

# CASHBOX

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Ronnie McDowell

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## EDITORIAL

## Endless Possibilities

The formation of Jerry Weintraub's and Dr. Armand Hammer's joint venture to promote cultural exchanges with Russia and China is something that all in the entertainment industry can take some pride in. While much of the world has become increasingly polarized (with little wars popping up seemingly everywhere), this act of friendship among some of the world's greatest powers shows that it doesn't really have to be that way.

While no one is saying that this deal will bring about world peace and brotherhood, it is refreshing to see those in the entertainment and arts world able to transcend politics and extend the hand of friendship. And maybe, if we can all get a better un-

derstanding of each other through projects like this, who knows what it might mean for future relations?

But beyond the political implications of this deal (the principals rightly insist that it is "apolitical"), it is exciting to think of what projects might come out of this venture. In the field of pop music, vast new markets for domestic product that could provide a shot in the arm for the industry might be opened.

In addition, who knows what kind of pop music could find its way to our shores from those two vastly different environments? If the trials and tribulations of the English economy can produce that country's unique brand of rock music, what might we find in Russia and China? The possibilities seem endless.

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### ON THE COVER

Although Ronnie McDowell debuted in the record industry with "The King Is Gone," his tribute to Elvis Presley, he is by no means an Elvis imitator. McDowell has gone on to carve out his own niche in the country field, with his unique brand of pop/country yielding such Top 10 country singles as "Wanderin' Eyes" and "Older Women." His husky voice is equally adept at interpreting such ballads as "I Just Cut Myself."



Rather than mask his efforts in elusive subtleties, producer Buddy Killen has been able to find McDowell songs with giant, reach-out-and-grab-you hooks that make his records instantaneously memorable. Likewise, female country fans are as often as not enraptured by his well-styled physical appearance and provocatively postured lyrical content. "Step Back," the latest flicker from his Epic album "Love To Burn," adds fuel to the fire behind McDowell's continually building reputation.

## TOP POP DEBUTS

<b>SINGLES</b>	<b>68</b>	<b>PRESSURE</b> — Billy Joel — Columbia
<b>ALBUMS</b>	<b>122</b>	<b>ACTING VERY STRANGE</b> — Mike Rutherford — Atlantic

### POP SINGLE

**ABRACADABRA**  
The Steve Miller Band  
Capitol

### B/C SINGLE

**JUMP TO IT**  
Aretha Franklin  
Arista

### COUNTRY SINGLE

**WHAT'S FOREVER FOR**  
Michael Murphey  
Liberty

### JAZZ

**HANDS DOWN**  
Bob James  
Tappan Zee/Columbia

## NUMBER ONES



Steve Miller

### POP ALBUM

**AMERICAN FOOL**  
John Cougar  
Riva/PolyGram

### B/C ALBUM

**JUMP TO IT**  
Aretha Franklin  
Arista

### COUNTRY ALBUM

**ALWAYS ON MY MIND**  
Willie Nelson  
Columbia

### GOSPEL

**PRECIOUS LORD**  
Al Green  
HI/Myrhh

# CASH BOX TOP 100 SINGLES

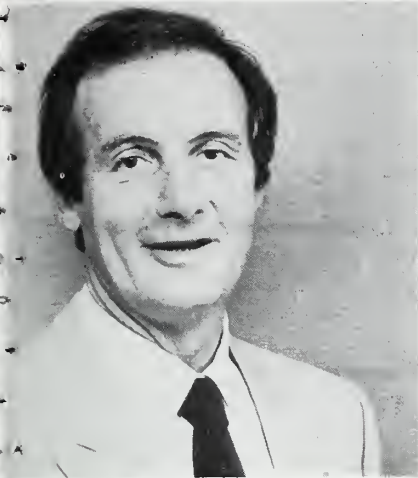
September 25, 1982

		Weeks On 9/18 Chart			Weeks On 9/18 Chart			Weeks On 9/18 Chart			
<b>1</b>	<b>ABRACADABRA</b> THE STEVE MILLER BAND (Capitol P-5126)	1	18	<b>34</b>	<b>YOU DON'T WANT ME ANYMORE</b> STEEL BREEZE (RCA PB-13282)	37	5	<b>67</b>	<b>I'M SO EXCITED</b> POINTER SISTERS (Plenet/RCA JH-13327)	82	2
<b>2</b>	<b>JACK &amp; DIANE</b> JOHN COUGAR (Rive/PolyGram R-210)	3	10	<b>35</b>	<b>DO YOU WANNA TOUCH ME (OH YEAH)</b> JOAN JETT & THE BLACKHEARTS (Boardwalk NB-11-150-7)	29	9	<b>68</b>	<b>PRESSURE</b> BILLY JOEL (Columbia 38-03244)	—	1
<b>3</b>	<b>HARD TO SAY I'M SORRY</b> CHICAGO (Full Moon/Werner Bros. 7-29979)	2	17	<b>36</b>	<b>BIG FUN</b> KOOL & THE GANG (Da-Lite/PolyGram DE 822)	39	5	<b>69</b>	<b>CLOSE ENOUGH TO PERFECT</b> ALABAMA (RCA PB-13294)	89	4
<b>4</b>	<b>YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU</b> MELISSA MANCHESTER (Arista AS 0676)	4	18	<b>37</b>	<b>YOU KEEP RUNNIN' AWAY</b> .38 SPECIAL (A&M 2431)	40	7	<b>70</b>	<b>I ONLY WANT TO BE WITH YOU</b> NICOLETTE LARSON (Warner Bros. 7-29948)	81	9
<b>5</b>	<b>EYE OF THE TIGER</b> SURVIVOR (Scotti Bros./CBS ZS5 02912)	5	17	<b>38</b>	<b>HEARTLIGHT</b> NEIL DIAMOND (Columbia 18-03219)	50	3	<b>71</b>	<b>HOT IN THE CITY</b> BILLY IDOL (Chryselis 2805)	57	12
<b>6</b>	<b>EYE IN THE SKY</b> THE ALAN PARSONS PROJECT (Arista AS 0696)	7	12	<b>39</b>	<b>JOHNNY CAN'T READ</b> DON HENLEY (Asylum 7-69971)	43	7	<b>72</b>	<b>YOUNG LOVE</b> AIR SUPPLY (Arista AS 1005)	83	2
<b>7</b>	<b>VACATION</b> GO-GO'S (I.R.S./A&M IR-9907)	6	13	<b>40</b>	<b>WASTED ON THE WAY</b> CROSBY, STILLS & NASH (Atlantic 4058)	18	14	<b>73</b>	<b>AMERICAN MUSIC</b> POINTER SISTERS (Plenet/RCA YB-13254)	51	14
<b>8</b>	<b>I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR)</b> MICHAEL McDONALD (Warner Bros. 7-29933)	9	8	<b>41</b>	<b>EVEN THE NIGHTS ARE BETTER</b> AIR SUPPLY (Arista AS 0692)	24	16	<b>74</b>	<b>ROCK THIS TOWN</b> STRAY CATS (EMI America B-8132)	90	2
<b>9</b>	<b>SOMEBODY'S BABY</b> JACKSON BROWNE (Asylum 7-69982)	11	9	<b>42</b>	<b>HOLDIN' ON</b> TANE CAIN (RCA PB-13287)	46	7	<b>75</b>	<b>LOVE ME TOMORROW</b> CHICAGO (Full Moon/Werner Bros. 7-29911)	—	1
<b>10</b>	<b>BLUE EYES</b> ELTON JOHN (Geffen 7-29954)	10	11	<b>43</b>	<b>YOU DROPPED A BOMB ON ME</b> THE GAP BAND (Total Experience/PolyGram TE8203)	47	7	<b>76</b>	<b>HE COULD BE THE ONE</b> JOSIE COTTON (Elektra E-47481)	67	6
<b>11</b>	<b>WHO CAN IT BE NOW?</b> MEN AT WORK (Columbia 18-02888)	12	12	<b>44</b>	<b>SWEET TIME</b> REO SPEEDWAGON (Epic 14-03175)	48	5	<b>77</b>	<b>RIBBON IN THE SKY</b> STEVIE WONDER (Tamle/Motown 1639TF)	89	2
<b>12</b>	<b>HOLD ME</b> FLEETWOOD MAC (Warner Bros. 7-29966)	8	15	<b>45</b>	<b>UP WHERE WE BELONG</b> JOE COCKER AND JENNIFER WARNES (Island/Atco 79996)	53	5	<b>78</b>	<b>WHAT ABOUT ME</b> MOVING PICTURES (Network/Elektra 7-69952)	86	2
<b>13</b>	<b>YOU CAN DO MAGIC</b> AMERICA (Capitol B-5142)	15	9	<b>46</b>	<b>VALLEY GIRL</b> FRANK ZAPPA/MOON ZAPPA (Barking Pumpkin/CBS W5902972)	52	11	<b>79</b>	<b>BURNING DOWN ONE SIDE</b> ROBERT PLANT (Swen Song/Atco 7-99979)	87	2
<b>14</b>	<b>HURTS SO GOOD</b> JOHN COUGAR (Rive/PolyGram R 209)	13	23	<b>47</b>	<b>LET IT BE ME</b> WILLIE NELSON (Columbia 18-03073)	49	8	<b>80</b>	<b>ALL OF MY LOVE</b> BOBBY CALDWELL (Polydor/PolyGram PD 2212)	88	2
<b>15</b>	<b>TAKE IT AWAY</b> PAUL McCARTNEY (Columbia 18-03018)	14	12	<b>48</b>	<b>STEPPIN' OUT</b> JOE JACKSON (A&M 2428)	55	6	<b>81</b>	<b>SOMEDAY, SOMEWAY</b> MARSHALL CRENSHAW (Warner Bros. 7-29974)	66	12
<b>16</b>	<b>ONLY TIME WILL TELL</b> ASIA (Geffen 7-29970)	16	10	<b>49</b>	<b>ATHENA</b> THE WHO (Warner Bros. 7-29905)	58	4	<b>82</b>	<b>KIDS IN AMERICA</b> KIM WILDE (EMI America P-B-8110)	68	19
<b>17</b>	<b>HOLD ON</b> SANTANA (Columbia 18-03160)	21	7	<b>50</b>	<b>I NEED YOU</b> PAUL CARRACK (Epic 14-03146)	60	4	<b>83</b>	<b>TAINTED LOVE</b> SOFT CELL (Sire SRE 40655)	73	35
<b>18</b>	<b>BREAK IT TO ME GENTLY</b> JUICE NEWTON (Capitol B-5148)	22	6	<b>51</b>	<b>LOVE COME DOWN</b> EVELYN KING (RCA PB-13273)	59	5	<b>84</b>	<b>AMERICAN HEARTBEAT</b> SURVIVOR (Scotti Bros./CBS ZS4 03213)	—	1
<b>19</b>	<b>MAKE BELIEVE</b> TOTO (Columbia 18-03143)	19	8	<b>52</b>	<b>I GET EXCITED</b> RICK SPRINGFIELD (RCA PB-13303)	62	3	<b>85</b>	<b>LOVE OR LET ME BE LONELY</b> PAUL DAVIS (Arista AS 0697)	71	11
<b>20</b>	<b>HEART ATTACK</b> OLIVIA NEWTON-JOHN (MCA-52100)	27	4	<b>53</b>	<b>WORKIN' FOR A LIVIN'</b> HUEY LEWIS AND THE NEWS (Chryselis 2630)	56	6	<b>86</b>	<b>GET UP AND GO</b> GO-GO'S (I.R.S./A&M IR-9910)	—	1
<b>21</b>	<b>DON'T FIGHT IT</b> KENNY LOGGINS WITH STEVE PERRY (Columbia 18-03192)	26	5	<b>54</b>	<b>THINK I'M IN LOVE</b> EDDIE MONEY (Columbia 18-02964)	34	14	<b>87</b>	<b>AND I AM TELLING YOU I'M NOT GOING</b> JENNIFER HOLLIDAY (Geffen 7-29983)	75	13
<b>22</b>	<b>LET ME TICKLE YOUR FANCY</b> JERMAINE JACKSON (Motown 1628MF)	25	10	<b>55</b>	<b>I WILL ALWAYS LOVE YOU</b> DOLLY PARTON (RCA PB 13280)	41	9	<b>88</b>	<b>SHE LOOKS A LOT LIKE YOU</b> CLOCKS (Boulevard/CBS ZS5 03075)	77	5
<b>23</b>	<b>NEVER BEEN IN LOVE</b> RANDY MEISNER (Epic 14-03032)	23	9	<b>56</b>	<b>THEMES FROM E.T.</b> WALTER MURPHY (MCA-52099)	32	9	<b>89</b>	<b>OUT OF WORK</b> GARY U.S. BONDS (EMI America B-8117)	81	16
<b>24</b>	<b>LOVE IS IN CONTROL (FINGER ON THE TRIGGER)</b> DONNA SUMMER (Geffen 7-29982)	17	14	<b>57</b>	<b>TAKE THE L.</b> THE MOTELS (Capitol B-5149)	64	4	<b>90</b>	<b>A PENNY FOR YOUR THOUGHTS</b> TAVARES (RCA PB-13292)	—	1
<b>25</b>	<b>I RAN (SO FAR AWAY)</b> A FLOCK OF SEAGULLS (Jive/Arista VS102)	28	12	<b>58</b>	<b>I'M THE ONE</b> ROBERTA FLACK (Atlantic 4068)	36	9	<b>91</b>	<b>NIGHT SHIFT</b> QUARTERFLASH (Werner Bros. 7-29932)	74	7
<b>26</b>	<b>LOVE WILL TURN YOU AROUND</b> KENNY ROGERS (Liberty P-B-1471)	20	13	<b>59</b>	<b>SOUTHERN CROSS</b> CROSBY, STILLS & NASH (Atlantic 7-89969)	76	2	<b>92</b>	<b>SAD HEARTS</b> THE FOUR TOPS (Caseblanca/PolyGram NB2353)	85	4
<b>27</b>	<b>THE ONE YOU LOVE</b> GLENN FREY (Asylum 7-69974)	31	6	<b>60</b>	<b>HE GOT YOU</b> RONNIE MILSAP (RCA PB-13266)	63	6	<b>93</b>	<b>HEY, E.T.</b> DICKIE GOODMAN (Extran 601)	95	3
<b>28</b>	<b>WHAT'S FOREVER FOR</b> MICHAEL MURPHEY (Liberty B-1466)	30	10	<b>61</b>	<b>MACHINERY</b> SHEENA EASTON (EMI America B-8131)	65	4	<b>94</b>	<b>DON'T YOU WANT ME</b> THE HUMAN LEAGUE (Virgin/A&M 2397)	78	30
<b>29</b>	<b>NOBODY</b> SYLVIA (RCA PB-13223)	42	6	<b>62</b>	<b>STILL IN THE GAME</b> STEVE WINWOOD (Island 7-29940)	44	9	<b>95</b>	<b>ROSANNA</b> TOTO (Columbia 18-02811)	84	24
<b>30</b>	<b>VOYEUR</b> KIM CARNES (EMI America B-8127)	33	6	<b>63</b>	<b>ONLY THE LONELY</b> THE MOTELS (Capitol B-5114)	54	22	<b>96</b>	<b>WORDS</b> MISSING PERSONS (Capitol B-5127)	91	13
<b>31</b>	<b>GYPSY</b> FLEETWOOD MAC (Warner Bros. 7-29918)	45	4	<b>64</b>	<b>THE LOOK OF LOVE (PART ONE)</b> ABC (Mercury/PolyGram 76166)	70	3	<b>97</b>	<b>OH JULIE</b> BARRY MANILOW (Arista AS 0698)	79	9
<b>32</b>	<b>GLORIA</b> LAURA BRANIGAN (Atlantic 4048)	35	13	<b>65</b>	<b>MICKEY</b> TONI BASIL (Chryselis 2638)	72	3	<b>98</b>	<b>LET IT WHIP</b> THE DAZZ BAND (Motown 1609MF)	94	22
<b>33</b>	<b>JUMP TO IT</b> ARETHA FRANKLIN (Arista AS 0699)	38	6	<b>66</b>	<b>NEW WORLD MAN</b> RUSH (Mercury/PolyGram 76179)	80	2	<b>99</b>	<b>LET ME GO</b> RAY PARKER, JR. (Arista AS 0895)	93	10
								<b>100</b>	<b>IF THE LOVE FITS WEAR IT</b> LESLIE PEARL (RCA PB-13235)	92	19

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

A Penny For (Kenny Nolan/Downtown — ASCAP) . . . 90	ASCAP . . . . . 20	Let Me Tickle (Black Stallion — ASCAP/Fat Jack The Second — BMI) . . . . . 22	Someday, Someway (Balwin-Mills/MHC—ASCAP) . . . 81
Abacadabra (Sailor — ASCAP) . . . . . 1	Heartlight (Stonabridga/New Hiddan Vellay — ASCAP/Carole Bayar Sager — BMI) . . . . . 38	Love Come Down (Music Corp. Of America/Kashif — BMI) . . . . . 51	Southern Cross (Kanwood/CatPach — BMI/Gold Hill — ASCAP) . . . . . 59
All Of My Lova (Bobby Caldwell/Happy Stapchild — BMI) . . . . . 80	Hey E.T. (Para-Sac — SESAC) . . . . . 93	Love Is In Control (Yellowbrick Road — ASCAP/Rashida — BMI/Rodsongs — PRS) . . . . . 24	Steppin' Out (Albion — ASCAP) . . . . . 48
American Heartbeat (Holy Moly/Rude BMI/WB/Easy Action — ASCAP) . . . . . 84	Hold Me (Fleetwood Mac — BMI/Red Snapper — ASCAP) . . . . . 12	Love Me Tomorrow (Doubla Virgo/Foster Fraes/Irving — BMI) . . . . . 75	Still In The Game (Island Music/Blue Sky-Rider — BMI) . . . . . 62
American Music (Ensign/Parker McGaa — BMI) . . . . . 84	Hold On (Over The Rainbow — ASCAP/Merk-Cain — CAPAC) . . . . . 17	Love Or Lat (Porpate/Clarence Scarborough — BMI) . . . . . 85	Sweet Tima (Fata — ASCAP) . . . . . 44
And I'm Telling (Draamgirls — ASCAP/Draamattas — BMI) . . . . . 87	Holdin' On (Any Garaga/Pug Baker — BMI) . . . . . 42	Love Will Turn You (Llonsmata/Deb Deva/Blarpatch — ASCAP/BMI) . . . . . 26	Tainted Lova (Equinox — BMI) . . . . . 83
Athena (Towser Tunas — BMI) . . . . . 49	Hot In The City (Rara Blua/Bonaidol — ASCAP) . . . . . 71	Machinery (Dick James Music — BMI) . . . . . 61	Take It Away (MPL Communications — ASCAP) . . . . . 15
Big Fun (Delightful — BMI) . . . . . 36	Hurts So Good (Riva — ASCAP) . . . . . 14	Maka Believe (Hudmar — ASCAP) . . . . . 19	Take The L. (Excassiva/Clean Shaats — BMI) . . . . . 57
Big Fun (Delightful — BMI) . . . . . 36	I Keep Forgettin' (Ganaviave — ASCAP/Edzactly — BMI) . . . . . 8	Mickey (Chinnichap/Caraars — BMI) . . . . . 85	The Look Of Lova (Virgin/Chappell — ASCAP) . . . . . 64
Blue Eyes (Intarsong — ASCAP) . . . . . 10	I'm So Excited (Braintraa/Til Dawn/Blackwood — BMI) . . . . . 67	Never Bean In Lova (Colgams-EMI — ASCAP) . . . . . 23	The One You Love (Road Cloud/Night Rider — ASCAP) . . . . . 27
Break It To Me Gently (Northern MCA) — ASCAP . . . 18	I'm The Ona (Antilsia Music — ASCAP) . . . . . 58	Night Shift (New Hiddan Valley/Carola Bayar Segar /Narrow Duda/Bonnie Bee Good/WB — ASCAP) . . . 91	Themes From "E.T." (Music Corp. Of America — MCA — BMI) . . . . . 58
Burning Down (Flames Of Albion — ASCAP) . . . . . 79	I Get Excited (Robia Porter — BMI) . . . . . 52	Nobody (Tom Collins — BMI) . . . . . 29	Think I'm In Lova (Soft/Randy Oda — BMI) . . . . . 54
Close Enough To Perfect (Accradit/Raindance — BMI) . . . . . 69	I Need You (Plangant Visions — ASCAP) . . . . . 50	Oh Julie (Shaky Music Ltd.) . . . . . 97	Up Whara Wa (Famous — ASCAP/Ensign — BMI) . . . . . 45
Do You Wanna (Duchass-MCA — BMI) . . . . . 35	I Only Want (Chappel Music — ASCAP) . . . . . 70	Only The Lonely (Clean Shaats — BMI) . . . . . 63	Vacation (Soma Other/Daddy-Oh/Lyplinc — ASCAP) . . . . . 7
Don't Fight It (Milk Money — ASCAP/Lacay Blvd./Warner-Tamarlane/Body Electric — BMI) . . . 21	I Ran (Zomba Ent. — BMI) . . . . . 25	Only Tima (WB/Almond Legg edm. by WB/Ackee — ASCAP) . . . . . 16	Valley Girl (Munchkin Music) . . . . . 46
Don't You Want (Virgin/Chappell/Sound Diagrams — ASCAP) . . . . . 94	I Will Always (Valvet Appia Music — BMI) . . . . . 55	Out Of Work (Bruce Springsteen — ASCAP) . . . . . 89	Voyeur (Moonwindow/Hitching — ASCAP) . . . . . 30
Even The Nights (Hall-Clamant — BMI) . . . . . 41	If The Love Fits (Michael O'Conner — BMI/O'Conner Songs — ASCAP) . . . . . 100	Pressura (Joal Songs — BMI) . . . . . 88	Wasted On The Way (Putzy Putzy — ASCAP) . . . . . 40
Eye In The Sky (Woolfongs Ltd./Carraars — BMI) . . . 6	Jack & Diane (Riva — ASCAP) . . . . . 2	Ribbon In The Sky (Jobete/Black Bull — ASCAP) . . . 77	What About Me (Australan Tumblaweed — BMI) . . . . . 78
Eye Of The Tiger (Holy Moly/Ruda — BMI/WB/Easy Action — ASCAP) . . . . . 5	Johnny Can't Read (Cass County/Kortchmar — ASCAP) . . . . . 39	Rock This Town (Zomba — BMI) . . . . . 74	What's Forever (Trae — BMI) . . . . . 28
Get Up And Go (Daddy Oh/Lip Sync — ASCAP) . . . . . 86	Jump To It (Uncia Ronnia/s/April/Sunset Burgandy — ASCAP) . . . . . 33	Rosanna (Hudmar — ASCAP) . . . . . 95	Who Can It Be (April Music Pty. — BMI) . . . . . 11
Gloria (Sugarongs — BMI) . . . . . 32	Kids In America (Finchley — ASCAP) . . . . . 82	Sad Hearts (MCA — ASCAP) . . . . . 92	Words (Private Parts — ASCAP) . . . . . 98
Gypsy (Fleetwood Mac/Welsh Witch — BMI) . . . . . 31	Let It Be Ma (MCA Music — BMI) . . . . . 47	She Looks A Lot (Who's Hugh/Masked Men — BMI) . . . 88	Workin' For A Livin' (Hulex — BMI) . . . . . 53
Hard To Say (Doubla Virgo — ASCAP/Foster Fraeza — BMI) . . . . . 3	Let It Whip (Ujima/Macvacalac — ASCAP) . . . . . 98	Somebody's Baby (Jackson Browne/Kortchmar — ASCAP) . . . . . 9	You Can Do (April/Russell Bellerd Ltd. — ASCAP) . . . 13
He Could Be The Ona (Talavox/House Of Paina — BMI/Headstack/Painful Songs — ASCAP) . . . . . 76	Let Ma Go (Raydiola — ASCAP) . . . . . 99		You Don't Want (Tonaman/Wood Street — ASCAP) . . . 34
He Got You (Chriswood — BMI/Murfaazongs — ASCAP) . . . . . 60			You Droppd (Total Experience — BMI) . . . . . 43
Heart Attack (Stephan A. Kipner/April/Paul Bliss —			You Kaap (Rocknocker/Easy Action/W.B. — ASCAP) . . . . . 37
			You Should (Warner-Temerlane/Body Electric — BMI) . . . . . 4
			Young Love (Careers/Bestell Reynolds — BMI/Riva — PRS) . . . . . 72

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



Jerry Weintraub



Dr. Armand Hammer

## Weintraub Teams With Hammer On Russia/China Deal

by Richard Imamura

LOS ANGELES — Jerry Weintraub, chairman of Management III, and Dr. Armand Hammer, chairman of Occidental Petroleum, have joined in a unique venture to promote entertainment and cultural exchanges with Russia and China. Encompassing a wide variety of fields — motion pictures, TV programs, records, dance, theater, sports, audio and video tapes and publications — the joint venture will be on a scale unprecedented in modern history.

The venture — to be known as Jerry Weintraub/Armand Hammer Prods. in the U.S. and Armand Hammer/Jerry Wein-

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## Pioneer Laserdisc Program Signals Software Emphasis

by Michael Glynn

LOS ANGELES — As the saying goes, "if you can't beat 'em, join 'em." Taking a tip from its rivals in the videodisc business and employing what is commonly referred to as a "razors and blades" marketing strategy, Pioneer Video has been enjoying a sharp upward surge in the sales of its laser optical player units and discs since mid-summer. The catalyst for this sales spree has been a program running since August at a number of Pioneer Video dealers across the country, such as Southern California's Federated chain, which has allowed retailers to heavily discount its VP-1000 player to as little as \$349, in order to promote its software.

According to Pioneer Video president Ken Kai, the company has seen a tremendous influx of new titles since June, which he also attributes directly to the turnaround in the company's and the laserdisc system's fortunes.

"We switched our marketing philosophy

to more of a software-oriented approach," said Kai in a **Cash Box** interview last week, "and we introduced our new LD-1100 high-end videodisc player."

Perhaps most importantly, though, Pioneer now has "a good supply of laserdisc titles, including CX-encoded product," he noted, stressing a buildup of music programming.

Commenting on what was a dearth of software for his system when compared to that available for RCA SelectaVision's, Kai said, "Maybe I was in the business two years too early."

"Now, the quality of software is stabilized and with 25 new titles coming out every month, the laserdisc system is beginning to look very real in many peoples' eyes."

Of the August promotion, which is still running at a number of outlets, Kai said, "We offered the same program to every Pioneer Video retailer." He pointed out that setting the price on the VP-1000, which carries a suggested list of \$749, was left up to the individual dealer, with the result that some chains, like Federated, opted to offer the player for \$388 with the discs remaining at full price, while others, such as the national Video Concepts web, held the player at \$699 but included 10 free laserdiscs.

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## CBS To Acquire MGM/UA's Music Publishing Unit

NEW YORK — CBS, Inc. and MGM/UA Entertainment Co. last week executed a letter of intent covering the purchase by CBS of MGM/UA's music copyrights. The move was revealed jointly by Thomas H. Wyman, president and chief executive officer, CBS Inc., and Frank Rothman, chairman and chief executive officer, MGM/UA. The purchase price, to be determined by a final accounting, is expected to be about \$70 million.

In addition to acquiring the MGM/UA catalog, which includes more than 50,000 titles, CBS will enter into a co-publishing agreement with MGM/UA for the right to music created for motion picture and audio visual productions released over the next five years. CBS will also have rights of first negotiation to distribution of new MGM/UA movie soundtracks as recordings over the next five years.

The MGM/UA music copyrights will be consolidated with the catalog of CBS Songs, which is headed by Michael

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## Hopeful Dealers Offer Ways To Better The Fourth Quarter

by Jim Bessman

NEW YORK — With the economy still gripped by recession, it comes as no surprise that record merchants are not as buoyant in their projections for the upcoming fourth quarter as has traditionally been the case. Realizing that this year's holiday buying season may be more seriously affected by economic conditions than ever before, dealers contacted by **Cash Box** are full of suggestions for helping make the fourth quarter as strong as many feel it can be.

The most popular and obvious suggestion offered was cutting list prices. "The only thing that can get our business rolling is list price reduction," said George Balicky, vice president of merchandising at National Record Mart's Pittsburgh headquarters.

### Price Resistance

Balicky said he was "not optimistic" about the prospects for a strong fourth quarter, and neither was John Marmaduke, president and chief operating officer of Amarillo, Tex.'s Western Merchandisers, who predicted a soft quarter, down a little from last year. "We're seeing a lot of price resistance now," said Marmaduke. "Some really big records weren't big because of it,

like the McCartney, for example, which would have sold five million a couple years ago."

Marmaduke added that without a price reduction, a "\$50 million advertising budget" would be required to convince skeptical consumers of the value of prerecorded music. "It's cheaper to lower prices," he concluded.

Evan Lasky, president of Denver's Dan-Jay Music, the one-stop affiliated with Budget Tapes & Records, agreed. "As more time goes by, I'm convinced that pricing is the biggest problem, that we're pricing ourselves out of the market. Still, I'm cautiously optimistic about Christmas, out of a feeling that when people go out and shop, they'll find that it's still cheaper to buy a record as a present."

For Ralph King, vice president of marketing at Record Bar, the trick is to "convince buyers of neckties and socks that records make a better gift." To do so, his chain is readying an active fall promotional schedule which goes beyond the norm. Usually Record Bar cuts off its Christmas promotion on Nov. 1 to let the holidays take care of themselves. This year,

however, the stores' campaign, set to kick off Sept. 29, will run through Dec. 8. Without getting into specifics, King said that its "unique concepts" would give better prices, incentives and rewards for shopping early.

### Note Of Optimism

Jay Perloff, assistant buyer at Philadelphia's Universal One-Stop quoted a local R&B tip sheet for his belief that "record dollars are not out there — they have to be earned with good, aggressive business." Like King, Perloff felt that above all, this Christmas was a time for very strong promotion, such as the NARM "Gift of Music" campaign, and recognized, as did Show Industries' president Lou Fogelman, the intense competition from other leisure time products including video games and toys. Still, Perloff felt that the fourth quarter would be "fantastic," as the companies were releasing product by such various "heavyweights" as Bruce Springsteen, Billy Joel, Rush, and Kool & The Gang. Fogelman, whose company operates the Music Plus retail chain and City One-Stop wholesaler, also credited the "big hitters" for his optimistic projections.

At Washington, D.C.'s Waxie Maxie chain, general manager David Blaine said that as the labels gear up to pump large amounts of key product into the marketplace, "traditional" sales tactics still hold for the Christmas season. "Our people on the

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## Wide Range Of Promotions Announced For CMA Week

by Richard Imamura and Tom Roland

LOS ANGELES — A number of promotions touting Country Music Month in October are currently in the works. Ranging from the work surrounding the annual Country Music Week/Grand Ole Opry Birthday Celebration to radio promotions to support for retail, the promotions will blanket the month of October with a variety of messages designed to heighten public awareness that it is a special time for country music.

The Country Music Assn. (CMA) has taken the lead in pursuing official recognition with requests to President Ronald Reagan and the 50 state governors to proclaim October "Country Music Month." Once these are obtained, the CMA will distribute the proclamations to country radio stations to read over the air.

The CMA has also designed a poster for

in-store use that features pictures of the 1982 nominees for the CMA Entertainer of the Year award — Alabama, Barbara Mandrell, Willie Nelson, the Oak Ridge Boys and Ricky Skaggs. According to the CMA's Judy Ayers, about 5,000 posters have already been ordered by retail chains ranging in size "from three to 400 stores."

## Compleat Entertainment Establishes Full-Service Group In Nashville

by Tom Roland

NASHVILLE — Compleat Entertainment Corp., a Nashville-based full-line entertainment firm handling all genres of music, has been formed by three music industry executives — Charles Fach, William G. Hall and Irwin H. Steinfeld. The company is being financed by Jacques-Miller, Inc., a Nashville investment agency, and distribu-

tion for the record label has been arranged through PolyGram Records, which will also handle all U.S. marketing and related activities for the fledgling company.

Fach, who was most recently president of PolyGram-associated production company Muslverse, will act as president, while Hall and Steinfeld will serve as direc-

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Music Month.

In addition, the CMA has arranged for the syndicated TV show *Hee Haw* to include tags touting October as Country Music Month.

Another nationwide promotion in support of Country Music Month will be waged by Haas-Hudgins, a music marketing firm based in Dallas, in conjunction with RCA, CBS, Warner Bros., PolyGram and Elektra. The Haas-Hudgins promotion, set to air on 50 country radio stations nationwide, will feature 36 different artists in daily spots that tie in directly with Country Music Month.

The Haas-Hudgins package consists of five parts: artist IDs, LPs for giveaways, calendars that spell out the "artist of the day" schedule, TV spots and weekend trips for two to Texas.

### 'Artist Of The Day'

Under the Haas-Hudgins plan, each day, the particular "artist of the day" will be

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## BUSINESS NOTES

## Gov. Brown Signs Sales Tax Law

LOS ANGELES — The California music industry won a major victory on Sept. 10 when Gov. Edmund G. Brown, Jr. signed AB 2871 into law, rescinding a retroactive sales tax on master recording production that had been redefined by the State Board of Equalization (SBE) earlier this year.

Under the SBE's interpretation, independent record producers, engineers and studios became subject to state sales tax for all personal services rendered leading to the fabrication of a master tape, retroactive to 1976. The signing of AB 2871 halted a diatribe between the four-man panel constituting the SBE and the California Entertainment Organization (CEO) — a group comprised of producers, engineers and studio owners that sought to have the retroactive tax abolished.

According to CEO president David Rubinson, his organization will meet with the board members over the next few months to draft new regulations for the record industry in the wake of AB 2871's passage. The CEO leader further stated that many members of the recording trade will file for refunds on the approximately \$1 million in taxes already paid by members.

The controversy began early this year when the SBE "reinterpreted" an existing law that passed in 1975 excluding record companies from California sales tax of the sale on master sound recordings, along the same lines as legislation enacted in 1933 that exempted the movie industry from paying sales taxes on the production of film negatives and distribution rights. The SBE reinterpreted the 1975 decision, claiming independent providers of services who aided the production of a master tape had to pay sales taxes.

## A&amp;M Meet Celebrates 20th Anniversary

LOS ANGELES — A&M Records recently held an international conference here for its affiliates in celebration of the label's 20th anniversary. The three-day gathering (Aug. 29-31) featured a new music preview presentation, highlighted by a special listening party of the new Supertramp album, "Famous Last Words." Other events included a Go-Go's concert at the Hollywood Bowl, a special showcase performance at the Roxy by Bryan Adams and Willie Phoenix, and a four-hour yachting cruise.

The Supertramp album was debuted for attending international guests, label executives and staff at the home of group member Rick Davies. A tentative release date for the album has been set for Oct. 26.

Among the new product previewed at another presentation were songs by Y&T, Espionage, The Payolas, The Europeans, Burning Rome, Philip Jap, Robert Williams, Police frontman Sting's song, "Spread A Little Happiness," from the film *Brimstone*, Lani Hall, the title track from a forthcoming Andy Summers/Robert Fripp LP entitled "I Advance Masked," Peter Frampton, Dance Class, the Brothers Johnson, Captain Sensible, Mental As Anything, Chas Jankel, The Spoons, Chris de Burgh and Janet Jackson.

In addition to A&M chairman Jerry Moss and international vice president Jack Losmann, other A&M executives that were present and participated in various panel discussions included Jordan Harris, vice president, A&R; Mike Noble, director, A&R, A&M/UK; Harold Childs, senior vice president; Martin Kirkup, vice president, artist development; and Bob Reitman, vice president, marketing services.

In summing up the conference, Losmann said, "The conference was a positive shot in the arm for all attending as it again established A&M's dedication and enthusiasm to break new acts and successfully market our artists worldwide."

## Fame Captures Four Emmy Awards

LOS ANGELES — The NBC-TV series *Fame*, based upon Alan Parker's hit MGM motion picture, took four awards out of the six categories it was nominated in Sept. 12 during the early ceremonies for the Academy of Television Arts & Sciences Emmy Awards, honoring primarily behind-the-camera crafts and technical accomplishments. *Fame* won for choreography (Debbie Allen), art direction-series (Ira Diamond and Joseph Stone); cinematography-series (William W. Spencer) and individual achievement - special class (costume designer Marilyn Matthews).

In the music-oriented categories in which awards were presented the same evening, Emmy winners included *Little House on the Prairie*, music composition - series (David Rose); *The Princess and The Cabbie*, music composition - limited series or special (Patrick Williams); *Night of 100 Stars*, music direction (Elliot Lawrence, Bill Elton, Tommy Newsom, Torrie Zito, Lanny Meyers and Jonathan Tunick); *Shirley MacLaine . . . Illusions*, music and lyrics (Larry Grossman, Alan Buz Kohan); and *La Boheme Live From The Met*, classical program in the performing arts (Michael Bronson, Clement D'Alessio).

In all, 31 Emmy awards were handed out Sept. 12. Emmys in another 27 categories were awarded during the televised ceremonies Sept. 19, originating from the Pasadena Civic Auditorium.

## Thrd RIAA/NARM Traffic Workshop Set

NEW YORK — The third and last 1982 Traffic & Transportation Workshop for the recording industry, titled "Basic Functions and Responsibilities of the Traffic Department," will be held Oct. 7 from 9:00 a.m. to 3:30 p.m. at WEA Corp. headquarters in Burbank, Calif. The workshop covers the shipping and receiving of audio and video products and is sponsored by the Recording Industry Assn. of America (RIAA) in cooperation with the National Assn. of Recording Merchandisers (NARM).

Members of the RIAA and RIAA/VIDEO Traffic Committee and representatives from Behme Assoc., consultant to RIAA, will conduct the sessions at the one-day workshop. Topics and speakers are: "Selecting Carriers and Routing Shipments," Maurice Thibodeau, PolyGram Records, and Joseph Kisala, Behme Assoc.; "Describing and Releasing Freight," Donna Behme of Behme Assoc.; "Receiving Freight," David Goldstein, CBS/Fox Video; "Paying Freight Bills," Joseph Kisala; "Claims — Loss & Damage and Overcharge and Duplicate Payment," Bud Levinson, Capitol Records; and "Effective Communication," Donna Behme and David Goldstein.

An open discussion and an optional tour of a nearby manufacturing/distribution facility will follow the formal workshop program.

Cost for the day's program is \$75 and includes text materials, continental breakfast, lunch and afternoon snack.

Registration is limited, so requests should be made as soon as possible and sent with a check to: Stephen Tralman, RIAA, 888 Seventh Avenue, New York, N.Y. 10106, or Mickey Granberg, NARM, P.O. Box 1970, Cherry Hill, N.J. 08034.

## NARM Independent Distributions Meet Set For November

NEW YORK — The National Assn. of Recording Merchandisers (NARM) Independent Distributors Conference, set for Nov. 4-6 at the Inter Continental Hotel and Spa in Ft. Lauderdale, Fla., will be the organization's first major meeting of independent distributors and manufacturers in the nearly 20 years that independent distributors have been a part of NARM. The meeting is themed "Vote Independent: Your Distribution Force" and is sponsored by the Independent Distributors Advisory Committee. Its two immediate goals are improving communication between indie distributors and their counterparts in the manufacturing community, and improving the skills of distributors' middle management people in sales, marketing, radio promotion and buying.

The advisory committee consists of chairman James Schwartz, Schwartz Bros., Inc.; Tony Dalesandro, M.S. Distributing, who is also the conference chairman; Jack Bernstein, Pickwick International; John Cassetta, Alpha Distributing; Bud Daily, Big State Distributing; Warren Hildebrand, All South Dist.; Steve Marmaduke, Western Merchandisers; Ronald Schafer, Piks Corp.; Joe Simone, Progress Record Dist.; and Jerry Winston, Malverne Dist.

The committee has named an Independent Manufacturers Advisory Committee to deal with communication with manufacturers. That group is comprised of Martin Kasen, Ambassador; Aaron Levy, Arista Records; Irv Biegel, Boardwalk Records; Sal Licata, Chrysalis Records; Phil Jones, Fantasy/Prestige/Milestone Records; Mike Lushka, HighRise Entertainment; Irv Schwartz, Kid Stuff Records; Jay Lasker, Motown Records; Joe Fields, Muse Records; Marvin Schlachter, Prelude Records; Joe Robinson, Sugar Hill Records; and Roland Lundy, Word, Inc. Their initial meeting with the distributors advisory group at the Conference will be followed by regularly scheduled meetings throughout the year.

## Opening Session

Manufacturing involvement in the conference is also evident in the opening business session, where Biegel, who is Boardwalk's executive vice president and general manager, will be the featured speaker. Later in the day, a panel made up of four manufacturers and four distributors will discuss "Our Independent Platform." The panel members are: Motown's Lasker, Arista's Levy, Chrysalis' Licata, Sugar Hill's Robinson, Pickwick's Bernstein, Alpha's Cassetta, M.S.'s John Salstone, and Sandy Skeie of Pacific Record & Tape. Piks Distributing's Schafer is the moderator.

Improving the skills of distributors' middle management people will be emphasized throughout the conference. The opening luncheon will separately group sales/marketing personnel, buyers and radio promotions people so that people in the same positions in distribution companies throughout the country can meet each other. Friday afternoon seminars dealing with each level of distributor personnel will provide the basis for panel discussions Saturday morning, in which manufacturers and distributors will

(continued on page 15)

## Studios File Largest Piracy Suit In History

NEW YORK — Civil actions involving copyright infringement were brought against 10 video retailers last week by 12 major motion picture producers in what is regarded as the largest simultaneous series of civil suits issued against commercial dealers trading in pirated materials in the history of the movie industry.

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## REVIEWS

## ALBUMS

## OUT OF THE BOX



UTOPIA — Network 60183-1 — Producers: Todd Rundgren and Utopia — List: 8.98 — Bar Coded

Utopia's label debut for Network may not have the political acumen of its last release, "Swing To The Right," but it does feature a bevy of upbeat tunes geared for hook-conscious listeners, including a catchy opening track, "Liber-tine," the sexually hip "Neck on Up" and an optimistic pop-rocker entitled "Say Yeah." A free 12" EP with five extra songs provides another plus for consumers and hopefully will help the LP reach way beyond Rundgren's faithful cult following. AOR, Top 40 and progressive pop outlets, take notice.

## FEATURE PICKS

## POP

SECURITY — Peter Gabriel — Geffen GHS 2011 — Producers: David Lord and Peter Gabriel — List: 8.98 — Bar Coded

Cerebral lyrics matched with adventurous music has always been the former Genesis leader's forte, and on his most recent effort, he comes through with a batch of challenging aural soundscapes capable of propelling listeners to different levels of consciousness. Progressive rock PDs will immediately find a wide spectrum of tunes to add to their playlists, while more conventional AOR stations should groove on songs like "Shock The Monkey" and "Wallflower." A superlative late-night, headphone experience for lovers of spacy yet introspective melodies.

PSYCHEDELIC DREAM — Various Artists — Columbia C2 38025 — Producers: Various — List: None — Bar Coded

Owsley's orange sunshine may be gone but the music of the psychedelic age lives on, thanks to anthologies like "Nuggets," and this new two-record set that chronicles the acid rock genre, filled with hallucinogenic sonic effects and appropriately mind-blowing lyrics. Although the double album contains mostly minor tripster hits, there is a healthy helping of sugar cube classics such as Grace Slick & The Great Society's "White Rabbit," The Byrds' "Eight Miles High" and The Peanut Butter Conspiracy's "Too Many Do" included as well.

I SURRENDER — Arlan Day — CBS/Pasha ARZ 37693 — Producer: Larry Brown and Spencer Proffer — List: None — Bar Coded

Day, having entered the singles charts earlier this year with the title track off this LP, offers a brand of laid-back pop that's right for mellow AOR and A/C listeners who prefer their music stripped-down and frothy. Simple arrangements, tight instrumental accompaniment and Day's

(continued on page 8)

# Barbara Mandrell

HER BEAUTIFUL NEW ALBUM... HE SET MY LIFE TO MUSIC



WITH SPECIAL GUESTS:  
Blackwood Brothers  
Andrae Crouch  
Dottie Rambo  
B.J. Thomas

## REVIEWS

(continued from page 6)

gossamer vocals work in conjunction here with varying degrees of success. Attempts at rocking out ("Night Flight," "All Roads Lead Me To You") aren't nearly as engaging as the breezy, middle-of-the-road offerings in the vein of "Counting On You" or "Just Enough of a Good Thing" which he seems to have a natural gift for.

## BLACK CONTEMPORARY

**DISTANT LOVER** — Alphonse Mouzon — HighRise Entertainment HR 100AE — Producer: Alphonse Mouzon — List: 8.98

R&B, jazz, funk and classical forms dovetail in this exciting LP by the pianist from Larry Coryell's Eleventh House fusion ensemble, with accompaniment by some of the jazz world's finest artists, including Herbie Hancock, Stanley Clarke, Lee Ritenour, Tom Scott and Michael Brecker. Black contemporary and DOR aficionados should clamor over the tasteful assortment of fine selections here, particularly "Step Into The Funk" and "I Don't Want To Lose This Feeling," while "The Lady In Red" provides an instrumental interlude certain to arouse a positive response from jazz enthusiasts.

**LIVIN' IN THE NEW WAVE** — Andre Cymone — Columbia FC 38123 — Producer: Andre Cymone — List: None — Bar Coded

The TRON-like cover of this debut by the former Prince bassist and fellow Minneapolis musical wunderkind sums up the high-tech electronic direction of this LP. Sample the vocoderized "Get It Girl," the ballad "Baby Don't Go" (Stevie Wonder with circuits) or the title track with its jumpy video game melody. However, it's not without heart, soul and a little rock 'n' roll. Check out the neo-shoobie doo wop of "All I Need Is You" or the Cars-ish "Voice On The Radio" to see what we mean. Primarily for B/C but "Voice..." has strong crossover potential.

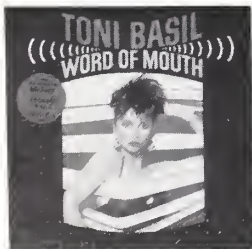
## GOSPEL

**HE SET MY LIFE TO MUSIC** — Barbara Mandrell — MCA/Songbird MCA-5330 — Producer: Tom Collins — List: 8.98 — Bar Coded

Mandrell has long wanted to release a gospel package, so, given the opportunity to put one together, she presents a set molded in grandiose fashion, including such guest performers as the Blackwood Brothers, Andrae Crouch, Dottie Rambo and B.J. Thomas. She mixes in standards like "What A Friend We Have In Jesus" with contemporary tunes like "I'm Yours, Lord" and, not surprisingly, a Kye Fleming-Dennis Morgan song, the title track.

## NEW AND DEVELOPING

**WORD OF MOUTH** — Toni Basil — Chrysalis CHR 1410 — Producers: Greg Mathleson and Trevor Velch — List: 8.98 — Bar Coded



Choreographer and video artist Toni Basil reveals yet another dimension of her many talents with this album of electronic rock and high energy pop music. The

monster cut on the disc is undoubtedly "Mickey," which hit #2 on the British charts, went all the way to the top in Australia, and could do equally as well in the States. Percolating rhythms abound here, making the platter a match for AOR, Top 40, DOR and progressive programmers.

**TO THE NIGHT** — Gary Harrison — Unicorn Unlc-9505 — Producers: Paul Leim, Joe Chemay, Ed Barton — List: 8.98

Although he hails from Memphis, Tenn.,

there's no trace of the country singer or southern boogie artist on this LP, just a competent array of mellow, Billy Joel-like ballads and rugged, tough and tumble rockers in the spirit of Springsteen and Seger. Harrison delivers a pleasant blend of soft and hard rock infused with passion and sensitivity.

**BURNING ROME** — A&M SP-4916 — Producers: Liam Sternberg and Ed Staslum — List: 8.98 — Bar Coded

Comprised of 22-year-old vocalist Vicki Thomas, ex-Clover drummer Micky Shine, Detroit axeman Steve Dougherty, and bassist Ron Murray, Burning Rome produces hard rock 'n' roll that focuses on fiery emotions. While Thomas' voice remains at an intense level for much of the LP, her full range is best demonstrated on tracks like "He's In Love," which begins as a plaintive ballad but soon escalates to a torrid howler.

**CATHOLIC GIRLS** — MCA-5350 — Producer: Evan Pace — List: 8.98 — Bar Coded

First impressions of Catholic Girls may tend to focus on the group's carefully cultivated "image", but repeated listenings to its debut LP should impress those cynics who doubt a quartet of parochial-schooled lasses could generate music. The Bells of St. Trinian's get-ups and titles like "God Made You For Me" will probably strike many real life rockers as being too precious, but beyond the girls' pose is a healthy wallop of power pop with many tunes, such as "Where Did I Go Wrong" and "Boys Can Cry," offering insightful vistas of teen angst.

## SINGLES

## OUT OF THE BOX



**PAUL McCARTNEY** (Columbia 38-03235)

**Tug Of War** (4:08) (MPL Communications, Inc. — ASCAP) (P. McCartney) (Producer: G. Martin)

The third single and title track from McCartney's strong current LP is an intriguing mix of the acoustic and the symphonic. Guitar blends with strings while Paul sings of the constant push and pull in our present lives and a more optimistic "time to come" when "we will be dancing to the beat played on a different drum."

## FEATURE PICKS

## POP

**CHICAGO** (Full Moon/Warner Bros. 7-29911)

**Love Me Tomorrow** (3:55) (Double Virgo Music/Foster Frees Music, Inc./Irving Music, Inc. — BMI) (P. Cetera, D. Foster) (Producer: D. Foster)

A flourish of thundering guitar riffs opens the followup to Chicago's top-charting

comeback "Hard To Say I'm Sorry," while a quiet interlude leads into the marching chorus. Like "Hard..." It's a very melodramatic piece that can't fall to capture pop attention.

**GO-GO'S** (I.R.S. IR-9910)

**Get Up And Go** (3:12) (Daddy Oh Music/Lip Sync Music — ASCAP) (C. Caffey, J. Wiedlin) (Producer: R. Gottehrer)

The girls crack out a tribal beat intro to this rousing pop/rock from the "Vacation" LP. The rhythm is as peppy as the title would indicate, with a few choruses of "Hey!" tossed in just to get the circulation moving.

**EDDIE MONEY** (Columbia 38-03252)

**Shakin'** (3:07) (Grajonca Music — BMI/Elizabeth Myers — ASCAP) (E. Money, R. Carter, E. Myers) (Producer: T. Dowd)

Pounding tom toms, slicing lead guitar and barrelhouse piano introduce this tough-as-nails second single from the "No Control" LP. Money is truly rockin' like he means it again, and the sh-sh-sh-shakin' chorus here is as infectious as the hook from the Top 20 "Think I'm In Love."

**BAD COMPANY** (Swan Song 7-99966)

**Electricland** (4:24) (Badco Music, Inc. — ASCAP) (P. Rodgers) (Producers: Bad Company)

Paul Rodgers and Co. haven't lost any of their smoky, blues rockin' edge, as the first single from the "Rough Diamonds" LP proves. The pulsing midtempo rhythm climaxes in Rodgers' patented wall and Mick Ralph's sharp solo bursts. Smoldering stuff for pop and AOR.

## BLACK CONTEMPORARY

**WHISPERS** (Solar 7-69965)

**Love Is Where You Find It** (3:51) (Spectrum VII/Yours, Mine & Ours/Wordwell Music — ASCAP) (M. Carroll) (Producers: Whispers)

The midtempo melody from the title track of the Whispers' current waxing lingers on in the memory long after the song is over. The harmonies are excellent as usual, caressed by the smooth as silk bass and guitar work. Satiny stuff for B/C.

**THE NEW BIRTH** (RCA JH-13300)

**Kute Girls** (3:09) (Lite Brite Music — BMI) (A. Hazelwood, J. Baker) (Producer: J. Baker)

The seminal rock/funk band New Birth has been resurrected, but from the cookin' sound of this rappin' jam, it hasn't been gathering cobwebs in the interim. Sounds like George Clinton meets Frank Zappa in the South Bronx.

**JENNIFER HOLLIDAY** (Geffen 8-29910)

**I Am Changing** (3:59) (Dreamgirls Music — ASCAP/Dreamettes Tunes — BMI) (T. Eyn, H. Hrieger) (Producer: D. Foster)

Jennifer Holliday encores her #1 chart showstopper "And I Am Telling You I'm Not Going" with another rousing number from the musical *Dreamgirls*. The slow, bluesy beginning reminds one of another Holliday (Billie, that is), but it builds into a finish almost equal to that of "And I Am Telling You..."

## NEW AND DEVELOPING

**FRIDA** (Atlantic 7-89984)

**I Know There's Something Going On** (4:06) (Russ Ballard Ltd./Island Music Ltd.) (R. Ballard) (Producer: P. Collins)



One-fourth of Sweden's ABBA takes solo flight in a pop/rock direction on this heavily echoed, percussive production directed by Genesis' Phil Collins. Staccato drum bursts and squealing guitars mark the title track from Frida's LP, a sharp Russ Ballard composition.

## NEW FACES TO WATCH



## Tane Cain

Long, blond and green-eyed, 24-year-old Tane Cain looks more like she belongs in the offices of the Ford Agency than in a recording studio. But for the Hawaiian-bred singer, whose self-titled debut album and first single, "Holdin' On," are climbing their way up the *Cash Box* charts, it is clear she's no model-turned-singer. "I take my music so seriously," she says with an appropriately earnest inflection. "It's always been music before anything with me."

Beginning with a cameo appearance on a TV western at the age of five, Cain's self-assured poise and desire to communicate was augmented by an intense private tutelage in singing, acting and dancing. At 17, she began singing in Northern California clubs with a Latin-style jazz band, Sweet Honesty, and eventually cut a single. "It was rock 'n' roll on one side and sort of a country crossover on the other," she recalls. "Really a funny combination. Hopefully, nobody will dig it up."

Following a brief trip to London, Cain returned to Los Angeles, where she worked as a photographer's model, promoting consumer products for *Vogue*, *Mademoiselle* and *Macy's*. But throughout this period, she continued to develop as a vocalist, taking cabaret work in Los Angeles, London and Las Vegas, an experience she describes as "a little bit scary." Not long afterwards, she elected to take a sabbatical from singing.

"I just quit for a while because I wanted to reevaluate what I was doing," she recalls. "I think that was a bit of good luck because it got my head back together."

The period of soul-searching seems to have paid off. Reaffirming her desire to make rock records, Cain went back to work with a vengeance and spent several years working on tracks with her guitarist, Tim Pierce. Along with bassist Rickie Phillips, formerly of The Babys, the three hammered out the sound that was to be the core of Cain's music. Her marriage to Journey keyboardist Jonathan Cain only fueled her desire to make rock records.

"I don't know if it's my looks or what," says Cain. "but people would always say 'be a country singer.' And I love country music, but I kept saying, 'I want to do rock 'n' roll.' And once I did my demo, (my husband) Jonathan and I said, 'hey, you can do it!'"

Aside from the direct influences of Pierce and Phillips, Cain names Ann Wilson of Heart and The Jefferson Starship as particular inspirations, but admits to influences that are "pretty broad. I'm fond of a lot of different types of artists," she says.

Loaded with straight-ahead rockers, her debut RCA LP "Tane Cain" exhibits a decidedly hard edge. "I was looking for a certain kind of sound," she explains. "Something sophisticated, a kind of sensual rock 'n' roll. We made a conscious decision not to have too many ballads and not to let it get cute. I wanted it to have a lot of emotion, I wanted it to get AOR acceptance, and I wanted people to believe it could work."

Cain will have the opportunity to convince them first hand in the fall, when she makes her first tour in support of the album, "I'm hoping that other people will take my music as seriously as I do," she says. "I think they are already, but I'd like to see it progress. I'm looking forward to the tour because it will help people to know that I'm for real."



## Weintraub Teams With Hammer On Russia/China Deal

(continued from page 5)

traub Prods. in Russia and China — will concentrate on three areas:

- Production of entertainment and cultural projects in Russia and China with both local talent and talent imported from the U.S. and other countries;
- Importing of entertainment and cultural projects produced in Russia and China to the U.S. and other world markets; and
- Exporting of entertainment and cultural projects to Russia and China for distribution there.

The new venture combines the resources of Weintraub — who is the personal manager for a number of show business personalities, including John Denver, Neil Diamond, Bob Dylan, Waylon Jennings, Wayne Newton, The Beach Boys, The Moody Blues, The Carpenters, Herb Alpert, Rick James, George Hamilton, John Davidson and the Pointer Sisters, as well as a veteran film, TV and theater producer — with those of Dr. Hammer, who has had close contacts over the years with both Russia and China and whose Armand Hammer Prods. has produced a number of film and TV projects.

"I am very, very excited about this project," said Weintraub, who will travel to both Russia and China in the near future to finalize projects and production schedules. "This is an apolitical venture, and we haven't had any problems at all. Dr. Hammer is tremendously respected in Russia and China, and that's made it a lot easier than it would have been without him."

Also involved in the project are Robert Finkelstein, Management III president; Mark Johnson, Management III vice president of production; and Kenneth Locker and James Pugash, executive producers for Armand Hammer Prods.

While no specifics have been made available, Finkelstein speculated that the first projects under the deal could come as soon as "the first of the year (1983)." The first projects would most likely be the sending of American and other product and projects to Russia and China, with projects produced in those countries and sent to America "maybe taking a little longer" to

implement, according to Finkelstein.

Finkelstein did add, however, that pop music would "play an important role" both ways — exporting to Russia and China and importing from those countries. "Negotiations are currently under way" for some of these projects, he said.

"There will be several criteria involved" in the actual selection of projects, Finkelstein explained. "We intend to make a profit, of course, but we will also be sensitive to any cultural differences.

"We will be looking at the marketplace, both general and segmented. If it makes sense for network TV, we will do it that way; but if it is more specialized and thus more suitable for cable TV, syndication, videocassette or videodisc or whatever, we'll do it that way," he added. "We are most enchanted with the variety of opportunities here."

While the official joining of Weintraub's and Dr. Hammer's resources has been a relatively new development, the project has been in the works for some time, according to Weintraub.

"It came about because Dr. Hammer originally wanted to take an artist or a group of artists over to Russia and China to do some concerts and films," he said. "Over time, it gradually evolved into this. He got the ball rolling, we both got pretty excited about it, and here we are."

### Prominent Figure

Weintraub has long been a prominent figure in the American entertainment industry. Besides his management company, he has produced 10 films, including *Diner*, *Nashville* and *Oh, God!* He also currently has four more film projects and a Broadway play in the works; and he recently announced the formation of International Broadcasting Systems (IBS), a firm that will produce product for the cable, pay and pay-per-view TV market.

Dr. Hammer, on the other hand, has risen to prominence in the international business field. Starting in the '20s, when he initiated grain trade between the U.S. and Russia, Dr. Hammer has maintained close ties with that country. Today, his Occidental Petroleum is one of the most significant industrial trading partners with Russia. While his involvement with China only began in 1979, Dr. Hammer and his company are currently involved in what has been characterized as "the world's largest transaction yet between a U.S. corporation and a Chinese-based company."

## Retailers Hopeful About 4th Quarter

(continued from page 5)

floor must try to show customers new things as well as ask what kind of music they're into. We must have tight and effective hands-on inventory control, so that when someone asks for the Clash LP with 'Rock The Casbah,' we'll know what it is and where it is." Blaine reported that fellow retailers in his area are also practicing the fundamentals through elaborate sales and motivational training meetings.

Product diversification was another important area cited. "We've loaded a lot into prerecorded cassettes, and last week we finished putting video games into all but three of our 18 stores," said Blaine, who was one of several merchants praising the recent manufacturer and retailer recognition of cassette strength for the configuration's fourth quarter sales potential. "We just completed a marketing study with WEA on their '2 on 1' tape packaging, and respondents were impressed by the amount of music and price point and aware of the value. But many consumers are waiting to see if other companies do the same before getting into it. That indicates a real interest that should be followed up."

Danjay's Lasky cited the WEA fall program's higher discount on cassettes. "Our bright spot is the fact that music is portable," he said. "The more we key on that fact, the more we push cassettes, the

better we can do."

Show Industries' Fogelman also saw promotion of cassettes as important for the quarter. "I'll tell you what will help this Christmas — what the retailers are presenting at NARM: The reduction of cassette prices to \$6.98 to see if it helps cassette sales. It could be revolutionary!"

Fogelman also suggested that superstar product might be released at \$6.98 list but with fewer tracks. Universal's Perloff also felt that a new \$6.98 list six-song disc configuration ("a little more than an EP but less than an LP at \$1 per song") would "explode."

### Catalog Dating

Besides keeping prices at reasonable levels and putting out hits, Fogelman said that the labels must provide dating on catalog. Recognition of the value of catalog was vitally important to Ben Karol, co-owner of King Karol in New York. "The roots of our business happen to be catalog," said Karol, adding that catalog product built over the last couple of generations is "our biggest promotional tool."

Noting that the majors have accumulated "thousands of masters that are really in demand," Karol said that retailers could sell from 5,000-10,000 copies of these titles. The labels, however, "put in 50,000 in twos, threes and fives and want to get paid 60

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## TOP 30 ALBUMS

	Weeks On 9/18 Chart		Weeks On 9/18 Chart
1	12	15	4
2	13	16	58
3	19	17	17
4	10	18	20
5	6	19	3
6	10	20	25
7	12	21	11
8	5	22	18
9	14	23	1
10	4	24	21
11	12	25	77
12	9	26	34
13	9	27	42
14	2	28	8
		29	33
		30	27

## ON JAZZ

**IT'S BEEN AWHILE** — During the last few months, West Coast newcomers like Palo Alto Jazz, Jazz Man and the Jazz Hounds labels have been pounding out product at an astonishing rate. But unfortunately, new product from the veteran Contemporary label has slowed to a trickle, with the historic record company concentrating instead on reissuing its nonpariel catalog of West Coast jazz and blues from the '50s and '60s. Happily, Contemporary is now set to break its silence on the new product front with a unique disc by vibraphonist **Bobby Hutcherson**, who, like Contemporary, has been uncharacteristically quiet these last few months. Normally an artist of prodigious outpourings, Hutcherson has been sidelined with a hand injury, the result of a mishap with a lawn mower. "I cut the tip of one of my fingers," Hutcherson recently told us, "and I wasn't supposed to play for a year. I just couldn't wait that long, though, and I only stopped for around three months." Despite the quickened recovery, the vibraphonist was still itching to get back to work. The results of his off-time meditations will soon be available as "Solo/Quartet," on Contemporary, a title that describes the settings without really doing justice to the project. On the quartet side, Hutcherson is joined by pianist **McCoy Tyner**, with whom Hutcherson has worked on-and-off as a sideman. The pianist's presence marks the first time in years that Tyner has consented to take a supporting role on another jazzers' album, and the foursome works its way



**DIZZY ON THE SQUARE** — Bebop giant **Dizzy Gillespie** recently kicked-off the first **Greenwich Village Jazz Festival** with a free concert in **Washington Square Park** that attracted 20,000. Pictured are (l-r): **Robert Frenay, Jr.**, festival co-producer; **Gillespie**; **Horst Liepolt**, festival coordinator; and **James Browne**, festival co-producer.

through a pair of originals and two standards. "It's nice to have a few tunes that people recognize," Hutcherson said of the selections, "especially if the others are originals. I think that's why people liked **Miles Davis** — he was always so good with the standards. I also have a good time playing them, especially the mushy ballads like 'Old Devil Moon,' which we do. I always liked that tune, although I hadn't played it until a few months before we recorded it." The disc's flip-side, featuring the solo recordings, is more percussion choir than solo foray. Using overdubs, Hutcherson performed pieces for vibraphone, marimba, bells and other mallet instruments. "I always wanted to do something like this to see if I could pull it off," he said. "Whenever I'd hear solo percussion I'd ask myself, 'how would I do it if it was me?' You just go about it differently when you have the chance, and I can't think of anybody doing anything quite like this." Aside from the Contemporary LP, Hutcherson has been gigging with his own group and working with the **Timeless All Stars**, as well as occasional dates with **Freddie Hubbard**, **Woody Shaw** and **Art Blakey**, mostly on the coast. But the vibraphonist's fans in Gotham can look forward to a November gig at the **Village Vanguard**.

fred goodman

## ASCAP Receipts Top \$124 Million; Court Battle Seen

LOS ANGELES — ASCAP receipts for the first eight months of 1982 were \$124.8 million, an increase of 19% over the \$104.9 million registered in the same period a year ago. The increase reflects a dramatic surge in foreign societies receipts, which more than doubled to \$17.3 million from \$8.6 million during the first eight months of 1981.

ASCAP projects that its year-end receipts will exceed last year's \$168.9 million despite a recent federal district court ruling which could cost ASCAP members up to \$17 million in local TV income by barring the practice of issuing blanket licenses, society president Hal David told writers and publishers gathered at the Beverly Hilton Hotel on Sept. 15.

According to David, ASCAP has already collected over \$30 million of revenue due from local TV this year. "This represents about 63.8 percent of the local television money we had budgeted," he said. "There are 17 million additional dollars we anticipated receiving this year, some of which may be at risk. In any case, this is less than 10 percent of our anticipated income for the year."

### Predicts Court Victory

While calling the district court's opinion "a major disappointment," David said he believes Federal Judge Lee P. Gagliardi's ruling was "based on an incorrect understanding of the facts of our industry." He went on to predict that ASCAP would ultimately prevail in a higher court, saying that CBS had fought against the same blanket licensing and subsequently lost the ruling.

Disbursement to ASCAP publishers and writers for the period rose by \$6.9 million to \$62.6 million from \$55.7 million in 1981. Disbursements from domestic sources totaled \$47.9 million, an increase of \$6.3 million over 1981's \$41.6. Foreign distribution was up slightly to \$14.7 million from last year's \$14.1 million.

On July 22, \$14.7 million was distributed to members from the following countries: England, \$7.3 million; France, \$3.2 million; Germany, \$2.5 million; Sweden, \$759,000; South Africa, \$331,000; and others, \$744,000. ASCAP will make a December foreign distribution of approximately \$14 million, the West Coast membership meeting was told.

## President Reagan Signs Broadcast Dereg. Bill

NEW YORK — President Ronald Reagan signed into law a bill permitting the Federal Communications Commission (FCC) to award broadcast licenses by lottery Sept. 13. The bill, public law 97-259, allows the FCC to award new licenses by a lottery system although it must give increased consideration to minority applicants regardless of their interest in the broadcasting profession, which would eliminate the comparative hearing method formerly used.

The bill leaves it to the FCC to work out the procedures for implementing this new method, which it will consider at its meeting Sept. 23. The new law is the second congressional attempt to get the FCC to adopt a lottery system for awarding new broadcast licenses. Last year, FCC Chairman Mark Fowler enraged Rep. Tim Wirth (D-Colo.) when he told him that the broadcast license lottery system enacted in the 1981 Omnibus Budget Bill was "unworkable." (Cash Box, Dec. 26, 1981)

Also included in the law are provisions allowing private entities to reimburse FCC employees for travel expenses, allowing illegal aliens to apply for radio operator permits and a rule providing for volunteers to administer amateur radio examinations.

## NPR Announces Details Of Home Taping Service

by Larry Riggs

NEW YORK — In the latest of its series of money-making ventures aimed at gaining independence from federal funding (Cash Box, July 3), National Public Radio (NPR) has pacted with the Codart Co. and Panasonic Corp. to broadcast pay-per-listen performances for home taping.

The system will work like this: Late at night, NPR outlets will broadcast albums and audio-adapted magazine articles listed in Codart's catalog. Codart subscribers, who pay monthly fees ranging from five dollars to \$15, will call 800 numbers and receive numbered codes for specific shows. They will enter these into specially manufactured Panasonic tape recorders and outboard adapters, which they will plug into their radios. Each program is encoded with an inaudible cue tone that activates the tape recorders when it begins and shuts it off when it is completed. The next morning, subscribers will be able to remove the completed tape from their recorders, which will retail for \$99.50.

NPR, Codart and Panasonic will all receive portions of the system's profits, but NPR spokeswoman Linda DeVillier declined to be more specific.

Codart has been test marketing its patented service at NPR station KQED/San Francisco, where it will inaugurate Oct. 17. Codart plans to debut it on a nationwide scale in mid-1983. Its first catalog will offer 60 LPs, 2/3 jazz and 1/3 classical music, to its subscribers. "We will begin offering rock music, sports and information programming when we get the service going on a national scale," said Alan Strachan, Codart president.

### Audio Magazines

One feature that Codart also plans to offer is magazines over the air. "We will try to make them more palatable in audio form," said Tom Warnock, NRP executive vice president.

Codart is reportedly negotiating with individual record companies and producers over copyright compensation, but was reluctant to release any details. "We're working that out on a company-by-company basis," said Strachan.

Initially, Codart plans to use jazz and classical albums that are already in the marketplace. "They may also want us to try out new artists," said Pat Templin, Codart vice president, licensing and planning. "It is totally up to the record companies to decide how they want to use us and for that reason, we've been sharing our market research with them."

Codart also has yet to resolve how it is going to pay mechanical royalties for the music it uses. The company reportedly spoke two years ago with Al Berman, president of the Harry Fox agency, which collects mechanical royalties, but no agreement has been reached.

One bug in the Codart system that may not affect it too much in the early stages but may become more important when it begins programming popular music, is that of home taping. Strachan said that as of now, there is no safeguard against non-subscribers taping the programming off the air except for what he termed a "hassle factor." "At night, we might run one jazz song, one classical piece and a half hour on the Middle East," he said. "If somebody wants to wait up all night to tape their songs, they can do it, but we think that the cost of our service is below that of the hassling factor."

(Neither Stanley Gortikov, president of the Recording Industry Assn. of America (RIAA) nor RIAA executive director Steven Traiman were available for comment on the home taping question.)

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## EXECUTIVES ON THE MOVE



Parkinson



Zanders



Siegel



Parker

**Parkinson Named** — A&M has announced that Michael Parkinson has been promoted to senior vice president/finance and administration, A&M Records. He has been with A&M for three years.

**Changes at Adamas** — Adamas Records has announced the appointment of Lyn Phillips to vice president of operations for the label. She formerly was general manager of Tom T. Hall Enterprises. Benny Kennerson has been named president of Fireside Recording Studio and senior vice president of creative projects of Adamas Records, the label which owns the studio. The studio was purchased earlier this year from entertainer Porter Wagoner by Kennerson and Shawnee, Okla. businessmen Mike Smith, Kraig Kendall and Terry West.

**Zanders Joins RCA** — Zeke Zanders has joined RCA Records as a black music promotion representative. During the past several years he has been active in black music promotion for Elektra Asylum Records.

**George To Fantasy** — Emanuel George has joined the staff of Fantasy Records as national promotion director. For the last three years, he has served as RCA Records' San Francisco promotion representative. Prior to that, he was promotion director for Integrity Entertainment in Los Angeles.

**Embassy Appoints Call** — Embassy Home Entertainment has announced the appointment of Deborah Call as director of marketing for the company. She started her career at Lucasfilm Ltd. and in April, 1982, she left to become director of licensing at Embassy Communications.

**Changes At PolyGram** — PolyGram Records, Inc., has promoted Jackie Siegel to regional marketing manager and Joe Parker to New York branch manager. Siegel was most recently New York branch manager for PolyGram, and previously served as PolyGram's New York marketing manager as well as New York salesperson and New York merchandiser for ABC Records. Parker was most recently New York sales manager for PolyGram, and previously served as New York salesman for PolyGram, Alpha Distributing and London Records.

**Wilkins Appointed** — Doug Wilkins has been appointed director, jazz/progressive promotion, west coast, for Columbia Records. He joined CBS Records in 1978 as black music marketing local promotion manager, San Francisco and became west coast director/national trade liaison, Columbia Records, black music and jazz promotion.



Wilkins



Leeds



Lambert



Stakee

**Leeds Joins MCA** — Steve Leeds has been appointed director of A&R, east coast, for MCA. Most recently, he headed up his own independent promotion company.

**Lambert Named At Motown** — Eddie Lambert has been named creative coordinator of music and recording for the Creative Division of Motown Record Corporation. He was most recently vice president of creative activities at 20th Century-Fox Music, prior to which he served as general professional manager of Interworld Music.

**WEA Announces Changes** — The WEA regional Boston branch has announced the following changes in responsibilities have taken place for the following personnel: Mike Symonds has been appointed the local Warner Bros. promotion person for the Boston branch; George Skaubitis has been appointed the Warner Bros. promotion person for secondary station coverage in the Boston market; and Debbie Di Tullio has been appointed the local Warner Bros. promotion person in the Hartford/Albany market.

**PolyGram Names Zamlerowski** — Dan Zamierowski has been named Detroit promotion manager for PolyGram Records, Inc. He was most recently Detroit promotion manager for A&M Records, and previously served in a similar capacity for Ami Distributors and RJK Distributors in Detroit.

**Stakee Promoted** — Judy Stakee has been promoted to professional manager and executive assistant to Billy Meshel, chief operating officer of the Arista Music Publishing Group. She joined the company in 1979 and has most recently been an associate professional manager.

**Columbia Names Morphy** — Nelle Morphy has been named marketing director at Columbia Pictures Publications. She was in music sales most recently with the Music Sales Corporation in New York City.

**Johnson Appointed** — Terrace Music Group has announced the appointment of Mitch Johnson as professional manager of the firm. Prior to this, he held a similar position at Coal Miners Music.

**McMakin Named** — Pat McMakin has been named chief engineer for Tree International. He has been a freelance engineer for the past year and a half and prior to that was engineer for Audio Media Recorders.

**Changes At Creative** — Creative Workshop and Southern Writers Group make additions and re-aligns staff. Brent Maher is back with Creative full-time as vice president and senior engineer. Lee Peterzell has been promoted to assistant studio manager and chief engineer. New faces at Creative include Merissa Ide, director of marketing and public relations as well as special projects; Wanda Maxwell, executive secretary to Buzz Cason; and Ron Reynolds who is available at Creative as a freelance engineer.

**Dorrls Appointed** — Charles Dorrls, agent at Dick Blake International in Nashville has been appointed administrative assistant to Dick Blake, president of Dick Blake International. Prior to this he served as president of Creative Music Management Services, an industry related firm specializing in artist management and development.

## Pioneer Laserdisc Program Signals Software Emphasis

(continued from page 5)  
 (Under the terms of the program, a Pioneer spokesman said the company is offering the VP-1000 at "normal dealer cost" along with the added bonus of free remote control and 10 free laserdiscs. "What many dealers are doing is putting the remote control on the shelf and the discs in the bin at full price and selling the player at a discount," the spokesman suggested. "The program allows the dealer to decide what he wants to do and be creative.")

"Price isn't of high concern to me," said Kai, who added that Pioneer nonetheless started the program because "we realize that the videodisc is still a price-sensitive product.

### Stimulate Sales

"I don't get into (pricing)," emphasized Kai. "That's something we can't control. If you begin to involve yourself in that, it raises the question of anti-trust. Under the program, (retailers) can price as they please . . . They can price (the VP-1000 player) higher and not offer any hardware and make more money if they want. The whole idea, though, is to stimulate software sales."

Those stores that have offered the player at the low price of under \$400 have seen a phenomenal boost in sales. Wilfred Schwartz, chairman of the 16-store Federated chain, for example, told **Cash Box** that 650 machines were moved "during the advertising period" of the program, along with an average of "four or five discs per player." Federated, according to Kai and others, is not an isolated example, either.

"The VP-1000 is being blown out all over the city," said Peggy Morris of Hollywood, Calif.'s Cassette Craft Unlimited.

"It's not only happening in Southern California, but all over the country," Kai pointed out, noting that among those dealers and chains running, or set to run with the program are Fedco, Macy's San Francisco, Sound of Music and Schaak Electronics in Minneapolis/St. Paul, most recently Pacific Stereo and others in "Miami, Detroit, Chicago and most major markets.

"Most retailers are setting a \$599 price on the player and including a few free discs," said Kai.

While Pioneer is "continuing to advertise in such consumer publications as *Video*, *Video Review*, *Stereo Review*, *High Fidelity* and the *New Yorker*," according to Kai, the thrust of its ad effort is "still aimed at the audiophile and videophile and not the general consumer" at this point.

"The day will eventually come when we spend money in, say, *Playboy* and *Penthouse*," he stated. "Our advertising may not be splashy, but for now we're satisfied with what we're doing."

Kai stressed that Pioneer is spending its money "in a different area" — namely, software. "If we're going to deliver one more program under Pioneer Artists, or come up with a music video demonstration disc for the retailer, that's more important and, I feel, better for us than advertising. We're spending money, nonetheless, but in an area where we feel it is more effective at this point in our corporate life."

### Lots Of Music

Pointing proudly to the variety of stereo music and CX-encoded programming already released through Pioneer Artists and Pioneer Video Imports, Kai noted, "We now have more than 35 different music titles, from operas such as *Aida* and *The Tales of Hoffman* to pop, rock, jazz and R&B from America, the Grateful Dead,

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## Studios Initiate Largest-Ever Suit Vs. Pirates

(continued from page 6)  
 Armed with writs of seizure, U.S. Marshals removed pirated copies of *Victor/Victoria*, *Conan the Barbarian*, *Body Heat*, *Kramer vs. Kramer*, *Mary Poppins*, *Murder By Decree*, *Death Wish II*, *Star Wars*, *The Godfather*, *For Your Eyes Only* and *Arthur*, among other titles, from the 10 establishments spread across five states. According to James Bouras, vice president of the Motion Picture Assn. of America (MPAA), the raids were the culmination of three to four months of investigations by the MPAA, which has been monitoring video retailers for the past 18 months, and federal law enforcement agencies.

Bouras added that the raids netted in excess of 800 videocassette tapes, 25 videocassette recorders (VCRs) and other assorted equipment, in addition to illegitimately duplicated copies of such unreleased (to the home video market) titles as *Raiders of the Lost Ark*, *The Empire Strikes Back* and various Disney animated features. Those titles, among other items hauled in during the raids, are presently "subject to review," noted Bouras.

The 10 retail outlets named as defendants in the actions are Video Shop (Santa Barbara, Calif.); Foster's Home Video Preview (Ontario, Calif.); Le\$S On Drugs (Chicago, Ill.); Manor Home Video (Cicero, Ill.); Zapp Electronics (Riverside, Ill.); Lee's TV (Logan, Utah); American Video (Salt Lake City, Utah); Mesa Discount (Mesa, Ariz.); K&K Video (Tempe, Ariz.); and Goldman's Video Dimensions (Howard Beach, N.Y.).

Plaintiffs in the actions include Columbia Pictures, Walt Disney Prod., Embassy Pictures, Lucasfilm, Orion Pictures, Paramount Pictures, Metro-Goldwyn-Mayer, The Ladd Company, Universal Pictures, 20th Century-Fox, United Artists and Warner Bros.

The civil actions also represent the first major series of suits brought against video retailers since a law enforcing tougher penalties (up to 5 years in prison and a \$250,000 fine) for convicted audio and video tape pirates went into effect in May. According to the MPAA's Bouras, similar lawsuits were brought against four video retailers in March of this year, but Bouras noted that "several of those retailers have already gone out of business."

## CBS Agrees To Buy MGM/UA Music Unit

(continued from page 5)  
 Stewart, president.  
 In making the announcement, Rothman described the proposed deal as "an important step in MGM/UA's plan to reduce debt without in any way affecting our primary line of business."

Speaking for CBS, Wyman remarked that "CBS's further expansion into music publishing is in line with our strategy to build our basic businesses while expanding our participation in the emerging new technology." Earlier in the week, CBS Inc. had announced that it would dismantle its financially troubled cable company (see separate story).

Wyman also predicted that significant "marketing efficiencies" would be achieved by CBS Songs administering a larger catalog.

The MGM/UA music catalog features popular music from the '50s and '60s, as well as soundtracks from such films as *Dr. Zhivago*, *Hair*, *New York New York* and *Rocky*.

The proposed acquisition is subject to the negotiation of a definitive agreement between CBS and MGM/UA, approval by the board of directors of both companies and appropriate regulatory approvals.

## TOP 15 ALBUMS

### Spiritual

	Weeks On Chart	9/18	Chart
<b>1 PRECIOUS LORD</b> AL GREEN (Hi/Myrrh MSB-6702) Unavailable At Press Time	1	7	
<b>2 BROTHER TO BROTHER</b> WILLIAMS BROTHERS (Myrrh MSB 6717) Unavailable At Press Time	2	9	
<b>3 IT'S GONNA RAIN</b> MILTON BRUNSON (Myrrh MSB 6696) Title Cut	3	20	
<b>4 LORD, YOU KEEP ON PROVING YOURSELF TO ME</b> FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	4	20	
<b>5 WHEN ALL GOD'S CHILDREN GET TOGETHER</b> REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	5	41	
<b>6 HIGHER PLANE</b> AL GREEN (Myrrh MSB 6665) "His Name Is Jesus"	8	21	
<b>7 GLORY TO HIS NAME</b> ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Title Cut	6	13	
<b>8 YOU BROUGHT THE SUNSHINE</b> CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	7	15	
<b>9 A TOUCH OF CLASS</b> JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	9	21	
<b>10 WE'VE COME TO PRAISE HIM</b> DONALD VAILS CHORALEERS (Savoy SGL 7069) Unavailable At Press Time	10	6	
<b>11 THE RICHARD SMALLWOOD SINGERS</b> (Onyx/Benson R3803) Unavailable At Press Time	—	1	
<b>12 POWER</b> TWINKY CLARK (Sound of Gospel SOG 133) Unavailable At Press Time	12	3	
<b>13 HE'S WORTHY</b> GOSPEL MUSIC WORKSHOP OF AMERICA MASS CHOIR (Savoy SL 14672) Unavailable At Press Time	13	2	
<b>14 HOPE SONGS, VOL. I</b> D.J. ROGERS (Hope Song/Benson HS2000) "I Told Him I Would Sing"	15	2	
<b>15 10TH ANNUAL PRAISE AND REDEDICATION CONCERT</b> SOUTHEAST INSPIRATIONAL CHOIR (Jewel 0172) Unavailable At Press Time	—	1	

### Inspirational

	Weeks On Chart	9/18	Chart
<b>1 I SAW THE LORD</b> DALLAS HOLM (Greentree R 3723) Title Cut	2	41	
<b>2 THE VERY BEST OF THE IMPERIALS</b> (Dayspring SST 4025) "Same Old Fashioned Way"	3	37	
<b>3 MIRACLE</b> B.J. THOMAS (Myrrh 6705) "I'm In Tune"	4	41	
<b>4 AGE TO AGE</b> AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	1	19	
<b>5 UNFAILING LOVE</b> EVIE TORNUST (Word WSB 8867) "How I Love You Lord"	8	41	
<b>6 JONI'S SONG</b> JONI EARECKSON (Word WSB 8856) Title Cut	6	41	
<b>7 AMAZING GRACE</b> B.J. THOMAS (Myrrh 6675) Title Cut	5	57	
<b>8 AMY GRANT IN CONCERT VOL. II</b> (Myrrh MSB 6677) "I'm Gonna Fly"	7	42	
<b>9 BLESS THE LORD WHO REIGNS IN BEAUTY</b> BILL GAITHER TRIO (Word 6670) Title Cut	13	27	
<b>10 LIFT UP THE LORD</b> SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	10	5	
<b>11 I'LL NEVER STOP LOVIN' YOU</b> LEON PATILLO (Myrrh/Word MSB-6711) Unavailable At Press Time	11	3	
<b>12 MAKE ME READY</b> FARRELL & FARRELL (New Pax NP33104) Title Cut	12	14	
<b>13 THE TRAVELER</b> DON FRANCISCO (New Pax NP 33106) "Traveler's Joy"	9	49	
<b>14 PRIORITY</b> IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	14	21	
<b>15 ONLY JESUS</b> DION (Dayspring DST-4027) Unavailable At Press Time	15	10	

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

## Businessman Buys Lexicon/Light Firm

NASHVILLE — John Ward, a businessman from Orange County, Calif., has entered into an agreement with Lexicon Music/Light Records president Ralph Carmichael whereby he will purchase the company's stock and assume ownership Sept. 30. Carmichael will remain positioned as the company head, with no other major changes in staff, procedures or the firm's day-to-day operations planned.

"I sold my interest to John Ward because he not only made me an offer I could not refuse, but he has also agreed to back Lexicon Music and Light Records with the resources to take us to the top of the Christian music market to fulfill my dreams of reaching the world for Jesus Christ through music," related Carmichael.

Ward possesses numerous holdings in real estate and is active with such organizations as Campus Crusade for Christ and Youth For Christ. He intends to provide the necessary financial backing to

"totally promote Lexicon Music/Light Records as well as help broaden the ministry of the artists."

Carmichael established Lexicon in 1964, splitting the ownership of the publishing entity with Word, Inc. In 1968, Light Records was born with its first artist, Andrae Crouch, who is still signed with the label. Last year, Light Records had released a total of more than 300 albums and Lexicon Music had published in excess of 200 choral and solo books, in addition to octavos, arrangements, hymnals and other miscellaneous printed materials.

In 1980, Carmichael purchased the stock of ABC/Word, gaining total control of the company, and last year, Light left Word and signed a long-term distribution pact with Elektra/Asylum, effective Feb. 1, 1982. Under the agreement, Elektra is required to handle all secular distribution arrangements, while Light continues to handle Christian bookstore accounts.

## CBS Will Halt Cultural Cable TV Service In 90 Days

NEW YORK — CBS Inc. will be closing the doors on its highly-praised but financially troubled cultural network CBS Cable within the next 90 days, according to an announcement Sept. 13 from CBS Broadcast Group executive vice president Thomas F. Leahy. Less than a year old, the performing arts service was said to have been operating under a debt of between \$30 and \$50 million, including start-up and operational costs, and could not attract the advertising necessary to keep it afloat due to its narrow audience appeal.

"While our cable service received virtually unanimous praise for the quality of its programming... advertising revenues were well below expectations," said Leahy, who noted that this was in spite of the fact that CBS Cable "met its cost targets and attained good subscriber growth." It was reported to have been on approximately 550 systems with more than five million subscribers, and had 30 national advertisers.

In recent months, CBS had been in negotiations with a number of cable concerns in the hopes of finding a buyer or partner to inject much-needed capital in the service. Among those was Bravo, a second performing arts service, with which it sought to merge but, as with others, talks fell through. Initially, it was also to have been a part of the CBS/20th Century-Fox joint venture but that was later restricted to home video and the CBS Studio Center after 20th declined involvement.

CBS Cable executives stated that they would not rule out the possibility that CBS would consider offers from potential buyers over the course of the next 90 days. "I don't know what CBS Cable would be

without CBS, but obviously we'd have to listen to any offers," said Leahy. Added Richard Cox, CBS Cable president, "If (the) announcement attracts a buyer, I'd be delighted."

Ironically, CBS' announcement to shutter its cable operation came less than a week after the corporation's founder and chairman, William S. Paley, revealed plans to hand over his title in the spring of 1983 to current president Thomas Wyman. Paley had been known to be the chief supporter of CBS Cable within the organization.

However, what is regarded as the most lavishly mounted of the performing arts channels was costing the company an estimated \$100,000 an hour to produce. Reportedly, that figure is twice as much as the American Broadcasting Co. (ABC) was spending to produce its Alpha Repertory Television Service (ARTS).

Programming on CBS Cable ranged from a variety of classically-oriented music shows, featuring symphonies, operas and features on the lives of classical music composers to dramatic plays and historical series, such as CBS News correspondent Bill Moyers' *A Walk Through the 20th Century*. The fate of CBS Cable's programming, much of it original, is uncertain, although Leahy and Cox said that some of it will be sold to syndicators, while there is a possibility that the network will broadcast other material left on the shelf.

The fate of CBS Cable's approximately 140 employees is also uncertain, although Leahy said that every effort would be made to find positions within other CBS divisions.

"The economic conditions of 1982 can't be dismissed," offered Leahy as one of the contributors to CBS Cable's financial downfall. "In light of the present and projected marketplace conditions, prudent business judgement dictated that we discontinue the service."

Leahy stated that the company was "deeply disappointed."

## CMA Promotions Under Way

(continued from page 5)

featured in station tags touting Country Music Month that will be played prior to one of that artist's records (there will be two artists of the day on each Sunday of the month.) In addition, there will be bios on each artist featured.

To go along with the artist of the day concept, the label will supply LPs to be given away, most likely through call-ins. The calendars (October only) can be used to promote the entire month-long promotion by distributing them to the public to

publicize the actual artist of the day schedule.

The final two parts of the package — the TV spots and the trip to Texas — will be optional. The TV spots, customized for a particular market, will feature Mickey Gilley, Merle Haggard, Crystal Gayle, Ronnie Milsap, Waylon Jennings, Jerry Reed and Conway Twitty promoting Country Music Month. A second set of TV spots by these artists, but focusing on the music rather than Country Music Month, will also be made available.

The trips to Texas have been designed as prizes, to be given away in any way the particular participating station chooses. Last year, Ronnie Milsap was performing at Billy Bob's on the night the winners converged on the city.

Some of the artists to be featured in the promotion are: Gilley, Milsap, Moe Bandy, Joe Stampley, Johnny Cash, Twitty, Rosanne Cash, Charley Pride, Ricky Skaggs, Reed, Sylvia, George Jones, Nelson, Alabama, Charly McClain, Lacy J. Dalton, Mac Davis, Larry Gatlin, Jennings, David Frizzell & Shelly West, Con Hunley, Johnny Lee, Emmylou Harris, T.G. Sheppard, Hank Williams, Jr., Gail Davies and the Statler Brothers.

There will also be a number of label promotions in support of various releases throughout the month. One will be CBS's "The Biggest, Greatest and Latest Hits" series. This new series, to be released the second week of October, will feature 15 "greatest hits"-type LPs by Moe Bandy & Joe Stampley, Janie Fricke, Bobby Bare, Moe Bandy, Johnny Cash, David Allen Coe, Mickey Gilley, Charly McClain, Ronnie McDowell, Marty Robbins, George Jones, Johnny Rodriguez, Joe Stampley, Tammy Wynette and Johnny Paycheck.

According to CBS's Roy Wunsch, the re-

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## COAST TO COAST

**EAST COASTINGS** — The Gap Band suffered its second defeat in as many attempts to perform in New York when it was forced to cancel a date at Radio City last week. As part of a triple bill that also featured Goodie and the ready-to-go-gold-any-minute-now Zapp, the top ticket price of \$16.50 sounded quite reasonable to everybody. Everybody, apparently, except ticket buyers. One source close to Zapp suggested that the sluggish ticket sales were caused by the recent Budweiser Superfest, held the week before in Madison Square Garden. It was presumed that the Fest show, which attracted over 20,000 concertgoers to see Aretha Franklin, Ashford & Simpson, The Dazz Band, Smokey Robinson and Stephanie Mills, had dipped too deeply into the well of concert dollars. The complaint is similar to one voiced recently in the U.K., where rock bands



have been finding a depleted concert market in the wake of the Rolling Stones tour. Nor are the American monetary woes limited to the black concert circuit: sources close to Blondie report that the first leg of the group's international tour was not up to expectations. That group was also forced to cancel its British dates... Geffen Records said to have inked Dexy's Midnight Runners... Poco poised to make a comeback bid this week on Atlantic... Remember Desmond Child & Rouge? So does Epic. The label will bow a single by Desmond, sans Rouge, in October. Entitled "A Little Romance," it is produced by Bob Crew... PolyGram has a Dusty Springfield LP ready for November release. Entitled "White Heat," the disc will feature a single composed for

Springfield by Elvis Costello. Another track, "I Don't Think We Can Ever Be Friends," features lyrics by Sting... Atlanta's home-grown hard rockers, Fortnox, which recently issued a debut disc on Epic, drew 4,000 fans to a benefit for the United Way in Atlanta last week... There's a little bit of the Bronx everywhere: That borough's S.U.R.E. DJ Pool recently bowed a branch office in Montreal dubbed S.U.R.E. CAN... The feminist Olivia label is celebrating its 10th anniversary. The company has just released the LP "Blue Rider" by its prime property, Crls Williamson, to coincide with the event... Madeleine Morel, former director of publicity and promotion at Deillah Communications, has bowed 2M. The new firm will offer a publicity and promotional consultancy service to authors, publishers, magazines and other media, with particular attention to rock related subjects, as well as produce books for other houses to publish, primarily in the paperback market. The outfit is at 175 Fifth Ave., Suite 1011, New York, N.Y. The telephone number is (212) 460-5172... Altered Images vocalist Clare Grogan recently held court at CBS's New York offices to promote both her group's new "Pinky Blue" LP and her performance in the Scottish flick *Gregory's Girl*. Our own Cash Box

reporter Jim "Bob" Bessman was there, and tells *East Coastings* that a few of Grogan's remarks brought to mind a past statement by Mick Jagger to the effect that he "didn't want to be singing 'Satisfaction' when he was 45." Asked whether she was considering a film career, Grogan replied: "I can't imagine jumping around on stage when I'm 25!" Ah, youth! We're sure you're all trying to forget when you swore you'd never hit 30. By-the-by, Grogan stressed that at present she is firmly committed to Altered Images. fred goodman

**POINTS WEST** — San Francisco's abstract rock quartet The Residents will tour this fall, the first time the reclusive artists have ever gone on the road... George Harrison's next LP is reportedly dubbed "Gonna Troppa," which is Aussie slang for going nuts while vacationing in the tropics... Police guitarist Andy Summers and King Crimson axeman Robert Fripp have collaborated on an instrumental album entitled "I Advance Masked," due out next month... Joe Jackson has been booked to play on *Saturday Night Live* Oct. 30... The Toasters are mixing its "major opus," a three-song "scary pop" EP, and RCA looks interested in picking it up... A six-song, 12" record by The Pop O Ples will be released by San Francisco's 415 indie label in November for \$4.98 as a special Christmas disc. Included on the platter will be two different covers of The Grateful Dead's "Truckin'" — a 90 mph punk version and a dance-oriented "Truckin' Rap" — and a tune about cops who hang out at all-night confectionary shops called "Fascists Eat Donuts"... The Stranglers' Hugh Cornwell plans to be in a London stage adaptation of Kenneth Anger's *Hollywood Babylon* this November... The themes from classic TV shows like *Leave It To Beaver*, *The Addams Family*, *Peter Gunn*, *I Love Lucy* and *Dragnet* have been segued together for the latest in the medley mania called "Glued to the Tube." The disc is released on Boardwalk Entertainment, and the man responsible for the platter is Rupert Holmes... Bill Nolan, formerly with Human Hands, has been added to the Wall of Voodoo. He makes his debut with the band when it kicks off its tour at Rissmiller's (formerly the Country Club) in Reseda on Sept. 17th... Ray Manzarek (of Doors and X fame) is currently negotiating with A&M records concerning the release of his instrumental solo LP, to be produced by composer Phillip Glass... Richard "John Boy" Thomas will star as Hank Williams, Jr. in a two-hour NBC biopic about the C&W singer... Two L.A. lung disease specialists say that a fungus disease known as "coccy" or "valley fever" may threaten the health of the concertgoers who attended the Labor Day weekend US Festival in Devore, Calif. According to the docs, the disease's spores infested the soil around the fest site, and they urge US attendees who come down with minor flu-like symptoms (fever and respiratory problems) to get skin tests for proper diagnosis of the illness... Nina Hagen is hard at work rehearsing with her band for a new album, which she hopes to have out by Xmas. We had the opportunity to chat with the Deutsche musicmadchen recently, and she informed us her latest effort would involve "miracles and sex." Gaining her inspiration from Edgar Cayce, Jess Stearns, Tina Turner, Marilyn Monroe, The Slits, David Byrne, Spooky Tooth, Bowle, Bob Marley, J.D. Eldorado and many other sources — including the Bible and UFO literature — Nina explained the secret of her amazing vocal extrapolations: "I get my power from the roots of heaven. When I get all those tones and voices, it's like I can get inside my body and feel everything." Besides rehearsing, The Divine Ms. H. spends her time taking care of her 16-month-old daughter, Cosma Shiva, and plotting out the script for a movie musical that's "a cross between *My Fair Lady* and *The Rocky Horror Picture Show*." jeffrey ressnor

## Pioneer Laserdisc Program Signals Shift Toward Software

(continued from page 11)

Melissa Manchester, Grover Washington, Jr., The Tubes, Kenny Loggins, Bob Marley, Maze, and Joni Mitchell, among others. Coming in our fall catalog are *Swan Lake*, *La Boheme*, the *Nutcracker*, Manhattan Transfer, Victor Borge, the Doobie Brothers, Little River Band and many, many more."

Although Kai admits that Pioneer trails RCA SelectaVision and the CED camp by "three months or so" in the quantity of programming available (he estimated that the company would have more than 300 titles by Christmas while RCA expects to have nearly 400 on the market), he added confidently that "no one label in any field is going to come out with the variety of programming we have now."

"Title for title, we have more music," Kai claimed. "If you care about stereo music, you have to come to the Laservision camp."

Kai was quick to note that "although Pioneer Artists gives us enough reason to be happy with our software situation, we're also getting good support from the major studios."

"*Star Wars* was introduced and that's done extremely well for us and now *Star Trek II* is coming," said Kai, who added that he is "hoping *E.T.* will be out before the end of the year." (On the release of *E.T.*, Kai stated that the date "totally depends on MCA," although he said the company has asked Pioneer to list the blockbuster title in both its summer and soon-to-be-available fall catalogs, which he likes to refer to as "the Schwann listing of laserdisc titles . . . because we care about its accuracy.")

### Overcomes Problem

The problems that Pioneer had initially encountered in trying to press a number of R-rated titles at its Kofu plant in Japan (Kai said that "some 30 titles" were refused by the Japanese government) were cleared up along with quality control difficulties experienced by DiscoVision Associates (DVA) when Pioneer bought the Carson, Calif. plant from the latter, instituted

stringent clean room standards and began pressing again domestically.

"Our (disc) yield is up 90% now and defectives have been cut to a fraction of what they were," said Kai. "The titles which could not be produced in Japan were all completed in Carson."

A stickier problem for Pioneer has been the issue of producing X-rated disc titles. Kai told the audience at the International Tape/Disc Assn. 1982 Update conference in San Diego earlier this year that the company was planning to go ahead with custom pressing porno; however, Pioneer had to be "very, very careful," according to Kai, not to set itself up as a censor in deciding which material to replicate and which to turn down.

"Naturally, we were concerned," Kai stated, carefully choosing his words. "I can't apply my moral standards or the moral standards of anyone employed by Pioneer Video to what we do and do not produce."

Now, that problem is being resolved by Pioneer in setting up what Kai called a "community standards committee" in California composed of people from various walks of life selected by community leaders and members of prominent civic groups "such as the Kiwanis and Rotary Clubs."

"They will submit the names of candidates from various social backgrounds and professions for the committee and, from those, 20 to 40 people will be chosen to sit on the committee," said Kai, who noted that the selection process has been taking place throughout September and a full committee should be ready by the end of the month. "We will pay these people to view the films submitted to us by independent adult movie producers, although by paying them we certainly don't want to influence their selections. Their names and opinions, of course, will be kept confidential, but we'll be using those opinions as the basis for what we decide to produce."

Once the committee gets underway, Kai

said that he hopes to actually begin manufacturing X-rated material in "November or December" for an anticipated January release.

"We just have to make sure that everything is done in an absolutely legal manner," said Kai.

This new burst of activity surrounding the Pioneer camp, which also includes two new Foresight component video systems—the \$3,000 model 7000 set with 25 inch color monitor and the \$2,350 model 5000 with a 19 inch color monitor — to compete

head on with Sony's Profeel line, has, in Kai's words "restored the original belief many people had in the system and is rapidly building confidence among the skeptical." And going back to his philosophy, Kai once again emphasized that software is the key.

"Programming is the most important element, perhaps the only thing, which gives justification for the consumer to even think about a videodisc system. I can say confidently that we have that programming now . . . and so much more."

## TOP 30 VIDEO CASSETTES

	Weeks On 9/18 Charts	Weeks On 9/18 Charts
<b>1 CHARIOTS OF FIRE</b> Warner Home Video 70004	1	5
<b>2 ON GOLDEN POND</b> 20th Century-Fox Video 9037	2	17
<b>3 CAT PEOPLE</b> MCA Distributing Corporation 77008	4	5
<b>4 STAR WARS</b> 20th Century-Fox Home Video 1130	5	16
<b>5 SHARKY'S MACHINE</b> Warner Home Video 72024	3	8
<b>6 ARTHUR</b> Warner Home Video 72020	6	21
<b>7 SOME KIND OF HERO</b> Paramount Home Video 1118	8	6
<b>8 TRUE CONFESSIONS</b> MGM/UA MVR/MBR 00145	9	7
<b>9 JANE FONDA'S WORKOUT</b> KVC/RCA Karl Video Corporation 042	14	13
<b>10 ABSENCE OF MALICE</b> Columbia Pictures Home Entertainment 1005	7	12
<b>11 RAGTIME</b> Paramount Home Video 1486	11	11
<b>12 TAXI DRIVER</b> Columbia Pictures Home Entertainment 10542	17	3
<b>13 CANNERY ROW</b> MGM/UA Home Video MVR/MBR 00143	13	6
<b>14 PRIVATE LESSONS</b> MCA Distributing Corporation 71008	10	14
<b>15 MAKING LOVE</b> 20th Century-Fox Home Video 1146	15	10
<b>16 DIAMONDS ARE FOREVER</b> 20th Century-Fox Home Video 4605	19	5
<b>17 PENNIES FROM HEAVEN</b> MGM/UA MVR/MBR 00147	18	4
<b>18 THE BORDER</b> MCA Distributing Corporation 71007	12	9
<b>19 STRIPES</b> Columbia Pictures Home Entertainment 10600	16	21
<b>20 BUTTERFLY</b> Vestron V6007	25	4
<b>21 PARTNERS</b> Paramount Home Video 1446	27	2
<b>22 ROLLOVER</b> Warner Home Video 72022	20	7
<b>23 PERSONAL BEST</b> Warner Home Video 61242	24	8
<b>24 DRAGONSLAYER</b> Paramount Home Video 1367	21	16
<b>25 CONAN THE BARBARIAN</b> MCA Distributing Corporation 77010	—	1
<b>26 GOLDFINGER</b> 20th Century-Fox Video 4595	23	10
<b>27 SHOOT THE MOON</b> MGM/UA MVR/MBR 00141	22	10
<b>28 THE HINDENBERG</b> MCA Distributing Corporation 55056	—	1
<b>29 TIME BANDITS</b> Paramount Home Video 2310	26	20
<b>30 SUPERMAN II</b> Warner Home Video WB-61120	28	25

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

## NEW VIDEO SOFTWARE RELEASES

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

<b>THE MANIAC</b> Cassette — CPHE CO 10363 ... \$49.95	22022 ..... \$70.00
<b>CREeping FLESH</b> Cassette — CPHE CO 10147 ... \$49.95	<b>SHARKEY'S MACHINE</b> Cassette — Warner Home Video 22024 ..... \$70.00
<b>DRACULA AND SON</b> Cassette — CPHE CO 8360 .... \$49.95	<b>THE SHINING</b> Cassette — Warner Home Video 11079 ..... \$60.00
<b>HANKY PANKY</b> Cassette — CPHE CO 10297 ... \$79.95	<b>BRONCO BILLY</b> Cassette — Warner Home Video 11104 ..... \$60.00
<b>SILENT RAGE</b> Cassette — CPHE CO 10505 ... \$69.95	<b>OUTLAW JOSEY WALES</b> Cassette — Warner Home Video 11125 ..... \$60.00
<b>THE GOLDEN VOYAGE OF SINBAD</b> Cassette — CPHE CO 10243 ... \$69.95	<b>THE GAUNTLET</b> Cassette — Warner Home Video 11083 ..... \$60.00
<b>THE THREE STOOGES, VOL. 5</b> Cassette — CPHE CO 10554 ... \$49.95	<b>THE ENFORCER</b> Cassette — Warner Home Video 11082 ..... \$60.00
<b>THE BLACK BIRD</b> Cassette — CPHE CO 10024 ... \$59.95	<b>THE EXORCIST</b> Cassette — Warner Home Video 11017 ..... \$60.00
<b>MR. KLEIN</b> Cassette — CPHE CO 8470 .... \$59.95	
<b>PERSONAL BEST</b> Cassette — Warner Home Video 11242 ..... \$70.00	
<b>ROLLOVER</b> Cassette — Warner Home Video	



**'BUILDING A BRIGHT FUTURE' IN DALLAS** — Some 300 video software dealers and manufacturers representatives attended the 1982 Video Software Dealers Assn. (VSDA) Conference at the Fairmont Hotel in Dallas Aug. 29-31. Pictured in the top row at the Aug. 30 retailers' panel, "The Retailer Speaks," are (l-r): moderator Weston Nishimura, Seattle's Video Space, and panelists Linda Rosser, Phoenix's Entertainment Systems of America; Jack Grimes, Philadelphia's Video Village; Arthur Morowitz, New York's Video Shack; Jim George, San Francisco Home Video; and Robert Singer, Denver's Video Entertainment Center. Pictured in the bottom row are (l-r): co-keynote speakers Mel Harris, president, Paramount Home Video, giving his address on "Property Values" in which he disclosed the test release of *Star Trek II: The Wrath of Khan* at \$39.95, and Gene Kahn, president, Columbia Video Systems.

# MERCHANDISING

## TOP 20 ALBUMS

### The Who Explodes Into Top 20 With 32-Point Jump

by Mark Albert and Ken Kirkwood

**TOP STORY OF THE WEEK** once again is The Who, which explodes into the Top 20 with a 32-point jump to #16 bullet, up from #48. Huge second week sales everywhere led by the East, West and Midwest. The single, "Athena," jumps into the Top 50 at #49 bullet from #58 on the **Cash Box** Pop Singles chart. Radio airplay picked up on the single this week in the Philadelphia, Los Angeles, Atlanta and Austin markets. Strong singles sales action out of the Midwest.

**TOP TEN HIGHLIGHTS** — John Cougar retains the #1 position for the fourth consecutive week. His "Jack & Diane" single moved a step closer to the top spot at #2 bullet on the Pop Singles chart. . . The Go-Go's climb into the Top Five at #5 bullet, up from #6. Strong seller out of all regions, led by the Midwest and East. Top 25 rack sales as well. The group's second single, "Get Up And Go," debuts this week at #86 bullet. . . Billy Squier moves up a notch to #8 bullet. Top Ten rack sales with very good retail activity continuing in the Midwest, West and East. . . Michael McDonald jumps into the Top Ten at #9 bullet, up from #11. Strong retail action in the South, West and Midwest. Starting to lock in at the rack level. The LP explodes on the Black Contemporary Albums chart, going to #24 bullet from #54 in its second week. The single "I Keep Forgettin'" goes to #8 bullet from #9 on the Pop Singles chart, and to #40 bullet from #50 on the Black Contemporary singles chart.

**TOP 100 HIGHLIGHTS** — Making a bid for a Top Ten album is Alan Parsons, who jumps two points to #11 bullet. Selling very well in the Midwest, South and West. Top 30 rack item. His single, "Eye In The Sky," moves to #6 bullet, up from #7 on the Pop Singles chart. . . Aretha Franklin jumps two points into the Top 15 at #14 bullet. Very strong retail action out of the West, East and South. The album remains at #1 on the B/C Albums chart. Her "Jump To It" single also remains at #1 for the third straight week on the B/C Singles chart and goes to #33 bullet from #38 on the Pop Singles chart. . . Men At Work climb into the Top 20 at #18 bullet, up from #23. Retail remains very steady in the East, West and Midwest and is picking up in the South. Beginning to get rack acceptance as well. . . Santana takes a nine-point jump to #25 bullet in its fourth week. Best retail out of the West, Midwest and South. Initial activity at the rack level is good. . . Bad Company climbs to #34 bullet, up from #40. Selling well in the East, Midwest and South. Look for its "Electricland" single to chart next week. . . A prime mover this week is Kenny Loggins, who leaps 32 points to #41 bullet, up from #73. Excellent second week sales out of the West, Midwest and South. His "Don't Fight It" single takes a five-point jump to #21 bullet from #26. . . Don Henley moves to #44 bullet, up from #52. Exceptional retail action in the Midwest and West with sales starting to pick up in the South and East. Some nice rack action starting to build as well. . . Three albums that are enjoying a positive turnaround behind the power of a hit single are by Elton

John, Glenn Frey and Juice Newton. John goes up 10 points to #52 bullet. Good pick up in sales in the West, Midwest and East thanks to his Top Ten single, "Blue Eyes." Newton moves to #69 bullet, up from #75. Her "Break It To Me Gently" single jumps into the Top 20 at #18 bullet on the Pop Singles chart and goes to #23 bullet from #28 on the Country Singles chart. Retail for the album good in the West, Midwest and East and is picking up at the racks again — Top 50. While Frey's LP, at #56, up from #59, did not regain a bullet, his single "The One You Love," moves to #27 bullet and is one of the most active records on radio currently. Sales on the album rebounding in the West, South and Midwest. . . Aerosmith takes a big second week jump to #57 bullet, up from #84. Good retail action out of the East, West and South. . . The Time also had a very strong second week, jumping to #63 bullet from #92. Exceptionally active retail in the South, with moderate action in the West and Midwest. The LP also goes to #14 bullet from #26 on the B/C Albums chart. Its single, "777-9311," jumps to #12 bullet, up from #20 on the B/C Singles chart. Three new entries into the Top 100 this week include Kim Carnes, at #77 bullet, up from #114; Barry White, at #86 bullet, up from #110; and Merle Haggard & George Jones, at #92 bullet, up from #107. Great second week action for Carnes in the West, East and South. . . Best retail for White is in the Midwest, South and West. His album goes to #15 bullet from #17 on the B/C Albums chart. . . Haggard & Jones are selling quite well in the South and Midwest, as well as at the rack level.

**DEBUTS** — The highest debut of the week is Mike Rutherford at #122 bullet. Good initial start in the Midwest and East. . . Yaz debuts at #128 bullet, with moderate sales out of the East and West. . . Barry Manilow comes in at #133 bullet, with retail beginning out of the Midwest and South. . . Jimi Hendrix hits the chart at #135 bullet with moderate retail out of the Midwest, West and South. . . Steel Breeze debuts at #150 bullet with initial retail action in the West and South. . . Gil Scott-Heron comes in at #173 bullet. Selling on the Coasts.

**RECORDS ON THE ROCKS** — Melissa Manchester loses her bullet at #45. Despite a Top Five single, the album never sold to any major degree outside of the Midwest and South. . . The soundtrack to *The Best Little Whorehouse In Texas* loses its bullet at #48. While rack sales remained steady, action at the retail level trailed off dramatically. . . The Isley Brothers, at #54, loses its bullet due to dwindling sales in the Midwest and West. . . After a good start in the Midwest, sales for Uriah Heep never spread to other regions and the group loses its bullet at #85. . . Howard Johnson stalls at #88 with sales slackening off in all regions. . . Randy Meisner loses his bullet at #125. Despite good airplay on the single and album, sales were limited to the Midwest region. . . Spys loses its bullet at #140, due to minimal retail in all regions except the East.



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 A FLOCK OF SEAGULLS | 9 KIM CARNES                    |
| 2 KENNY LOGGINS       | 10 BARRY WHITE                  |
| 3 SANTANA             | 11 STEVE WINWOOD                |
| 4 AEROSMITH           | 12 MERLE HAGGARD/GEORGE JONES   |
| 5 THE TIME            | 13 STRAY CATS                   |
| 6 DON HENLEY          | 14 ANNE MURRAY                  |
| 7 EVELYN KING         | 15 FAST TIMES AT RIDGEMONT HIGH |
| 8 BAD COMPANY         |                                 |

### NORTHEAST 1.

- 1 A FLOCK OF SEAGULLS
- 2 SANTANA
- 3 AEROSMITH
- 4 STRAY CATS
- 5 EVELYN KING
- 6 KENNY LOGGINS
- 7 STACY LATTISAW
- 8 KIM CARNES
- 9 TEDDY PENDERGRASS
- 10 ABC

### SOUTHEAST 2.

- 1 KENNY LOGGINS
- 2 THE TIME
- 3 SANTANA
- 4 EVELYN KING
- 5 STEVE WINWOOD
- 6 BARRY WHITE
- 7 BAD COMPANY
- 8 A FLOCK OF SEAGULLS
- 9 GEORGE THOROGOOD
- 10 TEDDY PENDERGRASS

### BALTIMORE/WASHINGTON 3.

- 1 A FLOCK OF SEAGULLS
- 2 KENNY LOGGINS
- 3 AEROSMITH
- 4 BAD COMPANY
- 5 EVELYN KING
- 6 PIECES OF A DREAM
- 7 THE TIME
- 8 STEEL BREEZE
- 9 DON HENLEY
- 10 FAST TIMES AT RIDGEMONT HIGH

### WEST 4.

- 1 SANTANA
- 2 DON HENLEY
- 3 KENNY LOGGINS
- 4 KIM CARNES
- 5 A FLOCK OF SEAGULLS
- 6 AEROSMITH
- 7 EVELYN KING
- 8 FAST TIMES AT RIDGEMONT HIGH
- 9 THE TIME
- 10 BARRY WHITE

### MIDWEST 5.

- 1 KENNY LOGGINS
- 2 SANTANA
- 3 DON HENLEY
- 4 A FLOCK OF SEAGULLS
- 5 AEROSMITH
- 6 THE TIME
- 7 BAD COMPANY
- 8 BARRY WHITE
- 9 ANNE MURRAY
- 10 STEVE WINWOOD

### NORTH CENTRAL 6.

- 1 BAD COMPANY
- 2 DON HENLEY
- 3 SANTANA
- 4 MERLE HAGGARD/GEORGE JONES
- 5 HOOKED ON CLASSICS II
- 6 BEST LITTLE WHOREHOUSE
- 7 A FLOCK OF SEAGULLS
- 8 AMERICA
- 9 SCOTT BAIO
- 10 HOOKED ON COUNTRY

### DENVER/PHOENIX 7.

- 1 KENNY LOGGINS
- 2 SANTANA
- 3 AEROSMITH
- 4 STRAY CATS
- 5 EVELYN KING
- 6 THE TIME
- 7 KIM CARNES
- 8 GEORGE THOROGOOD
- 9 A FLOCK OF SEAGULLS
- 10 STEVE WINWOOD

### SOUTH CENTRAL 8.

- 1 KENNY LOGGINS
- 2 THE TIME
- 3 AEROSMITH
- 4 MERLE HAGGARD/GEORGE JONES
- 5 SANTANA
- 6 KIM CARNES
- 7 A FLOCK OF SEAGULLS
- 8 SYLVIA
- 9 DON HENLEY
- 10 ANNE MURRAY

WHAT'S IN-STORE

**TURTLES' BIG FLEA** — The Turtles third annual Rock 'n' Roll Flea Market, set by the Atlanta chain for Sept. 25-26, will be bigger than ever this year. Buyer **Brian Poehner** reports that 70 small independent stores and used record shops from around the country that specialize in out-of-print records will rent booths at the Radisson Inn market site to peddle their records and related wares. The largest private collections of jukeboxes and Motown memorabilia will be on display, and artists including **Major Lance**, **Tommy Roe** and **Flo & Eddle** will perform. The event, which is co-sponsored by radio stations 94Q and WQXI-AM, will also use a 150-seat video room for viewing offerings from Atlanta's Video Music Channel, an MTV-like video channel that has been offering eight hours of programming a night since July 4. According to **Rick Melchior**, vice president and general manager of International Video Music Corp., the Atlanta company behind the channel, all four of the channel's VJs will host the video room (which will showcase the channel's older videos), interview artists and giveaway records through a trivia contest. The Atlanta cable service is available on four cable systems serving central Atlanta; Melchior says it is an alternative to MTV on those Atlanta systems not carrying the Warner Amex supplied service and differs from MTV in that it offers black, country and "adult" clips besides the rock offerings seen on MTV. This fare fits in with the 18-34 target demo of the service, says Melchior, as contrasted with the 12-24 aim he attributes to MTV. Melchior adds that Video Music Channel also has a more local flavor to it, since it covers local music news and concerts, as well as national, and is supported by local as well as national advertising. Both Turtles and **Record Bar** advertise on the channel, notes Melchior.

**FROM BLEECKER TO MACDOUGAL TO EAST THIRD** — With all the recent expansion of many record retailers into home entertainment and accessories lines, it comes as no surprise that **Bleecker Bob's Golden Oldies**, one of Manhattan's foremost alternative record shops, is doing the same thing. On Oct. 1, the store will leave its Greenwich Village MacDougal St. location to take up residency five blocks down in what was **Bonaparte Records'** 3rd St. store, until **Bleecker Bob Plotnik** bought out one of his major competitors. Bonaparte, which housed the retail end of the Bonaparte Records U.S.A., Inc. import company, is over twice the size of Bleecker Bob's cramped 800 square feet. Plotnik says that he will use his new space to display more stock ("I have boxes with rare records in them that I don't even know I have"), as well as handle the kind of "lifestyle" merchandise being branched into by many full-line retailers. Bleecker Bob's, naturally, will be geared to an alternative lifestyle. "It will be like a department store," explains Plotnik. "You can come in and buy the latest **Clash** album, then get the fashions and make-up to go with it. We'll have antique and avant garde clothing and cosmetics, so someone can come in and buy a '50s suit or a '40s fur coat and go to the Ritz dressed for the part. Then they can have the right music ready when they get home." Plotnik also feels that the new set-up should appeal to the many out-of-town customers who come into get records they can't get locally. By having records and lifestyle items together in one store, says Bob, "they won't have to spend time walking around as much." The new product lines, which in the future may include rock video, should also encourage longer customer stays and maintain "constant traffic," which will help carry over the "lull periods in any record store." The East 3rd location will be Bleecker Bob's fourth; his shop has been on MacDougal for eight years, and seven before that, was in two locations on Bleecker St. (hence the name). Plotnik is happy to report that the new store lies in close proximity to the New York University subway station, several music clubs, and last but not least, an all-night pizza stand. Decor will be "early neon clock," as the proprietor is a neon clock freak, having just purchased 20 more to celebrate. As for Bonaparte, **Guy Melhuish**, owner of Bonaparte Records U.S.A., Inc., is as happy as Plotnik about the sale of his year-old store. "It served its purpose," he explains. "We have gained exposure in the American market by direct communication with both the public and the industry at large." Melhuish's wholesale operation started from the back of the store and has grown into its own warehouse. Besides making money on the sale of his store, "which was doing very well," he looks forward to doing business with "what were our retailer competitors."

jim bessman

Hopeful Dealers Offer Ways To Better The Fourth Quarter

(continued from page 9)

days on the button."

Karol pleaded for more understanding and cooperation from the manufacturers. "They have to understand the realities of our economic position," he said. "Nobody's going to sell or market anything if they have to pay for it before they sell it. The credit restrictions that they place on dealers is the most stifling condition causing our problems."

According to Karol, another cause of the record industry's financial shape is the "wasting of dollars on promotions in print and on radio that aren't getting their money's worth." Record Bar's King said that it was extremely important "not to spend all our money in one spot." According to King, "We can't continue to spend advertising dollars on media that is self-serving to the industry like AOR and Top 40."

King said that "alternative media" like beautiful music, MOR and country radio should be pursued, and that TV would be "crucial" for Record Bar this year. "If we're truly going to say something about the 'Gift of Music' we have to hit the mass audience and get the message across to the consumer that's not exposed in a regular way to prerecorded music. Christmas ads should be aimed at the average buyer to convince him that records are good gifts. We should go for mass appeal stations and print ads that are exposed to everyone."

King applauded the manufacturers' "outrageous" fall programs and said that it was vital for dealers to take advantage of the offered dating. Show Industries' Fogelman also liked extended dating programs. "Dating is more and more important to support the inventory we carry, especially in our one-stop operation," he said.

"Discount and extra dating helps but it is still difficult to anticipate consumer buying right now so we have to stay conservative," said National Record Mart's Balicky. Western Merchandisers' Marmaduke is also staying lean. "The fall programs offer no more than at any other time," he explained, "and some labels are so restrictive in their returns policies that we don't want to take a shot no matter what the dating is."

But King felt quite the opposite. "Retailers should not be overly cautious because of the times," he stated. "If we can get to the consumers, then we have to have the inventory to sell them. The product has to be on the streets."

King concluded that it all comes down to convincing the consumers at the store that "the record business is excitement!" Said Lou Fogelman: "We should not read our own press clippings!"

Waxie Maxie's Blaine expanded on comments which he recently made to **Cash Box** (**Cash Box**, Sept. 18). "Although it's no panacea, I'd focus a major effort on getting good, positive press in the national media to counter all the bad ink the industry has received lately. It produces the same effect on consumers as a bad Dow Jones report: When you hear that industry is down, you're likely to be gun-shy with your money."

Ben Karol offered perhaps the perfect yuletide idea. "We need more get-togethers," he said. "You don't need to spend a lot of money on a posh party, but dealers, critics, the trade and the press should all be brought together more often when presenting new releases to engender enthusiasm and knowledge and pat each other on the back. We could be a happy family again instead of everybody sitting in a hole and afraid to talk to anybody else. Instead of sending messages saying 'I'll sue you if you don't send me money!'"

NARM Sets Indie Distributors Meet

(continued from page 6)

examine basic problems in sales, marketing and promotion.

Increase Attendance

Registration forms were sent to all independent distributor and independent manufacturer members of NARM last week with a request for names of potential members in order to increase the number of companies represented in the program. To attend the conference, NARM membership is required. For further information on membership and conference attendance, contact NARM at 1008-F Astoria Blvd., Cherry Hill, N.J. 08034, or phone (609) 424-7404.

PLUS PROFIT

TOP SELLING VIDEO GAMES

- DONKEY KONG Coleco 2451
- FROGGER Parker Brothers 5300
- PITFALL! Activision AX018
- BERZERK Atari CX2640
- DEFENDER Atari CX2609
- ATLANTIS Imagic IA 3203
- THE EMPIRE STRIKES BACK Parker Brothers 5050
- COSMIC ARK Imagic IA 3204
- YAR'S REVENGE Atari CX2655
- PRO FOOTBALL Mattel 5658
- PAC-MAN Atari CX2646
- CHOPPER COMMAND Activision AX015
- BASEBALL Intellivision 2514
- RIDDLE OF THE SPHINX Imagic IA 3600
- VENTURE Coleco 2457
- NIGHT STALKER Intellivision 5303
- STARMASTER Activision AX016
- GANGSTER ALLEY Spectravision 201

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

TOP SELLING ACCESSORIES \*

- BMI Cassette Carrying Case (#911)
- Carroll County 45 Record Crates
- Discwasher D-4 1 1/4 oz. Refill Fluid
- Discwasher D-4 System Kit
- Discwasher "Perfect Path" Cassette Head Cleaner
- Fuji T-120 (videocassette)
- Le-Bo Outer LP Sleeves
- Maxell UDXL I C-60
- Maxell UDXL II C-90
- Maxell LNC-90 (2/BAG)
- Maxell XLS Test Pack
- Memorex Cassette Head Cleaning Kit
- Memorex C-60 (2/BAG)
- Pickwick Cassette Head Cleaner
- Recoton Dome Adapter
- TDK Cassette Head Cleaning Kit
- TDK DC-90 (2/BAG)
- TDK SAC-90
- TDK SAC-90 (2/BAG)

Compiled from: Big Apple Records — Denver • Gary's — Virginia • Karma — Indianapolis • Licorice Pizza — Los Angeles • Musicland — St. Louis • Sound Warehouse — San Antonio • Sound Video, Unltd. — Chicago • Lieberman — Denver, Kansas City • Den Jay Music — Denver • Alte — Phoenix • Peaches — Cincinnati • Disc-O-Mat — New York City • Tower Records — Sacramento, Seattle.

TOP SELLING MIDLINES

- A Flock of Seagulls • Jive/Arista 66000
- AC/DC • Let There Be Rock • Atco SD-3615
- Kurtis Blow • Tough • Mercury/PolyGram MX-1-505
- David Bowie • The Rise and Fall of Ziggy Stardust and the Spiders From Mars • RCA AYL1-3843
- Paul Carrack • Suburban Voodoo • Epic/CBS ARE 38161
- (S) Crosby, Stills & Nash • So Far • Atlantic SD-15119
- The Doors • Elektra EKS 75007
- (S) Joe Jackson • Look Sharp! • A&M SP-4743
- Billy Joel • Piano Man • Columbia PC 32455
- Quincy Jones • The Best • A&M SP-3200
- Carole King • Tapestry • Columbia PE 34946
- The League Unltd. Orchestra • Love and Dancing • Virgin/A&M SP-3209
- (S) Barry Manilow • Oh, Julie • Arista AB 2500
- Missing Persons • Capitol DLP-15001
- Motley Crue • Too Fast For Love • Elektra 9 60174-1V
- Talk Talk • EMI America DLP-19001
- Van Halen • Women and Children First • Warner Bros. HS 3415

Compiled From: Licorice Pizza — Los Angeles • Musicland — St. Louis • Sound Warehouse — San Antonio • Sound Video, Unltd. — Chicago • Lieberman — Denver • Alta — Phoenix • Den Jay Music — Denver • Peaches — Cincinnati • Columbus • Disc-O-Mat — New York City • Tower Records — Sacramento, Seattle • Big Apple Records — Denver • Gary's — Virginia • Karma — Indianapolis.

\* Excludes T-Shirts & Paraphernalia

(S) Heavy Sales

## FCC Chairman Calls For Spectrum Use Fee At NRBA Reno Convention

RENO, NEV. — In a departure from his previous stand on the subject, Mark Fowler, chairman of the Federal Communications Commission (FCC) said that the idea of a spectrum fee for broadcasters "should be considered." In his Sept. 13 keynote address at the National Radio Broadcasters Assn. (NRBA) convention held Sept. 12-15 at the MGM Grand Hotel here, the chairman stated that the idea of a spectrum fee "should not be tied to deregulation" but should be considered by Congress.

He apparently thought that he was endorsing the opinion voiced by the NRBA calling for a one-time contractual fee, which is not the same thing as a spectrum fee. "We don't believe in a spectrum fee," NRBA executive vice president Abe Voron told **Cash Box**. "A spectrum fee could escalate with time and a later Congress could make it higher. What we want is a one-time contractual fee for the use of the spectrum space."

Fowler's speech was one highlight of the four-day convention which drew a reported 4,500 radio managers from the U.S. and abroad. Other issues considered there included "Winning Big In the '80s," the convention's theme, "Programming Your AM for Success" and consideration of a radio industry suit against the American Society of Composers, Authors and Publishers (ASCAP) and Broadcast Music Inc. (BMI) similar to the one already done in television industry.

"The AM session turned into a pep rally for the AM broadcasters," said Voron. The workshop was moderated by Rick Sklar, vice president, programming at ABC Radio Enterprises. Its panelists included Arnie Ginsburg, program director at WXKS-AM/Boston, which uses the MOR "Music Of

Your Life" format, Bob Welch, program director at KLYV/Dubuque and consultant Robert Balon.

Another workshop centered on computers that help program music. It was moderated by Scott Slade, program director at WAYS/Raleigh, N.C. and its panelists included Don Hagen of Station Research Systems and Andrew Economos from Radio Computing Services.

### Licensing Panel

The music licensing issue was dealt with in a panel moderated by Tom Schattenfeld, attorney with the Washington law firm of Arendt Fox, which represented the local television industry in its suit against ASCAP (**Cash Box**, Sept. 4). The panel told the radio broadcasters of its plan to sue the two performing royalty organizations how radio can help reduce its licensing fees.

By far, the workshop that drew the largest crowd was the sales panel entitled "Winning Big In the '80s." It included tips on how to increase spot radio sales, which had fallen from a 17 percent increase in 1981 to a mere five percent jump in the first part of 1982. "Everywhere in the convention, you'd heard people talking about this session," said Voron.

Other convention highlights included:

- A speech by veteran radio personality Paul Harvey commending the NRBA on its efforts to separate television from radio in Congress.

- A speech by author Herb Cohen who wrote *You Can Negotiate Anything*. "He told the crowd that it's not so much what you're negotiating but how you negotiate it," said Voron.

- A noted lack of record company hospitality suites, due primarily to the state of the economy.

## Storms Named VP At United Stations

NEW YORK — Susan Storms has been named vice president, creative services, at United Stations. In that capacity, she will function as liaison between the network and the artists who appear on the shows it produces and distributes. She also maintains her responsibilities of director, client services, where she oversees advertising, press and public relations.

"Susan's been able to combine an understanding of programming from her days at WHN Radio with artist relation experience gained as an account executive at Richard Gersh Assoc.," said United Stations vice president, programming, Ed Salamon. "This enables her to deal effectively with the biggest stars of our industry and ensures that our programs will continue to deliver the most popular stars each week."



Susan Storms

## Senate Committee OKs Radio Marti Proposal

NEW YORK — Despite apparently deliberate interference from Cuban radio stations a week before, the Senate Foreign Relations Committee passed the bill authorizing \$7.5 million to start up Radio Marti, the high-powered propaganda station aimed at Cuba. The bill passed the committee by an 11-5 vote.

But the bill, which now goes to the full Senate for approval, contains three additional amendments proposed by Sen. Claiborne Pell (D-R.I.) that were not in the original bill. They include an amendment that would "encourage the selection of a frequency that would not encounter interference" and another providing for compensation to all parties that lease land or provide technical support to the station. That compensation would be paid out of the \$7.5 million. A third amendment places Radio Marti under the jurisdiction of the Board of International Broadcasting, the agency responsible for Radio Free Europe and Radio Liberty, which broadcasts U.S. propaganda to Soviet-bloc countries, rather than the commission established to set up Radio Marti. "This way, there won't be any dual board of directors problems," said one committee aide.

### Amendments Attached

The measure now goes before the full Senate. "But since there were amendments attached to it, it will have to go back before the House anyway," said the aide.

The committee approved the bill one week after Cuba reportedly jammed the 1040 kHz AM frequency with English language information and music. It interrupted the regular broadcasts of WHO/Des Moines and at least five other U.S. stations. This was seen as an attempt by Cuban leader Fidel Castro to retaliate against Radio Marti.

## AIRPLAY

**AM STEREO UPDATE** — The thorny problem of allowing the marketplace to choose the industry's standard AM stereo broadcasting system came one step closer to fruition recently as Motorola Corp., one of the four manufacturers of proponent transmission systems, ended its footdragging and submitted its system to the Federal Communications Commission (FCC) for type acceptance. The Kahn and Harris systems were approved in July. Simultaneously, Top 40 station **WLS-AM/Chicago**, which had been testing the Kahn transmission system since the FCC began permitting stations to do so (**Cash Box**, March 20), has decided to begin testing the Harris system, approved at the end of July (**Cash Box**, Aug. 14). That won't guarantee that the whole process will be any less lengthy than it already has been. "The Motorola system was submitted to us in late August, and all of the administrative work has been done on it," said **Charlie Cobbs**, chief of the FCC laboratory's equipment authorization branch. "We are now in the process of doing a technical study which will take some time because there is no set history on this stuff and it's all fairly new." He estimated results to appear sometime in about 60-65 days. At that time, the findings of the AM stereo broadcasting tests conducted at country outlet **WIRE/Indianapolis** by Delco, manufacturer of car stereos for General Motors, will be compiled. Hitches may still occur, as **Al Resnick**, WLS chief engineer, explains: "We've wanted to test the Harris system since it was approved on July 27, but we haven't got the equipment yet and that could come anytime from mid-September, which is next week, to mid-December," he said. "We went with the Kahn system because it was the first available, but we think that in light of the FCC marketplace decision, it is necessary to be advised about all of the systems." The Kahn system's only advantage is that listeners can use two separate AM radios to create the stereophonic effect without buying newly-made ones. A standard broadcasting system is necessary since receivers can accept broadcasts from only one system at a time

because of their design. On account of the importance of morning drive time listenership, car stereo manufacturers may hold the linchpin to determining which proposed AM stereo broadcasting system becomes the industry standard.

### GIRL TALK FROM GIRL GROUPS

"Everyone from a troll on up has some amount of sensuality because of the bigger-than-life atmosphere of the stage," says Chrysalis recording artist **Pat Benatar** on DIR Broadcasting's *Inside Track* interview show. "But when that becomes a major part of what you do, then it becomes irritating." Benatar, along with **Charlotte Caffey** of the **Go-Go's** and **Chrissie Hynde** of the **Pretenders**, will appear on the show, which airs the week of Sept. 20. The



**URBAN COWBOY** — Veteran country music singer and cowboy character actor **Gene Autry (I)** recently visited station **WCXI/Detroit** to be the first guest on *Deano Day's* show simulcast on both the AM and FM outlets. **Autry** is also chairman of the board of **Golden West Broadcasters**, **WCXI's** parent company.

show exposes other vulnerabilities of female rock artists. "If it were up to me, there would be one week during the month when I wouldn't do any work at all," says Hynde. "Because I'll be making mistakes, I'll be irrational and I won't be functioning very well." For more insight into the occupational hazards of life among the women rock artists, check local listings for exact date and time of the show.

**THE \$5,000 MISUNDERSTANDING** — AOR-formatted **WPLJ/New York** recently ran a contest that put its air staff on the line. To wit, any listener who catches the station playing fewer than five songs in a row can call up the station and win \$5,000. According to sources, air personality **Jim Kerr**, only just come back from his vacation, slipped up on Saturday morning Sept. 4, playing only four songs without commercial interruption. Well, a certain **Frank Ficazzola** was lucky enough to get through the PLJ special number and ended up a rich man. It is unclear whether the station docked Kerr's salary or whether they just gave him dirty looks.

**STATION TO STATION** — A/C outlet **WGAO/Baltimore** recently switched its format to modern country music. Station vice president and general manager **Joe Cahill** reportedly cited the need for a country music outlet on the AM dial based on research, as the leading cause for his decision. Or could it be that Baltimore has one of the largest concentrations of A/C stations in the country? . . . Further up the coast, fellow AM country outlet **WFIL/Philadelphia** recently began broadcasting in AM stereo, using the Kahn system . . . Speaking of country stations, **WKHK/New York**, which broadcasts on the FM band, has moved its offices to 140 W. 43rd St., New York, N.Y. 10036. The new telephone number is (212) 382-6000 . . . Creeping into New England, we see that AOR outlet **WAAF**, situated in the Boston suburb of Worcester, will be the anchor station for the upcoming live broadcast of the **Blue Oyster Cult** and **Aldo Nova** concert at the Centrum on Sept. 24. The concert will be heard on all affiliates of NBC's Source web, and the technicalities will be handled by Boston-based Starflex/Blair. Interviews with the bands can be arranged through **WAAF** . . . **Dave Logan**, who left his heart in Grand Rapids, Mich., to take over the program directorship at **KFOG/San Francisco**, is now looking for a house to rent for a year in the area, along with his wife **Lois Lane** (her real name). Logan is programming the station, which recently switched from beautiful music to 25+formatted AOR (**Cash Box**, Sept. 18).

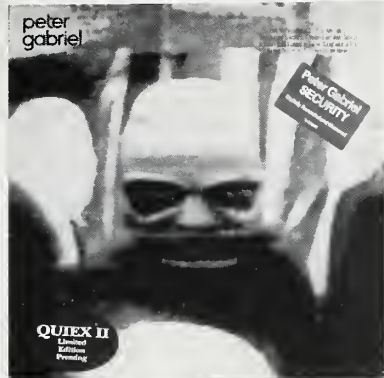
**CONSULTING BIZ TIPS** — Jeff Pollock Communications, which programs such AOR heavyweights as **KLOS/Los Angeles**, the ABC Rock Radio network and Infinity Broadcasting Corp., has added **WFBQ/Indianapolis** to its roster . . . **Dan Spice**, former PD at **KWEN/Tulsa**, has joined the San Francisco-based Lund Consultants to Broadcast Management. In addition to his last position, Spice has experience in the A/C format and marketing fields. Lund is a full service radio management and programming consulting house.

**JAZZ ON THE AIRWAVES** — National Public Radio's (NPR) *Jazz Alive* series, turns five Oct. 2 and to celebrate the anniversary, host **Dr. Billy Taylor** will spotlight such jazz greats as **Count Basie**, **Charlie Mingus** and **Chick Corea**. Adding spice to the birthday cake, Taylor will also feature rarities like **Dizzy Gillespie's** impromptu White House duet with former president **Jimmy Carter** and **Stevie Wonder's** New Orleans jam session with **Ella Fitzgerald**. Check local listings for definite air times . . . That's not all Taylor is doing at NPR. He's also hosting a 13-part series, tracing the roots of jazz from **Scott Joplin** through **Art Tatum** and up to **McCoy Tyner**.

larry riggs



# CASH BOX ROCK ALBUM RADIO REPORT



— **PETER GABRIEL • GEFGEN**  
**ADDS:** WBAB, KSJO, WYFE, WNEW, KMGH, WMMS, WGRQ, WROQ, WLIR, WHFS, KNAC, WOUR, WKLS, KEZY. **HOTS:** None. **MEDIUMS:** WLIR. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.



**6 ROBERT PLANT • PICTURES AT ELEVEN • SWAN SONG/ATCO**  
**ADDS:** None. **HOTS:** KLOL, WBLM, WBAB, KMET, WYFE, WNEW, KMGH, WSHE, WMMS, WGRQ, WROQ, KSHE, WCCC, WOUR, WKLS, KEZY. **MEDIUMS:** KSJO, WABX. **PREFERRED TRACKS:** Burning.  
**SALES:** Good in all regions.

## # 1 MOST ADDED

## # 1 MOST ACTIVE

LP Chart Position

**27 A FLOCK OF SEAGULLS • JIVE/ARISTA**  
**ADDS:** None. **HOTS:** WBAB, WYFE, KMGH, WMMS, WGRO, WLIR, WHFS, KROO, KNAC, WKLS, KEZY. **MEDIUMS:** KSJO, WNEW, WOUR. **PREFERRED TRACKS:** I Ran, Space, Telecommunications.  
**SALES:** Good to moderate in all regions; strongest in East.

**57 AEROSMITH • ROCK IN A HARD PLACE • COLUMBIA**  
**ADDS:** KLOL, WMMS, KMET. **HOTS:** KMET, WGRO. **MEDIUMS:** WBAB, WYFE, WROO, WCCC, WOUR, KEZY, WBLM. **PREFERRED TRACKS:** Open.  
**SALES:** Moderate in all regions.

**34 BAD COMPANY • ROUGH DIAMONDS • SWAN SONG/ATCO**  
**ADDS:** KMGH. **HOTS:** KMET, KSJO, WSHE, WMMS, WGRO, KEZY. **MEDIUMS:** WBAB, WYFE, WABX, WROO, KSHE, WCCC, WOUR, WKLS, WBLM, KLOL. **PREFERRED TRACKS:** Electriland.  
**SALES:** Moderate to fair in all regions; weakest in East.

**50 THE CLASH • COMBAT ROCK • EPIC**  
**ADDS:** WKLS. **HOTS:** WBAB, KMET, WNEW, KMGH, WLIR, WHFS, KROO, KNAC, KEZY. **MEDIUMS:** WSHE, WGRO. **PREFERRED TRACKS:** Should, Casbah.  
**SALES:** Fair in South; moderate in others.

**1 JOHN COUGAR • AMERICAN FOOL • RIVA/POLYGRAM**  
**ADDS:** None. **HOTS:** WBAB, WSHE, WMMS, WABX, WCCC, WOUR, KEZY. **MEDIUMS:** KSJO, WNEW, KSHE, WKLS. **PREFERRED TRACKS:** Jack, Hurts.  
**SALES:** Good in all regions.

**12 CROSBY, STILLS & NASH • DAYLIGHT AGAIN • ATLANTIC**  
**ADDS:** None. **HOTS:** KNX, WBLM. **MEDIUMS:** WBAB, WYFE, WMMS, WROQ, WOUR, WKLS, KEZY. **PREFERRED TRACKS:** Wasted, Southern.  
**SALES:** Good to moderate in all regions.

**55 FAST TIMES AT RIDGEMONT HIGH • SOUNDTRACK • FULL MOON/ASYLUM**  
**ADDS:** None. **HOTS:** WBAB, KNX, KMET, KMGH, WMMS, KROO, KSHE, WKLS, KEZY, WBLM. **MEDIUMS:** KSJO, WABX, WCCC, WOUR. **PREFERRED TRACKS:** Waffle, Johnny, Somebody's.  
**SALES:** Moderate to fair in all regions; strongest in West.

**2 FLEETWOOD MAC • MIRAGE • WARNER BROS.**  
**ADDS:** None. **HOTS:** WBAB, KNX, KSJO, WSHE, WMMS, WGRQ, WABX, WOUR, WKLS, KEZY, WBLM, KLOL. **MEDIUMS:** WROO, KSHE, WCCC. **PREFERRED TRACKS:** Gypsy, Hold.  
**SALES:** Good in all regions.

**5 GO-GO'S • VACATION • I.R.S./A&M**  
**ADDS:** None. **HOTS:** WBAB, KMET, WNEW, KMGH, WLIR, KROO, KNAC, KEZY. **MEDIUMS:** WMMS, WHFS, WKLS. **PREFERRED TRACKS:** Title, Get Up, Beatnik, Cool.  
**SALES:** Good in all regions.

**44 DON HENLEY • I CAN'T STAND STILL • ASYLUM**  
**ADDS:** None. **HOTS:** WBAB, KMET, KMGH, WMMS, WGRO, KROO, WOUR, WKLS, KEZY. **MEDIUMS:** KSJO, WYFE, WABX, WROQ, KSHE, WBLM, KLOL. **PREFERRED TRACKS:** Johnny, Title.  
**SALES:** Good in West and Midwest; moderate in others.

— **ICE HOUSE • PRIMITIVE MAN • CHRYSALIS**  
**ADDS:** WLIR, WROO, WBAB. **HOTS:** KNX. **MEDIUMS:** WYFE, KMGH, WMMS, WHFS, KROO, KEZY. **PREFERRED TRACKS:** Open.  
**SALES:** Weak in East; fair in others.

LP Chart Position

**26 JUDAS PRIEST • SCREAMING FOR VENGEANCE • COLUMBIA**  
**ADDS:** None. **HOTS:** KMET, KSJO, WMMS, WABX, KEZY, WBLM. **MEDIUMS:** WBAB, WYFE, WROO, WCCC, WKLS. **PREFERRED TRACKS:** Another, Bloodstone, Title.  
**SALES:** Moderate in all regions.

**41 KENNY LOGGINS • HIGH ADVENTURE • COLUMBIA**  
**ADDS:** None. **HOTS:** WBAB, KNX, WYFE, WNEW, WSHE, WMMS, WGRO, WOUR, WKLS, KEZY. **MEDIUMS:** KMET, KSJO, KSHE, WCCC, WBLM, KLOL. **PREFERRED TRACKS:** Fight.  
**SALES:** Good to moderate in all regions.

— **LORDS OF THE NEW CHURCH • I.R.S./A&M**  
**ADDS:** KEZY. **HOTS:** WLIR. **MEDIUMS:** KSJO, WNEW, KMGH, KSHE, WMMS, WHFS, KROO, KNAC. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in East; weak in others.

**18 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA**  
**ADDS:** None. **HOTS:** WBLM, WBAB, KNX, KSJO, KMGH, WSHE, WMMS, WGRO, KROO, KSHE, WCCC, KNAC, KEZY. **MEDIUMS:** KMET, WABX, WLIR, WKLS. **PREFERRED TRACKS:** Who, Down.  
**SALES:** Good to moderate in all regions.

**64 MISSING PERSONS • CAPITOL**  
**ADDS:** None. **HOTS:** WYFE, WNEW, KMGH, WHFS, KEZY. **MEDIUMS:** WGRO, WROO, WCCC, WKLS, KEZY. **PREFERRED TRACKS:** Mental, Words.  
**SALES:** Fair in all regions.

**29 EDDIE MONEY • NO CONTROL • COLUMBIA**  
**ADDS:** None. **HOTS:** WBAB, KMET, KSJO, WMMS, WABX, KSHE, WBLM. **MEDIUMS:** WNEW, WOUR, WKLS, KEZY. **PREFERRED TRACKS:** Take, Think, Shakin', Title.  
**SALES:** Good to moderate in all regions; strongest in Midwest.

**11 THE ALAN PARSONS PROJECT • EYE IN THE SKY • ARISTA**  
**ADDS:** None. **HOTS:** WBAB, KSJO, WOUR. **MEDIUMS:** WMMS, WABX, WKLS, WBLM, KLOL. **PREFERRED TRACKS:** Title.  
**SALES:** Good in all regions.

**23 REO SPEEDWAGON • GOOD TROUBLE • EPIC**  
**ADDS:** None. **HOTS:** KMET, WNEW, KSHE, KLOL. **MEDIUMS:** WBAB, KSJO, WABX, WBLM. **PREFERRED TRACKS:** Sweet, Fire.  
**SALES:** Moderate to fair in all regions.

## # 2 MOST ADDED

— **RUSH • SIGNALS • MERCURY/POLYGRAM**  
**ADDS:** WBLM, KEZY, WKLS, WOUR, WCCC, KSHE, WROO, WGRO, WMMS, WSHE, WNEW, WYFE, KMET. **HOTS:** KEZY, WCCC, WROQ, WSHE, WNEW, WYFE, KMET. **MEDIUMS:** None. **PREFERRED TRACKS:** New World.  
**SALES:** Just shipped.

## # 4 MOST ADDED

**122 MIKE RUTHERFORD • ACTING VERY STRANGE • ATLANTIC**  
**ADDS:** KEZY, KSHE, WROO, WGRO, WBAB. **HOTS:** None. **MEDIUMS:** WBAB, WSHE, WMMS, WHFS, WOUR. **PREFERRED TRACKS:** Open.  
**SALES:** Moderate breakouts in all regions.

## # 3 MOST ADDED

— **SAGA • WORLDS APART • A&M**  
**ADDS:** KLOL, WBLM, KSHE, WABX, WGRO, WMMS, WYFE. **HOTS:** None. **MEDIUMS:** KSJO, WSHE. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.

LP Chart Position

**25 SANTANA • SHANGO • COLUMBIA**  
**ADDS:** WSHE. **HOTS:** WBAB, KSJO, WYFE, WMMS, WGRO, WROO, WOUR, KEZY, KLOL. **MEDIUMS:** KMET, WABX, KSHE, WKLS, WBLM. **PREFERRED TRACKS:** Hold.  
**SALES:** Good to moderate in all regions.

## # 5 MOST ADDED

— **SHERIFF • CAPITOL**  
**ADDS:** WBLM, WCCC, KMET, WBAB. **HOTS:** None. **MEDIUMS:** WMMS, WROO. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.

**8 BILLY SQUIER • EMOTIONS IN MOTION • CAPITOL**  
**ADDS:** None. **HOTS:** WBLM, WBAB, KMET, KSJO, WYFE, WNEW, KMGH, WSHE, WMMS, WGRO, WROO, KSHE, WCCC, WOUR, WKLS, KEZY. **MEDIUMS:** KLOL, KROO. **PREFERRED TRACKS:** Title.  
**SALES:** Good in all regions.

**150 STEEL BREEZE • RCA**  
**ADDS:** WGRQ. **HOTS:** WBAB, KSJO, WYFE, WKLS. **MEDIUMS:** KMET, KMGH, WSHE, WMMS, WROO, WOUR, KEZY, WBLM, KLOL. **PREFERRED TRACKS:** Anymore.  
**SALES:** Moderate breakouts in all regions.

**35 STRAY CATS • BUILT FOR SPEED • EMI AMERICA**  
**ADDS:** None. **HOTS:** WNEW, KMGH, WHFS, KNAC, WOUR, KEZY. **MEDIUMS:** WBAB, KMET, WMMS, WROO, WLIR, KROO, WKLS. **PREFERRED TRACKS:** Strut, Rock.  
**SALES:** Good to moderate in all regions.

**30 .38 SPECIAL • SPECIAL FORCES • A&M**  
**ADDS:** None. **HOTS:** KSJO, WYFE, WGRO, WABX, WROO, WKLS, KLOL. **MEDIUMS:** WBAB, WMMS, KEZY, WBLM. **PREFERRED TRACKS:** Keep, Caught.  
**SALES:** Moderate to fair in all regions; weakest in East.

**59 GEORGE THOROGOOD & THE DESTROYERS • BAD TO THE BONE • EMI AMERICA**  
**ADDS:** None. **HOTS:** KMET, WHFS. **MEDIUMS:** WBAB, WGRQ, WROO, WOUR, KEZY, WBLM. **PREFERRED TRACKS:** Nobody.  
**SALES:** Moderate to fair in all regions; strongest in West.

**85 URIAH HEPP • ABOMINOX • MERCURY/POLYGRAM**  
**ADDS:** None. **HOTS:** WNEW. **MEDIUMS:** KSJO, WSHE, WMMS, WABX, KSHE, WOUR, WBLM, KLOL. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in Midwest; weak in others.

**174 THE JOHNNY VAN-ZANT BAND • THE LAST OF THE WILD ONES • POLYDOR/POLYGRAM**  
**ADDS:** KSJO. **HOTS:** None. **MEDIUMS:** WBAB, WYFE, WMMS, WGRO, WROO, KSHE, WOUR, WKLS, KEZY, WBLM, KLOL. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in West; weak in others.

**16 THE WHO • IT'S HARD • WARNER BROS.**  
**ADDS:** WROO. **HOTS:** KLOL, KEZY, WKLS, WBAB, KMET, WYFE, WNEW, WSHE, WMMS, WGRQ, WLIR, KSHE, WCCC, WOUR. **MEDIUMS:** WBLM, WROO, KSJO, KMGH, WABX, WHFS, KROO, KNAC. **PREFERRED TRACKS:** Athena, One, Cry, Man, Title.  
**SALES:** Good in all regions.

**28 STEVE WINWOOD • TALKING BACK TO THE NIGHT • ISLAND**  
**ADDS:** None. **HOTS:** KLOL, WBAB, KSJO, WSHE, WMMS, WGRQ, WOUR, WKLS, KEZY. **MEDIUMS:** KNX, KMET, WYFE, WABX, WROO, WHFS, KSHE, WBLM. **PREFERRED TRACKS:** Still.  
**SALES:** Good to moderate in all regions.

## Several New Wrinkles Planned For Annual Opry Birthday Celebration

by Tom Roland

NASHVILLE — With less than one month remaining before the Grand Ole Opry Birthday Celebration, the annual week of activities surrounding country music's symbolic focal point, officials with the Country Music Assn. (CMA) and Opry are gearing up for the deluge of industry participants from around the country. Marking the 57th anniversary of the Opry, this year's event, Oct. 11-17, will feature several new wrinkles in addition to the usual slate of showcases and receptions.

One of the additions to the 1982 celebration is the availability of "special broadcast hook-ups" through which visiting radio personnel can feed live segments back to their local stations from the Opryland Hotel. The hook-up is co-sponsored by the Opry and the Federation of International Country Air Personalities (FICAP).

Arrangements have also been made to allow disc jockeys to attend a taping of the "Hee Haw" television show. This particular segment will include cameo appearances by members of the studio audience, consisting of disc jockeys only.

The 1982 agenda has also allowed the expansion of the artist/DJ tape sessions to two days, enabling a greater number of artists to participate in the event, which allows radio personnel to obtain interviews and station IDs from major country artists.

For the third consecutive year, free "hotline" radio reports are being made available to the first 150 stations requesting the service. The hotline includes special reports that can be aired Oct. 11-15 mixing the action and topics of interest from the convention with comments from many of country's major artists.

The CMA Awards show takes place Oct.

## 15 To Perform At Buyer Seminar

NASHVILLE — Some 15 artists have been scheduled to appear during two showcases at the 11th annual Talent Buyers Seminar, Oct. 8-12, sponsored by the Country Music Association (CMA) at the Hyatt Regency Hotel.

Saturday, Oct. 9, from 3:30-6:30 p.m., George "Goober" Lindsey and Ronnie Prophet will serve as emcees for performances by John Anderson, Razy Bailey, Calamity Jane, Tammy Cline, Gail Davies, Charly McClain and Jim Stafford. The following afternoon, from 2:30-6 attendees will be entertained by the Burrito Brothers, Sami Jo Cole, Lee Greenwood, Gary Morris, Stella Parton, Dave Rowland, George Strait and B.J. Thomas, with hosts Danny Davis and Brenda Lee.

Entertainers for the seminar, the traditional kick-off event for Country Music Week, were selected by the seminar's showcase committee, which includes Bette Kaye, Bette Kaye Prods.; Joe Sullivan, Sound Seventy Corp.; Wayne McCary, Eastern States Exposition; Sonny Anderson, Walt Disney World and Disneyland; and Stan Moress, Scotti Bros.

## Orlando To Guest On 5th Mandrell Benefit

NASHVILLE — Tony Orlando will be special guest at the fifth annual Barbara Mandrell Benefit Concert for abandoned children Oct. 2 at the Montgomery Civic Center in Montgomery, Alabama. The concert, part of the Barbara Mandrell Golf Benefit Weekend, is sponsored by the Alabama Sheriff's Association for the Girl's Ranch Program, which enables children to live in a family setting. The event, which takes place Oct. 1-3, raised more than \$250,000 last year for the Girl's Ranches.

11, with Barbara Mandrell and Mac Davis hosting the affair for the third successive year. The awards ceremony will be telecast live nationwide, with some 104 markets using an FM simulcast. The post-awards party will be broadcast via NBC Radio.

Coinciding with the event, the National Assn. of Talent Directors (NATD) is co-sponsoring an alternative ceremony with the International Country Music Buyers Assn. (ICMBA). Through their gathering, set for the Nashville City Club at the Third National Bank Building in Nashville, talent buyers and participants from the CMA's 11th annual Talent Buyers Seminar, which is scheduled for Oct. 8-12, who were unable to obtain seats at the awards presentation will be able to watch the event via a special screening. Attendees of the screening will have their own post-awards party at the close of the telecast.

Other awards ceremonies scheduled for the week include: Nashville Songwriters Assn. International (NSAI) Hall of Fame awards, Oct. 10; Broadcast Music, Inc. (BMI) awards, Oct. 12; American Society of Composers, Authors and Publishers (ASCAP) awards, Oct. 13; SESAC awards, Oct. 14; and the FICAP banquet, Oct. 15.

A number of showcases are also planned for the week. They include: an early bird bluegrass concert and the Grand Ole Opry Spectacular, Oct. 12; the RCA show, the CBS show and another country music showcase, Oct. 13; the MCA show and the Sho-Bud/Kustom/Gretsch show, Oct. 14; the Atlas Artists show, Oct. 15; and the Grand Ole Opry 57th Birthday Celebration show, Oct. 16.

In addition, the annual CMA membership meeting is scheduled for 9 a.m., Oct. 14. Oct. 12, the organization will conduct its first European Market Seminar, entitled "Breaking in Britain."

## Sugartree Records Expands Office Staff

NASHVILLE — Following the release of its first single, Sugartree Records has expanded its office staff. Fred Barrett, general manager, and Annette B. Anderson, administrative assistant, have joined the label. In addition, Chuck Sagle, whose production credits include Frank Sinatra, Sammy Davis Jr., Gene Pitney and Johnny Dollar, recently joined Sugartree in a production capacity. Sagle's first project for the label will be several sides on country artist Clifford Russell.

Sugartree, a subsidiary of the Mid-South Petroleum Co. of Florida, recently inked a distribution agreement with Nationwide Sound Distributors of Nashville.



**TILLIS REJOINS MCA** — Following a brief departure to another label, Mel Tillis has reinstated his association with MCA through the signing of an exclusive recording contract. During his previous tenure with the label, Tillis recorded 13 albums and amassed sales of approximately five million units. Pictured with Tillis (seated) are: Jim Fogelsong, president, MCA/Nashville; Ron Chancey, vice president, A&R, MCA/Nashville; Erv Woolsey, vice president, promotion, MCA/Nashville; and Chic Doherty, vice president, marketing, MCA/Nashville.

## Compleat Entertainment Bows

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tor/consultants. Hall will also continue as senior executive of the Welk Music Group, and Steinberg, one of the founders of Mercury, will continue to act as senior consultant to Guenter Hensler, president of PolyGram.

Steinberg indicated that he has always considered Nashville a "kind of a third coast," noting Mercury's development of such acts as Roger Miller, Johnny Rodriguez, Faron Young and Tom T. Hall. He also noted that with the already heavy concentration of music-related companies and facilities in Nashville, the Tennessee capital needs a full-line record label and vowed that Compleat will handle "all types of music from country to classical."

In spite of what many are calling recessionary times for the record industry, Steinberg pointed to the success of Survivor's "Eye Of The Tiger," which has sold over two million units; the John Cougar album, which has accumulated sales of one million; and the recent US Festival, which drew over 400,000 participants, as proof of a "viable industry."

John F. Jacques, president of Jacques-Miller, added that his company had entered the investment industry in 1969 when it was supposedly not the ideal time to enter that field. Jacques also said that because of his company's philosophy, which is to "add to the organization people who are better than we are," the firm has "never started anything we have gotten out of" in 14 years.

Fach commented that Nashville was chosen as the site for a full-service label because "someone should be living where the talent really is." He indicated that the company will draw from surrounding music centers such as Memphis, Muscle Shoals and Atlanta in building its catalog and artist roster.

Steinberg concluded that because the industry is, for the most part, an oligopoly controlled by four or five companies, those firms are "highly-g geared organizations" and "cannot have all the creativity." Because they have entered into agreements for financing and marketing and distribution, Steinberg asserted that the label heads would be free to examine the creative aspects of the business, including a projected heavy involvement with video.

### Distribution Plan

While PolyGram has obtained the U.S. distribution agreement, arrangements for Canada and other foreign territories are still under consideration. The company plans to release six to nine albums during its first year, including two albums scheduled for October, "Love Your Body," an exercise project featuring television personality Jayne Kennedy, and "In Training With The Dallas Cowboy Cheerleaders," which includes routines by the squad. Steinberg projected that the cheerleaders, who are "marvelously visual," may become a videodisc project. Compleat has already signed Verrn Gosdin, a country artist whose most recent single is "Your Bedroom Eyes," and he will begin recording with the company in October. Further signings of two new acts and an established artist are expected within the ensuing 90 days.

Glenn Sutton has been named to head the Compleat Music Group, the publishing arm of the organization.

## Country Music Month

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leases will be supported by a massive in-store merchandising effort that will include mobiles; double-sided, two-color bin header cards; six-foot banners, individual logos with each artist's name; and special cards for cassettes. The campaign will also have some "incentives" for retailers, according to Wunsch, but it is still uncertain at this time whether they will take the form of discounting, dating or both.

At Warner Bros., there will be a five percent discount program on new releases and catalog in the fourth quarter, according to Stan Byrd. In addition, the label will go into 49 markets nationwide with radio promotions that will feature a lot of station IDs, among other things.

RCA will also design Country Music Month radio promotions to support its LP releases during the month. One particularly noteworthy promotion will support the Oct. 1 release of Earl Thomas Conley's "Somewhere Between Right And Wrong."

At PolyGram, while there will not be any labelwide promotions, there will be a lot of tie-ins with individual accounts, according to Joe Polidor. In addition to a variety of in-store merchandising items, the label will attempt to supply artists for station IDs whenever possible and also provide product for on-air LP giveaways.



**SOMEWHERE BETWEEN FLORIDA AND TENNESSEE** — Earl Thomas Conley embarked on a retail tour recently to back his latest RCA album, "Somewhere Between Right And Wrong." During the tour, he stopped off in Atlanta to visit with southern record merchants. Pictured during his Georgia appearance are (l-r): Conley, Gail Coleman, Coleman Music, in Holly Hills, Fla.; and Conley's new manager, Georgeann Galante.

TOP 75 ALBUMS

	Weeks On Chart	9/18		Weeks On Chart	9/18
1	28	1	ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	28	1
2	11	2	LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO-51124)	11	2
3	12	3	THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE! DAVID FRIZZELL (Warner/Viva 23688-1)	12	3
4	25	7	JUST SYLVIA SYLVIA (RCA AHL 1-4312)	25	7
5	14	5	INSIDE RONNIE MILSAP (RCA AHL 1-4311)	14	5
6	29	4	MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	29	4
7	41	6	WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	41	6
8	47	8	BIG CITY MERLE HAGGARD (Epic FE 37593)	47	8
9	5	12	THE BEST LITTLE WHOREHOUSE IN TEXAS ORIGINAL SOUNDTRACK (MCA 6112)	5	12
10	17	10	THE MAN WITH THE GOLDEN THUMB JERRY REED (RCA AHL 1-4315)	17	10
11	35	9	SOUTHERN COMFORT CONWAY TWITTY (Elektra E1-60005)	35	9
12	13	11	STRAIT FROM THE HEART GEORGE STRAIT (MCA 5320)	13	11
13	18	13	QUIET LIES JUICE NEWTON (Capitol ST-12210)	18	13
14	14	14	SOMEWHERE IN THE STARS ROSANNE CASH (Columbia FC 37570)	14	14
15	13	15	THE LEGEND GOES ON THE STATLER BROTHERS (Mercury/PolyGram SRM-1-4048)	13	15
16	28	16	IN BLACK & WHITE BARBARA MANDRELL (MCA-5295)	28	16
17	4	17	A TASTE OF YESTERDAY'S WINE MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	4	17
18	6	18	PUT YOUR DREAMS AWAY MICKEY GILLEY (Epic FE 38082)	6	18
19	23	19	HIGH NOTES HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	23	19
20	11	20	TOO GOOD TO HURRY CHARLY McCLAIN (Epic FE 38064)	11	20
21	79	22	FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	79	22
22	22	21	INSIDE AND OUT LEE GREENWOOD (MCA-5305)	22	21
23	15	23	SHE'S NOT REALLY CHEATIN' MOE BANDY (Columbia FC 38009)	15	23
24	43	24	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	43	24
25	32	28	BOBBIE SUE OAK RIDGE BOYS (MCA 5294)	32	28
26	5	26	THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23697-1)	5	26
27	7	27	THIS DREAM'S ON ME GENE WATSON (MCA-5302)	7	27
28	9	29	16TH AVENUE LACY J. DALTON (Columbia FC 37975)	9	29
29	3	31	MICHAEL MARTIN MURPHEY (Liberty LT-51120)	3	31
30	18	30	NUMBER ONES CONWAY TWITTY (MCA-5318)	18	30
31	11	34	UNLIMITED REBA McENTIRE (Mercury/PolyGram SRM-1-4047)	11	34
32	24	25	LISTEN TO THE RADIO DON WILLIAMS (MCA-5306)	24	25
33	6	39	JUST HOOKED ON COUNTRY ATLANTA POPS ORCHESTRA — ALBERT COLEMAN, conducting (Epic FE 38154)	6	39
34	8	46	STICKIN' TOGETHER THE KENDALLS (Mercury/PolyGram SRM-1-4046)	8	46
35	23	35	HEARTBREAK EXPRESS DOLLY PARTON (RCA AHL 1-4289)	23	35
36	116	36	MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	116	36
37	55	37	THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb E1-60019)	55	37
38	2	54	SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA-AHL 1-4348)	2	54
39	22	32	WHEN WE WERE BOYS THE BELLAMY BROTHERS (Elektra E1-60019)	22	32
40	8	40	SUGAR FREE DAVE ROWLAND (Elektra E1-60011)	8	40
41	24	41	BUSTED JOHN CONLEE (MCA 5310)	24	41
42	4	42	THE HOTTEST NIGHT OF THE YEAR ANNE MURRAY (Capitol ST-12225)	4	42
43	30	33	BLACK ON BLACK WAYLON JENNINGS (RCA AHL 1-4247)	30	33
44	13	44	LOVE TO BURN RONNIE McDOWELL (Epic FE 38017)	13	44
45	23	45	GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	23	45
46	9	50	COME BACK TO ME MARTY ROBBINS (Columbia FC 37995)	9	50
47	2	52	CONWAY'S #1 CLASSICS CONWAY TWITTY (Elektra ET-60115)	2	52
48	50	48	STRAIT COUNTRY GEORGE STRAIT (MCA 5348)	50	48
49	24	49	I AM WHAT I AM GEORGE JONES (Epic FE 36586)	24	49
50	11	55	FAMILY & FRIENDS RICKY SKAGGS (Rouner 0151)	11	55
51	80	58	KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	80	58
52	7	38	OH GIRL CON HUNLEY (Warner Bros. 9 23693)	7	38
53	25	53	CHARLEY SINGS EVERYBODY'S CHOICE CHARLEY PRIDE (RCA AHL 1-4287)	25	53
54	34	54	THE DAVID FRIZZELL AND SHELLY WEST ALBUM (Warner Bros./Viva BSK 3643)	34	54
55	7	47	JACK GRAYSON SINGS (Joe-Wes JW-8100)	7	47
56	57	56	STEP BY STEP EDDIE RABBITT (Elektra 6E-532)	57	56
57	26	57	THE DUKES OF HAZZARD VARIOUS ARTISTS (Scotti Bros./CBS E237712)	26	57
58	19	60	BROTHERLY LOVE GARY STEWART & DEAN DILLON (RCA AHL 1-4310)	19	60
59	16	59	AMAZING GRACE CRISTY LANE (Liberty/LS LT-51117)	16	59
60	35	51	FINALLY! T.G. SHEPPARD (Warner/Curb BSK 3600)	35	51
61	9	61	LIVE FROM AUSTIN CITY LIMITS ROY CLARK (Churchill CR-9421)	9	61
62	43	62	GREATEST HITS JIM REEVES & PATSY CLINE (RCA AHL 1-4127)	43	62
63	40	63	CIMARRON EMMYLOU HARRIS (Warner Bros. BSK 3603)	40	63
64	26	64	WINDOWS THE CHARLIE DANIELS BAND (Epic FE 37694)	26	64
65	6	65	SNUFF (Elektra/Curb 60149)	6	65
66	43	66	STILL THE SAME OLE ME GEORGE JONES (Epic FE 37106)	43	66
67	17	67	PISTOL PACKIN' MAMA HOYT AXTON (Jeremiah JH-50003)	17	67
68	17	68	SOME DAYS IT RAINS ALL NIGHT LONG TERRI GIBBS (MCA-5315)	17	68
69	17	69	SOFT TOUCH TAMMY WYNETTE (Epic FE 37980)	17	69
70	21	70	LAST TRAIN TO HEAVEN BOXCAR WILLIE (Main Street ST73001)	21	70
71	68	71	FANCY FREE OAK RIDGE BOYS (MCA 5209)	68	71
72	22	72	TAKE ME TO THE COUNTRY MEL McDANIEL (Capitol ST-12208)	22	72
73	30	73	JUICE JUICE NEWTON (Capitol ST 12136)	30	73
74	11	74	QUIET MAN JOHN SCHNEIDER (Scotti Bros./CBS FZ 37956)	11	74
75	11	75	I JUST CAME HOME TO COUNT THE MEMORIES JOHN ANDERSON (Warner Bros. BSK 3599)	11	75

**IT'S NOT THAT UNUSUAL** — As a pop recording artist and highly successful television performer in the late '60s and early '70s, Tom Jones set a course that would garner him seven million-selling singles, including "It's Not Unusual" and "She's A Lady," capitalizing on a strong, rich voice. Though his recording career came to a standstill during the mid-'70s, he remained one of the top draws on the casino circuit in Las Vegas and Atlantic City, and, in the latter part of the decade, began concentrating on country material. Jones has, since then, come up with a handful of strong singles, including "What In The World's Come Over You" and "Say You'll Stay Until Tomorrow," and, although he is not readily identified as a country performer, PolyGram officials note that his "Darlin'" single was the label's biggest country seller during 1981, surpassing such acts as the Statler Brothers and the Kendalls. The Welsh sex symbol is more serious than ever about his country endeavors — he is quick to point out that one of his first recordings was "The Green, Green Grass Of Home" — and is currently in the midst of a rather extensive concert tour that will include an appearance at the Grand Ole Opry, Oct. 20. To support both the tour and his new album, "Tom Jones Country," which includes cover graphics of the performer in western gear riding a horse, Jones recently made his first in-store appearance in 17 years at the Sound Warehouse in Houston. A tent was erected outside the store to assist in accommodating the 1,000+ visitors who were expected to attend his Sept. 13 engagement at the Warehouse.

**... BUT WILL THEY DRAW IN PEORIA?** — We've all heard the maxim that an artist's real saleability can be measured by his relative success or failure in such Midwest markets as Peoria or Des Moines, but several acts may start gauging their own careers on the basis of a smaller town, Silvas, Ill. That town, located near Moline, has a population of only 7,130, but in late-August, two shows at the community's eighth annual Country Music Fair broke all existing attendance records in the event's history. On Aug. 27, Tompall & the Glaser Brothers, Sylvia and Steve Wariner topped the previous mark by drawing some 18,000 to their performance, but the following night, that record was erased when 25,000 attended a show that included the Kendalls, the aforementioned Glaser group and Leon Everette.



**FRIZZELL HELPS OUT WINOS** — Tying in with David Frizzell's "I'm Gonna Hire A Wino..." single, K.H.J./Los Angeles sponsored a contest in which the winner received a free "wino" party in the comforts of his own home, complete with a portable bar and neon signs. K.H.J. personnel acted as waiters and waitresses. Pictured are (l-r): contest winner Tracy Brewer; Frizzell; and Don Blocker, president, Warner/Viva.

**HALL TO ADVISE SMITHSONIAN ARTS DIVISION** — Tom T. Hall was recently made a member of the Smithsonian Institution's newly formed Board of Advocates. As a consultant to the Performing Arts Division, Hall will counsel the organization on packaging of programs, strategy promotion, audience building, fund raising and media exposure. Hall is the only country representative on the board and one of a mere handful of performers.

**GETTIN' DOWN WITHOUT JAMES BROWN** — The Famous Flames, backing unit for the legendary James Brown during his heyday as a progressive rhythm & blues performer, was in Nashville's Pollyfox Studio recently laying tracks for an album's worth of material. Current group members penned such hits for the soul stirrer as "Sex Machine," "Hot Pants" and "Please, Please, Please," and the group hopes to come up with a label to release the product once it is completed.

**FAMILY BROWN ATTACKS U.S. MARKET** — The Family Brown has compiled an impressive record in Canada since its debut in the record industry in 1971. Included in the group's string of pearls are 13 Big Country awards and five Juno nominations. Naturally, the group has attempted to make inroads in the United States and, currently, is meeting with some success via its third U.S. single, "Some Never Stand A Chance." The group will be taping an appearance on *Hee Haw* during October and, later that month, will open a two-week stand at the Gold Nugget in Las Vegas.

**THE GREAT AMERICAN SING-ALONG** — A number of country artists were featured in Steve Allen's television special, *The Great American Sing-Along*, Sept. 12. Produced by The Dick Clark Co. for Cincinnati's Multimedia Program Prods., the program included footage from such diverse locations as The Cannery in Nashville and the Lonestar Saloon in Pomona, Calif. Among the guests for the show were Doug Kershaw, Johnny Lee, Donna Fargo, T. G. Sheppard, Jerry Reed, the Captain & Tennille, Louis Nye, Foster Brooks, George "Goober" Lindsey and former "Duke" Tom Wopat.

**STATLERS DELIVER 'WHATEVER' IT TAKES** — PolyGram recently sent out small pins to back the Statler Brothers' single, "Whatever"; the black-and-yellow-colored buttons feature an oblong fruit with the inscription, "whatever peels your banana," taken from the song. The group has gone bananas over television, too; in one week, it was taped for three different programs. The group is scheduled to appear on *The Glen Campbell Show* when it resurfaces early next year and will be featured in a *P.M. Magazine* segment in Nashville Sept. 28. The group also appeared recently on *The Mike Douglas Show*, which has jumped to the Cable News Network. Beyond the television screen, the group is also receiving much coverage on the giant scoreboard screen at New York's Shea Stadium. Its "Whatever" video is being shown at every other home game at the Mets' ballpark until the baseball season ends in early October.

**... WHILE WE MENTION BASEBALL** — Congratulations to Nashville Sounds co-owners Richard Sterban of the Oak Ridge Boys, Jerry Reed, Cal Smith and Conway Twitty. Their AA team, the Nashville Sounds, beat Jacksonville three games to one to take the Southern League championship.

**GIRL CRAZY** — One of the well-documented trends in the pop world these days is the success of girl-led groups, such as the Go-Go's, Joan Jett & the Blackhearts and newcomers Banarama (they don't know the Statlers, do they?). Country, as well, has come up with a couple of female groups, a real rarity for what some might consider a conservative genre. Calamity Jane is certainly at the head of the pack, just releasing its fourth single from its debut CBS album. Likewise, Chantilly has its third single, "Right Back Loving You Again." The latter assemblage has signed with F&L Records after its two singles on Jaroco.

tom roland

# TOP 100 COUNTRY SINGLES

September 25, 1982

	Weeks On Chart	9/18	Chart		Weeks On Chart	9/18	Chart		Weeks On Chart	9/18	Chart
<b>1</b> WHAT'S FOREVER FOR MICHAEL MURPHEY (Liberty P-B-1466)	2	15		<b>34</b> SHE'S NOT REALLY CHEATIN' MOE BANDY (Columbia 18-02966)	6	15		<b>67</b> SOME DAYS IT RAINS ALL NIGHT LONG TERRI GIBBS (MCA-52008)	43	7	
<b>2</b> PUT YOUR DREAMS AWAY MICKEY GILLEY (Epic 14-03055)	5	9		<b>35</b> STEP BACK RONNIE McDOWELL (Epic 14-03203)	46	3		<b>68</b> LOVE BUSTED BILLY "CRASH" CRADDOCK (Capitol P-B-5139)	52	11	
<b>3</b> DANCING YOUR MEMORY AWAY CHARLY McCLAIN (Epic 14-02975)	4	14		<b>36</b> WE DID BUT NOW YOU DON'T CONWAY TWITTY (Elektra 7-69964)	47	3		<b>69</b> LAST TRAIN TO HEAVEN BOXCAR WILLIE (Main Street R 953)	74	3	
<b>4</b> BIG OLE BREW MEL McDANIEL (Capitol P-B-5138)	9	13		<b>37</b> DON'T IT BREAK YOUR HEART STEVE WARINER (RCA PB-13308)	49	4		<b>70</b> IF YOU DON'T WANT ME TO SHIRLEY GRAFF (Stargem SG 2142)	75	3	
<b>5</b> I WISH YOU COULD HAVE TURNED MY HEAD OAK RIDGE BOYS (MCA-52095)	10	9		<b>38</b> (I'M NOT) A CANDLE IN THE WIND BOBBY BARE (Columbia 18-03149)	45	6		<b>71</b> I'D DO IT ALL AGAIN JERRY LEE LEWIS (Elektra 7-69962)	—	1	
<b>6</b> WHATEVER THE STATLER BROTHERS (Mercury/PolyGram 76162)	7	13		<b>39</b> SOUTHERN FRIED BILL ANDERSON (Southern Tracks ST 1007)	48	7		<b>72</b> THE TROUBLE WITH HEARTS ROY HEAD (NSD 146)	82	3	
<b>7</b> THIS DREAM'S ON ME GENE WATSON (MCA-52074)	8	13		<b>40</b> SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-03159)	51	3		<b>73</b> ALICE IN DALLAS WYVON ALEXANDER (Gervasi SP-660)	76	4	
<b>8</b> I JUST CAME HERE TO DANCE DAVID FRIZZELL & SHELLY WEST (Warner/Viva 7-29980)	11	11		<b>41</b> MADE IN U.S.A. THE WRIGHT BROTHERS (Warner Bros. 7-29926)	50	5		<b>74</b> YOU TO COME HOME TO DEAN DILLON (RCA PB-13295)	79	3	
<b>9</b> YESTERDAY'S WINE MERLE HAGGARD/GEORGE JONES (Epic 14-03072)	12	8		<b>42</b> IN THE DRIVER'S SEAT JOHN SCHNEIDER (Scotti Bros./CBS ZS5 03062)	42	6		<b>75</b> GEORGIANA TOMMY BELL (Gold Sound GS-8013)	83	3	
<b>10</b> HEY! BABY! ANNE MURRAY (Capitol P-B-5145)	14	7		<b>43</b> IT'S LIKE FALLING IN LOVE THE OSMOND BROTHERS (Elektra 7-69969)	54	4		<b>76</b> REDNECK GIRL THE BELLAMY BROTHERS (Warner/Curb 7-29923)	—	1	
<b>11</b> HE GOT YOU RONNIE MILSAP (RCA PB-13286)	16	8		<b>44</b> SHE CAN'T GET MY LOVE OFF THE BED DOTTIE WEST (Liberty P-B-1479)	56	3		<b>77</b> WILD AND BLUE JOHN ANDERSON (Warner Bros. 7-29917)	—	1	
<b>12</b> I WILL ALWAYS LOVE YOU DOLLY PARTON (RCA PB-13260)	15	9		<b>45</b> 16TH AVENUE LACY J. DALTON (Columbia 18-03184)	58	3		<b>78</b> THE END OF THE WORLD JUDY TAYLOR (Warner Bros. 7-29913)	89	2	
<b>13</b> SHE GOT THE GOLDMINE JERRY REED (RCA PB-13268)	1	12		<b>46</b> NOTHING BUT THE RADIO ON YOUNGER BROTHERS (MCA-52076)	19	13		<b>79</b> TENNESSEE SATURDAY NIGHT ROY CLARK (Churchill CR-94007)	80	2	
<b>14</b> LIVIN' IN THESE TROUBLED TIMES CRYSTAL GAYLE (Columbia 18-03048)	17	8		<b>47</b> A WOMAN'S TOUCH TOM JONES (Mercury/PolyGram 76172)	62	3		<b>80</b> WAIT TILL THOSE BRIDGES ARE GONE RAY PRICE (Dimanson DS 1085)	53	8	
<b>15</b> MISTAKES DON WILLIAMS (MCA-52097)	18	6		<b>48</b> IT AIN'T EASY BEIN' EASY JANIE FRICKE (Columbia 38-03214)	69	2		<b>81</b> I'M DRINKIN' CANADA DRY BURRITO BROTHERS (Curb ZS 5 03023)	55	10	
<b>16</b> LET IT BE ME WILLIE NELSON (Columbia 18-03073)	21	7		<b>49</b> DREAMS DIE HARD GARY MORRIS (Warner Bros. 7-29967)	13	12		<b>82</b> LOVELY, LONELY LADY JERRY BRANDAN (Del Riz JB 224)	85	3	
<b>17</b> CLOSE ENOUGH TO PERFECT ALABAMA (RCA PB-13294)	22	5		<b>50</b> GET INTO REGGAE COWBOY THE BELLAMY BROTHERS (Elektra/Curb 7-29999)	20	13		<b>83</b> ARE WE IN LOVE CHARLIE ROSS (Town House P-B-1061)	94	2	
<b>18</b> SHE'S LYING LEE GREENWOOD (MCA-52087)	23	8		<b>51</b> YOUR BEDROOM EYES VERN GOSDIN (AMI 1307AA)	32	11		<b>84</b> THE BEER DRINKIN' SONG MAC DAVIS (Mercury/PolyGram 2355)	—	1	
<b>19</b> YOU'RE SO GOOD WHEN YOU'RE BAD CHARLEY PRIDE (RCA PB-13293)	24	5		<b>52</b> BACK IN DEBBIE'S ARMS TOM CARLILE (Door Knob DK 82-180)	35	11		<b>85</b> JUST HOOKED ON COUNTRY (III) ALBERT COLEMAN'S ATLANTA POPS (Epic 34-03215)	—	1	
<b>20</b> WAR IS HELL T.G. SHEPPARD (Warner/Curb 7-29934)	31	4		<b>53</b> WOMEN DO KNOW HOW TO CARRY ON WAYLON JENNINGS (RCA PB-13257)	36	14		<b>86</b> IT'S BEEN ONE OF THOSE DAYS BOBBY SMITH (Liberty P-B-1480)	—	1	
<b>21</b> LOVE'S GONNA FALL HERE TONIGHT RAZZY BAILEY (RCA PB-13290)	25	6		<b>54</b> WALK ME 'ROSS THE RIVER JERRY KELLY (Carrere/CBS ZS5 03017)	59	8		<b>87</b> NOT TONIGHT — I'VE GOT A HEARTACHE CLAIRE (OMNI A.G. 701)	87	5	
<b>22</b> SOUL SEARCHIN' LEON EVERETTE (RCA PB-13282)	26	8		<b>55</b> I'M NOT THAT LONELY YET REBA McENTIRE (Mercury/PolyGram 76157)	38	18		<b>88</b> IN BETWEEN LOVERS STEPHANIE WINSLOW (Primer PR-1012)	92	2	
<b>23</b> BREAK IT TO ME GENTLY JUICE NEWTON (Capitol PB-5148)	28	5		<b>56</b> I WISH I HAD A JOB TO SHOVE RODNEY LAY and the WILD WEST (Churchill CR 94005)	66	8		<b>89</b> SHE'S MY LOVER BARRY DALE (Stargem SG-2144)	90	2	
<b>24</b> YOU STILL GET TO ME IN MY DREAMS TAMMY WYNETTE (Epic 14-03064)	29	7		<b>57</b> SOME NEVER STAND A CHANCE THE FAMILY BROWN (RCA PB-13285)	57	6		<b>90</b> OILFIELD COWBOY WES ST. JON (Star-Key 8650)	93	2	
<b>25</b> SOME OF MY BEST FRIENDS ARE OLD SONGS LOUISE MANDRELL (RCA PB-13278)	27	10		<b>58</b> WOMEN IN LOVE KIN VASSY (Liberty P-B-1469)	63	6		<b>91</b> LET'S GET CRAZY AGAIN DIANE PFEIFER (Capitol P-B-5154)	—	1	
<b>26</b> EVER, NEVER LOVIN' YOU ED BRUCE (MCA-52109)	34	5		<b>59</b> IF YOU COULD SEE YOU THROUGH MY EYES SKIP & LINDA (MDJ 68178)	64	6		<b>92</b> MEMORY MACHINE JACK QUIST (Memory Machine MMR 1015)	—	1	
<b>27</b> MAKING LOVE FROM MEMORY LORETTA LYNN (MCA-52092)	30	7		<b>60</b> THAT'S WHAT I GET FOR THINKING THE KENDALLS (Mercury/PolyGram 76178)	77	2		<b>93</b> QUICKSAND SNEED BROS. (RCI R 2366-1)	—	1	
<b>28</b> THE KILLIN' KIND BANDANA (Warner Bros. 7-29936)	33	6		<b>61</b> STAY A LITTLE LONGER MEL TILLIS (Elektra 7-69963)	—	1		<b>94</b> IT'S A WONDER WOMAN GEORGE BAILEY (Pegasus HKE-PEG-101)	84	4	
<b>29</b> OPERATOR, LONG DISTANCE PLEASE BARBARA MANDRELL (MCA-52111)	39	4		<b>62</b> STILL THE ONE THRASHER BROTHERS (MCA-52093)	71	3		<b>95</b> IT'S NOT MY WAY JEANIE HOLKER (Motion 1003)	86	5	
<b>30</b> HEARTBROKE RICKY SKAGGS (Epic 34-03212)	44	2		<b>63</b> PYRAMID OF CANS MUNDO EARWOOD (Primer PR 1009)	73	4		<b>96</b> FOOL'S GOLD JIMMI CANNON (Warner Bros. 7-29949)	88	5	
<b>31</b> LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty P-B-1471)	3	12		<b>64</b> FOOL HEARTED MEMORY GEORGE STRAIT (MCA-52066)	40	15		<b>97</b> HEAVENLY BODIES EARL THOMAS CONLEY (RCA PB-13246)	60	16	
<b>32</b> YOU PUT THE BLUE IN ME THE WHITES (Elektra 7-69980)	41	5		<b>65</b> SHE ONLY MEANT TO USE HIM WAYNE KEMP (Mercury/PolyGram 76165)	70	3		<b>98</b> SHE'S PLAYING HARD TO FORGET EDDY RAVEN (Elektra E-47469)	61	15	
<b>33</b> NEW WAY OUT KAREN BROOKS (Warner Bros. 7-29958)	37	9		<b>66</b> 16 LOVIN' OUNCES TO THE POUND DON LEE (Crescent 103)	72	5		<b>99</b> BACK TO BELIEVING AGAIN MARIE OSMOND (Elektra 7-69995)	65	7	
								<b>100</b> I'M GONNA HIRE A WINO TO DECORATE OUR HOME DAVID FRIZZELL (Warner/Viva WBS 50063)	67	19	

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

A Woman's Touch (Blackwood/Fullness — BMI) . . . 47	I'd Do It (April — ASCAP) . . . 71	Making Love (Coal Dust/King Coal — SESAC/ASCAP) . . . 27	Some Of My Best (Tree — BMI) . . . 25
Alice In Dallas (Shade Tree/Tree — BMI) . . . 73	If You Could (House Of Gold — BMI) . . . 59	Memory Machine (Contention — SESAC) . . . 92	Soul Searchin' (Swallowfork — ASCAP) . . . 22
Are We In Love (Collins Court — ASCAP) . . . 83	If You Don't (Mad Lad/ATV — BMI) . . . 70	Mistakes (Jensening/Narwahl/Sweet Glenn — BMI) . . . 15	Southern Fried (Stallion/Lowery — BMI) . . . 39
Back In Debbie's Arms (Opa-Locka — ASCAP) . . . 52	I'm Drinkin' (Ensign—BMI/Colgems-EMI—ASCAP) 81	New Way Out (Gee Sharp Music — BMI) . . . 33	Stay A Little (Red River — BMI) . . . 61
Back To Believing (Chappell—ASCAP/Hall-Clement c/o Welk — BMI) . . . 99	I'm Gonna Hire A Wino (Peso/Wallet — BMI) . . . 100	Not Tonight (Extra Money — ASCAP) . . . 87	Step Back (Tree — BMI) . . . 35
Big Ole Brew (Blendingwell/Bad Ju-Ju — ASCAP) . . . 4	I'm Not (Swallowfork — ASCAP) . . . 38	Nothing But The (House of Gold — BMI) . . . 46	Still The One (Siren Songs — BMI) . . . 62
Break It To (Northern (MCA) — ASCAP) . . . 23	I'm Not That (Swallowfork — ASCAP) . . . 59	Oilfield Cowboy (Star-Key — ASCAP) . . . 90	Sure Feels Like (Larry Gatlin — BMI) . . . 40
Close Enough To (Accredit/Raindance — BMI) . . . 17	In Between Lovers (Rock Garden — BMI) . . . 88	Operator (Hall-Clement c/o Welk — BMI) . . . 29	Tennessee Saturday Night (Rightsong — BMI) . . . 79
Dancing Your Memory (Barnwood — BMI) . . . 3	In The Driver's (Flowering Stone/Lisa Dawn — ASCAP) . . . 42	Put Your Dreams (UA/Lion-Hearted/Ideas of Merch — ASCAP) . . . 2	That's What I (Hall Clement c/o Welk — BMI) . . . 60
Don't It Break (Collins Court/Jack and Bill c/o Welk — ASCAP) . . . 37	It Ain't Easy (Warner-Tamerlane—BMI/Da-Tic-A- Bo/Bobby Goldsboro — ASCAP) . . . 48	Pyramid Of Cans (Saw Grass — BMI/Sebal — ASCAP) . . . 63	The Beer Drinkin' Song (Songpainter — BMI) . . . 84
Dreams Die Hard (Jensening/Chick Rains — BMI) . . . 49	It's A Wonder Woman (Queen of Hearts — BMI) . . . 94	Quicksand (Iron Skillet — ASCAP) . . . 93	The End Of (Summit — ASCAP) . . . 78
Ever, Never Lovin' (Calico/Tree/Sugarplum — SESAC/BMI) . . . 26	It's Been One (House of Gold — BMI) . . . 86	Redneck Girl (Famous/Bellamy Brothers — ASCAP) 76	The Killin' (Hoosier —ASCAP/New Albany —BMI) . . . 28
Fool Hearted Memory (Make Believers/Welbeck — ASCAP) . . . 64	It's Like Falling (Blackwood/Magic Castle — BMI/April/Widmont — ASCAP) . . . 43	She Can't Get (Southern Nights — ASCAP) . . . 44	The Trouble With (Window/Petwood — ASCAP) . . . 72
Fool's Gold (Peso Music — BMI) . . . 96	It's Not My Way (Hall-Clement — BMI) . . . 95	She Got The Goldmine (House of Gold — BMI) . . . 13	This Dream's On Me (Coal Miners — BMI) . . . 7
Georgiana (Music City — ASCAP) . . . 75	Just Hooked (Part III) (Medley — Various) . . . 85	She's Lying (Unichappell/Jan Crutchfield/Music Corp. of America—MCA — BMI) . . . 18	Wait Till Those (Millstone —ASCAP/Almerie —BMI) 80
Get Into Reggae (Bellamy Bros./Famous —ASCAP) 50	Last Train (Column 1 — ASCAP) . . . 69	She Only Meant (Jack & Bill/Hall-Clement c/o Welk — ASCAP) . . . 65	Walk Me 'Cross (Kelly & Lloyd — ASCAP) . . . 54
Heartbroke (Chappell — ASCAP) . . . 30	Let It Be Me (MCA Music, Div. of MCA — BMI) . . . 16	She's My Lover (Little Fugative — BMI) . . . 89	War Is Hell (Tree — BMI/Cross Keys (Tree) —ASCAP) 20
He Got You (Chriswood — BMI/Murfeesongs — ASCAP) . . . 11	Let's Get Crazy (Warner-Tamerlane/Flying Dutchman/WB — BMI/ASCAP) . . . 91	She's Not Really (Barry/Wood Hall — BMI) . . . 34	We Did But (Music City — ASCAP) . . . 36
Heavenly Bodies (Blue Moon/Merilark/April — ASCAP) . . . 97	Love Busted (Tree — BMI) . . . 68	She's Playing (April—ASCAP/Blackwood—BMI) . . . 98	Whatever (American Cowboy Music — BMI) . . . 6
Hey! Baby! (Le Bill Music/Unart Music — BMI) . . . 10	Love Will Turn (Lionsmate/DebDave/Briarpatch — ASCAP/BMI) . . . 31	16 Lovin' Ounces (Maplesville/Fanlorck — BMI/Country Moon — ASCAP) . . . 66	What's Forever For (Tree — BMI) . . . 1
I Just (Hall-Clement c/o Welk — BMI) . . . 8	Lovely, Lonely, Lady (Del-Riz House of Music—BMI) 82	16th Avenue (DebDave/Briarpatch — BMI) . . . 45	Wild And Blue (Sweet Baby — BMI) . . . 77
I Will Always (Velvet Apple Music — BMI) . . . 12	Love's Gonna Fall (Casa de Oro — SESAC) . . . 21	Some Days It (Chiplin Music — ASCAP) . . . 67	Women Do Know (Waylon Jennings/Vogue & Beby Chick c/o Welk — BMI) . . . 53
I Wish (Sister John/Antebellum — BMI) . . . 56	Made In (Vogue/Baby Chick (Welk) — BMI) . . . 41	Some Never Stand (Terrace — ASCAP) . . . 57	Yesterday's Wine (Willie Nelson — BMI) . . . 9
I Wish You (Tree Publ. — BMI) . . . 5			You Put (Elektra/Asylum —BMI/Refuge/Cross Keys (Tree) —ASCAP) . . . 32
			You Still Get (First Lady — BMI/Tepege — ASCAP) 24
			You To Come (Char-Nela — ASCAP) . . . 74
			Your Bedroom Eyes (Nub-Pub — ASCAP) . . . 51
			You're So Good (Royalhaven — BMI) . . . 19



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

4 Top 10's  
in a Row.  
Now Step Back!  
from the album "LOVE TO BURN"  
FE 38017



**Ronnie McDowell**  
On Epic Records

THE COUNTRY MIKE

**WQIK SLATES LIVE DJ WEEK BROADCASTS** — Mid-morning disc jockey for WQIK/Jacksonville, Lee Shannon, will once again broadcast his 11 a.m.-2 p.m. radio show for the north Florida area live from the Opryland Hotel, site of this year's Country Music Assn. (CMA) DJ Week set for Oct. 11-15. Shannon, 1980 CMA DJ of the Year and finalist for this year's competition in the same category, asks that any interested parties wishing to line up interviews during the four-day convention contact the station by writing Shannon at WQIK, IBM Building, 815 S. Main, Jacksonville, Fla. or by calling (904) 396-4001. The live segment from Nashville will be broadcast over Rowland Broadcasting stations WQIK, WAVW-FM/Vero Beach and WIZY-AM&FM/Macon and, pending FCC approval, WVOJ-AM&FM/Jacksonville.



**HATS OFF TO SALAMON** — When Dottie West recently appeared at New York's Lone Star Cafe, she presented her white 10 gallon hat to Ed Salamon, vice president, programming, United Stations. Salamon returned the hat to her on her bus following the show. Pictured are (l-r): West; Chris Charles, host of the syndicator's Country Music Countdown; and Salamon.

**Pete Adlam, Ron McCue, Ben Ross** and other staff members helped raise some of the money by being the subjects of the station's dunking machine. Winners were awarded WDSO paraphernalia, and the live broadcast brought many listeners out to the Holiday Inn in Dover to contribute or pledge dollars for Jerry's kids. After drying off, Barcus reported that the money raised by the station surpassed last year's total and that the country station was looking forward to raising even more next year.

**BOYLES RESURFACES IN COLORADO** — KLZ/Denver has hired Don Boyles to be the new general sales manager for Colorado's oldest radio station. Boyles started his new job Sept. 13 after a couple of months rest after leaving WKHK/New York, where he was general manager. Having worked with WSUN/Tampa and WKHK, Boyles left New York to move to Denver, where he will work with the Group One Broadcasting station, which airs the ABC Radio network. In addition to his new job at KLZ, Boyles also serves as president of the Organization of Country Radio Broadcasters.

**WHO'S THE GREATEST?** — McLendon Broadcasting of Dallas is preparing a radio first: To answer the question of who is the greatest country performer, male or female? Both these and other categories will be answered when the International Listeners' Choice Awards are aired across the world with the listeners doing the voting. Later this month, radio stations with various formats will begin to poll their listeners to nominate a greatest male artist of all time, greatest female artist of all time, greatest group of all time and greatest single of all time for their area. Former RKO programmer J.J. Jordan will serve as executive director for the polls. Any station wishing to participate in this new project should contact the International Listeners' Choice awards at their headquarters in Dallas at (214) 698-0470. Overall winners will be announced during the 12-hour radio special to be broadcast across the U.S. over the New Year's weekend.

country mike

**CINCINNATI COUNTRY STATION MAKES CHANGES** — WSAI-AM&FM/Cincinnati has made some changes in the directorship of music and programming with Dale Turner taking over programming for the FM side and Jack Reno doing the same for the AM at the station. As for the music for the twin stations, John Marks continues to direct it for the FM and Tony George has been named music director for the AM. Previously, Turner and Marks handled the chores for both AM and FM.

**DOVER STATION GETS DUNKED FOR JERRY'S KIDS** — In conjunction with the Jerry Lewis Telethon, country station WDSO/Dover helped raise over \$6,000 for the Muscular Dystrophy Assn. WDSO air personalities Walt Barcus,

MOST ADDED COUNTRY SINGLES

1. STAY A LITTLE LONGER — MEL TILLIS — ELEKTRA — 36 ADDS
2. I'D DO IT ALL AGAIN — JERRY LEE LEWIS — ELEKTRA — 26 ADDS
3. IT AIN'T EASY BEIN' EASY — JANIE FRICKE — COLUMBIA — 24 ADDS
4. HEARTBROKE — RICKY SKAGGS — EPIC — 20 ADDS
5. REDNECK GIRL — THE BELLAMY BROTHERS — WARNER/CURB — 20 ADDS

MOST ACTIVE COUNTRY SINGLES

1. CLOSE ENOUGH TO PERFECT — ALABAMA — RCA — 60 REPORTS
2. WAR IS HELL — T.G. SHEPPARD — WARNER/CURB — 59 REPORTS
3. YOU'RE SO GOOD WHEN YOU'RE BAD — CHARLEY PRIDE — RCA — 52 REPORTS
4. BREAK IT TO ME GENTLY — JUICE NEWTON — CAPITOL — 50 REPORTS
5. EVER, NEVER LOVIN' YOU — ED BRUCE — MCA — 50 REPORTS

SINGLES REVIEWS

OUT OF THE BOX



**DAVID FRIZZELL** (Warner/Viva 7-29901) **Lost My Baby Blues** (3:18) (Ben Peters Music — BMI) (B. Peters) (Producers: S. Garrett, S. Dorff) While Frizzell has not forsaken singing partner Shelly West, he is proving to be an extremely appealing solo artist as well. A very melodic follow-up to his witty "wino" work, this track finds Frizzell at his very best, eliciting a warm response to his affected breathy vocal work combined with a mass appeal production that includes some heavy string work and trombone-like slides.

FEATURE PICKS

- REBA McENTIRE** (Mercury 76180) **Can't Even Get The Blues** (2:27) (Coal Miners Music, Inc./Elektra/Asylum Music, Inc. — BMI) (T. Dampier, R. Carnes) (Producer: J. Kennedy)
- JOHN CONLEE** (MCA MCA-52116) **I Don't Remember Loving You** (3:39) (Tree Pub. Co., Inc. — BMI) (H. Howard, B. Braddock) (Producer: B. Logan)
- HANK WILLIAMS, JR.** (Elektra/Curb 7-69960) **The American Dream** (2:16) (Bocephus Music Co. — BMI) (H. Williams, Jr.) (Producer: J. Bowen)
- BIG AL DOWNING** (Team TRS 1002AS) **Darlene** (2:44) (Metaphor Music, Ltd. — BMI) (B.A. Downing, L. Quinn) (Producers: T. Bongiovi, L. Quinn)
- WILLIE NELSON & WEBB PIERCE** (Columbia 38-03231) **In The Jailhouse Now** (2:06) (APRS — BMI) (J. Rodgers) (Producers: W. Nelson, C. Moman, W. Pierce)
- CRISTY LANE** (Liberty P-B-1483) **The Good Old Days** (3:07) (Rong Song Music/Christy Lane Music — ASCAP) (L. Lance, R. Oates) (Producer: R. Oates)
- SONNY JAMES** (Dimension DS-1036) **I'm Looking Over The Rainbow** (2:58) (Marson Music, Inc. — BMI) (V. True, S. James) (Producers: S. James, K. Stilts)

PROGRAMMERS PICKS

Cathy Hahn	KLAC/Los Angeles	Don't It Break Your Heart — Steve Wariner — RCA
Al Hamilton	KEBC/Oklahoma City	Can't Even Get The Blues — Reba McEntire — Mercury
Jerry Howard	WAIM/Anderson	Somewhere Between Right And Wrong — Earl Thomas Conley — RCA
Henry Jay	WGTO/Cypress Gardens	Redneck Girl — The Bellamy Brothers — Warner/Curb
Bert O'Brien	WAXX/Eau Claire	I'd Do It All Again — Jerry Lee Lewis — Elektra
Janet Bozeman	WJRB/Nashville	Wild & Blue — John Anderson — Warner Bros.
Rhubarb Jones	WLWI/Montgomery	It's Been One Of Those Days — Bobby Smith — Liberty
Jay Phillips	WMAQ/Chicago	Step Back — Ronnie McDowell — Epic
Jack Seckel	WIXZ/McKeesport	The End Of the World — Judy Taylor — Warner Bros.
Chuck Robson	KFH/Wichita	What I Did For Love — Marcia Beverly — Epic
Randy Hooker	KFRM/Salina	Stay A Little Longer — Mel Tillis — Elektra
Mike Buechler	KBMY/Billings	Sure Feels Like Love — Larry Gatlin & the Gatlin Brothers Band — Columbia
Joe Patrick	WNOE/New Orleans	Are We In Love — Charlie Ross — Townhouse

NEW AND DEVELOPING



**CALAMITY JANE** (Columbia 38-03229) **Love Wheel** (2:58) (Love Wheel Music — BMI) (P. Rose, M.A. Kennedy, P. Bunch) (Producer: B. Sherrill) Possibly the most infectious cut from the quartet-turned-trio's debut album, "Love Wheel" finds the all-girl act taking vocal turns with a melody that consistently builds to the climactic chorus, propelled by the group's powerful harmonies. Especially considering their gender, this is not by any means a tame act, and this emotion-filled three minute disc contains more energy and vitality than any other release country programmers have seen for months.

ALBUM REVIEWS

**TOM JONES COUNTRY** — Tom Jones — Mercury/PolyGram SRM-1-4062 — Producers: Gordon Mills and Steve Popovich — List: 8.98 Jones and his producers have obviously taken great strides to ensure that his second PolyGram album is perceived as country product. The platter concentrates on simply written and sparsely produced tunes that showcase Jones' timeless presence in a flattering manner, and the title and graphic representations serve to enhance the direction this Vegas mainstay has taken.

# BLACK CONTEMPORARY

## TOP 75 ALBUMS

		Weeks On Chart	9/18	Chart
1	<b>JUMP TO IT</b> ARETHA FRANKLIN (Arista AL 9602)	1	8	
2	<b>ZAPP II</b> ZAPP (Warner Bros. 9 23583-1)	2	8	
3	<b>GAP BAND IV</b> THE GAP BAND (Total Experience/PolyGram TE-1-3001)	3	16	
4	<b>THROWIN' DOWN</b> RICK JAMES (Gordy/Motown 6005GL)	4	17	
5	<b>DONNA SUMMER</b> (Geffen GHS 2005)	5	8	
6	<b>THIS ONE'S FOR YOU</b> TEDDY PENDERGRASS (Philadelphia Int'l./CBS FZ 38118)	7	6	
7	<b>JEFFREY OSBORNE</b> A&M SP-4896	6	15	
8	<b>INSTANT LOVE</b> CHERYL LYNN (Columbia FC 38057)	8	12	
9	<b>THE REAL DEAL</b> THE ISLEY BROTHERS (T-Neck/CBS FZ 38047)	9	6	
10	<b>LET ME TICKLE YOUR FANCY</b> JERMAINE JACKSON (Motown 6017ML)	10	8	
11	<b>GET LOOSE</b> EVELYN KING (RCA AFL1-4337)	22	3	
12	<b>SNEAKIN' OUT</b> STACY LATTISAW (Cotillion/Atco 90002-1)	14	6	
13	<b>TANTALIZINGLY HOT</b> STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	13	8	
14	<b>WHAT TIME IS IT?</b> THE TIME (Warner Bros. 9 23701-1)	26	2	
15	<b>CHANGE</b> BARRY WHITE (Unlimited Gold/CBS FZ 38048)	17	4	
16	<b>KEEPIN' LOVE NEW</b> HOWARD JOHNSON (A&M SP-4895)	12	10	
17	<b>STREET OPERA</b> ASHFORD & SIMPSON (Capitol ST-12207)	16	18	
18	<b>STEVIE WONDER'S ORIGINAL MUSIQUARIUM I</b> STEVIE WONDER (Tamil/Motown 6002TL2)	11	18	
19	<b>I'M THE ONE</b> ROBERTA FLACK (Atlantic SD 19354)	18	15	
20	<b>MY FAVORITE PERSON</b> THE O'JAYS (Philadelphia Int'l./CBS FZ 37999)	21	20	
21	<b>DREAMGIRLS</b> ORIGINAL BROADWAY CAST (Geffen GHSP 2007)	19	18	
22	<b>KEEP IT LIVE</b> DAZZ BAND (Motown 6004ML)	15	28	
23	<b>THE OTHER WOMAN</b> RAY PARKER, JR. (Arista AL 9590)	23	23	
24	<b>IF THAT'S WHAT IT TAKES</b> MICHAEL McDONALD (Warner Bros. 9 23703-1)	54	2	
25	<b>WE GO A LONG WAY BACK</b> BLOODSTONE (T-Neck/CBS FZ 38115)	20	12	
26	<b>HAPPY TOGETHER</b> ODYSSEY (RCA AFL1-4240)	25	14	
27	<b>CALL ME GOODIE</b> ROBERT "GOODIE" WHITFIELD (Total Experience/PolyGram TE-1-3002)	31	4	
28	<b>STRAIGHT FROM THE HEART</b> PATRICE RUSHEN (Elektra E1-60015)	27	23	
29	<b>FRIENDS</b> SHALAMAR (Solar/Elektra S-28)	30	32	
30	<b>SO EXCITED</b> THE POINTER SISTERS (Planet/RCA BXL1-4355)	29	10	
31	<b>SOONER OR LATER</b> LARRY GRAHAM (Warner Bros. BSK 3668)	28	15	
32	<b>LI'L SUZY</b> OZONE (Motown 6011ML)	32	6	
33	<b>FIRST TAKE</b> THE VALENTINE BROTHERS (Bridge BR-101936)	35	5	
34	<b>ALL NIGHT LONG</b> B.B. & O. BAND (Capitol ST-12212)	34	7	
35	<b>WE ARE ONE</b> PIECES OF A DREAM (Elektra 9 60142-1)	36	9	
36	<b>EDDIE MURPHY</b> (Columbia FC 38180)	42	5	
37	<b>ALLIGATOR WOMAN</b> CAMEO (Chocolate City/PolyGram CCLP 2021)	24	25	
38	<b>LET ME KNOW YOU</b> STANLEY CLARKE (Epic FE 38086)	33	5	
39	<b>GWEN GUTHRIE</b> (Island/Atco 90004-1)	45	3	
40	<b>ONE MORE MOUNTAIN</b> THE FOUR TOPS (Casablanca/PolyGram NBLP 7266)	50	3	
41	<b>VICTORY</b> MIDNIGHT STAR (Solar/Elektra 9 60145-1)	47	5	
42	<b>WINDSONG</b> RANDY CRAWFORD (Warner Bros. 9 60142-1)	41	15	
43	<b>OUTLAW</b> WAR (RCA AFL1-4208)	40	29	
44	<b>DOWN HOME</b> ZZ HILL (Malaco MAL 7406)	44	33	
45	<b>BRILLIANCE</b> ATLANTIC STARR (A&M SP 4883)	38	27	
46	<b>NOW IS THE TIME</b> LOU RAWLS (Epic FE 37448)	37	8	
47	<b>HERE WE GO AGAIN</b> BOBBY BLAND (MCA-5297)	39	12	
48	<b>SINGING IN THE KEY OF LOVE</b> LATIMORE (Malaco MAL 7409)	48	10	
49	<b>NEW DIRECTIONS</b> TAVARES (RCA AFL1-4357)	—	1	
50	<b>WHO'S FOOLIN' WHO</b> ONE WAY (MCA-5279)	43	28	
51	<b>"D" TRAIN</b> (Prelude PRL 14105)	49	23	
52	<b>ON THE FLOOR</b> FATBACK (Spring/PolyGram SP-1-6739)	53	11	
53	<b>MOVING TARGET</b> GIL SCOTT-HERON (Arista AL 9606)	—	1	
54	<b>REUNION</b> THE TEMPTATIONS (Gordy/Motown 6008GL)	55	22	
55	<b>CURRENT</b> HEATWAVE (Epic FE 38065)	52	13	
56	<b>SUNRIZE</b> (Boardwalk NB-33257-1)	—	1	
57	<b>LA. CONNECTION</b> (MCA-5322)	57	5	
58	<b>YOUR MAN IS HOME TONIGHT</b> TONY TROUTMAN (T. Main L-4000)	61	15	
59	<b>PRESSIN' ON</b> BILLY PRESTON (Motown 6020ML)	—	1	
60	<b>TOUGH</b> KURTIS BLOW (Mercury/PolyGram MX-1-505)	—	1	
61	<b>HOT FUN</b> DAYTON (Liberty LT-51126)	46	7	
62	<b>WISE GUY</b> KID CREOLE AND THE COCONUTS (Ze/Sire ARK 3681)	66	14	
63	<b>TRUE DEMOCRACY</b> STEEL PULSE (Elektra E1-60113)	56	14	
64	<b>BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	58	58	
65	<b>BODY TALK</b> IMAGINATION (MCA 5271)	65	31	
66	<b>NIECY</b> DENIECE WILLIAMS (ARC/Columbia FC 37952)	60	24	
67	<b>ALICIA</b> ALICIA MYERS (MCA-5181)	—	1	
68	<b>NEW DIMENSIONS</b> THE DRAMATICS (Capitol ST-12205)	62	17	
69	<b>LOVE IS HERE YOU FIND IT</b> THE WHISPERS (Solar/Elektra S-27)	75	37	
70	<b>THE BEST</b> QUINCY JONES (A&M SP-3200)	71	9	
71	<b>STRONGER THAN EVER</b> ROSE ROYCE (Epic FE 37939)	67	17	
72	<b>THE DUDE</b> QUINCY JONES (A&M SP-3721)	63	78	
73	<b>LOVE ME TENDER</b> B.B. KING (MCA-5307)	73	24	
74	<b>STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	68	74	
75	<b>GREATEST HITS</b> SHALAMAR (Solar/RCA BXL1-4262)	64	7	



**IDENTIFYING THEMSELVES** — RCA recording acts Evelyn King and Tavares got together at the company's New York studios last week to record radio station IDs under the supervision of Basil Marshall, RCA's manager of black music product management. Pictured are (l-r): Chubby Tavares, King, Ralph Tavares and Marshall.

## THE RHYTHM SECTION

**HOT CROSSOVER VINYL** — While they only comprise three percent of the total chart, there is a trio of reverse crossover titles on the **Cash Box** Black Contemporary Singles chart moving up with a bullet. In the vanguard of this crossover is **Michael McDonald's** current Warner Bros. single, "I Keep Forgettin'." The **Doobie Brothers** member's tune is bulleting up the B/C Singles chart this week at #40, followed closely by Sire synth group **Yaz's** club and dance fave, "Situation," which is moving in on the Top 40 of the B/C Singles chart at #49 bullet. The cuts have been on the chart for six and five weeks, respectively. On the B/C Singles chart the last four weeks is **Steve Miller's** Capitol Records single, "Abracadabra," the rocky tune that has forged a spot this week at #61 bullet.

**ALL THAT JAZZ** — For 25 years the Monterey Jazz Festival has been hailed and celebrated as the most prestigious of such music marathons of its kind on the west coast. This year they will celebrate that silver anniversary during an event meant to underscore the festival's role as the prime mover behind the music's mainstream expression. Planned is a mixture of the traditional and the new, as always showing how the truer values of jazz have merely expanded over the years. In honor of the event's 25th time around, a special Thursday, Sept. 16, 1982 show and dinner is planned. Cocktails and a splendid repast including king crab, giant prawns and prime rib will be offered to a maximum of 500 attendees, while all attendees that get there on Thursday can buy special \$10 per head tickets to see a special pre-festival line-up of music talent. Scheduled is the Bay Area-based samba/dance troupe **Batucaje**, woodwind player **Ray Pizzi** with **Ron McCroby**, **Poncho Sanchez** and his **Latin Jazz Band**, **Gerald Wilson** and the **Orchestra of the '80s** and **Carmen McRae**. The opening night of the festival features the traditional with the late **Cal Tjader's Sextet**, the **Monterey Jazz All Stars**, **Dave Brubeck Quartet**, **Dizzy Gillespie Quartet** and **Mel Lewis with the Jazz Orchestra** (special guest **Bob Brookmeyer**). Blues, as usual, is the order of the day during the Saturday, Sept. 18 matinee show, featuring **Eddie "Cleanhead" Vinson**, **Albert Collins** and the **Icebreakers**, the **Etta James Band** and others. The Saturday night show continues to feature jazz of an international flavor with bands from France, Japan, Sweden and the Philippines, along with **Tito Puente** and the **Latin Jazz Big Band**. Sunday afternoon will follow the traditional offering of jazz from tomorrow's players with the Monterey Jazz Festival High School competition and the **California High School All-Star Jazz Band** will pace the action. **Clark Terry**, **Bobby Brookmeyer**, **Mundell Lowe**, **Patrice Rushen** and others will join the All-Stars under the direction of **Bill Berry** and **Dr. Jack Wheaton**. Sunday night's line-up epitomizes the festival's blend of the new and proven as **Free Flight**, **Gall Wynters** and the **Red Rodney** and **Ira Sullivan Quintet** will be making their debuts at the festival along with returning artists such as **Joe Williams**, **Woody Herman** and the **Young Thundering Herd** and the **Gerry Mulligan Quartet**, sans the saxophonist who has taken ill. As an adjunct to the festival, "Commemorative Weavings" by **Patricia Krelder** will be on sale through silent auction, with proceeds set for the "Cal Tjader Memorial Scholarship Fund." Tjader appeared at the first Monterey Jazz Festival in 1958 and was a frequent guest at subsequent festivals. . . Headfirst artist **Allen Vizzutti** and his **Red Metal Band** are headed for the Middle East later this month to appear in the Israel Jazz Festival in Jerusalem, where he will appear with acts like **Billy Cobham**, **Larry Coryell**, **Airto** and **Flora Purim**. The Israel stop is the first in a 10-date tour for Vizzutti. . . There will be a special emphasis on jazz at the upcoming 17th annual Music Personnel Conference set for Oct. 20-24 in St. Paul, Minn., where jazz radio programmers, producers, recording company reps, writers, musicians and others are to participate in a series of seminars and workshops. Tentatively scheduled as keynote speaker during the jazz portion of the conference, which was coordinated by WBFO/Buffalo music director **John Hunt**, is **Dr. George Butler**, vice president, jazz/progressive A&R, Columbia Records. Discussions will range from topics such as who is listening to jazz to "jazz promotion: does it get equal treatment at the radio stations?" Hunt said that panelists for the workshops and discussions have not yet been finalized.

**SHORT CUTS** — The Columbus Day International Music Festival in Acapulco, which will feature a line-up including **The Crusaders**, **Hiroshima**, **Herb Alpert**, **George Benson**, and others, is scheduled to go on as planned despite the ailing Mexican economy. Chiefly organized by KABC-TV news reporter **Larry Carroll**, the event is set for Oct. 8-10 at the Mexico resort city's Convention Center Complex on Costera Aleman (**Cash Box**, Aug. 7). . . **Emanuel George** was recently named national promotion director, Fantasy Records. He most recently served as RCA San Francisco promotion rep. . . The Small Independent Record Manufacturers Assn. (SIRMA) recently hosted its 14th general meeting in New York where Sugar Hill Records president **Joe Robinson** spoke on the plight of the independent record company. Joining Robinson was **WBLB's Mr. Maglc** speaking on radio's impact and current trends and Mother's Love president **Terri Ross** speaking on national promotion. The meeting was held at Manhattan Community College.

michael martinez

# TOP 100 BLACK CONTEMPORARY SINGLES

September 25, 1982

		Weeks On 9/18 Chart
1	<b>JUMP TO IT</b> ARETHA FRANKLIN (Ariste AS 0699)	1 13
2	<b>LOVE COME DOWN</b> EVELYN KING (RCA JH-13273)	4 8
3	<b>YOU DROPPED A BOMB ON ME</b> THE GAP BAND (Total Experience/PolyGram TE 8203)	3 8
4	<b>LET ME TICKLE YOUR FANCY</b> JERMAINE JACKSON (Motown 1628FM)	5 9
5	<b>DANCE FLOOR (Part 1)</b> ZAPP (Werner Bros. 7-29961)	2 12
6	<b>THE MESSAGE</b> GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill 584)	6 9
7	<b>SO FINE</b> HOWARD JOHNSON (A&M 2415)	7 14
8	<b>CHANGE</b> BARRY WHITE (Unlimited Gold/CBS ZS5 02956)	9 11
9	<b>BIG FUN</b> KOOL & THE GANG (De-Lite/PolyGram DE 822)	13 5
10	<b>DON'T THROW IT ALL AWAY</b> STACY LATTISAW (Cotillion/Atco 47011)	10 12
11	<b>AND I AM TELLING YOU I'M NOT GOING</b> JENNIFER HOLLIDAY (Geffen 7-29983)	8 17
12	<b>777-9311</b> THE TIME (Warner Bros. 7-29952)	20 6
13	<b>DO SOMETHING</b> GOODIE (Total Experience/PolyGram TE8202)	15 9
14	<b>I'M THE ONE</b> ROBERTA FLACK (Atlantic 4068)	14 11
15	<b>YOUR BODY'S HERE WITH ME</b> THE O'JAYS (Phila. Int'l./CBS ZS5 03009)	11 12
16	<b>LAST NIGHT</b> STEPHANIE MILLS (Casablanca/PolyGram NB 2352)	12 12
17	<b>HARD TO GET</b> RICK JAMES (Gordy/Motown 1634GF)	16 10
18	<b>LOVE IS IN CONTROL (FINGER ON THE TRIGGER)</b> DONNA SUMMER (Geffen 7-29982)	18 13
19	<b>LET ME GO</b> RAY PARKER JR. (Arista AS 0695)	19 15
20	<b>LOVE'S COMIN' AT YA</b> MELBA MOORE (EMI America B-8126)	25 6
21	<b>KEEP IT LIVE</b> DAZZ BAND (Motown 1622MF)	21 9
22	<b>GIRL, YOU ARE THE ONE</b> ALFONZO (Joe-Wes 81003)	24 10
23	<b>IMAGINATION</b> THE B.B. & Q. BAND (Capitol P-B-5118)	23 10
24	<b>IF THIS WORLD WERE MINE</b> CHERYL LYNN (Columbia 18-03204)	45 4
25	<b>A PENNY FOR YOUR THOUGHTS</b> TAVARES (RCA PB-13292)	30 6
26	<b>LOVE IT AWAY</b> ASHFORD & SIMPSON (Capitol P-B-5146)	28 8
27	<b>GO ON AND CRY</b> BLOODSTONE (T-Neck/CBS ZS5-03049)	29 8
28	<b>WHO'S STICKIN' IT?</b> SUNRISE (Boardwalk NB-11-151-7)	34 6
29	<b>BABY I NEED YOUR LOVING</b> CARL CARLTON (RCA PB-13313)	33 5
30	<b>GIVE ME YOUR LOVE</b> PEABO BRYSON (Capitol B-5157)	40 3
31	<b>HOT SPOT</b> MIDNIGHT STAR (Solar/Elektra S-48012)	31 10
32	<b>GROOVE YOUR BLUES AWAY</b> AMUZEMENT PARK (Our Gang/Mirus OG 1008)	32 10
33	<b>RIBBON IN THE SKY</b> STEVIE WONDER (Tamlam/Motown 1639)	41 3

		Weeks On 9/18 Chart
34	<b>LI'L SUZY</b> OZONE (Motown 1627MF)	38 9
35	<b>SOMEBODY TELL ME WHAT TO DO</b> CROWN HEIGHTS AFFAIR (De-Lite/PolyGram DE 821)	37 8
36	<b>SUMMER LADY</b> NARADA MICHAEL WALDEN (Atlantic 7-89998)	36 8
37	<b>PLANET ROCK</b> SOUL SONIC FORCE (Tommy Boy TB-823)	22 17
38	<b>INSIDE OUT</b> ODYSEY (RCA PB-13217)	17 16
39	<b>SAD HEARTS</b> THE FOUR TOPS (Casablanca/PolyGram NB 2353)	39 7
40	<b>I KEEP FORGETTIN'</b> MICHAEL McDONALD (Werner Bros. 7-29933)	50 6
41	<b>AMERICAN MUSIC</b> POINTER SISTERS (Plenet/RCA JH-13254)	27 13
42	<b>I REALLY DON'T NEED NO LIGHT</b> JEFFREY OSBORNE (A&M 2420)	35 21
43	<b>IT SHOULD HAVE BEEN YOU</b> GWEN GUTHRIE (Island/Atco IL 150)	52 6
44	<b>LET'S ROCK</b> FEEL (Sutra SUA 115)	48 7
45	<b>I CAN MAKE YOU FEEL GOOD</b> SHALAMAR (Solar/Elektra S-48013)	26 13
46	<b>SOONER OR LATER</b> LARRY GRAHAM (Warner Bros. 7-29956)	43 11
47	<b>JUST AN ILLUSION</b> IMAGINATION (MCA-52067)	44 16
48	<b>I CAN'T SHAKE THIS FEELING</b> KLIQUE (MCA 52083)	42 7
49	<b>SITUATION</b> YAZ (Sire 7-29953)	55 5
50	<b>TOUGH</b> KURTIS BLOW (Mercury/PolyGram 76170)	59 4
51	<b>BAD BOY/HAVING A PARTY (MEDLEY)</b> LUTHER VANDROSS (Epic 14-03205)	71 2
52	<b>PERFECT LOVE</b> ATLANTIC STARR (A&M 2435)	65 4
53	<b>I'M NEVER GONNA SAY GOODBYE</b> BILLY PRESTON (Motown 1625)	56 6
54	<b>WAITING BY THE HOTLINE</b> DENIECE WILLIAMS (ARC/Columbia 18-03015)	46 11
55	<b>ON THE WINGS OF LOVE</b> JEFFREY OSBORNE (A&M 2434)	61 2
56	<b>THE REAL DEAL</b> THE ISLEY BROTHERS (T-Neck/CBS ZS5 02985)	51 14
57	<b>PACK JAM</b> JONZUN CREW (Tommy Boy 826)	— 1
58	<b>HOT FUN IN THE SUMMERTIME</b> DAYTON (Liberty P-B-1468)	49 15
59	<b>MT. AIRY GROOVE</b> PIECES OF A DREAM (Elektra E-47482)	63 8
60	<b>SLOW YOUR BODY DOWN</b> CLIFTON DYSON (Network/Elektra 7-69993)	66 5
61	<b>ABRACADABRA</b> THE STEVE MILLER BAND (Capitol P-5126)	70 4
62	<b>IN THE GROOVES</b> TOMORROW'S EDITION (Atlantic 7-89995)	62 5
63	<b>WILL YOU KISS ME ONE MORE TIME</b> LOU RAWLS (Epic 14-02999)	47 11
64	<b>HAPPY MUSIC</b> SHEREE BROWN (Capitol B-5144)	64 5
65	<b>RECESS IN HEAVEN</b> BOBBY BLAND (MCA 52085)	68 5
66	<b>WHAT ABOUT MY LOVE</b> JOHNNIE TAYLOR (Beverly Glen BG-2002)	77 3
67	<b>I GOT A FEELING</b> KHEMISTRY (Columbia 18-03156)	75 3

		Weeks On 9/18 Chart
68	<b>ALL OF MY LOVE</b> BOBBY CALDWELL (Polydor/PolyGram PD-2212)	74 3
69	<b>DO IT TO THE MUSIC</b> RAW SILK (West End WES 22148)	78 3
70	<b>WHIP RAP</b> DISCO FOUR (Profile PRO-5010)	79 3
71	<b>A PUPPET TO YOU</b> ALFIE SILAS (RCA PB-13304)	— 1
72	<b>SHE'S MY SHINING STAR</b> FATBACK (Spring/PolyGram SP 3026)	— 1
73	<b>SHE'S SO DIVINE</b> THE LIMIT (Arista AS1003)	84 2
74	<b>WAY OUT</b> STEVE ARRINGTON'S HALL OF FAME (Konglether 7491)	81 3
75	<b>SEXY DANCER</b> DONALD BYRD & 125TH STREET, N.Y.C. (Elektra 7-69972)	87 2
76	<b>KEEP AWAY GIRLS</b> STEPHANIE MILLS (Casablanca/PolyGram NB2354)	— 1
77	<b>ATTACK OF THE NAME GAME</b> STACY LATTISAW (Cotillion/Atco 7-99968)	— 1
78	<b>FREE DANCER</b> BRICK (Bang/CBS ZS5 03157)	88 2
79	<b>WOMAN IN MY LIFE</b> STEVIE WOODS (Cotillion/Atco 7-99980)	86 2
80	<b>OOH BABY</b> WEST STREET MOB (Sugar Hill SH-588)	90 2
81	<b>RED HOT STUFF</b> MAGIC LADY (A&M 2436)	89 2
82	<b>BLACK HOLE BOP</b> X-25 BAND (HRC WS9-01396)	— 1
83	<b>STOP! DON'T TEASE ME</b> DEBARGE (Gordy/Motown 1635)	— 1
84	<b>GIRLS</b> GENERAL CAINE (Tebu/CBS ZS5 02947)	57 6
85	<b>HIDDEN TEARS</b> TIERRA (Boardwalk NB-11-152-7)	— 1
86	<b>I KNOW YOUR HOT SPOT</b> ENCHANTMENT (Columbia 18-03079)	— 1
87	<b>SHE'S JUST A GROUPIE</b> BOBBY NUNN (Motown 1643)	— 1
88	<b>BEAT THE STREET</b> SHARON REDD (Prelude 8058)	— 1
89	<b>WALKING ON SUNSHINE</b> ROCKER'S REVENGE (Streetwise 2203)	— 1
90	<b>ALLIGATOR WOMAN</b> CAMEO (Chocolate City/PolyGram CC 3235)	— 1
91	<b>BREAKOUT!</b> PATRICE RUSHEN (Elektra 7-69992)	58 9
92	<b>BEIN' WITH YOU</b> ST. TROPEZ (Destiny D-2011)	97 2
93	<b>INSTANT LOVE</b> CHERYL LYNN (Columbia 18-02905)	54 17
94	<b>RISIN' TO THE TOP</b> KENI BURKE (RCA PB-13271)	69 5
95	<b>DO I DO</b> STEVIE WONDER (Tamlam/Motown 1612TF)	53 17
96	<b>LET IT WHIP</b> DAZZ BAND (Motown 1609MF)	72 29
97	<b>I DON'T WANT TO LOSE THIS FEELING</b> ALPHONSE MOUZON (Highrise SHR-2000)	— 1
98	<b>IT'S NOT ME YOU LOVE</b> CLIFF DAWSON (Boardwalk NB7-11-147)	73 10
99	<b>FLIRT</b> CAMEO (Chocolate City/PolyGram CC 3233)	60 16
100	<b>SHOUT FOR JOY</b> DUNN & BRUCE STREET (Deveki/Mirus DK 1009)	80 13

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

A Penny For (Kenny Nolan/Downtown — ASCAP)	25	Girls (Interior — BMI)	84	Jump To It (Uncle Ronnie's/April/Sunset Burgundy — ASCAP)	1	Sexy Dancer (D.B. — ASCAP/East Indies — BMI)	75
A Puppet (ATV/Freddie Dee — BMI)	71	Give Me Your (WB/Peabo — ASCAP)	30	Just An Illusion (MCA — ASCAP)	47	She's Just A (Stone Diamond — BMI)	87
Abracadabra (Sailor — ASCAP)	61	Go On And Cry (Triple Three — BMI)	27	Keep Away Girls (Nick-O-Val — ASCAP)	76	She's My (Fired Up—ASCAP/House of Gemini— BMI)	72
All My Love (Bobby Caldwell/Happy Stepchild — BMI)	68	Groove Your Blues (Content — BMI)	32	Keep It Live (Ujima/Jobete/Three Go — ASCAP)	21	She's So Divine (Ladybird — BMI)	73
Alligator Woman (All Seeing Eye/Camera 5 — BMI)	90	Happy Music (Glenwood/Shown Brere — ASCAP)	64	Last Night (Frozen Butterfly — BMI)	16	Shout For Joy (Muriel/Davahkee/Moving World/Handshake — ASCAP)	100
American Music (Ensign/Parker McGee — BMI)	41	Hard To Get (Jobete/Stone City—ASCAP)	17	Let It Whip (Ujima/Macvacalac — ASCAP)	96	Situation (Stainless Music — BMI)	49
And I Am (Dreamgirls —ASCAP/Dreamettes —BMI)	11	Hidden Tears (Bull Pen — BMI)	85	Let Me Go (Raydiola — ASCAP)	19	Slow Your Body (Ahead/Larry Lou — BMI)	60
Attack Of (Gratitude Sky — ASCAP/Pologrounds — BMI)	77	Hot Fun (Warner-Tamerlane — BMI)	58	Let Me Tickle (Black Stallion — ASCAP/Fat Jack The Second — BMI)	4	So Fine (Duchess/Kashif — BMI)	7
Baby I Need (Jobete Music — BMI)	29	Hot Spot (Midstar/Hip-Trip — BMI)	31	Let's Rock (Fools Prayer/Chris Hill — BMI)	44	Somebody Tell (Delightful/CHA Pub. — BMI)	35
Bad Boy (April/Uncle Ronnie's/Sunset Burgundy — ASCAP/ABKCO — BMI)	51	I'm Never Gonna (Transuniversal/Artie Butler — ASCAP/The Dreamer — BMI)	53	L'i'l Suzy (Old Brompton Road — ASCAP)	34	Sooner Or Later (Graham-O-Tunes — BMI)	46
Beat The Street (Phylmar/Eric Matthew/Paynetronics — ASCAP)	88	I'm The One (Antisia — ASCAP)	14	Love Come (Music Corp. of America/Keshif — BMI)	2	Stop! Don't (Jobete — ASCAP)	83
Bein' With You (Bull Pen — BMI/Perren Vibes — ASCAP)	92	I Can Make (Alive + Kickin'/Hip Trip — BMI/Spectrum VII — ASCAP)	45	Love's Comin' At Ya (Mighty M — ASCAP)	20	Summer Lady (Gratitude Sky Music — ASCAP)	36
Big Fun (Delightful Music — BMI)	9	I Can't Shake (Felstar — BMI)	48	Love Is (Yellowbrick Road — ASCAP/Rashid — BMI/Rodsongs—PRS adm. by Almo—ASCAP)	18	The Message (Sugar Hill — BMI)	6
Black Hole Bop (Funtown — BMI)	8	I Don't Want (Mouzon — ASCAP)	97	Love It Away (Nick-O-Val — ASCAP)	26	The Real Deal (April/Bovina — ASCAP)	56
Breakout (Baby Fingers/WB/Rutland Road — ASCAP)	91	I Got A Feeling (Diamond In The Rough — BMI)	67	Mt. Airy Groove (G.W. Jr./Outer National—ASCAP)	59	Tough (Original/Funkgroove/Rushgroove — ASCAP)	50
Change (Seven Songs/Ba-Dake — BMI)	8	I Keep (Genevieve — ASCAP/Edzactly — BMI)	40	On The Wings (Lincoln Pond/Almo/March 9 — ASCAP)	55	Waiting By (Kee-Drick/Bellboy/Mighty Three BMI)	54
Dance Floor (Troumtan's — BMI)	5	I Know Your (Crown Heights Affair — BMI)	86	Ohh Baby (Sugar Hill — BMI)	80	Walking On (Marco — ASCAP/Trumer — BMI)	89
Do I Do (Jobete + Black Bull — ASCAP)	95	I Really Don't (Overdue adm. by Warner Bros./Almo/March 9 — ASCAP)	42	Pack Jam (Tommy Boy — ASCAP)	57	Way Out (Konglether — BMI)	74
Do It To (Sugar Biscuit/Fresh Ideas/Bert Reid — ASCAP)	69	If This World Were Mine (Jobete Music — BMI)	24	Planet Rock (Shakin' Baker — BMI)	37	What About (Beverly Glen/Spaced Hands — BMI)	66
Do Something (Total Experience — BMI)	13	Imagination (Little Macho/Plizzazz/Intersong — ASCAP)	23	Recess In (Special Agent — BMI)	65	Whip Rap (Ujima — ASCAP/Hey Skimo — BMI)	70
Don't Throw It (Famous/Gay Noel — ASCAP)	10	In The (Amirful/Oon-Stang/Mel-O-Music — BMI)	62	Red Hot Stuff (Irving/Magic Lady/Willow — BMI)	81	Who's Stickin' It? (Takoya — ASCAP)	28
Flirt (All Seeing Eye/Cameo 5 — BMI)	99	Inside Out (Major Toms — BMI/Luzuli — ASCAP)	38	Ribbon In (Jobete/Black Bull (TM) — ASCAP)	33	Will You Kiss (Black Eye/Bellboy — BMI)	63
Free Dancer (WB/Good High — ASCAP)	78	Instant Love (April/Uncle Ronnie's/Sunset Burgundy — BMI)	93	Risin' To The (Jobur /Top Bound Music — BMI)	94	Woman In My (Blackwood—BMI/April/Monster — ASCAP)	79
Girl, You Are (Liaka/Fonz/Lindee — ASCAP)	22	It Should Have (Ackee — ASCAP)	43	Sad Hearts (MCA — ASCAP)	39	You Dropped (Total Experience — BMI)	3
		It's Not Me (Marvin Gardens/MEB — ASCAP)	98	777-9311 (Tionna — ASCAP)	12	Your Body's Here (Mighty Three — BMI)	15



# MOST ADDED SINGLES

- BAD BOY/HAVING A PARTY (MEDLEY) — LUTHER VANDROSS — EPIC**  
WCIN, WILD, WLOU, WLLC, WATV, WEDR, KDAY, WGPR-FM, WYLD-FM, WAIL, V103, WBMX.
- ATTACK OF THE NAME GAME — STACY LATTISAW — COTILLION/ATCO**  
WTLC, WILD, WAMO, WLOU, WNHC, WATV, WEDR, WAWA, WWIN, WBMX, WGPR-FM, WHRK.
- A PUPPET TO YOU — ALFIE SILAS — RCA**  
WGIV, WSOK, WLLC, WAWA, KDAY, WAIL, KPRS, WBMX.
- KEEP AWAY GIRLS — STEPHANIE MILLS — CASABLANCA/POLYGRAM**  
WGIV, WLOU, WSOK, WLLC, WPAL, V103, WDAO.
- SHE'S JUST A GROUPIE — BOBBY NUNN — MOTOWN**  
WUFO, WTLC, WJLB, WJMO, WAWA, WGPR-FM, WBMX.
- SHE'S MY SHINING STAR — FATBACK — SPRING/POLYGRAM**  
WGIV, WLOU, WLLC, WOKB, V103, WBMX.
- BLACK HOLE BOP — X-25 BAND — HCRC**  
WTLC, WSOK, WLLC, WDAS, V103, WBMX.

# MOST ADDED ALBUMS

- WHAT TIME IS IT? — THE TIME — WARNER BROS.**  
WILD, WAMO, WATV, KSOL, KPRS
- ONE MORE MOUNTAIN — THE FOUR TOPS — CASABLANCA/POLYGRAM**  
WTLC, WLLC, WEDR, KPRS
- HONESTY — CURTIS MAYFIELD — BOARDWALK**  
WSOK, WGPR-FM, WWDM, WBMX

# UP AND COMING

- I'M SO EXCITED — POINTER SISTERS — PLANET/RCA**  
**NASTY GIRL — VANITY 6 — WARNER BROS.**  
**PUT IT IN A MAGAZINE — SONNY CHARLES — HIGHRISE**  
**SHAKE IT DOWN — RAFAEL CAMERON — SALSOL/RCA**

# BLACK RADIO HIGHLIGHTS

**V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — THE TIME**  
 HOTS: A. Franklin, E. King, Gap Band, Zapp, R. Parker, C. Lynn, J. Jackson, Alfonzo, Goodie, S. Lattisaw, Kool & The Gang, B. White, R. James, Shalamar, Sunrise, H. Johnson, Dazz Band, R. Flack, M. Moore, L. Graham, M. Sadane. ADDS: S. Mills, Fatback, L. Vandross, G. Guthrie, X-25 Band. LP ADDS: Valentine Brothers.

**WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — GRAND MASTER FLASH**  
 HOTS: S. Lattisaw, Zapp, Gap Band, R. James, E. King, The Time, C. Lynn, L. Graham, Jonzun Crew, A. Franklin. ADDS: B. White, B. Preston, Tierra, R. Flack, Disco 4.

**WIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — GRAND MASTER FLASH**  
 HOTS: H. Johnson, M.&B. Sutton, E. King, Gap Band, Raw Silk, P. Bryson, S. Lattisaw, F. Rae, Bloodstone, J. Jackson, Orange Krush, G. Guthrie, Pieces Of A Dream, Goodie, B. White, A. Franklin, L. Rawls, L. Vandross, C. Lynn, J. Osborne. ADDS: Cheri, S. Lattisaw, M. Sadane, C. Dyson. LP ADDS: D.&B. Street, Goodie.

**WILD — BOSTON — STEVE CRUMBLEY, PD — #1 — GRAND MASTER FLASH**  
 JUMPS: 7 To 3 — Gap Band, 14 To 10 — Jonzun Crew, 20 To 11 — Tavares, 17 To 14 — S. Wonder, 18 To 15 — Kool & The Gang, 22 To 17 — K. Burke, 24 To 18 — S. Arrington, 25 To 19 — M. McDonald, 27 To 20 — C. Carlton, 26 To 21 — Chimise, 29 To 22 — The Time, 30 To 24 — B. Bland, 28 To 25 — Pieces Of A Dream, Ex To 26 — L. Brannigan, Ex To 27 — Santana, Ex To 28 — E. Murphy, Ex To 29, P. Bryson, Ex To 30 — S. Woods. ADDS: S. Redd, Kid Creole & The Coconuts, F. Payne, J. Jackson, L. Vandross, S. Lattisaw. LP ADDS: The Time, Zinc, B.B.&Q. Band, League Unlimited Orchestra, Tavares, L.J. Reynolds.

**WUFO — BUFFALO — DAVE MICHAELS, PD — #1 — THE TIME**  
 HOTS: E. King, Kool & The Gang, M. McDonald, Alfonzo, F. Rae, Sunrise, A. Franklin, J. Jackson, Gap Band, M. Moore, Zapp, S. Wonder, R. James, C. Lynn, Wanda, R. Parker, B. White, C. Carlton, L. Vandross, B.B.&Q. Band. ADDS: Vanity 6, J. Holliday, ABC, B. Nunn, M. Manchester, J. Cliff, K. Blow, Cameo, The Limit, E. Murphy, Atlantic Starr, Kid Creole & Coconuts, Pointer Sisters, R.J.'s Latest Arrival.

**WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — GRAND MASTER FLASH**  
 HOTS: A. Franklin, Gap Band, Jonzun Crew, E. King, Treacherous 3, Disco 4, The Time, R. Flack, Ashford & Simpson, Four Tops, D. Summer, P. Rushen, Kool & The Gang, Goodie, Tavares, M. Moore, B. Preston, J. Jackson, Dramatics, Crown Heights Affair, Revelation. ADDS: W. Hutch, Pointer Sisters, R. Cameron, C. Mayfield, S. Mills, Gary's Gang, The Jammers, Legacy, Whispers, Pressure Drops, St. Tropez. LP ADDS: Goodie, G.S. Heron, B. Preston, B. Nunn, Tyzik, A. Myers.

**WBMX — CHICAGO — LEE MICHAELS, PD — #1 — GRAND MASTER FLASH**  
 HOTS: A. Franklin, J. Jackson, Gap Band, D. Summer, R. James, E. King, Feel, Pointer Sisters, S. Mills, B. White, The Time, Alfonzo, H. Johnson, Kool & The Gang, S. Brown, R. Cameron, Ashford & Simpson, P. Bryson, S. Arrington, Bloodstone, Goodie, Klique, Nighthawk, Yaz, Raw Silk. ADDS: K. Blow, Fatback, A. Silas, X-25 Band, L. Vandross, Brick, B. Nunn, The Limit, S. Lattisaw, M.&B. Sutton. LP ADDS: Latimore, C. Mayfield, L. Hutson.

**WGCI — CHICAGO — PAM WELLES, PD — #1 — SOUL SONIC FORCE**  
 HOTS: Kool & The Gang, B. White, E. King, Grand Master Flash, Skyy, J. Jackson, The Time, S. Johnson, R. James. ADDS: S. Charles, G. Guthrie, Pointer Sisters, Columbus Circle, Brick, Enchantment, S. Miller, A. Myers. LP ADDS: E. King.

**WCIN — CINCINNATI — EVERETT CORK, PD — #1 — R. JAMES**  
 HOTS: J. Jackson, E. King, Pointer Sisters, B. White, Dazz Band, Zapp, Goodie, S. Lattisaw, A. Franklin, R. Flack, B.B.&Q. Band, Grand Master Flash, Odyssey. ADDS: Atlantic Starr, Kchemistry, S. Charles, L. Vandross, S. Clarke, B. Bland, DeBarge, R. Cameron, J. Crew.

**WJMO — CLEVELAND — ERIC STONE, PD — #1 — A. FRANKLIN**  
 HOTS: Odyssey, S. Mills, Grand Master Flash, Pointer Sisters, R. Flack, D. Summer, S. Lattisaw, Tavares, B. White, Goodie, E. King, Ashford & Simpson, Four Tops, Gap Band. ADDS: Pieces Of A Dream, Family Player, Jonzun Crew, B. Nunn, S. Wonder, Bloodstone, Atlantic Starr.

**WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — OZONE**  
 HOTS: Grand Master Flash, E. King, The Time, Klique, Yaz, M. Moore, Sweet Pea Atkinson, Vanity 6, Jonzun Crew. ADDS: West Street Mob, L. Vandross, One Way, B. Nunn, D. Brown, S. Lattisaw, D. Byrd, Rocker's Revenge, The Rockers. LP ADDS: B. Preston, C. Mayfield, Shakatak, Tierra, B. Nunn.

**WJLB — DETROIT — JOHN EDWARDS, PD — #1 — M. McDONALD**  
 HOTS: C. Lynn, Dramatics, Jonzun Crew, Goodie, Ozone, S. Mills, J. Jackson, Grand Master Flash, J. Holliday, M. Moore, R. Flack, E. King, Yaz, J. Osborne, Gap Band, Atlantic Starr, G. Guthrie, A. Franklin, S. Wonder, The Time. ADDS: Tavares, Vanity 6, P. Bryson, B. Nunn. LP ADDS: Tyzik, Kenny G.

**WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — GRAND MASTER FLASH**  
 HOTS: O'Jays, J. Jackson, Bloodstone, F. Grace & Rhinestone, Gap Band, P. Rushen, E. King, J. Griffin, Tavares, B. White, D.&B. Street, A. Franklin, Treacherous 3, Kool & The Gang, Blaze, G. Guthrie, The Time, Four Tops, K. Blow, B. Bland, Goodie. ADDS: Chaz, Raw Silk, DeBarge, Frankie Smith, E.T.'s, M. Manchester, Survivor, Starpoint, T. Scott.

**WMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — THE TIME**  
 JUMPS: 12 To 8 — T. Pendergrass, 16 To 9 — Gap Band, 14 To 11 — E. King, 24 To 17 — Jonzun Crew, 22 To 19 — Disco 4, 26 To 20 — T. Pendergrass, 29 To 25 — C. Carlton, 30 To 26 — M. McDonald, Ex To 28 — S. Wonder, 38 To 29 — L. Vandross, Ex To 31 — The Time, Ex To 35 — Kool & The Gang, Ex To 36 — B. Bland, Ex To 40 — Vanity 6. ADDS: J. Taylor, Tavares.

**WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — GRAND MASTER FLASH**  
 HOTS: Goodie, B.B.&Q. Band, Ozone, J. Jackson, Feel, Midnight Star, Disco 4, B. White, E. King, Slimline, P. Rushen, A. Franklin, B. Preston, Gap Band, C. Lynn, Kool & The Gang, C. Dyson, Ashford & Simpson, Nighthawk, Tavares. ADDS: Pointer Sisters, First Love, X-25 Band, S. Lattisaw, B. Nunn, S. Miller, A. Myers. LP ADDS: Four Tops, Sweet Pea Atkinson, Zinga, Voyage, Crown Heights Affair, Tierra, Family Players, D. Blackman, J. Cliff.

**KPRS — KANSAS CITY — DELL RICE, PD — #1 — SOUL SONIC FORCE**  
 JUMPS: 7 To 3 — A. Franklin, 18 To 15 — Bloodstone, 20 To 16 — Nighthawk, 21 To 17 — L. Graham, 22 To 12 — E. King, 23 To 18 — F. Grace & Rhinestone, 24 To 19 — Goodie, 27 To 20 — C. Simon, 28 To 21 — Crown Heights Affair, 32 To 22 — J. Cliff, 34 To 23 — J. Butler, 35 To 24 — S. Clarke, 36 To 25 — Kool & The Gang, 37 To 26 — S. Miller, 38 To 27 — C. Dawson, 39 To 28 — Ashford & Simpson, 40 To 29 — Tavares, Ex To 30 — S. Lattisaw, Ex To 31 — Dazz Band, Ex To 32 — Treacherous 3, Ex To 33 — Atlantic Starr, Ex To 34 — General Caine, Ex To 35 — M. McDonald, Ex To 36 — Dramatics, Ex To 37 — Tom Tom Club, Ex To 40 — Brick. ADDS: Young Delegation, A. Silas, W. Hutch, First Love, R.J.'s Latest

Arrival, Superior Movement, T. Scott. LP ADDS: Shakatak, J. Butler, M. McDonald, Four Tops, K. Loggins, The Time, E. King, Max Groove.

**KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — THE TIME**  
 HOTS: E. King, R. James, S. Arrington, B. White, M. McDonald, The System, J. Taylor, Cameo, C. Carlton. ADDS: J. Chingas, Sunrise, L. Vandross, A. Silas, DeBarge, Disco 4.

**WLOU — LOUISVILLE — NEAL OREA, PD — #1 — R. JAMES**  
 HOTS: K. Blow, E. King, Feel, Gap Band, The Time, Odyssey, M. Walden, Ashford & Simpson, B. White, Disco 4, A. Franklin, L. Graham, Shalamar, Imagination, Kool & The Gang, Alfonzo, Klique, G. Guthrie, One Way, Sunrise, S. Wonder. ADDS: S. Lattisaw, Fatback, M. Moore, S. Mills, B.B.&Q. Band, L. Vandross, West Street Mob, Atlantic Starr.

**WDIA — MEMPHIS — CARL CONNER, PD**  
 HOTS: The Time, J. Osborne, M. McDonald, Grand Master Flash, Zapp, Sunrise, The Time, E. King, J. Jackson, A. Franklin, Ashford & Simpson, B. Bland, Zapp, C. Lynn, B. White, Gap Band. ADDS: Amusement Park, Atlantic Starr, K. Blow.

**WLK — MEMPHIS — CHRIS TURNER, PD — #1 — A. FRANKLIN**  
 HOTS: J. Jackson, R. James, Gap Band, Kool & The Gang, Jonzun Crew, Cameo, R. Flack, The Time, Grand Master Flash, B. White, C. Lynn, J. Osborne, Sunrise, M. Moore, E. King. ADDS: J. Taylor, A. Silas, Pointer Sisters, S. Lattisaw, R. Cameron, Tomorrow's Edition. LP ADDS: G. Guthrie, Sunrise, A. Myers, Tierra.

**WAWA — MILWAUKEE — JIMMY GOODYME, PD — #1 — ZAPP**  
 HOTS: A. Franklin, J. Jackson, Dazz Band, E. King, R. James, Ozone, Gap Band, Alfonzo, The Time, Midnight Star, M. Moore, S. Lattisaw, Kool & The Gang, Sunrise, DeBarge, B. White, D. Summer, S. Wonder, Amusement Park, Shotgun. ADDS: Kid Creole & The Coconuts, The Limit, S. Lattisaw, B. Nunn, R.J.'s Latest Arrival, A. Myers, D. Byrd, A. Silas. LP ADDS: G. Guthrie, Sweet Pea Atkinson, K. Blow, J. Butler.

**WLUM — MILWAUKEE — JIMMY GOODYME, MD — #1 — A. FRANKLIN**  
 HOTS: E. King, Kool & The Gang, Pointer Sisters, B. White, R. Flack, L. Rawls, D. Summer, S. Lattisaw, Ashford & Simpson, B. Preston, J. Jackson, M. Moore, S. Wonder, C. Lynn, S. Brown. ADDS: D. Byrd, Kid Creole & The Coconuts, A. Myers, R.J.'s Latest Arrival, C. Carlton.

**WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — GAP BAND**  
 HOTS: Grand Master Flash, M. McDonald, Men At Work, S. Lattisaw, Sunrise, E. King, Kool & The Gang, Pieces Of A Dream, Family Players, M. Manchester, S. Wonder, C. Dawson, Treacherous 3, J. Jackson, A. Franklin, West Street Mob, Ozone, H. Johnson, Goodie, B. White. ADDS: Pointer Sisters, L. Vandross, Kchemistry, A. Silas, G. Guthrie, P. Bryson, D. Byrd.

**WYLD-FM — NEW ORLEANS — TONY BROWN, PD — #1 — A. FRANKLIN**  
 HOTS: J. Holliday, Grand Master Flash, Zapp, H. Johnson, D. Summer, R. Parker, R. Flack, O'Jays, J. Jackson, Goodie, Imagination, Odyssey, B. White, Ashford & Simpson, R. James, Cameo, Isley Brothers, Sunrise, Amusement Park, Klique, E. King. ADDS: Magic Lady, Family Players, L. Vandross, Gang's Back, M. McDonald, S. Charles.

**WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — E. KING**  
 HOTS: M. Moore, A. Franklin, A. Myers, R. Parker, Grand Master Flash, Survivor, S. Miller, G. Guthrie, Raw Silk, Aura, B. Griffin, Tomorrow's Edition, C. Lynn, S. Wonder, Yaz, High Fashion. ADDS: P. Austin, P. Bryson, F. Payne.

**WOKB — ORLANDO — BILLIE LOVE, PD — #1 — A. FRANKLIN**  
 JUMPS: 10 To 6 — Bloodstone, 15 To 8 — F. Grace & Rhinestone, 18 To 9 — Disco 4, 15 To 10 — K. Blow, 14 To 11 — E. King, 17 To 13 — J. Jackson, 20 To 16 — Treacherous 3, 30 To 17 — Kool & The Gang, 24 To 19 — Tavares, 28 To 22 — Midnight Star, 31 To 23 — The Time, 34 To 27 — D. Williams, 40 To 28 — P. Bryson, Ex To 30 — Jonzun Crew, 40 To 31 — J. Spicer, Ex To 37 — Cameo, Ex To 38 — C. Carlton, Ex To 39 — Sunrise, Ex To 40 — B. Bland. ADDS: Vanity 6, D. Byrd, Fatback, E.T.'s, J. Cliff, A. Myers, J. Taylor. LP ADDS: A. Myers.

**WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — GAP BAND**  
 HOTS: Grand Master Flash, J. Jackson, E. King, Zapp, H. Johnson, D. Summer, S. Lattisaw, A. Franklin, B. White, O'Jays, Fat Larrys' Band, B. Preston, Goodie, Kool & The Gang, F. Rae, The Time, S. Wonder, R. James, Amusement Park, K. Burke. ADDS: Pressure Drop, Z. Washington, F. Payne, B. Taylor, J. Cliff, Columbus Circle, D. Byrd, A. Myers, Bloodstone, X-25 Band, C. Mayfield.

**WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — E. KING**  
 JUMPS: 10 To 4 — Dazz Band, 15 To 6 — Gap Band, 21 To 8 — Odyssey, 25 To 13 — R. James, 38 To 14 — M. Moore, Ex To 15 — Midnight Star, 32 To 16 — B.B.&Q. Band, Ex To 17 — Kool & The Gang, 23 To 19 — Shalamar, 27 To 20 — R. Flack, 26 To 21 — C. Dawson, Ex To 22 — L. Vandross, Ex To 23 — The Time, Ex To 24 — S. Woods, Ex To 28 — Yaz, Ex To 29 — Amusement Park, Ex To 30 — Sunrise, Ex To 34 — C. Carlton, Ex To 35 — G. Guthrie, Ex To 36 — Cameo, Ex To 37 — Electric Spark, Ex To 39 — Tierra, Ex To 40 — Chaz. ADDS: S. Lattisaw, S. Redd, P. Bryson, K. Blow, Jonzun Crew, Raw Silk, Feel, Rocker's Revenge. LP ADDS: B. White, K. Burke, J. Cliff, The Time.

**KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — GAP BAND**  
 HOTS: A. Franklin, E. King, R. James, H. Johnson, S. Lattisaw, Dazz Band, M. Moore, B.B.&Q. Band, D. Byrd, B. White. ADDS: J. Taylor, The Limit, Tierra, Alfonzo. LP ADDS: The Time, Zapp.

**WSOK — SAVANNAH — JAY BRYANT, PD — #1 — E. KING**  
 JUMPS: 5 To 2 — B. White, 8 To 3 — Four Tops, 9 To 5 — Tavares, 14 To 8 — Ashford & Simpson, 16 To 9 — C. Lynn, 13 To 10 — Feel, 18 To 14 — Sunrise, 19 To 15 — P. Bryson, 22 To 16 — A. Myers, 26 To 18 — S. Wonder, 24 To 19 — C. Carlton, 27 To 24 — J. Osborne, 28 To 25 — Fatback, 29 To 26 — G. Guthrie, 30 To 27 — J. Taylor, Ex To 28 — L. Vandross, Ex To 29 — One Way, Ex To 30 — The Limit. ADDS: M. Moore, A. Silas, Raw Silk, X-25 Band, S. Mills, C. Mayfield. LP ADDS: C. Mayfield.

**WWDM — SUMTER — BARBARA TAYLOR — PD**  
 HOTS: Nighthawk, E. King, C. Lynn, Pointer Sisters, A. Franklin, Gap Band, S. Lattisaw, Bloodstone, Grand Master Flash, S. Redd, Disco 4. ADDS: Isley Brothers, S. Redd, Gary's Gang, O. R.J.'s Latest Arrival, J. Taylor, Gang's Back, D. Curry. LP ADDS: C. Mayfield, K. Blow, Santana, A. Blythe, G. S. Heron.

**OK100 — WASHINGTON, D.C. — JON TURK, MD — #1 — A. FRANKLIN**  
 HOTS: Crown Heights Affair, R. Flack, Four Tops, E. King, J. Jackson, Alfonzo, Gap Band, Kool & The Gang, B. White, Klique, Goodie, D. Summer, L. Graham, Zapp, Ashford & Simpson, M. Moore, C. Carlton, Magic Lady, H. Johnson. ADDS: Salsoul Orchestra, The Time, D. Dyson, R. Cameron, S. Arrington.

## Canadian Government Study Reveals Sex Stereotyping In The Media

by Kirk LaPointe

OTTAWA — A federal task force on sex-role stereotyping in the Canadian broadcast media has found women are shabbily portrayed and has recommended strict monitoring of the airwaves over the next two years to correct the problem.

The 19-member task force, comprised of broadcasters, advertisers and members of the Canadian Radio-television and Telecommunications Commission (CRTC) and the public, spent three years looking at how the broadcast media presents and employs women.

While it admitted legislation to rectify sexism and discrimination would be a harsh and possibly untenable answer, it urged the CRTC — the broadcast regulator in Canada — to give broadcasters and advertisers two years to clean up their acts. Legislation could follow if self-policing doesn't work.

Ernest Steele, president of the Canadian Assn. of Broadcasters (CAB) and a member of the task force, said CAB already has started a committee to examine and deal with many of the stereotyping problems. Advertisers indicated similar committees are being established by that industry.

If the CRTC adopts many of the recommendations, and it seems likely it will, Canada would be the first country with an on-paper strategy regulating the way in which women are portrayed.

## PolyGram Takes 11 Of 12 CRIA Certifications

TORONTO — A triple platinum award for Air Supply's "Lost In Love" LP, signifying sales of 300,000 units, led a virtual sweep of the Canadian Recording Industry Assn. (CRIA) August certifications by PolyGram. Of the 12 records receiving some kind of gold or platinum certification during the month, 11 were on PolyGram.

PolyGram swept the album category with double platinum, signifying sales of 200,000 units, going to Zamfir's "The Lonely Shepherd" and Mike Oldfield's "Tubular Bells", platinums, for sales of 100,000 units, for John Cougar's "American Fool" and The Alan Parsons Project's "Eye In The Sky"; and golds, signifying sales of 50,000 units, for Air Supply's "Now And Forever," "Eye In The Sky," "American Fool" and the Scorpions' "Blackout."

PolyGram also took the only platinum single award (100,000 units) with the Human League's "Don't You Want Me," and it also received one gold award (50,000 units) for Cougar's "Hurts So Good."

The only non-PolyGram certification went to Nanette Workman's "Call-Girl" on Kebec Disque, which qualified as a gold single.

It could lead to active so-called "affirmative action" hiring proposals by radio and television and remove several contentious advertisements and shows from the airwaves, task force members said.

The study group, in its 189-page report, urged the CRTC to set up toll-free phone lines and postage-free mailing addresses so the public can launch complaints.

When broadcasters appear for license renewals, the CRTC could review their performance in the area of stereotyping, the report said.

Far from condemning the findings, the broadcast community last week hailed the report as an important first step in eliminating inaccurate ads and programs.

"We think we have a responsibility to women to clean up the mess," Steele said in an interview. "There will always be bad programming and advertising, but we have to do our best to keep it to an absolute minimum."

A representative of the Canadian Broadcasting Corp. (CBC) put it best when he said legislation isn't possible in such a creative field.

"But vigilance is," Gordon Bruce said.

The group said the federal government should try whenever possible to appoint women to the CRTC and the CBC. Judy Erola, federal Minister for the Status of Women, said last week the government will try harder to do so.

There was no indication whether the CRTC would adopt the proposals, but chairman John Meisel said the three-year study "will take a high priority right away."

## WEA U.K. To Stress Cassettes, Catalog LPs

LONDON — New plans for an extensive LP and cassette catalog campaign aimed at getting maximum exposure for all back catalog product was revealed recently by Jeff Beard, general manager, sales promotion, WEA, at the company's recent conference held in Maidstone, Kent. New plans aimed at developing cassette marketing were also announced.

By 1983, WEA estimates that cassettes will be taking up as much as 25-30% of the total album sales of new releases from major artists.

WEA's managing director, Charles Levison, talked of "optimism and teamwork for the '80s" as he opened the company's annual sales conference. He stressed that the company's main aims include breaking American acts, while simultaneously developing the careers of U.K. acts on an international basis.

Product highlights from the conference included extracts aired from new LPs by Paul Simon, George Harrison, Rod Stewart, Eagles, Chic and Shalamar.

## INTERNATIONAL DATELINE

### Argentina

BUENOS AIRES — Beatriz Lupo, A&R manager of CBS, reports that the second album recorded by local duet **Pimpinela** has been very well received at the Latin American convention held by the label in Miami. Waxings by the **Cuarteto Imperial**, **Marilina Ross** and **Plero** were also unveiled at the gathering. Lupo is currently involved, with promotion topper **Alfredo Stratco**, in the launching of the new **Julio Iglesias** album in this market.

Sicamericana held a party at Regine's to unveil the first album sung and composed by **Alberto Luna**, who is also in charge of A&R. Luna has been responsible in the past for several strong selling records and is being strongly backed by the company headed by **Nestor Selasco**. The LP will be also released in several other countries.

Indie label Cabal has released a new album by folk group **Los Huanca Hua**, which became popular for the first time in the early '60s, creating a sort of folk music revival that lasted for several years. The company is headed by **Pedro Farias Gomez**, who is a member (and the arranger) of the group. One of the strongest fields for Cabal is now the softcore humor tape, with artists like **Jorge Corona**, **Nicolita** and **Larry**.

EMI and record dealer Centro Cultural del Disco will promote jointly two series, released some time ago by the diskery — "Personalities" and "Portraits." The series are formed by compilation albums with the best recordings available by well known artists, and the CCD will display them prominently at special counters in two of its locations.

Industrias Musicales Argentinas is folding its distribution arm and will return to CBS as distrib outlet. The company headed by **Roger Lopez** has suffered from radio airplay restrictions on records in English and lack of local product. Sales execs **Edmundo Calcagno** and **Carlos Campagnale** are leaving the company and will form their own organization, probably distributing indie labels and blank tape.

Tonodisc vp **Francisco Vidal** reports that his company will be moving to new headquarters soon. He recently returned from Monaco and is busy on the promotion of local group **Sport Billy**, which is aimed at kids and is recorded in several languages.

miguel smirnoff

### Japan

TOKYO — Canyon Records recently concluded agreements with two American labels — Montage and Audio Fidelity. Set to debut Sept. 21, the deal with Montage will feature releases by **Shotgun** and **Conductor**. Another release, set for Oct. 21, will see LPs by **Gang Star** and **CM Road**. The deal with Audio Fidelity will kick off Oct. 21 with six releases. Both deals involve ex-

clusive release of these labels' product in the Japanese market by Canyon.

The Japan Phonograph Record Assn. (JPRA) recently released a pamphlet entitled *The Illegality of Rental Records* to support its push to outlaw the practice. The pamphlet is sub-titled "To Prevent The Destruction of the Record Culture" . . . The JPRA also issued a statement that it will endorse the OCRB system instead of the UPC Bar Code adopted by many American labels. The JPRA projects that the system will be adopted by 1984.

CBS/Sony is preparing to release product by **Cho Yong Bill**, one of the top male singers in Korea. His debut single will be "Mio Mio Mio" (I Hate, Hate, Hate), which was the top hit in Korea in 1981. Six years ago, Korean music was a big hit here, spurred by **Yee Song Ei's** "Kasumapage." Many anticipate another Korean music boom here on the heels of Bill's disc.

**Akira Tsuda**, managing director of Nippon TV, has been appointed president of VAP Records. He succeeds **Morihisa Takagi**, who recently resigned.

kozo otsuka

### United Kingdom

LONDON — Sixties nostalgia will reach a peak in London on Sept. 21 when a concert will be staged featuring most of the era's regular singles chart contenders. Billed under the title "Heroes & Villains," the Hammersmith Odeon concert will be staged inside of the Nordoff Robbins Music Therapy Centre in conjunction with BBC Radio One and Two, which are using the event to celebrate the 15th anniversary of their ascendancy over the rebel pirate stations of the '60s. Sixties artists who will be appearing include: **Carl Wayne**, **Dave Dee**, **Dozy**, **Beaky**, **Mick & Tich**, **Wayne Fontana**, **Billy Fury**, **The Hermlts**, **Nashville Teens**, **Junior Cambell**, **Chris Farlow**, **Troggs**, **Merseybeats**, **Pans People**, **Sandie Shaw**, **The Rockin' Berrles**, **Chris Andrews**, **The Swinging Blue Jeans**, **Dave Berry** and **Cliff Richard**.

President of Walt Disney Records Inc. **Gary Krisel** and **Charles Levison**, managing director of WEA Records, recently announced the signing of a long-term agreement where WEA became Walt Disney's licensee for all Disney record product in the U.K. and Eire . . . While one of WEA's major marketing campaigns for the next quarter will surround the release of "The Dollar Album" by **Dollar**. A national TV campaign will form the basis of the onslaught with an estimated budget of 350,000 pounds (\$650,000). Bronze Records has just put out an extraordinary duet single of the classic "Stand By Your Man" featuring heavy metal star **Lemmy** of **Motorhead** singing with **Wendy O. Williams** of the **Plasmatics**. Comments Lemmy, "I feel that we've stayed pretty close to **Tammy Wynette's** original version."

nick underwood

## INTERNATIONAL BESTSELLERS

### Argentina

#### TOP TEN 45s

- 1 **Dueno De Nada** — Jose Luis Rodriguez — CBS
- 2 **Yo Tengo Un Amigo** — Luz E. Benitez — Interdisc/Music Hall
- 3 **NI Una Palabra** — Rogue Narvaja — Discosa/Interdisc
- 4 **Lluvia** — Luis Angel — Interdisc
- 5 **Cama Y Mesa** — Roberto Carlos — CBS
- 6 **Solo Le Pido A Dios** — Leon Gieco — Music Hall
- 7 **Ebano Y Marfil** — Paul McCartney — EMI
- 8 **Puerto Pollensa** — Sandra Mihanovich — Microfon
- 9 **Estamos Listos** — Silvestre — Music Hall
- 10 **Vete, No Vuelvas** — Pimpinela — CBS

#### TOP TEN LPs

- 1 **Escenas Romanticas** — Jose Feliciano — Interdisc/Motown
- 2 **Los Unos Y Los Otros** — soundtrack — RCA
- 3 **Live** — Nito Mestre — SG/Interdisc
- 4 **Un Ojo En El Cielo** — Alan Parsons Project — Microfon
- 5 **En Argentina** — Mercedes Sosa — PolyGram
- 6 **El Profesional** — soundtrack — WEA/Interdisc
- 7 **Sandra Mihanovich** — Sandra Mihanovich — Microfon
- 8 **Tiempos Dificiles** — Juan Carlos Baglietto — EMI
- 9 **Las Aventuras De . . .** — Parchis — Tonodisc/ATC
- 10 **Dueno De Nada** — Jose Luis Rodriguez — CBS

— Prensario

### United Kingdom

#### TOP TEN 45s

- 1 **Private Investigation** — Dire Straits — Vertigo
- 2 **Eye Of The Tiger** — Survivor — Scotti Bros.
- 3 **Save A Prayer** — Duran Duran — EMI
- 4 **Walking On Sunshine** — Rocker's Revenge — London
- 5 **The Message** — Grand Master Flash — Sugarhill
- 6 **All Of My Heart** — ABC — Neutron
- 7 **Come On Eileen** — Dexy's Midnight Runners — Mercury
- 8 **High Fidelity** — The Kids From Fame — RCA
- 9 **Give Me Your Heart Tonight** — Shakin' Stevens — Epic
- 10 **There It Is** — Shalamar — Solar

#### TOP TEN LPs

- 1 **Upstairs At Eric's** — Yazoo — Mute
- 2 **The Kids From Fame** — various artists — BBC
- 3 **Two-Rye-Ay** — Dexy's Midnight Runners — Mercury
- 4 **Lexicon Of Love** — ABC — Neutron
- 5 **Rio** — Duran Duran — EMI
- 6 **Now You See Me, Now You Don't** — Cliff Richard — EMI
- 7 **Tropical Gangsters** — Kid Creole & The Coconuts — Ze
- 8 **Love And Dancing** — League Unlimited Orchestra — Virgin
- 9 **Fame** — original soundtrack — RSO
- 10 **Love Songs** — The Commodores — K-tel

—Melody Maker

### Germany

#### TOP TEN 45s

- 1 **Adios amor** — Andy Borg — Papagayo
- 2 **Abracadabra** — The Steve Miller Band — Mercury
- 3 **Ich will Spass** — Markus — CBS
- 4 **Mald Of Orleans** — OMD — Dindisc
- 5 **Words** — F.R. David — Carrere
- 6 **Wo bist du?** — Spider Murphy Band — Electrola
- 7 **Just An Illusion** — Imagination — Red Bus
- 8 **Made In Italy** — Ricchi e Poveri — Baby
- 9 **Give Me Your Heart Tonight** — Shakin' Stevens — Epic
- 10 **Zauberstab** — ZaZa — Blow Up

#### TOP TEN LPs

- 1 **Vun drinne noh drusse** — BAP — Musikant
- 2 **Fur usszeschnigge** — BAP — Musikant
- 3 **Abracadabra** — The Steve Miller Band — Mercury
- 4 **In Transit** — Saga — Polydor
- 5 **85555** — Spliff — CBS
- 6 **Asla** — Geffen
- 7 **Eye In The Sky** — The Alan Parsons Project — Arista
- 8 **The Concert In Central Park** — Simon & Garfunkel — Geffen
- 9 **Ein bisschen Frieden** — Nicole — Jupiter
- 10 **Dolce Vita** — Spider Murphy Gang — Electrola

—Der Musikmarkt

# CASH BOX TOP 100 ALBUMS

September 25, 1982

Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart	
	9/18	Chart		9/18	Chart		9/18	Chart
<b>1 AMERICAN FOOL</b> JOHN COUGAR (Riva RVL 7501) POL	8.98	1 21	<b>36 ALL FOUR ONE</b> THE MOTELS (Capitol S-12177) CAP	8.98	26 22	<b>68 THE HOTTEST NIGHT OF THE YEAR</b> ANNE MURRAY (Capitol ST-12225) CAP	8.98	82 4
<b>2 MIRAGE</b> FLEETWOOD MAC (Warnar Bros. 9 23607-1) WEA	8.98	2 11	<b>37 TUG OF WAR</b> PAUL McCARTNEY (Columbia TC 37462) CAP	—	28 20	<b>69 QUIET LIES</b> JUICE NEWTON (Capitol ST-12210) CAP	8.98	75 18
<b>3 ASIA</b> (Geffen GHS 2008) WEA	8.98	3 26	<b>38 HOOKED ON SWING</b> LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343) RCA	8.98	39 31	<b>70 SUCCESS HASN'T SPOILED ME YET</b> RICK SPRINGFIELD (RCA AFL 1-4125) RCA	8.98	67 27
<b>4 ABRACADABRA</b> THE STEVE MILLER BAND (Capitol ST-12216) CBS	8.98	5 14	<b>39 NOW AND FOREVER</b> AIR SUPPLY (Arista AL 9587) IND	8.98	33 15	<b>71 TANTALIZINGLY HOT</b> STEPHANIE MILLS (Casablanca NBLP 7265) POL	8.98	72 8
<b>5 VACATION</b> GO-GO'S (I.R.S./A&M SP 70031) RCA	8.98	6 7	<b>40 NIGHT AND DAY</b> JOE JACKSON (A&M SP-4906) RCA	8.98	42 11	<b>72 SNEAKIN' OUT</b> STACY LATTISAW (Cotillion/Atco 90002-1) WEA	8.98	80 6
<b>6 PICTURES AT ELEVEN</b> ROBERT PLANT (Swan Song/Atco SS 8512) WEA	8.98	4 10	<b>41 HIGH ADVENTURE</b> KENNY LOGGINS (Columbia TC 38127) CBS	—	73 2	<b>73 REACH</b> RICHARD SIMMONS (Elektra E1-60122F) WEA	10.98	74 17
<b>7 CHICAGO 16</b> CHICAGO (Full Moon/Warnar Bros. 9-23689-1) WEA	8.98	7 15	<b>42 IMPERIAL BEDROOM</b> ELVIS COSTELLO AND THE ATTRACTIONS (Columbia FC 38158) CBS	—	37 11	<b>74 GET LOOSE</b> EVELYN KING (RCA AFL1-4337) RCA	8.98	86 3
<b>8 EMOTIONS IN MOTION</b> BILLY SQUIER (Capitol ST-12217) CAP	8.98	9 8	<b>43 ALL THE BEST COWBOYS HAVE CHINESE EYES</b> PETE TOWNSHEND (Atco SD 38-149) WEA	8.98	35 13	<b>75 AVALON</b> ROXY MUSIC (Warner Bros. 9-23666-1) WEA	8.98	71 15
<b>9 IF THAT'S WHAT IT TAKES</b> MICHAEL McDONALD (Warnar Bros. 9 23703-1) WEA	8.98	11 5	<b>44 I CAN'T STAND STILL</b> DON HENLEY (Asylum EL-60048) WEA	8.98	52 4	<b>76 JEFFREY OSBORNE</b> (A&M SP-4896) RCA	8.98	78 15
<b>10 EYE OF THE TIGER</b> SURVIVOR (Scotti Bros. FZ 38062) CBS	—	8 9	<b>45 HEY RICKY</b> MELISSA MANCHESTER (Arista AL 9574) IND	8.98	47 23	<b>77 VOYEUR</b> KIM CARNES (EMI America SO-17018) CAP	8.98	114 2
<b>11 EYE IN THE SKY</b> THE ALAN PARSONS PROJECT (Arista AL 9599) IND	8.98	13 15	<b>46 THIS ONE'S FOR YOU</b> TEDDY PENDERGRASS (Philadelphia Int'l. FZ 38118) CBS	—	50 6	<b>78 DARE</b> THE HUMAN LEAGUE (Virgin/A&M SP-6-4892) RCA	8.98	64 16
<b>12 DAYLIGHT AGAIN</b> CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	8.98	10 11	<b>47 DIVER DOWN</b> VAN HALEN (Warner Bros. BSK 3677) WEA	8.98	43 21	<b>79 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I</b> STEVIE WONDER (Tamia/Motown 6002TL2) IND	13.98	70 18
<b>13 GET LUCKY</b> LOVERBOY (Columbia FC 37638) CBS	—	14 46	<b>48 THE BEST LITTLE WHOREHOUSE IN TEXAS</b> ORIGINAL SOUNDTRACK (MCA-6112) MCA	8.98	49 8	<b>80 ALDO NOVA</b> (Portrait ZRR 37498) CBS	—	79 32
<b>14 JUMP TO IT</b> ARETHA FRANKLIN (Arista AL 9601) IND	8.98	16 8	<b>49 IV</b> TOTO (Columbia FC 37728) CBS	—	41 24	<b>81 12 GREATEST HITS VOL. II</b> NEIL DIAMOND (Columbia TC 38066) CBS	—	83 18
<b>15 ALWAYS ON MY MIND</b> WILLIE NELSON (Columbia FC 37951) CBS	—	12 26	<b>50 COMBAT ROCK</b> THE CLASH (Epic FE 37689) CBS	—	46 16	<b>82 PELICAN WEST</b> HAIRCUT 100 (Arista AL 6600) IND	6.98	68 25
<b>16 IT'S HARD</b> THE WHO (Warnar Bros. 9 23731-1) WEA	8.98	48 2	<b>51 JANE FONDA'S WORKOUT RECORD</b> (Columbia CX2 38054) CBS	—	53 18	<b>83 I'M THE ONE</b> ROBERTA FLACK (Atlantic SD 19354) WEA	8.98	81 15
<b>17 DONNA SUMMER</b> (Geffen GHS 2005) WEA	8.98	15 8	<b>52 JUMP UP!</b> ELTON JOHN (Geffen GHS 2013) WEA	8.98	62 21	<b>84 MARSHALL CRENSHAW</b> (Warner Bros. BSK 3673) WEA	8.98	58 19
<b>18 BUSINESS AS USUAL</b> MEN AT WORK (Columbia ARC 37978) CBS	—	23 12	<b>53 BEAUTY AND THE BEAT</b> THE GO-GO'S (I.R.S./A&M SP 70021) RCA	8.98	55 61	<b>85 ABOMINO</b> URIAH HEPP (Mercury SRM-1-4057) POL	8.98	88 7
<b>19 GAP BAND IV</b> THE GAP BAND (Total Experience/TE-1-3001) POL	8.98	20 16	<b>54 THE REAL DEAL</b> THE ISLEY BROTHERS (T-Nack FZ 38047) CBS	—	56 6	<b>86 CHANGE</b> BARRY WHITE (Unlimited Gold FZ 38048) CBS	—	110 4
<b>20 ZAPP II</b> Zapp (Warnar Bros. 9 23583-1) WEA	8.98	21 8	<b>55 FAST TIMES AT RIDGEMONT HIGH</b> ORIGINAL SOUNDTRACK (Full Moon/Asylum 9 60158-1 R) WEA	15.98	61 6	<b>87 I LOVE ROCK 'N ROLL</b> JOAN JETT & THE BLACKHEARTS (Boardwalk NB1-33243) IND	8.98	87 42
<b>21 LOVE WILL TURN YOU AROUND</b> KENNY ROGERS (Liberty LO-51124) CAP	8.98	19 10	<b>56 NO FUN ALOUD</b> GLENN FREY (Asylum E1-60129) WEA	8.98	59 15	<b>88 KEEPIN' LOVE NEW</b> HOWARD JOHNSON (A&M SP-4895) RCA	8.98	91 9
<b>22 ROCKY III</b> ORIGINAL SOUNDTRACK (Liberty LO-51130) CAP	8.98	18 12	<b>57 ROCK IN A HARD PLACE</b> AEROSMITH (Columbia FC 38061) CBS	—	84 2	<b>89 INSTANT LOVE</b> CHERYL LYNN (Columbia FC 38057) CBS	—	90 12
<b>23 GOOD TROUBLE</b> REO SPEEDWAGON (Epic FE 38100) CBS	—	17 12	<b>58 E.T. THE EXTRA-TERRESTRIAL</b> ORIGINAL SOUNDTRACK (MCA-6109) MCA	8.98	44 14	<b>90 SCOTT BAIO</b> (RCA NFL1-8025) RCA	8.98	97 7
<b>24 ANNIE</b> ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS	—	24 19	<b>59 BAD TO THE BONE</b> GEORGE THOROGOOD & THE DESTROYERS (EMI America St-17076) CAP	8.98	69 5	<b>91 SHIP ARRIVING TOO LATE TO SAVE A DROWNING WITCH</b> FRANK ZAPPA (Barking Pumpkin FW 38066) CBS	—	65 18
<b>25 SHANGO</b> SANTANA (Columbia FC 38122) CBS	—	34 4	<b>60 LET ME TICKLE YOUR FANCY</b> JERMAINE JACKSON (Motown 6017ML) IND	8.98	63 8	<b>92 A TASTE OF YESTERDAY'S WINE</b> MERLE HAGGARD & GEORGE JONES (Epic FE 38203) CBS	—	107 4
<b>26 SCREAMING FOR VENGEANCE</b> JUDAS PRIEST (Columbia FC 38160) CBS	—	27 11	<b>61 STILL LIFE (AMERICAN CONCERT 1981)</b> THE ROLLING STONES (Rolling Stones/Atco COC 39113) WEA	9.98	45 14	<b>93 CHARIOTS OF FIRE</b> ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor PD-1-6335) POL	8.98	94 50
<b>27 A FLOCK OF SEAGULLS</b> (Jiva/Arista VA 66000) IND	6.98	30 19	<b>62 ESCAPE</b> JOURNEY (Columbia TC 37408) CBS	—	54 60	<b>94 POWER PLAY</b> APRIL WINE (Capitol ST-12218) CAP	8.98	76 12
<b>28 TALKING BACK TO THE NIGHT</b> STEVE WINWOOD (Island ILPS 9777) WEA	8.98	31 6	<b>63 WHAT TIME IS IT?</b> THE TIME (Warnar Bros. 9 23701-1) WEA	8.98	92 2	<b>95 HOOKED ON CLASSICS</b> LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4194) RCA	8.98	96 45
<b>29 NO CONTROL</b> EDDIE MONEY (Columbia FC 37960) CBS	—	29 12	<b>64 MISSING PERSONS</b> (Capitol DLP-15001) CAP	4.98	66 25	<b>96 AS WE SPEAK</b> DAVID SANBORN (Warnar Bros. 9 23650-1) WEA	8.98	77 13
<b>30 SPECIAL FORCES</b> .38 SPECIAL (A&M SP-4888) RCA	8.98	25 18	<b>65 BLACKOUT</b> SCORPIONS (Mercury SRM-1-4039) POL	8.98	60 27	<b>97 AEROBIC SHAPE UP</b> JOANIE GREGGAINS (Parade/Petar Pan 104) IND	8.98	95 24
<b>31 THREE SIDES LIVE</b> GENESIS (Atlantic SD 2-2000) WEA	10.98	22 14	<b>66 THROWIN' DOWN</b> RICK JAMES (Gordy/Motown 6005GL) IND	8.98	57 17	<b>98 KEEP IT LIVE</b> DAZZ BAND (Motown 6004ML) IND	8.98	100 28
<b>32 MOUNTAIN MUSIC</b> ALABAMA (RCA AHL 1-4229) RCA	8.98	32 28	<b>67 DREAMGIRLS</b> ORIGINAL BROADWAY CAST (Geffen GHSP 2007) WEA	9.98	51 20	<b>99 WE ARE ONE</b> PIECES OF A DREAM (Elektra 9 60142-1) WEA	8.98	103 10
<b>33 HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS</b> THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4373) RCA	—	36 9				<b>100 FREEZE-FRAME</b> THE J. GEILS BAND (EMI America SOO-17062) CAP	8.98	98 46
<b>34 ROUGH DIAMONDS</b> BAD COMPANY (Swan Song/Atco 90001-1) WEA	8.98	40 4						
<b>35 BUILT FOR SPEED</b> STRAY CATS (EMI America ST-17070) CAP	8.98	38 14						

# Cash Box Top Albums/101 to 200

September 25, 1982

	Weeks On Chart	9/18	Chart
101 SO EXCITED	8.98	85	11
102 OFFERING	8.98	101	14
103 THE ENVOY	8.98	89	8
104 HANDS DOWN	—	99	12
105 THE OTHER WOMAN	8.98	93	24
106 OFFRAMP	8.98	105	19
107 KIM WILDE	8.98	106	20
108 SHEFFIELD STEEL	8.98	104	12
109 ALL DRESSED UP & NO PLACE TO GO	8.98	109	8
110 EDDIE MURPHY	—	113	8
111 JUST SYLVIA	8.98	124	7
112 JUST HOOKED ON COUNTRY	—	122	5
113 FANDANGO	8.98	108	16
114 SWEETS FROM A STRANGER	8.98	115	18
115 WE GO A LONG WAY BACK	—	116	12
116 SUMMER LOVERS	—	118	5
117 LEXICON OF LOVE	8.98	135	4
118 UNDER THE BIG BLACK SUN	8.98	111	12
119 BELLA DONNA	8.98	117	59
120 LOVE AND DANCING	6.98	130	5
121 NOTHING TO FEAR	8.98	123	9
122 ACTING VERY STRANGE	8.98	—	1
123 BENEFACTOR	—	133	4
124 FEELS SO RIGHT	8.98	125	81
125 RANDY MEISNER	—	127	5
126 MSB	8.98	137	4
127 ONE ON ONE	—	119	18
128 UPSTAIRS AT ERIC'S	8.98	—	1
129 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	—	129	54
130 THE ART OF CONTROL	8.98	140	4
131 CONVERTIBLE MUSIC	8.98	132	9
132 THE PIRATE MOVIE	12.98	143	5

	Weeks On Chart	9/18	Chart
133 OH, JULIE	6.98	—	1
134 BAD REPUTATION	8.98	149	3
135 THE JIMI HENDRIX CONCERTS	15.98	—	1
136 WALT DISNEY PRODUCTIONS' MOUSERCISE	7.98	134	28
137 VIEW FROM THE GROUND	8.98	155	3
138 SEASONS OF THE HEART	8.98	139	29
139 GHOST IN THE MACHINE	8.98	142	49
140 SPYS	8.98	144	5
141 BILLY IDOL	8.98	136	7
142 WAITIN' FOR THE SUN TO SHINE	—	126	18
143 III WISHES	—	102	8
144 GREATEST HITS	8.98	145	102
145 LET ME KNOW YOU	—	147	5
146 I WANT CANDY	8.98	157	3
147 NON-STOP EROTIC CABARET	8.98	121	36
148 DIARY OF A MADMAN	—	152	45
149 TANE CAIN	6.98	163	3
150 STEEL BREEZE	6.98	—	1
151 NUGENT	8.98	120	11
152 STREET OPERA	8.98	148	18
153 LIVE IT UP	—	141	13
154 MY FAVORITE PERSON	—	128	20
155 PHYSICAL	8.98	151	48
156 NON-STOP ECSTATIC DANCING	5.99	112	8
157 OUT OF THE SHADOWS	8.98	138	9
158 THE NUMBER OF THE BEAST	8.98	161	25
159 GREASE 2	8.98	131	15
160 ALLIGATOR WOMAN	8.98	146	25
161 TOO FAST TO LIVE, TOO YOUNG TO DIE	8.98	158	7
162 VINYL CONFESSIONS	—	154	16
163 GET IT ON CREDIT	8.98	164	7
164 STRAIGHT FROM THE HEART	8.98	150	23
165 WILD HEART OF THE YOUNG	—	162	26
166 MICHAEL MARTIN MURPHEY	8.98	176	3

	Weeks On Chart	9/18	Chart
167 ON THE LINE	8.98	153	14
168 INSIDE	8.98	165	14
169 WINTER INTO SPRING	8.98	169	6
170 PUT YOUR DREAMS AWAY	—	170	5
171 DON'T SAY NO	8.98	174	5
172 BRANNIGAN	8.98	173	4
173 MOVING TARGET	8.98	—	1
174 THE LAST OF THE WILD ONES	8.98	175	4
175 OUTLAW	8.98	171	29
176 VICTORY	8.98	178	4
177 BLACK TIGER	8.98	179	3
178 LI'L SUZY	8.98	180	4
179 SUBURBAN VOODOO	—	181	3
180 HEARTBEATS AND TRIGGERS	—	182	4
181 LOVE NOTES	—	159	12
182 ANNE MURRAY'S GREATEST HITS	8.98	184	134
183 SOMEWHERE IN THE STARS	—	160	14
184 4	8.98	167	62
185 FAME	8.98	183	35
186 NOW IS THE TIME	—	166	7
187 FIRST TAKE	8.98	188	4
188 BRILLIANCE	8.98	168	27
189 BEAT	8.98	156	13
190 WORKING CLASS DOG	8.98	191	78
191 WISE GUY	8.98	193	14
192 STAND IN LINE	8.98	177	5
193 WINDSONG	8.98	186	15
194 IN BLACK AND WHITE	8.98	195	18
195 BREAKIN' AWAY	8.98	197	58
196 IGNITION	8.98	196	3
197 WHO'S FOOLIN' WHO	8.98	172	27
198 STANDING HAMPTON	8.98	190	36
199 FRIENDS	8.98	198	32
200 HOT SPACE	8.98	194	18

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Flock of Seagulls	27	Cotton, Josie	131	Jackson, Jermaine	60	Miller, Steve	4	Rogers, Kenny	21,144	Translator	180
ABC	117	Cougar, John	1	Jackson, Joe	40	Mills, Stephanie	71	Rolling Stones	61	Uriah Heep	85
Aerobics (Greggains)	97	Crawford, Randy	193	James, Bob	104	Miisap, Ronnie	168	Romeo Void	123	Valentine Brothers	187
Aerosmith	57	Crenshaw, Marshall	84	James, Rick	66	Missing Persons	64	Roxy Music	75	Van Halen	47
Air Supply	39	Crosby, Stills & Nash	12	Jarreau, Al	195	Money, Eddie	29	Royal Philharmonic Orchestra	33,95	Van-Zant, Johnny	174
Alabama	32,124	Dazz Band	98	Jett, Joan	87,134	Motels	36	Rushen, Patrice	164	Waite, John	196
Alpert, Herb	113	Denver, John	138	Johansen, David	153	Mousercise	136	Rutherford, Mike	122	War	175
America	137	Diamond, Neil	81	John, Elton	52	Murphey, Michael	166	Sanborn, David	96	White, Barry	86
April Wine	94	805	192	Johnson, Howard	88	Murphy, Eddie	110	Santana	25	Who	16
Ashford & Simpson	152	Flack, Roberta	83	Journey	62	Murray, Anne	68,182	Scorpions	65	Wiide, Kim	107
Asia	3	Fleetwood Mac	2	Judas Priest	26	Nelson, Willie	15,129	Scott-Heron, Gil	173	Winston, George	169
Atlanta Pops Orchestra	112	Fonda, Jane	51	Kansas	192	Newton, Juice	69	Shalamar	199	Winwood, Steve	28
Atlantic Starr	188	Foreigner	184	Kid Creole/Coconuts	191	Newton-John, Olivia	155	Shooting Star	143	Wonder, Stevie	79
Axe	102	Frampton, Peter	130	King Crimson	189	Nicks, Stevie	119	Simmons, Richard	73	X	118
Bad Company	34	Franklin, Aretha	14	King, Evelyn	74	Nova, Aldo	80	Skaggs, Ricky	142	Y&T	177
Baio, Scott	90	Frey, Glenn	56	Larson, Nicolette	109	Nugent, Ted	151	Soft Cell	147,156	Yaz	128
Bloodstone	115	Gap Band	19	Lattisaw, Stacy	72	Oingo Boingo	121	Spys	140	Zapp	20
Bonds, Gary U.S.	167	Genesis	31	League Unltd. Orchestra	120	O'Jays	154	Springfield, Rick	70,190	Zappa, Frank	91
Bonoff, Karla	165	Gilley, Mickey	170	Loggins, Kenny	41	One Way	197	Squeeze	114	Zevon, Warren	103
Bow Wow Wow	146	Go-Go's	5,53	Loverboy	13	Osborne, Jeffrey	76	Squier, Billy	8,171		
Brannigan, Laura	172	Gordon, Robert	161	Lynn, Cheryl	89	Osbourne, Ozzy	148	Stanley, Michael	126		
Cain, Tane	179	Grunin, Dave	157	Manchester, Melissa	45	Ozone	178	Steel Breeze	150	SOUNDTRACKS	
Cameo	160	Hagar, Sammy	198	Mandrell, Barbara	194	Parker, Ray	105	Stray Cats	35	Annie	24
Carnes, Kim	77	Haggard & Jones	92	Mangione, Chuck	181	Parsons, Alan	11	Summer, Donna	17	Best Little Whorehouse	48
Carrack, Paul	179	Haircut 100	82	Manhattan Swing Orchestra	38	Pendergrass, Teddy	46	Survivor	10	Chariots Of Fire	93
Cash, Rosanne	183	Hendrix, Jimi	135	Manilow, Barry	133	Pieces of a Dream	99	Sylvia	111	Dreamgirls	67
Cheap Trick	127	Henley, Don	44	McCartney, Paul	37	Piant, Robert	6	.38 Special	30	E.T.	58
Chicago	7	Human League	78	McDonald, Michael	9	Pointer Sisters	101	Thorogood, George	59	Fame	185
Clarke, Stanley	145	Idol, Billy	141	Meisner, Randy	125	Police	139	Time	63	Fast Times	55
Clash	50	Iron Maiden	158	Men At Work	18	Queen	200	Toronto	163	Grease 2	159
Cocker, Joe	108	Isley Brothers	54	Metheny, Pat	106	Rawls, Lou	186	Toto	49	The Pirate Movie	132
Costello, Elvis	42	J. Geils Band	100	Midnight Star	176	REO Speedwagon	23	Townshend, Pete	43	Rocky III	116
										Summer Lovers	22

# CASH BOX

September 25, 1982

## AROUND THE ROUTE

by Camille Compasio

A new merchandising package, the brainchild of Bally Midway's vice president of marketing **Stan Jarocki**, will be premiered in conjunction with the introduction of the factory's next scheduled game, which is targeted for early October release. The "Super Shooter Competition Kit" is what it's called, as we learned from advertising and sales promotion manager **Jim Jarocki**, who has been coordinating the project (couldn't get him to tell us the name of the new game, though!). As Jim explained, the package is geared exclusively to arcades and is the company's way of helping operators to generate increased earnings by encouraging tournament play on Bally Midway video games. The kit is self-contained, providing the operator with all of the necessary paraphernalia for competition play and will be available on a limited scale — one package per location. For further info, give Jim a call at (312) 452-5200.

Loewen America president **Rus Strahan** is just coming off of "a very good summer season," in terms of sales of the current "Prestige" and "240-1" NSM phonographs. He's expecting more of the same as we get into fall and winter, and

(continued on page 34)



Ron Crouse

## Crouse Promoted To Vice President Post At Williams

CHICAGO — Michael Stroll, president of Williams Electronics, Inc., announced the appointment of Ron Crouse as vice president. "Ron has been associated with Williams for over five years and during that time has never failed to contribute his time and efforts to any project large or small on which he could be of assistance," stated Stroll, in making the announcement. "His clear and cogent thinking has shaped many of Williams' policies and his management capability has contributed greatly to the success of the company."

(continued on page 34)

## Distributors Hopeful Technology Will Expand Player Base

by Jeffrey Ressler and Camille Compasio

LOS ANGELES — Over the past year, distributors of coin-operated machines have witnessed several major changes in the industry, ranging from the introduction of more sophisticated equipment to an influx of operators who plunged into the business without any real knowledge of the trade. As the fourth quarter of 1982 gets underway, a survey of major distributors of coin-op devices reveals that locations are beginning to get more demanding regarding the units they accept, operators are getting more knowledgeable and selective about the video games they buy and everyone involved with the electronic amusements is eagerly awaiting new advancements in the field to entice an even larger player base.

The romance between the media and video games has put location owners in the position of being able to identify by name the games they want, a situation which was practically nonexistent a year ago but is becoming increasingly prevalent, according to Brad King, sales manager at El Dorado, Ark.'s Jack's Amusement Company. Players cater to the locations that house the most popular games and locations wield the power of their newfound knowledge over operators, with the general attitude being "if you don't give me what I want, I'll get it from someone else."

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# COIN MACHINE



## Distributors Hopeful Technology Will Expand Player Population

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Obviously, this situation makes competition a lot tougher and pits operator against operator in the struggle to please location owners.

Peter Betti, general manager of Los Angeles' Betson Pacific distribution firm, believes this situation "means operators are losing control of their business." Adds Betti, "The operators out there are getting whipsawed; every time a location sees a hot new game of course they're going to request it, but it's not viable for the operator to follow through on these demands."

C.A. Robinson's executive vice president Ira Bettelman concurs that the locations' insistence on specific wants is a dangerous trend, and says as it continues more and more operators will be forced to institute contracts, minimums and guarantees on each piece. "It's a reaction business," comments Bettelman, who suggests operators follow a four-step process when purchasing new equipment. "First and foremost," he states, "it's the responsibility of the operator to gather information from reliable sources about the test performances on specific games. Then I'd say a close working relationship with a reputable distributor is recommended, someone who'll call the operator when a new game comes in from the manufacturer, someone they can rely on for advance information and wise advice. Third, it's important for the operator to get 'hands-on' experience with the machine, to play the game extensively and get that magic, gut feeling it's going to be a profitable piece. And last (and least), consult magazine and

trade charts on which machines are the most popular."

As far as getting a good mix of machines, Bettelman recommends "no mix at all; just buy the best machines available for cash." However, other distributors have different feelings about putting together a mix of games. Marie Pie, branch manager of Phoenix, Az.'s Circle International Co., suggests game room operators carry "the basics" when planning an arcade. "We never put together a game area in Arizona that doesn't have an Asteroids, a Defender and a Pac-Man," says Pie, "and we always tell operators who want to have 40 games in a room to just buy 35 for the time being and make room for new machines as they come in." Overall, adds Pie, operators are very cautious these days in their buying habits, although she stresses ops are buying new machines in increasing numbers.

"We're real advocates of buying for the top locations, and then refurbishing the older machines and rotating them to the secondary locations," states Stan Larsen, vice president of Salt Lake City, Utah's Struve Distributing Co., Inc. "Locations are getting more specific about what kinds of games they want and so are operators. They're just buying the proven winners."

Jerry Marcus, president of Bally Midwest in Chicago, concurs. "Operators are still buying the 'hit' pieces," he observes. "They're not buying the 'good' games, only the 'great' games because these are the ones that are bringing in the earnings. It just doesn't pay to buy a product that is priced the same at a 'hit'

but not earning the top buck."

Marcus went on to point out that the player base is becoming increasingly "label conscious" and is feeding quarters exclusively to the "name brands," rather than taking a chance on trying out a new, unfamiliar machine. "At Bally Midwest we recommend the operator buy the top pieces," he continues, "and for a good mix on his route I would suggest a good close-out or used piece, rather than a secondary item that does not have good earnings potential."

Marcus suggested further that ops "take a second look at the 50/50 commission split and come up with a better arrangement" to do a profitable business in today's market. "Resist the locations that keep asking for top pieces but don't really deserve them; don't let a low profit location dictate to you; you're better off giving it to the competition."

As far as new innovations in the field of video games, many of the distributors questioned expressed optimism that upcoming trade shows, such as the JAA convention in Japan and the AMOA's November Exposition in Chicago, would unveil a number of exciting units with which distribs and operators alike could enjoy higher returns. Peter Betti expects to see "refinements, not quantum leaps" in new machines, with better resolution, color, and contrast being the key elements in drawing new customers to arcades and street locations. "The only game that I've heard about so far that promises something totally new is Subroc-3D from Sega which is supposed to have a truly three-dimensional design."

Struve Distributing Co.'s Stan Larsen believes that the next few months will "undoubtedly" introduce new technology to the industry, and has great hopes for 1983's collections. "After all," says Larsen, "who would ever think we'd have the amazing images we have now, when just a short time back the only video games around consisted of bouncing balls that moved from one side of the screen to the other?"

## Token Bags Available From Business Builders

CHICAGO — Special bags for tokens are now available from Business Builders of Cupertino, Calif. These bags can be used for special promotions, prizes, or just as a means of packaging tokens in \$5 and \$10 quantities. "Many game center operators requested some type of container for tokens to be sold or given out," explained Carol Kantor, president of Business Builders. "I've researched many different types of bags and containers that are available, ranging from 15 cents to \$3 in price. There are a large variety to choose from," she added, "but I have selected just a few that are better for this application to include in the Business Builders line of promotion products." The economy bag and a premium leather bag are being offered by the company.

The economy bag, which holds up to 50 tokens, is of three-inch by four inch unbleached cotton fabric with a drawstring. The price starts at 15 cents each for a minimum quantity of 1,000. A custom imprint of the location name, token design, or other special designs or logos can be added to this bag, which is also available with a mailing tag sewn in for other promotions such as mailing out wooden nickels that are redeemable for tokens to potential costumers.

The premium all leather bag is a little larger in size, three and a half inches by five inches and is made of a soft glove tan leather in black, brown or natural color. The leather bag can hold 100 tokens and would be an excellent gift or prize item. It can be printed in 24 K.T. hot stamp or blind embossed.

Further information about these products may be obtained by contacting Carol Kantor, Business Builders, 10381 S. DeAnza Blvd., #209, Cupertino, Calif. 95014.

## Louisiana Ops Unite To Form State Association

CHICAGO — About 50 operators of music and games equipment assembled recently at a luncheon meeting in the Baton Rouge Hilton for the purpose of establishing an industry association that would serve as "the voice of the amusement and music operators in Louisiana." The newly formed group is called the Louisiana Amusement and Music Operators Assn., with headquarters in Baton Rouge.

A charter, budget, officers and an executive officer have already been approved and the office of the state association has been designated as a nerve center for disseminating information to the membership as well as a clearing house for sharing ideas and experiences.

As stated by an association spokesman, the primary purpose of the Louisiana Amusement and Music Operators Assn. is to provide assistance to individual members in the operation of their businesses, thereby establishing a unified effort "visible to the public and to governmental officials, for the benefit of all members."

### Officers Appointed

Those serving as charter officers are: Robert Waller (Baton Rouge), president; David Goudeau (Lafayette), vice president; Barney Atkins (Jonesville), secretary-treasurer; George Mouton (Lafayette), immediate past president designate; Mike Cannon (Madisonville), Nick Putch (Shreveport) and Ricky Ross (Leesville), directors; and Edison Campanella (Baton Rouge), executive vice president.

In commenting on the new organization Robert Nims (New Orleans), charter chairman, stated, "There have been many individuals who have worked diligently for our industry, however, each time a problem arose we were asked 'where is your state association?' The need was most conspicuous by the absence of the association."

Robert Waller's first act as LAMOA's charter president was to appoint George Mouton its charter membership chairman. Waller urged all interested parties wishing to join to write or call Ed Campanella, P.O. Box 80764, Baton Rouge, La. 70898. The telephone number is (504) 293-4100.

## CALENDAR

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

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

Oct. 15-16: Amusement & Music Operators of Virginia; annual meeting; John Marshall Hotel; Richmond.

Oct. 9: Washington Amusement & Music Operators Assn.; fall meeting; Davenport Hotel; Spokane.

Oct. 15-16: Amusement & Music Operators of Virginia; annual convention; John Marshall Hotel; Richmond.

Oct. 25: Pennsylvania Amusement & Music Machine Assn., annual meeting; Hotel Hershey; Hershey.

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

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

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## New Equipment

### Deep Space

Data East, Inc. has released its latest video game, "Explorer," which is the fourteenth model in its library of in-



terchangeable games, following on the heels of "Mission X," the company's most successful of the Deco Cassette Interchangeable game system.

Explorer is a joystick controlled game in which the player flies a craft through 3-dimensional screens to contain the enemy before it reaches the spacecraft and tries to blow it up. The player must contain the enemy in the space corridor by blasting it with his laser rings, and the player's craft is able to move all over the screen without being limited to the perimeter of the space corridor.

After winning the battle at the space corridor, the spacecraft is shot into deep space and a new space corridor to defend with laser rings. Each new space corridor has a different shape and construction which adds to the challenge of play.

There are four 3-dimensional space corridors each of different size and shape as well as four separate fighting object screens. Each new screen is more challenging and requires different reaction and movement by the player in order to avoid destruction.

"With Explorer we have given the game player not only 3-dimensional excitement, but also two completely different game concepts in order to provide the necessary variety and challenge that are required to have a top game today," commented Bob Lloyd, executive vice president/general manager of Data East, Inc. "The sounds are outstanding and the colorful graphics really add to the excitement of Explorer."

The new game will be available through factory distributors and further information may be obtained by contacting Data East, Inc., 470 Gianni St., Santa Clara, Calif. 95050.

### Modern Classic

"Speakeasy," a 2-player pinball game of fun and non-stop action, has been released by Bally Pinball Division. As described by Tom Nieman, vice president of marketing for the Division, "Speakeasy combines some of the best features of the older pingames such as the ever popular add-a-ball, with some exciting new features such as the flyaway targets and a state-of-the-art electronic package. The test response is terrific and the ever popular card game theme seems to appeal to today's players as much as yesterday's."

Speakeasy begins with a series of 5-9 top card rollovers that the player tries to lite in sequence. A special option on this feature allows the player to draw new cards and cancel the one lit to help achieve the sequence objective. The penalty here is the sacrificing of 25,000 points for each card.

The flyaway targets also score in a sequence mode, only this time it's a 10 thru ace combination for an extra ball, to lite the multipliers, increase the spinner value and score the lit chip value.

Another exciting scoring feature on

(continued on page 34)

## TRG Names Sharpe As Vice President

CHICAGO — TRG Communications, the New York-based marketing and sales promotion company, announced the appointment of Roger C. Sharpe as vice president. The move is in line with the company's commitment to expand its efforts in serving the growing needs of the coin machine industry, according to TRG.

Former managing editor of *Gentlemen's Quarterly* magazine, where he was affiliated for the past eight years, Sharpe has for some time been regarded as a preeminent historian of the coin machine industry. His efforts have included numerous articles in such publications as *The New York Times*, *Electronic Games* (where he is also a contributing editor) and the major trade journals. In addition, Sharpe authored the noted *Pinball!* book and lent his expertise in a number of legal decisions pertaining to the coin machine industry.

TRG Communications has distinguished itself during the last eight years as a progressive organization with a unique understanding of the coin-op industry's promotional needs. TRG's achievements for the industry are highlighted by its creation and coordination of a comprehensive promotional plan for Bally's National SuperShooter pinball tour-

namet; Stern Electronics' involvement with a Heart Fund drive which took place on college campuses across the country, and the implementation of the Lake Placid Olympic Village arcade tournament for Bally Mfg. Corp., Bally Midway Mfg. Co. and Irving Kaye Co., staged during the 1980 Winter Games.

### 'Positive Impact'

In viewing his role with TRG, Sharpe stated, "It's always difficult to leave a place that has been home for so long, however, the potential at TRG seemed limitless and, I suppose, I have probably been gravitating to an opportunity such as this, where I could be more effective and directly involved in initiating programs that would have a beneficial and positive impact for the games as well as the people behind them in terms of the public's attitudes and, often, misconceptions regarding the value and integrity of both," he continued. "I would even go so far as to hope, given TRG's reputation, that together we can now begin to more fully explore and initiate marketing and promotional activities which could serve to shape the future development and utilization of coin-op games in all areas of life."

Lynn Rabin, TRG's executive vice president, commented, "We recognize and value Roger's past accomplishments as well as his

(continued on page 34)

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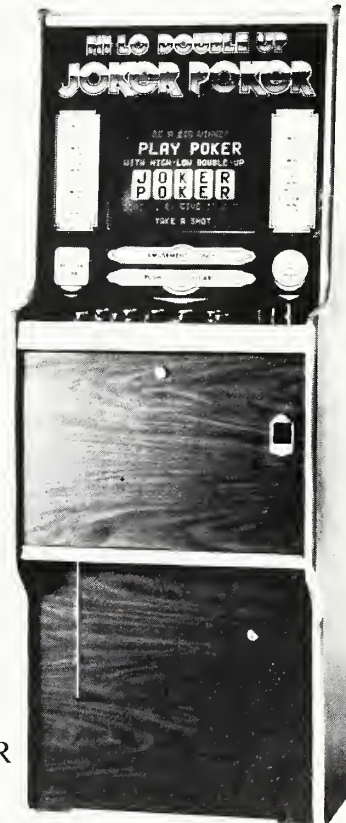
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## POP

- 1 **JACK & DIANE**  
JOHN COUGAR (Riva/PolyGram R-120)
- 2 **I KEEP FORGETTIN'**  
MICHAEL McDONALD (Warnar Bros. 7-29933)
- 3 **SOMEBODY'S BABY**  
JACKSON BROWNE (Asylum 7-69982)
- 4 **WHO CAN IT BE NOW?**  
MEN AT WORK (Columbia 18-02888)
- 5 **ONLY TIME WILL TELL**  
ASIA (Gaffan 7-29970)
- 6 **YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU**  
MELISSA MANCHESTER (Arista AS 0676)
- 7 **HARD TO SAY I'M SORRY**  
CHICAGO (Full Moon/Warnar Bros. 7-29979)
- 8 **YOU CAN DO MAGIC**  
AMERICA (Capitol B-5142)
- 9 **EYE IN THE SKY**  
THE ALAN PARSONS PROJECT (Arista AS 0696)
- 10 **I RAN (SO FAR AWAY)**  
A FLOCK OF SEAGULLS (Jive/Arista VS 102)
- 11 **HOLD ON**  
SANTANA (Columbia 18-03160)
- 12 **VOYEUR**  
KIM CARNES (EMI America B-8127)
- 13 **ABRACADABRA**  
THE STEVE MILLER BAND (Capitol B-9785)
- 14 **MAKE BELIEVE**  
TOTO (Columbia 18-03143)
- 15 **WHAT'S FOREVER FOR**  
MICHAEL MURPHY (Liberty B-1466)
- 16 **BREAK IT TO ME GENTLY**  
JUICE NEWTON (Capitol B-5148)
- 17 **VACATION**  
GO-GO'S (I.R.S./A&M IR-9907)
- 18 **DON'T FIGHT IT**  
KENNY LOGGINS WITH STEVE PERRY (Columbia 18-03192)
- 20 **DO YOU WANNA TOUCH ME (OH YEAH)**  
JOAN JETT & THE BLACKHEARTS (Boardwalk NB-11-150-7)
- 21 **GYPSY**  
FLEETWOOD MAC (Warnar Bros. 7-29918)
- 22 **EYE OF THE TIGER**  
SURVIVOR (Scotti Bros./CBS ZS5-02912)
- 23 **NEVER BEEN IN LOVE**  
RANDY MEISNER (Epic 14-03032)
- 24 **WASTED ON THE WAY**  
CROSBY, STILLS & NASH (Atlantic 4058)
- 25 **TAKE THE L.**  
THE MOTELS (Capitol B-5149)
- 26 **HEARTLIGHT\***  
NEIL DIAMOND (Columbia 18-03219)
- 27 **UP WHERE WE BELONG**  
JOE COCKER AND JENNIFER WARNES (Island/Atco 7-99996)
- 28 **TAKE IT AWAY**  
PAUL McCARTNEY (Columbia 18-03018)
- 29 **BIG FUN\***  
KOOL & THE GANG (Da-Lita/PolyGram DE 82200)
- 30 **NEW WORLD MAN\***  
RUSH (Mercury/PolyGram 76179)

## COUNTRY

- 1 **SHE GOT THE GOLDMINE**  
JERRY REED (RCA PB-13268)
- 2 **WHAT'S FOREVER FOR**  
MICHAEL MURPHEY (Liberty B-1466)
- 3 **PUT YOUR DREAMS AWAY**  
MICKEY GILLEY (Epic 14-03056)
- 4 **YESTERDAY'S WINE**  
MERLE HAGGARD/GEORGE JONES (Epic 14-03072)
- 5 **HE GOT YOU**  
RONNIE MILSAP (RCA PB-13286)
- 6 **HEY! BABY!**  
ANNE MURRAY (Capitol B-5145)
- 7 **I WILL ALWAYS LOVE YOU**  
DOLLY PARTON (RCA PB-13260)
- 8 **BIG OLE BREW**  
MEL McDANIEL (Capitol B-5138)
- 9 **I WISH YOU COULD HAVE TURNED MY HEAD**  
OAK RIDGE BOYS (MCA-52095)
- 10 **LET IT BE ME**  
WILLIE NELSON (Columbia 18-03073)
- 11 **CLOSE ENOUGH TO PERFECT**  
ALABAMA (RCA PB-13294)
- 12 **I JUST CAME HERE TO DANCE**  
DAVID FRIZZELL & SHELLY WEST (Warnar/Viva 7-29980)
- 13 **YOU'RE SO GOOD WHEN YOU'RE BAD**  
CHARLEY PRIDE (RCA PB-13293)
- 14 **DANCING YOUR MEMORY AWAY**  
CHARLY McCLAIN (Epic 14-02975)
- 15 **BREAK IT TO ME GENTLY**  
JUICE NEWTON (Capitol B-5148)
- 16 **MISTAKES**  
DON WILLIAMS (MCA-52097)
- 17 **LIVIN' IN THESE TROUBLED TIMES**  
CRYSTAL GAYLE (Columbia 18-03048)
- 18 **WAR IS HELL**  
T.G. SHEPPARD (Warnar/Curb 7-29934)
- 19 **LOVE'S GONNA FALL HERE TONIGHT**  
RAZZY BAILEY (RCA PB-13290)
- 20 **WHATEVER**  
THE STATLER BROTHERS (Mercury/PolyGram 76162)
- 21 **HEARTBROKE**  
RICKY SCAGGS (Epic 14-003212)
- 22 **SHE'S LYING**  
LEE GREENWOOD (MCA-52087)
- 23 **LOVE WILL TURN YOU AROUND**  
KENNY ROGERS (Liberty B-1471)
- 24 **IT AIN'T EASY BEIN' EASY\***  
JANIE FRICKE (Columbia 38-03214)
- 25 **WOMEN DO KNOW HOW TO CARRY ON**  
WAYLON JENNINGS (RCA PB-13257)
- 26 **WE DID BUT NOW YOU DON'T**  
CONWAY TWITTY (Elektra 7-69964)
- 27 **SHE'S NOT REALLY CHEATIN'**  
MOE BANDY (Columbia 18-02966)
- 28 **I WISH I HAD A JOB TO SHOVE\***  
RODNEY LAY and the WILD WEST (Churchill CR 94005)
- 29 **I'M GONNA HIRE A WINO TO DECORATE OUR HOME**  
DAVID FRIZZELL (Warnar/Viva WBS 50063)
- 30 **THIS DREAM'S ON ME**  
GENE WATSON (MCA-52074)

## BLACK CONTEMPORARY

- 1 **YOU DROPPED A BOMB ON ME**  
THE GAP BAND (Total Experience/PolyGram TE 8203)
- 2 **LOVE COME DOWN**  
EVELYN KING (RCA PB-13273)
- 3 **LET ME TICKLE YOUR FANCY**  
JERMAINE JACKSON (Motown 1628MF)
- 4 **JUMP TO IT**  
ARETHA FRANKLIN (Arista AS 0699)
- 5 **BIG FUN**  
KOOL & THE GANG (Delite/PolyGram DE 822)
- 6 **I'M THE ONE**  
ROBERTA FLACK (Atlantic 4068)
- 7 **777-9311**  
THE TIME (Warnar Bros. 7-29952)
- 8 **DO SOMETHING**  
GOODIE (Total Experience/PolyGram TE 8208)
- 9 **DANCE FLOOR (PART 1)**  
ZAPP (Warnar Bros. 7-29961)
- 10 **IF THIS WORLD WERE MINE**  
CHERYL LYNN (Columbia 18-03204)
- 11 **RIBBON IN THE SKY**  
STEVIE WONDER (Tama/Motown 1639TF)
- 12 **CHANGE**  
BARRY WHITE (Unlimited Gold/CBS ZS5-02956)
- 13 **LOVE IT AWAY**  
ASHFORD & SIMPSON (Capitol B-5146)
- 14 **DON'T THROW IT ALL AWAY**  
STACY LATTISAW (Cotillion/Atco 47011)
- 15 **KEEP IT LIVE**  
DAZZ BAND (Motown 1622MF)
- 16 **A PENNY FOR YOUR THOUGHTS**  
TAVARES (RCA PB-13292)
- 17 **LAST NIGHT**  
STEPHANIE MILLS (Casablanca/PolyGram NB 2362)
- 18 **LOVE'S COMIN' AT YA**  
MELBA MOORE (EMI America B-8126)
- 19 **YOUR BODY'S HERE WITH ME**  
THE O'JAYS (Phila. Int./CBS ZS5-03009)
- 20 **LOVE IS IN CONTROL (FINGER ON THE TRIGGER)**  
DONNA SUMMER (Gaffan 7-29982)
- 21 **GO ON AND CRY**  
BLOODSTONE (T-Nack/CBS ZS5-03049)
- 22 **SO FINE**  
HOWARD JOHNSON (A&M 2415)
- 23 **LET ME GO**  
RAY PARKER, JR. (Arista AS 0695)
- 24 **GIVE ME YOUR LOVE**  
PEABO BRYSON (Capitol B-5157)
- 25 **HARD TO GET**  
RICK JAMES (Gordy/Motown 1634GF)
- 26 **BABY I NEED YOUR LOVING**  
CARL CARLTON (RCA PB-13292)
- 27 **I CAN MAKE YOU FEEL GOOD**  
SHALAMAR (Solar/Elektra S-48013)
- 28 **WHO'S STICKIN' IT?\***  
SUNRIZE (Boardwalk NB-11-151-7)
- 29 **SOONER OR LATER**  
LARRY GRAHAM (Warnar Bros. 7-29956)
- 30 **ATTACK OF THE NAME GAME\***  
STACY LATTISAW (Cotillion/Atco 7-99968)

## OPERATORS PICKS

Gary Snortum (Cigarette Services, Inc., Appleton)  
**YOU'RE SO GOOD WHEN YOU'RE BAD** — Charley Pride — RCA  
 Russ Mawdsley, Jr. (Russell-Hall, Inc., Holyoke)  
**BREAK IT TO ME GENTLY** — Juice Newton — Capitol  
 Dan Tortorice (Modern Specialty, Madison)  
**LOOK OF LOVE** — ABC — Mercury/PolyGram

## RECORDS TO WATCH

**YOU PUT THE BLUES IN ME** — The Whites — Elektra  
**SOUL SEARCHIN'** — Leon Everette — RCA  
**WHAT ABOUT MY LOVE** — Johnny Taylor — Beverly Glen  
**BAD BOY/HAVING A PARTY (Medley)** — Luther Vandross — Epic  
**SOUTHERN CROSS** — Crosby, Stills & Nash — Atlantic  
**PRESSURE** — Billy Joel — Columbia

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# HOT NUMBERS

FROM THE OPERATORS

## ALABAMA

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 Singer One-Stop, Richmond, Va. "What can I say...  
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**SHARON CIASNOCHA, Buyer**  
 Singer One-Stop, Chicago—"We had calls for 'Close  
 Enough To Perfect' before it was even released— Pop  
 and Country! Great Record Great Group! Doin' Super!"

BB19\*\* CB17\* RR16\*



**JUKEBOX PROGRAMER # 11**



## CHARLEY PRIDE

### "You're So Good When You're Bad" PB-1329

**JUDY BRACKNELL, Buyer**  
 One-Stop, Atlanta—"Charley's 'You're So Good When  
 You're Bad' best ballad out right now. We're getting  
 some Pop jukebox action!"

**PETE BUSTAMONTI, Manager**  
 ABC One-Stop, San Antonio—"You're So Good When  
 You're Bad"...best record Charley's had since "Kiss  
 An Angel". Doing real well with our retail accounts!"

BB 22\* CB19\* RR 20\*

**JUKEBOX PROGRAMER # 13**

## RAZZY BAILEY

### "Love's Gonna Fall Here Tonight" PB 13290

**GUS TARTOL, President**  
 Singer One-Stop, Chicago—"One of the hottest artists  
 We're doing great business with 'Love's Gonna  
 Fall Here Tonight'."

**CHET KAJESKI, President**  
 Martin & Snyder One-Stop, Detroit—"Razzy Bailey  
 'Love's Gonna Fall Here Tonight'...In our Top 10 already...  
 Operators really doing well with it!"

BB 26\* CB 21\* RR 23\*



**JUKEBOX PROGRAMER # 19**

## CLASSIFIED AD RATE 35 CENTS PER WORD

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

## Classified Ads Close WEDNESDAY

### EMPLOYMENT SERVICE

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

### COIN MACHINES

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

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

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

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

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

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

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

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

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

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

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

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

### REAL ESTATE

#### PRIVACY AND SECLUSION SARASOTA, FLORIDA

A Carl Abbott design, this house is a dramatic architectural statement set deep in a natural pine wood. Between the house and a white sand Gulf beach a pinewood, reserved for property owners in this elegant enclave, and an adjoining 60 acre wildlife preserve, lend privacy and seclusion. Much of the 4,000 sq. ft. of living space is floored in Mexican marble. A 2-story drawing room and dining room, wrapped by a balcony study and gallery, have soaring glass walls, opening onto a vast terrace with a fountain fed lap pool and lush planting. Recently completed, this outstanding property includes a charming guest apartment with its own garden entrance and mellow Travertine floors. And, it is offered, including its designer furnishings, at \$975,000. Contact: Pauline Morin, REALTOR-ASSOCIATE. After hours: (813) 383-6601. TOLL FREE 1-800-237-6486. Michael Saunders & Company, Realtor, St. Armands Circle, Sarasota, FL 33577; TELEX 807915 MS&C SARA.

### PROFESSIONAL

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

**JAZZ GREATS!** Yazool! Blue Goose! Alligator! Beehive! Stash! Windham Hill! VGM! More than 350 independent Labels in our catalog! Send for free 450+ page catalogs to SQUARE DEAL RECORDS, Box 1002, Dept. CB, San Luis Obispo, CA 93406.

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

### RECORDS-MUSIC

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

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

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

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

### SERVICES COIN MACHINE

**ACE LOCKS KEYS ALIKE:** Send locks and the key you want them mastered to: \$1.35 each, 10% D/C in lots of 100 or more. RANDEL LOCK SERVICE, 61 Rockaway Ave., Valley Stream, N.Y. 11580. (516) 825-6216. Our 49th year in vending.

## AROUND THE ROUTE

(continued from page 29)

anticipates surpassing last year in total sales.

We bid "welcome home" to Bally Midway's service manager **Andy Ducay**, one of the few (if not the only one) in our industry to travel all the way to Saudi Arabia to conduct a service school. The five-day program was actually a combined effort between Andy and **Barry Thompson** of Bally Continental-London, under auspices of United Technology, with instruction focusing on Bally pins and Bally Midway videos. Coin-op games are still rather unique to the Arabs, who have been exposed to them for just about a year or so. The arcades out there are very up-to-date and similar in decor (carpeting, etc.) to their U.S. counterparts, as Andy pointed out; the games are all operated on tokens and game players are predominantly young people. All in all this was a very unique experience, according to Andy who observed, "it was the most interesting city I have ever visited."

Attention jukebox ops: In the words of Singer One Stop's **Gus Tartol**, "are you ready for another 'Hard To Be Humble'?" If so, give a listen to the current **Mac Davis** single "The Beer Drinkin' Song" (Casablanca) which is a "natural for all types of locations," according to Gus, and should be a big jukebox hit.

Stern's marketing chief **Tom Campbell** just returned from his most recent business trip which took him to Montreal, Toronto and Edmonton in Canada, plus a few areas of the U.S., to visit with factory distributors and sing the praises of the new "Tutankham" video game. Distributors just chimed right in, Tom said, with rave reviews and the Stern organization couldn't be more pleased about it. "We're very encouraged," he added.

"Tut has been in production for a couple of months and reports are stronger now than when it was first released." He told us the factory is about 90% relocated to its Elk Grove Village facilities where production will concentrate mainly on video games.

Dateline California: Sega/Gremlin is all set for its big, annual conclave at La Costa, which is expected to attract the usual full turnout of distributors and guests. Dates are Sept. 23-26 and Sega exec **Bob Rosenbaum** notes that a full, interesting agenda will be presented. Among the new products being revealed will be "Pengo," a "cartoon game with a completely unique game theme and play features," as described by Bob; "Tac/Scan," an "intense space game with high action and excellent use of color and sound" (model is a convert-a-game and samples will be shipped just prior to the La Costa meeting); plus one or two "surprises"... With regard to "Subroc 3-D," Bob told us it is undergoing extensive testing with outstanding results. The factory is preparing to ship very shortly.

## Crouse Named VP For Williams

(continued from page 29)

Crouse joined Williams in February 1977, and was instrumental in the development of Williams solid state pinball program. Since that time, he has served in a variety of functions including advertising, promotions and product planning. He will continue with his duties as director of marketing and, in addition, will be responsible for the company's licensing program and new product acquisition.

After attending college at the University of Cincinnati, Crouse served four years in the U.S. Marine Corps. Prior to joining Williams, he was employed by AM International in Schaumburg, Ill.

Crouse and his wife, Cindy, reside in Crystal Lake, Ill.

## New Equipment

(continued from page 31)

**Speakeasy** is the right side joker lane. Lighting the first joker scores 5,000 points, the second 10,000 points, the third 15,000 points and the fourth 20,000 points for a total of 50,000 points; lighting all four wins a free ball.

The "Wheel of Fortune" is one of the game's most enticing features. When a ball enters the outhole, the wheel spins and the bonus countdown is going on simultaneously. Players receive the value scored (usually points), however, there is also a hole for add-a-ball or subtract-a-ball.

As Tom Nieman further pointed out, **Speakeasy** is a sophisticated, 2-player flipper that combines the best of the tried and true pinball features with today's electronics for a thrilling pinball package.



## Anderson Victorious In Democratic Primary Race In The State Of Missouri

LOS ANGELES — C.A. (Art) Anderson, owner of Waynesville, Mo.'s H.A.M. Autovend and a coin-op professional for 37 years, has won the Democratic primary for state representative-Pulaski County. Anderson has held practically every governing post in the Missouri Automatic Merchandising Assn. (MAMA) and is a past officer of the National Automatic Merchandising Assn. (NAMA).

"I realize and fully understand the perplexing problems facing the smaller vendors today," remarked the primary winner, "and that's why it is crucially important to speak out. Our silence and idleness has gone on far too long. We vendors must now stand up to unfair taxations and negative regulations against our very livelihood."

"I strongly urge all vendors to become active and communicate to their legislators because it does work," Anderson continued. "Here in Missouri, during the 1981 legislative session, the vendors were influential in stopping 28 bills detrimental to the vending industry. A sound victory, since 14 bills were related to sales and use tax; eight to cigarettes

and tobacco; two for beverage containers and litter; and four directed towards vending machines and other unjust taxes."

## TRG Appoints Sharpe To Post Of Vice President

(continued from page 31)

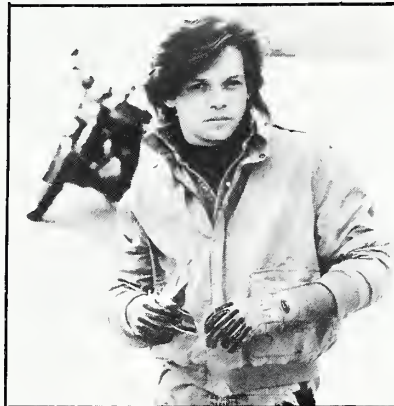
very unique sensitivity and insights into the many needs of the coin-op industry and see his addition as a major factor in TRG's continuing effort to meet the demands not only of individual companies, but also the industry as a whole. However, Roger also brings to TRG his experience within the consumer electronics field which he covered for the past seven years for GQ. Obviously, we see this as a natural and perfect complement for many coin-op companies and believe that TRG can now provide the best opportunities for tapping this rapidly expanding area."



**KOOL & THE GANG**  
36 "BIG FUN"  
DE 822

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2 "JACK & DIANE"  
R-210



**ABC**  
64 "THE LOOK OF LOVE  
(PART ONE)"  
76168

## ALSO BURNING UP THE CHARTS:

**GAP BAND**  
3 "YOU DROPPED A BOMB ON ME"  
(TE 8203)

**KOOL & THE GANG**  
9 "BIG FUN"  
(DE 822)

**GOODIE**  
13 "DO SOMETHING"  
(TE 8202)

**KURTIS BLOW**  
50 "TOUGH"  
(76170)

**WATCH FOR:**  
STEPHANIE MILLS,  
MILLIE JACKSON,  
CON FUNK SHUN AND  
THE BAR-KAYS.

# HOT



**RUSH**  
66 "NEW WORLD MAN"  
76169

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# MEET KOOL AND THE GANG'S GANG.



They're students at the East Harlem Performing Arts School.

Kool and The Gang contributed one thousand dollars to support their school's special program of education. And the Ampex Golden Reel Award made it possible. It's more than just another award. It's a thousand dollars to a charity named by artists receiving the honor.

For Kool and The Gang, *Celebrate* was the album. *House of Music* was the recording studio, and these kids were the winners.

So far over a quarter of a million dollars in Golden Reel contributions have gone to designated charities. For children's diseases. The arts. Environmental associations. The needy.

Our warmest congratulations to Kool and The Gang, House of Music and to all of the other fine recording professionals who've earned the Golden Reel Award.

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