resigns VP Post At Cinematronics

LOS ANGELES — David Stroud recently resigned as vice president, marketing, for Cinematronics, Inc., an El Cajon, Calif.-based manufacturer of coin-operated video amusements, in order to pursue other interests in the industry. Steven Blattspieler, Cinematronics' national sales manager, will assume Stroud's corporate responsibilities.



**MONTE CARLO GATHERING** — Bally Midway recently hosted a meeting in Monte Carlo for its European distributors. Pictured are (l-r): Einar Askvig, Bally Continental — Antwerp; Tom Nieman, Bally Pinball Division; Chuck Farmer, Bally Pinball Division; Nieman; Farmer;



Hans Kloss, Gunter Wulff Apparatebau — Berlin; Harmut Hauffe, Wulff-Automaten — Hanover; Roger Lambrechts, Bally Continental — Antwerp; Dave Adams, Bally Continental — England; Nieman; and Bob Deith, Ruffler & Deith — England.





# FAIR WARNING!

## (Part II)

### WILLFUL COPYRIGHT INFRINGEMENT IS A FEDERAL CRIME! (Now strengthened by Tougher Criminal Penalties)

On May 24, 1982 PRESIDENT REAGAN signed into law provisions amending the Criminal Copyright Infringement Provisions of Federal Law which toughen criminal penalties for those found guilty of pirating and counterfeiting copyrighted audio visual works. The amendments provided in part:

#### “PIRACY AND COUNTERFEITING AMENDMENTS ACT OF 1982

Section 506 (a) CRIMINAL INFRINGEMENT - ‘Any person who infringes a copyright willfully and for the purposes of commercial advantage or private financial gain shall be punished as provided in section 2319 of Title 18.’

#### Section 2319 - CRIMINAL INFRINGEMENT OF A COPYRIGHT...

- ‘(b) Any person who commits an offense under subsection (a) of this section –
- ‘(1) Shall be fined not more than \$250,000 or imprisoned for not more than FIVE YEARS, or both if the offense...
- ‘(c) is a second or subsequent offense...where a prior offense involved...a motion picture or other audiovisual work.’”

The new law additionally provides for a fine of \$25,000 and IMPRISONMENT UP TO A YEAR for the reproduction or distribution of pirated audiovisual works for less than sixty-five (65) copies but more than seven (7) copies during any 180-day period. Knowingly trafficking in counterfeit labels affixed or designed to be affixed to a copy of an audiovisual work may result in fines up to \$250,000 or IMPRISONMENT UP TO FIVE (5) YEARS OR BOTH.

The penalties for trafficking in counterfeit or infringing games by some manufacturers, distributors, and operators is clearly of greater concern than ever. These companies undermine the creativity which is essential to the life of this industry.

Because of the additional serious nature and attention given to the problem of criminal copyright infringement and trafficking of counterfeit labels, Bally Midway now gives notice that it intends to seek criminal prosecutions to the new limits of the law against any such companies in cases of willfull infringement of its copyrights in GALAXIAN™, PAC-MAN™, RALLY-X™, GORF™, WIZARD OF WOR™, OMEGA RACE™, GALAGA™, KICK-MAN™, BOSCONIAN™, MS PAC-MAN™, ROBBY ROTO™, SOLAR FOX™, and all other video games manufactured and released by Bally Midway as well as UNAUTHORIZED ENHANCEMENT or SPEED UP-KITS. Bally Midway will additionally seek to enforce its private rights by civil actions against infringers for injunctions, damages and profits. Bally Midway further places the business community on notice that it intends to enforce its copyrights and trademark rights against those infringing or trafficking in counterfeit labels on merchandising products other than video games. The new Piracy and Counterfeiting Amendments Act of 1982 will supplement and strengthen every available legal action that Bally Midway will take to protect its proprietary rights in its original and highly successful video games.

*Bally*

MIDWAY MFG. CO. Franklin Park, Illinois 60131





## AROUND THE ROUTE

(continued from page 31)

stock of Dale Electronics, Inc. held by The Lionel Corporation for a purchase price of \$26,000,000. Such stock constitutes approximately 82% of the presently outstanding stock of Dale. In addition, Williams would assume certain liabilities of Lionel totalling several million dollars. Lionel has advised Williams that the commencement of active negotiations is contingent upon the receipt by Lionel of an independent appraisal with respect to the terms of the proposed transaction. The proposed transaction would be subject, among other things, to the negotiation of a mutually satisfactory purchase agreement and the approvals of the boards of directors of Williams and Lionel and the Bankruptcy Court administering Lionel's Chapter IX proceedings. Dale, which is not involved in Lionel's Chapter 11 proceedings, designs, manufactures and sells electronic components, principally resistors and resistor networks.

Art Kohrman, manager of quality assurance at SEGA/Gremlin, has been elected chairman of the San Diego Chapter of the American Society of Quality Control. Kohrman took office and began directing the activities of the 470-member organization on June 11. "Art's contribution in establishing and managing our strict quality standards here at SEGA/Gremlin is testimony to his qualifications for this leadership position," said Duane Blough, president of Gremlin Industries, Inc. "We are pleased that an organization such as this which is dedicated to high quality has recognized Art with the chairman post." Worldwide, the American Society of Quality Control has more than 35,000 members. The Society provides a forum for the dissemination and exchange of information directed to better quality assurance practices and procedures. It provides a network of professional expertise to establish international quality standards in the design and manufacture of wide range of commercial and military equipment and products. Kohrman has long been active in the Quality Control Society, serving as vice chairman of the San Diego Chapter in 1980-81 and as an International Quality Control Conference Committeeman in 1973-75.

## CALENDAR

- July 16-17: Montana Coin Machine Operators Assn.; annual convention; Outlaw Inn; Kalispell.
- Sept. 10-12: North & South Carolina state associations joint meeting; Radisson Plaza Hotel; Charlotte.
- Sept. 24-25: West Virginia Music & Vending Assn.; annual convention; Ramada Inn; South Charleston.
- Oct. 7-10: NAMA national convention; The Rivergate; New Orleans.
- Nov. 17-20: AMOA international convention; Hyatt Regency Hotel; Chicago.
- Nov. 18-20: IAAPA annual convention; Bartle Hall; Kansas City.

## Stern Scores Big Hit At Restaurant Show

CHICAGO — Stern Electronics, Inc. recently displayed its new coin-operated phonograph, the Video Music Center, at the National Restaurant Assn. Show here where it received a positive response from conventioners. The

VMC's 19-inch color video monitor displays up to 200 song titles, credits and location information, while an 80-character moving line on the bottom of the screen can be programmed to exhibit advertising or other messages.

Designed and developed by Universal Research Laboratories, Inc., a subsidiary of Chicago-based Stern Electronics located in Elk Grove Village, Ill., the VMC is encased in

a sleek, futuristic-looking cabinet featuring a special slot which accepts dollar bills. In addition to the new juke, Stern also showed its "Frenzy," "Amidar" and "Orbitor I" amusement games at the gathering.

"All equipment shown received excellent reaction," said Tom Campbell, Stern's director of marketing. "The show provided broad location exposure for our entire product line."

## New Equipment

### Space Cowboys

"Cosmic Gunfight," the new thrill-a-second pin game from Williams Electronics, Inc., features such state-of-the-art distinctions as a Multi-Lane Change, Multi-Ball; Bonus Multiplier and Extra Ball in addition to introducing a new gimmick called the Cosmic Ball. A four-player, single level machine, Cosmic Gunfight is meant for the pinball purist who also seeks new types of specials and bonuses for maximum scores.

The Cosmic Ball feature is activated when a player scores all nine A, B and C lights. This entitles the player to qualify for 30-99 seconds (operator adjustable) of unlimited balls after the last regular ball is used up. During the course of regular game play, players can increase their Cosmic Ball time by three seconds whenever a three bank set of drop targets is completed. In addition, each second of Multi-Ball play adds to the final time of Cosmic Ball action, up to 99 seconds. When playing Cosmic Ball, hitting all of the three drop target banks in sequence awards the player a Special.



Cosmic Gunfight's backglass and playfield are attractive, colorful depictions of gangs of intergalactic cowboys riding robot-like horses and engaging in an outer space range war.



player must bounce all the enemy particles inside the lethal outer wall of the reactor. While all this is happening, the inner core of the reactor expands, shrinking the available playing area.

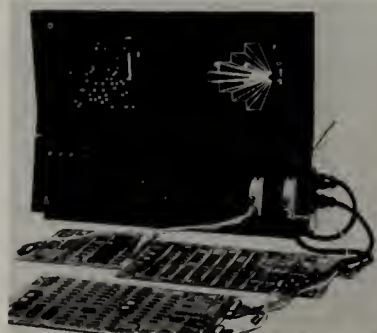
Later in the game, screens replace the reactor's core with a virulent, swirling vortex. Decoys, reactor control rods, bonus bounce chambers are just a few of the other factors players can utilize to rack up points. The unit is equipped with two speakers for sound effects, an "Enemies Left" readout that alerts the player of remaining obstacles and a "Hot Score" display where the top players can mark their initials for all to see. Reactor can be played on various levels, ranging from a relatively simple beginner's grade to a more challenging, complex matrix.

### Atari Test Unit

A new programmable Test Station, the "PAT 9000," is being introduced by Atari. It offers many special features to simplify troubleshooting procedures for faulty logic boards.

The system was designed to allow more ease in testing the operation of an Atari coin-operated video game by enabling the technician to remove the printed circuit board from the cabinet and then test the board.

The PAT 9000 is capable of testing more than just the main logic board on both Color QuadraScan and Color



Rastar systems. The audio amplifiers and voltage regulators on the Regulator/Audio boards can be powered up and tested with the main logic board. Trak Ball steering boards can also be tested with or without the mechanical Trak Ball unit itself.

Special features include dual logic board testing, which allows the technician to compare the signals of a suspected faulty board with those of a known good board without the bother of constantly swapping boards. This is particularly useful with today's signature analysis troubleshooting techniques.

Additionally, it will store pulses appearing on the game RESET trace, which is lit up by an LED display, indicating if the RESET trace has been pulsed. This affords the technician freedom to come and go during the actual testing cycle.

The new system allows the greatest amount of technician maneuverability with a feature that permits a stream of pulses to be sent along a switch input automatically, thus allowing the technician to manipulate the logic board with his free hand.

### Secret Maze

Exidy announced the release of its newest video game, "Pepper II," a colorful secret maze game where the player controls Pepper, a lively character who is usually an angel but at times takes on



a devilish twist to provide fun and challenge for the player.

In the play process Pepper explores four sides of a cube for hidden areas, leaving tracks resembling a zipper as he goes along. Once he's enclosed an area with tracks, a colorful pattern fills it in and points are awarded.

Among obstacles Pepper must avoid during his voyage are Roaming Eyes and Whippersnapper, which is a bright crimson enemy who unzips any of Pepper's tracks not fully enclosing an area. When Pepper encloses an area containing a pitchfork, he turns into a devil for a few seconds. At this point, he can capture the Roaming Eyes for points but the Whippersnapper still remains a deadly threat.



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(SEE FORM PAGE 34)



# THE JUKEBOX PROGRAMMER

July 10, 1982

\* indicates new entry

## POP

- 1 **ROSANNA**  
TOTO (Columbia 18-02811)
- 2 **HURTS SO GOOD**  
JOHN COUGAR (Riva/PolyGram R 209)
- 3 **DON'T YOU WANT ME**  
THE HUMAN LEAGUE (A&M/Virgin 2397)
- 4 **CAUGHT UP IN YOU**  
.38 SPECIAL (A&M 2412)
- 5 **EYE OF THE TIGER**  
SURVIVOR (Scotti Bros./CBS ZS5-02912)
- 6 **LOVE'S BEEN A LITTLE BIT HARD ON ME**  
JUICE NEWTON (Capitol P-B-5120)
- 7 **ALWAYS ON MY MIND**  
WILLIE NELSON (Columbia 18-02741)
- 8 **LET IT WHIP**  
DAZZ BAND (Motown 1609MF)
- 9 **ONLY THE LONELY**  
THE MOTELS (Capitol PB-5114)
- 10 **PLAY THE GAME TONIGHT**  
KANSAS (Kirshner/CBS ZS5-02903)
- 11 **KEEP THE FIRE BURNIN'**  
REO SPEEDWAGON (Epic 14-02967)
- 12 **EBONY AND IVORY**  
PAUL McCARTNEY (Columbia 18-02860)
- 13 **DANCING IN THE STREET**  
VAN HALEN (Warner Bros. WBS 7-29986)
- 14 **GOING TO A GO-GO**  
THE ROLLING STONES (Rolling Stones/Atco RS 21301)
- 15 **CRIMSON AND CLOVER**  
JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-144)
- 16 **HOLD ME**  
FLEETWOOD MAC (Warner Bros. 7-29966)
- 17 **DO I DO**  
STEVIE WONDER (Tamla/Motown 1612TF)
- 18 **TAINTED LOVE**  
SOFT CELL (Sire SRE 40655)
- 19 **HEAT OF THE MOMENT**  
ASIA (Geffen GEF 50040)
- 20 **ISLAND OF LOST SOULS**  
BLONDIE (Chrysalis 2603)
- 21 **I FOUND SOMEBODY\***  
GLENN FREY (Asylum E-47466)
- 22 **PERSONALLY**  
KARLA BONOFF (Columbia 18-02805)
- 23 **ABRACADABRA**  
THE STEVE MILLER BAND (Capitol PRO-9785)
- 24 **THIS MAN IS MINE**  
HEART (Epic 14-02925)
- 25 **WASTED ON THE WAY**  
CROSBY, STILLS & NASH (Atlantic 4058)
- 26 **IT'S GONNA TAKE A MIRACLE**  
DENIECE WILLIAMS (ARC/Columbia 18-02812)
- 27 **HARD TO SAY I'M SORRY\***  
CHICAGO (Full Moon/Warner Bros. 7-29979)
- 28 **THE OTHER WOMAN**  
RAY PARKER, JR. (Arista AS 0669)
- 29 **VACATION\***  
GO-GO's (I.R.S./A&M IR-9907)
- 30 **BODY LANGUAGE**  
QUEEN (Elektra E-47452)

## COUNTRY

- 1 **I DON'T THINK SHE'S IN LOVE ANYMORE**  
CHARLEY PRIDE (RCA PB-13096)
- 2 **TAKE ME DOWN**  
ALABAMA (RCA PB-13210)
- 3 **'TIL YOU'RE GONE**  
BARBARA MANDRELL (MCA-52038)
- 4 **ANY DAY NOW**  
RONNIE MILSAP (RCA PB-13216)
- 5 **DON'T WORRY 'BOUT ME BABY**  
JANIE FRICKE (Columbia 18-02859)
- 6 **HONKY TONKIN'**  
HANK WILLIAMS, JR. (Elektra E-47462)
- 7 **LOVE'S BEEN A LITTLE BIT HARD ON ME**  
JUICE NEWTON (Capitol P-B-5120)
- 8 **SLOW HAND**  
CONWAY TWITTY (Elektra E-47443)
- 9 **RING ON HER FINGER, TIME ON HER HANDS**  
LEE GREENWOOD (MCA-52026)
- 10 **WOULD YOU CATCH A FALLING STAR**  
JOHN ANDERSON (Warner Bros. WBS 50043)
- 11 **SO FINE**  
OAK RIDGE BOYS (MCA-52065)
- 12 **ARE THE GOOD TIMES REALLY OVER**  
MERLE HAGGARD (Epic 14-02894)
- 13 **SLOW DOWN**  
LACY J. DALTON (Columbia 18-02847)
- 14 **NOBODY**  
SLYVIA (RCA PB-13223)
- 15 **LISTEN TO THE RADIO**  
DON WILLIAMS (MCA 52037)
- 16 **HEARTBREAK EXPRESS**  
DOLLY PARTON (RCA PB-13234)
- 17 **I DON'T CARE**  
RICKY SCAGGS (Epic 14-02931)
- 18 **AIN'T NO MONEY**  
ROSANNE CASH (Columbia 18-02937)
- 19 **HEAVENLY BODIES**  
EARL THOMAS CONLEY (RCA PB-13246)
- 20 **LOVE'S FOUND YOU AND ME**  
ED BRUCE (MCA-52036)
- 21 **BORN TO RUN**  
EMMYLOU HARRIS (Warner Bros. 7-29993)
- 22 **WOMEN DO KNOW HOW TO CARRY ON**  
WAYLON JENNINGS (RCA PB-13257)
- 23 **OH GIRL**  
CON HUNLEY (Warner Bros. WBS 50058)
- 24 **CHEATER'S PRAYER**  
THE KENDALLS (Mercury/PolyGram 76155)
- 25 **FOOL HEARTED MEMORY\***  
GEORGE STRAIT (MCA-52066)
- 26 **I'M GONNA HIRE A WINO TO DECORATE OUR HOME**  
DAVID FRIZZELL (Warner/Viva WBS 50063)
- 27 **WHATEVER\***  
THE STATLER BROTHERS (Mercury/PolyGram 76162)
- 28 **EVERYTIME YOU CROSS MY MIND**  
RAZZY BAILEY (RCA PB-13084)
- 29 **YOU TURN ME ON I'M A RADIO\***  
GAIL DAVIES (Warner Bros. 7-29972)
- 30 **I DON'T KNOW WHERE TO START**  
EDDIE RABBITT (Elektra E-47435)

## BLACK CONTEMPORARY

- 1 **LET IT WHIP**  
DAZZ BAND (Motown 1609MF)
- 2 **DO I DO**  
STEVIE WONDER (Tamla/Motown 1612TF)
- 3 **DANCE WIT' ME**  
RICK JAMES (Gordy/Motown 1619GF)
- 4 **EARLY IN THE MORNING**  
THE GAP BAND (Total Experience/PolyGram TE-8201)
- 5 **CUTIE PIE**  
ONE WAY (MCA 52049)
- 6 **I REALLY DON'T NEED NO LIGHT**  
JEFFREY OSBORNE (A&M 2410)
- 7 **STREET CORNER**  
ASHFORD & SIMPSON (Capitol P-B-5109)
- 8 **SOUP FOR ONE**  
CHIC (Mirage/Atlantic WTG 4032)
- 9 **WE GO A LONG WAY BACK**  
BLOODSTONE (T-Neck/CBS ZS5-02825)
- 10 **KEEP ON**  
"D" TRAIN (Prelude PRL 8049)
- 11 **TOO LATE**  
JUNIOR (Mercury/PolyGram 76150)
- 12 **EMERGENCY**  
WHISPERS (Solar/Elektra S-48008)
- 13 **(SITTIN' ON) THE DOCK OF THE BAY**  
THE REDDINGS (Believe In A Dream/CBS ZS5-02836)
- 14 **STANDING ON THE TOP — PART 1**  
THE TEMPTATIONS featuring RICK JAMES (Gordy/Motown 1616GF)
- 15 **LOVE ME DOWN**  
ATLANTIC STARR (A&M 2420)
- 16 **FLIRT**  
CAMEO (Chocolate City/PolyGram CC 3233)
- 17 **IT'S GONNA TAKE A MIRACLE**  
DENIECE WILLIAMS (ARC/Columbia 18-02012)
- 18 **THE REAL DEAL**  
THE ISLEY BROTHERS (T-Neck/CBS ZS5-02985)
- 19 **AND I AM TELLING YOU I'M NOT GOING**  
DREAMGIRLS (Geffen 7-29983)
- 20 **THE OTHER WOMAN**  
RAY PARKER, JR. (Arista AS 0669)
- 21 **LET ME GO**  
RAY PARKER, JR. (Arista AS 0695)
- 22 **OLD FASHIONED LOVE**  
SMOKEY ROBINSON (Tamla/Motown 1615TF)
- 23 **CHEATING IN THE NEXT ROOM**  
ZZ HILL (Maiaco 2079)
- 24 **FORGET ME NOTS**  
PATRICE RUSHEN (Elektra E-47427)
- 25 **JUST AN ILLUSION**  
IMAGINATION (MCA 52067)
- 26 **LOVE IS IN CONTROL (FINGER ON THE TRIGGER)\***  
DONNA SUMMER (Geffen 7-29982)
- 27 **AMERICAN MUSIC\***  
POINTER SISTERS (Planet/RCA JH-132540)
- 28 **THE VERY BEST IN YOU**  
CHANGE (RFC/Atlantic 4027)
- 29 **JUMP TO IT\***  
ARETHA FRANKLIN (Arista AS 0699)
- 30 **SOMETHING ABOUT THAT WOMAN**  
LAKESIDE (Solar/Elektra S-48009)

## OPERATORS PICKS

Russ Mawdsley, Jr. (Russell-Hall, Inc., Holyoke)  
**AMERICAN MUSIC** — Pointer Sisters — Planet/RCA  
 Vic McCarthy (Catskill Amusements, Inc., Hurleyville)  
**HOLD ME** — Fleetwood Mac — Warner Bros.  
 Brad Hama (A.H. Entertainers, Inc., Rolling Meadows)  
**WASTED ON THE WAY** — Crosby, Stills & Nash — Atlantic

## RECORDS TO WATCH

**LOVE WILL TURN YOU AROUND** — Kenny Rogers — Liberty  
**NOTHING BEHIND YOU, NOTHING IN SIGHT** — John Conlee — MCA  
**SHE'S NOT REALLY CHEATIN'** — Moe Bandy — Columbia  
**DANCING YOUR MEMORY AWAY** — Charly McLain — Epic  
**ON THE FLOOR** — Fatback — Spring/PolyGram  
**WHEN YOU TOUCH ME** — Skyy — Salsoul/RCA  
**SO FINE** — Howard Johnson — A&M  
**INSIDE OUT** — Odyssey — RCA

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