

CASHBOX

January 8, 1983

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HOLIDAY SALES REPORT: RECORDS & VIDEO
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BLACK RETAILERS FACE CREDIT SQUEEZE
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EDITORIAL

Lessons Learned

Whew!

One more year under the belt — and considering how things have been lately, most of us can be thankful that we have emerged in the shape we're in. It was a hard year (actually a hard two or three years), but for those of us who are still here, maybe the worst is behind us.

Many of the things that have happened since the boom years of *Saturday Night Fever* and *Grease* have shaken the industry to its foundations. In that time, we have seen the transition from "best year" to "first recession," the rise of a new soul-searching attitude in the realm of spending and a vivid awareness of the various legal and copyright problems that seem more important than ever before.

Yes, we have come a long way.

But is it dusk or dawn? Will we continue the downward spiral to the effective end of the industry, or have we learned enough from the hard times to rebuild in a way that will not only cope with but also anticipate and avoid future snags? We at **Cash Box** choose to believe the latter — without positive gains from the lessons of the hard times, all of the suffering so far would have been pointless.

As we enter 1983, there are such developments as the concern over cassette packaging, WEA's landmark move in the area of catalog pricing, the impending introduction of the Compact Disc (CD) and the awareness of the rights of copyright holders spurred by the various anti-home taping efforts to guide the way. Let's get what good we can from this most painful recession.

CONTENTS

DEPARTMENTS

Black Contemporary	27
Classifieds	34
Country	21
Gospel	26
International	30
Jazz	13
Merchandising	14
Pro Audio	20
Radio	25
Video	19

FEATURES

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

CHARTS

Top 100 Singles	4
Top 200 Albums	32, 33
Black Contemporary Albums	27
Black Contemporary Singles	28
Country Albums	23
Country Singles	22
Gospel Albums	26
International Albums, Singles	30
Jazz Albums	13
Top 30 Videocassettes	19

REVIEWS

Albums	6
Singles	8
Talent	11

ON THE COVER

Few bands whose members have achieved enough notoriety in previous incarnations to be tagged as "supergroups" ever live up to the label. However, Geffen recording act Asia is an exception. A consortium of seasoned recording artists, three-quarters of which emerged from the vaunted cream of the progressive rock movement in England, Asia became not only the top-selling new group of 1982 but the top-selling group, period. Its self-titled debut album sold more than 2.5 million copies in the U.S. alone, powered on by the hit single "In The Heat Of The Moment," among other tracks.

John Wetton, a former singer and bassist with King Crimson; Carl Palmer, the muscular drummer from the celebrated Emerson, Lake & Palmer; Steve Howe, the complex, influential guitarist from Yes; and Geoff Downes, former member of The Buggles, have combined to create a group that lives up to its name. Like the continent, Asia's music appears massive for the band paints with bold strokes. But it also creates lustrous melodies and it is this combination which propelled the band to three awards in the recent **Cash Box** Year End-Polls.



TOP POP DEBUTS

SINGLES

78 STRAY CAT STRUT — Stray Cats — EMI America

ALBUMS

15 THRILLER — Michael Jackson — Epic

POP SINGLE

MANEATER

Daryl Hall & John Oates
RCA

B/C SINGLE

SEXUAL HEALING

Marvin Gaye
Columbia

COUNTRY SINGLE

THE BIRD

Jerry Reed
RCA

JAZZ

TWO OF A KIND

Earl Klugh/Bob James
Capitol

NUMBER ONES



Daryl Hall & John Oates

POP ALBUM

BUSINESS AS USUAL

Men At Work
Columbia

B/C ALBUM

MIDNIGHT LOVE

Marvin Gaye
Columbia

COUNTRY ALBUM

MOUNTAIN MUSIC

Alabama
RCA

GOSPEL

PRECIOUS LORD

Al Green
Hi/Myrrh

CASH BOX TOP 100 SINGLES

January 8, 1983

	Weeks On Chart	12/25 Chart
1 MANEATER	1	11
2 MICKEY	2	16
3 THE GIRL IS MINE	4	8
4 TRULY	3	12
5 DIRTY LAUNDRY	6	9
6 DOWN UNDER	10	8
7 IT'S RAINING AGAIN	8	9
8 SEXUAL HEALING	9	9
9 THE LOOK OF LOVE (PART ONE)	12	16
10 STEPPIN' OUT	5	19
11 ROCK THIS TOWN	11	15
12 MUSCLES	7	13
13 SHADOWS OF THE NIGHT	13	10
14 AFRICA	16	9
15 HEARTBREAKER	15	12
16 YOU CAN'T HURRY LOVE	19	8
17 BABY, COME TO ME	20	13
18 THE OTHER GUY	24	6
19 YOU GOT LUCKY	21	7
20 ROCK THE CASBAH	22	12
21 GLORIA	17	26
22 HAND TO HOLD ON TO	26	8
23 ON THE WINGS OF LOVE	25	13
24 HEART TO HEART	35	5
25 GOODY TWO SHOES	37	6
26 BE MY LADY	27	12
27 WHAT ABOUT ME	29	15
28 A PENNY FOR YOUR THOUGHTS	30	14
29 YOU AND I	34	11
30 LET'S GO DANCIN' (OOH LA, LA, LA)	33	9
31 SHAME ON THE MOON	51	2
32 WHATCHA GONNA DO	32	11
33 I DO	36	6
34 LOVE IN STORE	39	5

	Weeks On Chart	12/25 Chart
35 ALLENTOWN	41	5
36 I GOTTA TRY	44	7
37 SHOCK THE MONKEY	43	9
38 HEART OF THE NIGHT	47	5
39 DOES IT MAKE YOU REMEMBER	42	8
40 TWO LESS LONELY PEOPLE IN THE WORLD	45	7
41 UP WHERE WE BELONG	14	18
42 BAD BOY	48	5
43 SPACE AGE LOVE SONG	49	6
44 MEMORY	50	6
45 DO YOU REALLY WANT TO HURT ME	60	4
46 1999	46	8
47 NOBODY	18	19
48 YOUR LOVE IS DRIVING ME CRAZY	59	4
49 I KNOW THERE'S SOMETHING GOING ON	53	8
50 MISSING YOU	23	12
51 I.G.Y. (WHAT A BEAUTIFUL WORLD)	38	12
52 EVERYBODY WANTS YOU	31	13
53 ALL THOSE LIES	71	3
54 HEARTLIGHT	28	16
55 TWILIGHT ZONE	61	5
56 RIGHT BEFORE YOUR EYES	62	5
57 HEART ATTACK	40	17
58 I KNEW YOU WHEN	75	3
59 ON THE LOOSE	68	4
60 GOODBYE TO YOU	64	7
61 PUT IT IN A MAGAZINE	67	5
62 USED TO BE	54	9
63 PSYCHOBABBLE	70	4
64 SOUTHERN CROSS	57	15
65 THE WOMAN IN ME	87	2
66 FUNNY HOW TIME SLIPS AWAY	73	4

	Weeks On Chart	12/25 Chart
67 I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR)	58	21
68 WHO CAN IT BE NOW?	55	25
69 DESTINATION UNKNOWN	63	12
70 LOVE ME TOMORROW	52	14
71 JUMP	74	4
72 THEME FROM DYNASTY	65	6
73 GIVE IT UP	80	3
74 BACK ON THE CHAIN GANG	84	2
75 PASS THE DUTCHIE	86	2
76 PAINTED PICTURE	79	3
77 NOWHERE TO RUN	69	5
78 STRAY CAT STRUT	—	1
79 ALL TOUCH	88	2
80 YOUNG LOVE	89	2
81 CROSS MY HEART	81	3
82 DON'T STOP TRYING	90	2
83 HUNGRY LIKE THE WOLF	—	1
84 A LOVE SONG	66	12
85 YOU DON'T WANT ME ANYMORE	56	18
86 SHOOT FOR THE MOON	—	1
87 FOREVER	—	1
88 EMINENCE FRONT	—	1
89 THE ELVIS MEDLEY	77	6
90 PAPA WAS A ROLLIN' STONE	—	1
91 FOREVER MINE	72	7
92 (YOU'RE SO SQUARE) BABY, I DON'T CARE	82	6
93 I'M SO EXCITED	78	15
94 WAKE UP MY LOVE	83	7
95 AMERICAN HEARTBEAT	91	14
96 BURNING HEART	—	1
97 JACK & DIANE	85	23
98 THE ONE YOU LOVE	76	19
99 I WOULDN'T BEG FOR WATER	93	9
100 SHAKIN'	95	11

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Love Song (Music Corp. Of America/Sycamore Valley — BMI)	84	Let's Go Dancin' (Delightful — BMI/Double F — ASCAP)	30	Shame On The Moon (Coolwell/Granite — ASCAP)	31
A Penny For (Kenny Nolan/Downtown — ASCAP)	28	Love In Store (Fleetwood Mac — BMI)	34	Snock The Monkey (Peter Gabriel Ltd. — ASCAP)	37
Africa (Hudmar/Cowbells — ASCAP)	14	Love Me Tomorrow (Double Virgofoster Frees/Irving — BMI)	70	Shoot For The Moon (Pirooting — ASCAP)	86
All Those Lies (Red Cloud — ASCAP)	53	Maneater (Fust Buzza/Hot-Cha/Unichappell — BMI)	1	Southern Cross (Kenwon/CatPatch — BMI/Gold Hill — ASCAP)	64
All Touch (Mummy Dust/Joan Tone Musik — ASCAP)	79	Memory (Koppelman — Bandier — BMI)	44	Space Age Love Song (Zomba Ent. — BMI)	43
Allentown (Joel Songs — BMI)	35	Mickey (Chinnichap/Careers — BMI)	2	Steppin' Out (Albion — ASCAP)	10
American Heartbeat (Holy Money/Rude — BMI/WB/Easy Action — ASCAP)	95	Missing You (Hickory Grove — ASCAP)	50	Stray Cat Strut (Zomba Ent. — BMI)	78
Baby, Come To Me (Rodsongs — PRS)	17	Muscles (Mijac — BMI)	12	The Girl Is Mine (Mijac — BMI)	3
Baby I Don't Care (Gladys adm. by Intersong — ASCAP)	92	1999 (Controversary — ASCAP)	46	The Look Of Love (Virgin/Chappell — ASCAP)	9
Back On The Chain (Al Gallico — BMI)	74	Nobody (Tom Collins — BMI)	47	The One You (Red Cloud/Night River — ASCAP)	98
Bad Boy (Raydiola — ASCAP)	42	Nowhere To Run (April/Russell Ballard Ltd. — ASCAP)	77	The Other Guy (Screen Gems — EMI/BMI)	18
Be My Lady (Allen — BMI)	26	On The Loose (Pocket — ASCAP)	59	The Woman In Me (Warner-Tamartane/Rashida/Flying Dutchman/Sweet Harmony — ASCAP)	65
Burning Heart (WB Music — ASCAP)	96	On The Wings (Lincoln Pond/Almo/March 9 — ASCAP)	23	Theme From Dynasty (SVO — ASCAP)	72
Cross My Heart (Rit of Habees — ASCAP/Captain Fingers — BMI)	81	Painted Picture (Walter Orange/Snousie — ASCAP)	76	Truly (Brockman — BMI)	4
Destination Unknown (Private Life/Life After Music/Private Parts — ASCAP/BMI)	69	Papa Was A Rollin' (Stone Diamond — BMI)	90	Twilight Zone (Fever — ASCAP)	55
Dirty Laundry (Cass Country/Kortchmar — ASCAP)	5	Pass The Dutchie (Virgin/Hal Shaper — ASCAP)	75	Two Less Loney (Uknart/Big Parade — BMI)	40
Do You Really Want (Virgin/Chappell — ASCAP)	45	Psychobabble (Woolfongs/Careers — BMI)	63	Up Where We (Famous — ASCAP/Ensign — BMI)	41
Does It Make (Moonwindow — ASCAP)	39	Put It In (Pari-Wex/Sun Hill — ASCAP)	61	Used To Be (Stone Diamond — BMI)	62
Don't Stop Trying (Carbert — BMI/Four Moons — ASCAP)	82	Right Before (Mark-Cain — CAPAC)	56	Wake Up My Love (Ganga BV — BMI)	94
Down Under (Blackwood — BMI)	6	Rock The Casbah (Nineden Ltd. — PRS)	20	What About Me (Australian Tumbleweed — BMI)	27
Elvis Medley (Various — BMI/ASCAP)	89	Rock This Town (Zomba — BMI)	11	Whatcha Gonna Do (ATV Of Canada/Some Sung Songs/18 Karat Gold/P.R.O. — BMI)	32
Eminence Front (Towser Tunes — BMI)	88	Sexual Healing (April — ASCAP)	8	Who Can It Be (April Music Pty. — BMI)	68
Everybody Wants You (Songs Of The Knight — BMI)	52	Shadows Of The Night (Inner Santum — BMI)	13	You And I (Four Way — ASCAP)	29
Forever (Blue Midnight — ASCAP)	87	Shakin' (Grajonca — BMI/Elizabeth Myers — ASCAP)	100	You Can't Hurry Love (Stone Agate — BMI)	16
Forever Mine (Clean Sheets — BMI)	91			You Don't Want (Toneman/Wood Street — ASCAP)	85
Funny How Time Slips (Tree/Tree Group — BMI)	66			You Got Lucky (Gone Gator/Wild Gator — ASCAP)	19
				Young Love (A La Mode/Arista — ASCAP)	80
				You're Love Is Driving (Warner Bros./Benine — ASCAP)	48



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week



HEART OF PLATINUM — Following his SRO concert in London at the Hammersmith Odeon, Epic recording artist Shakin' Stevens was given a platinum award for U.K. sales of his album "Give Me Your Heart Tonight." Pictured at the presentation are (l-r): Stuart Colman, the record's producer; Muff Winwood, director, A&R, CBS Records U.K.; Maurice Oberstein, chairman, CBS Records U.K.; Stevens; Paul Russell, managing director, CBS Records U.K.; and Freya Miller, Stevens' manager.

Late Christmas Sales Surge Lifts Record Retailers' Spirits

by Jim Bessman

NEW YORK — The air of apprehension surrounding most record retailers' Christmas forecasts (**Cash Box**, Dec. 11) gave way to jubilation when sales during the week before the holiday increased dramatically. Foremost among the major factors reported by merchants contacted by **Cash Box** was strong product, with Men At Work's "Business As Usual" singled out everywhere as the biggest Christmas album by far.

In addition, dealers reaped the benefits from extensive promotional programs planned earlier than ever to ensure a

Holiday video sales survey begins on page 19.

December turnaround. Unseasonably warm weather throughout most of the country also contributed to outstanding figures, although the ferocious Rocky Mountain blizzard that shut down Denver on Christmas Eve drastically curtailed activity in that region.

Early Concern

In the weeks leading up to Christmas, many retailers had become increasingly concerned that this year's holiday sales season would follow the recent pattern of arriving later and later. Ralph King, vice president of marketing at the Durham, N.C.-based Record Bar chain, was one of several merchants watching the sales period come down to the wire.

"We were really sweating on Wednesday," added King. "Monday was phenomenal, but Tuesday was disappointing. Then Wednesday was heavily disappointing because of the calendar switch. King was referring to last year, when Christmas fell on Friday. "But Thursday

(continued on page 13)

LOS ANGELES — In an effort to broaden the base of its market, MGM/UA Home Video, in conjunction with PolyGram Records, has begun a test program in Boston and outlying areas of New England under which PolyGram is distributing and selling MGM/UA product to its recorded music accounts.

According to Bill Gallagher, vice president of marketing for MGM/UA Home Video, the test, launched two weeks ago, has been set for a six-month trial period. However, he adds, "Of course, if it gets a good reception in the Boston area during the next three months, it might well be expanded to other markets."

The concept for the Boston test, Gallagher noted, came about "as the result of our advertising program for 'The Compleat Beatles,'" a two-hour documentary chronicling the career of the band and incorporating many of the group's hit songs.

"Record retailers began getting calls and questions from customers who had seen the ads for 'The Compleat Beatles' and

Computers, Compact Disc Highlight 11th Winter CES

by Michael Glynn

LAS VEGAS — If the 11th International Winter Consumer Electronics Show here Jan. 6-9 turns out to be the largest event in the CES's 27-show history, as organizers anticipate, you can probably give some of the credit to *Time Magazine's* Machine of the Year.

According to Jack Wayman, senior vice president of the Electronics Industries Assn.'s Consumer Electronics Group (EIA/CEG), the bulk of the 176 new exhibitors scheduled to display their wares at this bi-annual electronics bazaar are in the booming computer hardware and software fields. Wyman added that the CES accepted a record 1,050 exhibitors, turning down 213 applications for lack of space. Even so, 625,000 net square feet of exhibit area will be utilized, up 120,000 net square feet over last year's winter show. Exhibitors will be spread out over the Las Vegas Convention Center, the Las Vegas Hilton and the Riviera Hotel.

"Pre-registration was 55,706 (as of Dec. 28). . . and that shows us we'll be right around 70,000," Wayman projected in terms of overall attendance for the show's four-day run. Pre-registration ran nearly 20% ahead of the pace set prior to the 1982 Winter CES and Wayman noted that the figures "surpassed" those of the normally larger Summer CES. Pre-registration for the Chicago gathering in June of last year had been 51,331, a record at that time.

The EIA/CEG senior executive pointed out that, based on pre-registration data, this show appears to be "much stronger in the retail area," with more than 5,000 dealers set to attend. "Retailers are loading the empty wagons after Christmas," said Wayman.

Along with computers, computer games, video games, VCRs, video cameras, and pre-recorded videocassettes and discs, CES officials expect the digital audio disc to command a lot of attention at this winter's show. PolyGram is set to announce the initial 250 titles which will be available in

Additional CES coverage appears on pages 12, 16, 18 and 20.

Europe and Japan this year on the 4.7-inch digitally encoded Compact Disc (CD) configuration (the company has also noted that it will release 30 additional titles monthly). Top PolyGram executives will be on hand for the announcement, including Jan Timmer, PolyGram Group president and chief executive officer, from Hamburg (Germany); Hans Gout, senior director for Compact Disc, from Baarn (The Netherlands); Guenter Hensler, president and chief operating officer of PolyGram Records, Inc., from New York; and Emiel Petrone, PolyGram Records' vice president of marketing and Compact Disc coordinator in the U.S.

In addition, the digital Compact Disc

(continued on page 16)

PolyGram Testing MGM/UA Product In Record Stores

by Michael Glynn

wanted to buy it," said Gallagher. "Well, it's natural that someone would call a record store for anything on the Beatles, but few record retailers were carrying it. With the demand, though, many of them became interested in stocking it."

Gallagher continued that MGM/UA then began talking with PolyGram, "whom we have relationship with by virtue of the fact that they distribute our motion picture soundtracks." (Gallagher explained that while UA motion picture soundtracks are marketed and distributed by EMI, MGM film soundtracks "are leased to be marketed by PolyGram . . . and we recently renewed our distribution agreement with them.")

Working with PolyGram executives Jack

Kiernan and Shelly Rudin, MGM/UA began supplying product to the Boston regional branch. "As far as inventory and merchandising our product through record accounts, PolyGram is handling all of it in Boston," indicated Gallagher.

Because PolyGram is servicing only its recorded music accounts, Gallagher said he has not encountered any resistance from his regular distributors in the area and doesn't anticipate any problem if the test is expanded.

"A video distributor concentrates solely on video outlets and does not generally call upon record accounts so it's largely an untapped market," he pointed out. "PolyGram isn't stepping on anyone's feet."

"However, there's a substantial number of record retailers out there getting interested in video, especially music-video through outlets like MTV. It's interesting that 'The Compleat Beatles' prompted this thing, but once PolyGram calls upon the account, they can show them that we have Elvis and Barry Manilow, among others, as well."

Indie Distributors Startled, Confused Over Chrysalis Defection

by Michael Martinez

LOS ANGELES — Independent distributors expressed surprise and confusion following the recent move by Chrysalis Records to the CBS branch distribution system, after six years operating through an indie network.

Because there was no official notification from Chrysalis of the switch, independent distributors are confused over who will ultimately be responsible for returns and where to send payments. Their surprise at the move stems from an apparent change in the positive attitude and confidence in independent distributors expressed by the label in recent months.

"They haven't told us a thing," said Jim Schwartz, president at Maryland-based Schwartz Bros. "There hasn't been any formal notification whatsoever. We're still operating under normal conditions."

Regarding the returns question, Mike Paikos, president of Northern California's Pacific Records and Tapes (PRT), said, "Nobody has told us anything about returns. We don't know if it will be our responsibility or CBS's."

Schwartz pointed out, "When I become a new distributor for a line, I must assume responsibility for product on the street."

Schwartz, like other indies, said that Chrysalis' current move was especially surprising because of the show of faith given by Chrysalis to independent distributors during the recent Independent Distributors Advisory meeting sponsored by the National Assn. of Recording Merchandisers (NARM) Nov. 4-6, 1982 in Ft. Lauderdale, Fla.

"Chrysalis backed us during individual meetings and in forums," said Schwartz. "I even think that (Chrysalis) management was also surprised by the move."

It has been confirmed that Chrysalis president Sal Licata, long a supporter of independent distribution, resigned from his post during the holiday season, and other key staffers, such as sales vice president Stan Layton and promotion head Jack Forsythe, are also scouting other job prospects.

Because of the relationship between the company and his distribution firm, Schwartz said, "I think first of all it should be noted that performance of service, sales and payment had nothing to do with the change. I'm confident that this is true even to the point where Pat Benatar's manager called here to say how bad he felt about the move."

Other distributors speculated that major Chrysalis acts such as Benatar and Blondie might not receive adequate attention given the huge roster at CBS.

"The same thing might happen that happened to Barry White when he moved from 20th Century to CBS," speculated Paikos. "He was the tops at 20th, now he can't get past the switchboard at CBS."

Many of the distributors contacted said that over the years Chrysalis has proven to be a label of significant sell-through and market potential. But many felt the label had suffered a poor first 10 months of 1982, although Benatar's current LP and the current product by Toni Basil have been outstanding sales items for them the last two months of the year.

Cutthroat Competition

Many said they would continue to seek out new product lines to fill the void left by Chrysalis, but that there would be no "cutthroat" competition among distributors for new labels.

(continued on page 15)

BUSINESS NOTES

CBS, MGM/UA Finalize Publishing Deal

NEW YORK — A definitive agreement for CBS, Inc. to purchase MGM/UA's music catalog for \$68 million has been finalized between the two companies, with approval from both boards of directors. The sum will be paid at the end of January, subject to a final accounting 90 days after closing.

Last fall, CBS had made tentative plans to buy MGM/UA's 50,000 title music catalog and to enter into a co-publishing agreement with MGM/UA for the rights to music created for motion pictures and audiovisual productions released over the next five years. CBS will also have a first negotiation right for the distribution of MGM/UA's new movie soundtracks as recordings over the next five years. MGM/UA's music copyrights will now be incorporated into CBS Songs, the firm's music publishing arm.

"There is a growing worldwide demand for music as new programming outlets develop," said CBS chairman Thomas Wyman, commenting on the agreement. "With an expanded catalog, we will realize significant marketing efficiencies and will be able to exploit our music copyrights over the increasing number of distribution outlets, including television, radio, theatrical films, live performances and records, as well as cable, pay-per-view and home video. Our expanded participation in the music business will increase the vitality and stability of our earnings in the music business."

Said Frank Rothman, MGM/UA chairman and chief executive officer: "We are most pleased to have reached this definitive agreement with CBS for the sale of MGM/UA's music publishing business. The proceeds from this sale will be used to make a substantial reduction of the company's outstanding borrowings."

NARM Bows Grammy Merch Aids

LOS ANGELES — For the first time in the 25-year history of the Grammy Awards, record retailers — under the auspices of the National Assn. of Recording Merchandisers (NARM) — will participate in a merchandising campaign centered around the Grammy television broadcast and highlighting award nominees and winners. The Grammy show will be three hours in length and is set to air on Feb. 23, 1983, during prime time, with an anticipated audience of 25 million.

NARM has developed in-store merchandising material based on the campaign slogan, "Discover Grammy Music," which is available free of charge to all industry members. The material includes two full-color posters, one featuring "Album of the Year" nominees and a second drawing attention to "Best Pop Vocal Performance, Female" and "Best Pop Vocal Performance, Male" nominees. Also included are "Grammy Nominee" and "Grammy Winner" stickers, authorized by NARAS, which can be affixed to albums, as well as a title strip for in-store use and art sheets for use in all print media. An order form for the free materials, shipped freight collect, is in NARM's *Sounding Board* newsletter.

The materials were devised by NARM to serve a three-fold purpose: to promote the Grammy television show as a music industry showcase, to identify Grammy nominees in retail shops around the country as soon as they're announced on Jan. 11, and to identify award winners immediately following the television broadcast.

NMPA Announces New Awards Certifications

NEW YORK — Ten songs have been certified platinum and two gold under the National Music Publishers' Assn. (NMPA)'s recently instituted program.

Certified platinum, for record and/or tape sales in excess of two million units were "She Believes In Me," by Steve Gibb, Angel Wing Music; "Great Pretender," by Buck Ram, Southern Music Publishing; "Georgia On My Mind," by Hoagy Carmichael and Stuart Gorrell, Peer International Group; "Born To Lose," by Ted Daffan and "You Are My Sunshine," by Jimmie Davis and Charles Mitchell, both songs from Peer International Group; "Angel Of The Morning," by Chip Taylor, Blackwood Music; "Baby I'm Yours," by Van McCoy, Blackwood Music; "My Boyfriend's Back," by Robert Feldman, Richard Gottehrer and Gerald Goldstein, Blackwood Music; "Ships," by Ian Hunter, Ian Hunter Music and April Music and "Physical," by Stephan A. Kipner and Terry Shaddick, April Music, Stephen A. Kipner Music and Terry Shaddick Music.

Certified gold for sales in excess of one million were "Everyday," by Buddy Holly and Norman Petty, Peer International Group, and "Always On My Mind," by Wayne Thompson, Mark James and Johnny Christopher, Screen Gems-EMI and Rose Bridge Music.

Additionally the NMPA, the Music Publishers Assn. of the United States and the Church Music Publishers Assn. have commissioned a survey of 1982 sales of printed music. The survey, to be conducted by Arthur Young & Co., will gather the data through questionnaires to all music publishers. They will be mailed Jan. 10.

In a separate development, seven new members were elected to the NMPA in December, increasing its roster to 305 publishers. The new members included Benjo's Music Co., the Danoff Music Co., Galaxy Music Corp., Hudmar Publishing Co., Inc. Moonlight and Magnolias, Inc., Rit of Habeas Music and Stabur Communications, Inc.

Record Gross Seen From Who Concerts Held In Canada

by Kirk Lapointe

TORONTO — The Who bade farewell to North America with two furiously played concerts Dec. 14 and 17 at Maple Leaf Gardens here, turning its final show on the continent into a U.S., pay-TV and Canadian commercial television special that set new standards for rock video and earned the band possibly the largest single-show gross in concert history.

With the band steadfastly maintaining in pre- and post-show interviews that nearly 18 years of touring North America have ended, about 29,000 packed a scaled-down concert hall (thousands of seats were eliminated to accommodate production equipment) over two nights in the most formidable rock event to hit this country since the Watershed 1980 Heatwave festival and a Rolling Stones club appearance in this area more than five years ago.

Norman Perry, vice president of Concert Productions International (CPI), which produced the two Who shows, said last week the "dust is still settling," but admitted that revenues from the concerts and the telecast on Dec. 17 will net The Who more money in one event than any other artist has ever earned.

About 20 Canadian markets saw and heard the show on independent television and FM radio, with Molson Breweries Ltd. sponsoring. Countless American markets saw the program live or on tape delay on pay-per-view and regular pay-TV with FM radio links.

Apart from a momentary hitch at the beginning of the concert as the band took the stage — the video feed failed — the 20th Century-Fox production was flawless. Using about a dozen hand-held, boom and situated cameras, the 2 and a half-hour presentation was exceptional.

Townshend Pleased

A weary guitarist Pete Townshend said after the show in an interview that he was "quite pleased" with the production quality

(continued on page 10)

Lack Of Credit, Ad Support Slow Black Retail In '82

by Michael Martinez

LOS ANGELES — The health of mom & pop record dealers, especially those in the black community, was plagued all year by economic ills that have nagged all retailers. But negative circumstances for the small dealer were magnified by a chronic dearth of merchandising and advertising support and a reluctance on the part of manufacturers and one-stops to extend credit to such outlets.

But black retailers and one-stops contacted by *Cash Box*, though concerned over a perceived insensitivity on the part of record labels, don't place the total blame with the manufacturers. "We run into problems when we have to work together," said Sikhulu Shange, owner Sikhulu's Records in Manhattan. "We have to work harder to pool our efforts, just like the record company conglomerates become cooperatives."

Shange also said, "The mom & pop stores must also become stronger in terms of how they conduct business and become more prudent in buying and selling product so they can become more attractive to investors and record companies that develop sales programs."

The stridency of Shange's comments arose partly from closure of his one-stop operation, which at one point serviced

(continued on page 11)

REVIEWS

ALBUMS

OUT OF THE BOX



TRANS — Neil Young — Geffen GHS 2018 — Producers: Neil Young, David Briggs and Tim Mulligan — List: 8.98 — Bar Coded

On his last LP, "Re-Ac-Tor," folk-rock giant Young seemed obsessed with the past, bemoaning the loss of traditional values and lifestyles in touching songs such as "Southern Pacific." On his latest disc, he takes a 180-degree turn and concentrates on the electronic age, sarcastically observing the high-tech world around us on selections like "We're In Control," "Computer Age" and "Computer Cowboy," often using vocorders and other devices to give an eerie, robotic feel to the music. Alternating with the futuristic material is more conventional fare about desire and freedom, including the epic "Like An Inca" and the pop harmonizer, "Little Thing Called Love."

FEATURE PICKS

POP

PARTY, PARTY — Original Motion Picture Soundtrack — A&M SP-3212 — Producers: Various — List: 8.98 — Bar Coded

Police chief Sting shouting Little Richards' "Tutti Frutti," rockabilly rogue Dave Edmunds jaunting through Chuck Berry's "Run Rudolph Run" and femme trio Bananarama yelping the Sex Pistols' "No Feelings" are just a few of the surprises on this score from the A&M Sound Pictures' teen screen comedy directed by Terry Winsor. A fun, and funny, LP filled with energetic performances, the most compelling cut here belongs to ex-Specials vocalist Pauline Black doing a rendition of Bob Marley's "No Woman, No Cry." Elvis Costello & the Attractions also make a grand appearance, the title track, starting off the festivities on a punchy, sardonic tone.

THE HERO I MIGHT HAVE BEEN — Patrick Campbell-Lyons — Shanachie 82001 — Producer: Patrick Campbell-Lyons — List: 8.98

Campbell-Lyons, who recorded for Island during the early days of the label with the group Nirvana, has delivered a solo album collage of electronic tones, Gregorian chants, folk songs and rock rhythms that walks a tightrope between pop and experimentalism. "Pure imagination" is how he describes his sound, which should make the ears of progressive and alternative programmers perk up. Ex-Rockpile guitarist Billy Bremner contributes his instrumental skills to the production, while "A. Revox" helps with assorted forward and backward loops. Noteworthy selections are "Naked Robots

(continued on page 8)



McLEAN'S MILLION—Don McLean received the Broadcast Music, Inc. (BMI) "Million Performance Award" for "Vincent" during his recent sold-out 10th Anniversary concert at Carnegie Hall. McLean previously earned the award, which signifies 1,000,000 aired performances on radio and TV, for "And I Love You So" and "American Pie." Stan Catron, BMI's assistant vice president, writer relations, presented the award to McLean on stage. Pictured backstage are McLean (l) and Catron.

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REVIEWS

(continued from page 6)

Watching Breakfast TV," "Sanskrit" and "A Long Time Ago."

TECHNO-COLOR — Chameleon — U.S.A. Platinum E 927 — Producer: Yannl — List: 8.98

This Minneapolis-based, synth-heavy group earned raves for its self-titled indie label debut last year, and should continue to rack up fine notices for this second effort. Through simple lyrics and AOR-tailored arrangements, the combo has already amassed a solid, grass-roots following in the Midwest, complete with a fan club and a clothing line emblazoned with its logo. Look for "Number" and "A Girl Like You" to earn healthy heartland response, possibly extending to other regions around the country.

SUNDOWN — Rank and File — Slash SR-114 — Producer: David Kahne — List: 8.98

Country-western punk performed in an intelligent, passionate groove is Rank and File's stock in trade, and on its debut album for the indie Slash label (which introduced the world to X and The Blasters), the band infuses an early Johnny Cashesque sense of C&W minimalism with a sleek '80s rock style. Produced by David Kahne, who provided similar assist for Pearl Harbor & The Explosions and Romeo Void, the group's first voyage shows much promise and is already beginning to pick up a strong critical following. Best cuts are Chip & Tony Kinman's "Amanda Ruth," "The Conductor Wore Black" and the title tune.

BLACK CONTEMPORARY

GOOD THING GOING — Sugar Minott — Heartbeat HB13 — Producer: Lincoln Sugar Minott — List: 8.98

Although he's usually associated with socio-political songs of struggle arranged in a Caribbean style, Minott gives this album a more commercial flavor in an attempt to broaden his listenership from purely reggae fans to soul lovers as well. The title tune, originally done by Michael Jackson, was a hit in Britain for the Jamaican singer during 1980, when it made the U.K. Top 10 charts. With the exception of that number and Bacharach & David's "Walk On By" (a 1964 smash for Dionne Warwick), the songs here are Minott originals, and stand out as progressive steps in the reggae roots movement.

GOSPEL

EXERCISE FOR LIFE — Stormie Omartian — Sparrow SPR 1064 — Producers: Michael and Stormie Omartian — List: 8.98

Most slimming albums are supposed to be inspirational, but on this gospel-oriented exercise disc renowned Christian artist Stormie Omartian helps listeners get both their bodies and souls in tip-top shape. Using a "Hooked On Classics"-type medley arrangement of traditional religious hymns on one side and up-tempo cuts from LPs by genre giants Phil Keaggy and Scott Wesley Brown on the flip, the fitness album is also accompanied by a booklet containing 60 exercises with over 100 easy-to-follow illustrations. Omartian, who teaches a workout class at LA's Church On The Way, includes aerobic, jogging and spot techniques for "problem areas" and the major muscle groups.

JAZZ

AMERICAN CLASSICAL MUSIC — Ahmad Jamal — Shubra SHU 101 — Producer: Shubra Productions — List: 8.98

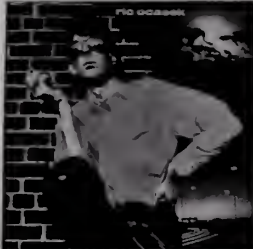
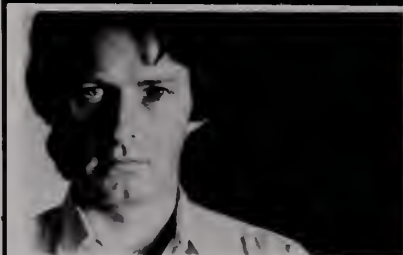
Recorded live during a sold-out summer '82 concert at San Francisco's Great American Music Hall, keyboardist Jamal performs recent standards such as Phil Woods' "Goodbye Mr. Evans," Jimmy Heath's "Mellowdrama" and Johnny Mandel & Paul Williams' "Close Enough For Love." Digital recording makes his Steinway piano delineations stand out

clearly, while percussive duties are handled superbly by Selden Newton. Two of Jamal's original works — the mellow "Lament for a Dying Boy" and the free-flight of "Firefly" — open and close the "A" side of the waxing, which is the first product from the jazz master's own Shubra label.

NEW AND DEVELOPING

BEATITUDE — Ric Ocasek — Geffen GHS 2022 — Producer: Ric Ocasek — List: 8.98 — Bar Coded

Sparse, new pop arrangements interfaced with intricate technorock aural shadings permeate the maiden solo voyage by the Cars' head honcho. Lyrically concerned with an anxious, almost desperate sense of romanticism and an overall gloomy *Welt-schmerz* (world view), Ocasek makes powerful statements in several compositions here, particularly "Time Bomb" ("I live in a world/of manufactured joy/and factory parts") and "Sneak Attack." Less hook-heavy and more lyric-conscious than much of his work with the Cars, "Beatitude" may win the singer/axeman/keyboardist/producer a whole new following. Other key tracks include "Jimmy Jimmy," a song about wasted youth, and the amorous "Something To Grab For."

**SINGLES OUT OF THE BOX**

DON HENLEY (Asylum 7-69931) **I Can't Stand Still** (3:20) (Cass County/Kortchmar — ASCAP) (Don Henley and Danny Kortchmar) (Producers: Don Henley, Danny Kortchmar, and Greg Ladanyi)

The latest from Eagle Henley seems to be following a pattern. The first single, "Johnny Can't Read," was frantic while "Dirty Laundry" slowed to a pounding rhythm. Now Henley slows the pace even more with the title cut from his debut solo LP. Using the same organ that made "Laundry" so unique, Henley weaves the chords through a ballad about a guy's bitterness over his lost love's new find.

FEATURE PICKS**POP**

SQUEEZE (A&M 02518) **Annle Get Your Gun** (3:22) (Illegal Songs Inc. — BMI) (C. Difford, G. Tilbrook) (Producer: Alan Tarney)

NEW FACES TO WATCH**Goodie**

Soul maybe the foundation, but diversity is the cornerstone in the music of Robert "Goodie" Whitfield, whose Total Experience/PolyGram debut album, "Call Me Goodie," carved a respectable niche on the **Cash Box** Black Contemporary charts in 1982. Whether it be irresistible dance/funk, swooning ballads or country swing-tinged rap sonatas, Goodie's spirit is captivating.

Holding the distinction of being the latest act on Lonnie Simmons' new Total Experience label, the Dallas-bred musician came by his diversity honestly having played with acts such as Leon Russell, Natalie Cole and labelmates The Gap Band and Yarbrough and Peoples, who lent vocal and instrumental support on his debut LP.

"I like the idea of having a variety of artists perform with me because it just widens my own sound," said Goodie. "Whether it's pop, country or heavy funk, it's all music to me."

The multi-instrumentalist cut his musical chops as a pre-teen on the saxophone and quickly moved to flute, keyboards, clarinet, oboe, bassoon and, of course, vocals. Writing and arranging skills were the next ingredients and the tools of his trade were set emerge.

It didn't hurt that his family was a band of saxophonists and that his father was

in Count Basie's big band. It also didn't hurt that Cavin Yarbrough and Alisa Peoples grew up a block away from him. That flutist Bobby Hemphrey went to his high school and renowned saxophonist David "Fathead" Newman lived across the street could certainly not detract from a rich, artistically diverse music environment.

"I really started cutting my teeth as a player with my father's band while I was still in high school," Goodie recalls. "But I came in to my own as a writer and band leader when I joined a group with Cavin called The Last Band. We were a heavy funk act that switched gears and played love ballads with Cavin on vocals."

Goodie continued to play with The Last Band during his enrollment at Texas State University, and it was during this time that he met The Gap Band while they were touring with Leon Russell. The Gappers took to Goodie and Cavin and asked the duo to back them in tour on vocals and reeds. Later, Goodie would also tour with Russell.

In 1977, the Texan decided that he wanted to put his woodshedding experience to work in a studio, so a relocation to Los Angeles was the next step. Not long after, Goodie ended up in the studio and on the road with Natalie Cole and the iconoclastic Betty Davis.

Meanwhile, The Gap had also come to Los Angeles for recording opportunities. Soon Goodie's writing skills were etched in vinyl for the first time with the inclusion of his "Messin' With My Mind" on "The Gap Band," the group's Total Experience/PolyGram debut. Charlie Wilson of the group then recommended Goodie to do the synthesizer job for the new *Soul Train* TV show theme. Producer Lonnie Simmons heard Goodie's voice during a session and signed him to the production company.

"I did an album in late 1978 for Total Experience but it wasn't accepted," Goodie remembered. "But it showed Lonnie enough promise to give me money to try it again."

This one's from last year's post-breakup hits package. A moderate chart maker in the U.K., "Annie..." fell on deaf ears Stateside. A sincere second chance from Top 40 could make this compact little rocker the surprise hit it deserves to be.

Alan Tarney's production gives the tune a well-bluffed glint, but it's the devil-may-care rhyme schemes of masters Difford and Tilbrook that make this song. **SHERIFF** (Capitol P-B-5199)

When I'm With You (3:55) (Rock Hard Music — ASCAP) (A.D. Lanni) (Producer: Stacy Heydon)

A lush rock ballad has yet to be produced. Canada's Sheriff takes the breast-beating romantic anthem a step further here and a few decibels higher to boot with this FM'er. Rich, full-bodied instrumentation and dense as a Canadian forest harmonies make this a real AOR sleeper.

NIGHT RANGER (Boardwalk NB-11-171-7)

Don't Tell Me You Love Me (3:37) (On the Boardwalk Music/Rough Play Music — BMI) (J. Blades) (Producer: Pat Glasser)

Night Ranger plays larger than life rock 'n' roll of the type best suited for the concrete and steel environments of North America's multi-purpose coliseums. It's all here, all those elements for arena style rock: a great vocalist whose banshee timbre sounds real nifty when multitracked; a rhythmic bottom that recalls heavily laden freight trains and some tasty guitar soloing guaranteed to make even the hash smokers in the rafters sit up and notice.

BLACK CONTEMPORARY

Sharon Redd (Prelude PRL 8064) **In the Name Of Love** (3:57) (Redd-Siren Music — BMI) (S. Redd, R. Williams) (Producer: E. Matthews)

This shimmering song glides aboard a pulsating rhythm and is powered by the ever-maturing voice of Sharon Redd. The vocals center on love, but bright horn shots, sprightly hand claps and propulsive bass beat will move dancers. B/W "Never Give You Up," B/C radio and dance clubs beware.

NEW AND DEVELOPING

MISSING PERSONS (Capitol P-B-5200) **Windows** (3:46) (Private Life Music/Life After Music — ASCAP/BMI) (Bozzio, Bozzio) (Producer: K. Scott)



The bright pop luster embodied in previous work like "Destination Unknown" and "Words" re-emerges here on the latest single from this tightly sculpted

synth band's "Spring Session M" LP. Former Playboy bunny Dale Bozzio's falsetto squeals are energetic and thoroughly paced by a strident rhythmic groove.

TOM WOPAT (Columbia 38-034486) **Full Moon, Empty Pockets** (2:56) (ATV Music Corp./Blue Lake Music — BMI) (R. Jones, M. Kossler) (Producer: Co. Post)

Former *Dukes of Hazzard* co-star Tom Wopat eschews crashing cars and cantankerous smokies for a brisk love lament, but manages to preserve the hickory twang under the production guidance of veteran TV theme producer Mike Post. Pop and country, there's no hazard in this one.

CHRIS LAMARR (Crash CR 1015) **Young & Free** (3:21) (Murios Publ. — ASCAP) (Chris Lamarr) (Producers: Henry Hadaway and Simon Humphrey)

British-import Chris Lamarr makes his debut on the Cleveland-based Mirus label with a haunting, fastpaced performance. Overdubbing himself to sound like three people, Lamarr delivers an echoing tone that sounds like he was travelling in a sports car through a dark tunnel.

ANNOUNCING A SPECIAL MIDEM SUPPLEMENT ON MUSIC PUBLISHING

This year our annual MIDEM issue will include a comprehensive overview and forecast on the ever-changing world of Music Publishing. Issue date is January 29, 1983. Advertising closes on January 17, 1983.

How has the prolonged record industry slump affected music publishers? What has been the impact of recent hikes in mechanical royalty rates? How can publishers best exploit the income potential of the new home entertainment technologies such as cable TV and home video. In face of the worldwide recession, what is the outlook for international agreements? These questions and more will be answered in informative articles written by knowledgeable CASH BOX staffers.

Editorial Outline:

The purpose of the CASH BOX Music Publishing Supplement is to present a concise picture of the current state of the business through a review of developments over the past 12 months and predictions for 1983 and beyond.

The text for the supplement will cover such timely topics (among others) as:

- The ongoing controversy over blanket licenses.
- The increasing importance of performance income.
- Creative merchandising and promotion of publisher's catalogs.
- The role of the independent publisher.
- Licensing for the new entertainment technologies.
- The role of the performing rights societies, ASCAP, BMI, SESAC.

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IN THE 'ARCADE' WITH FORMER DOOBIE SIMMONS — Patrick Simmons, an original member of the recently split Doobie Brothers, has signed an exclusive solo recording contract with Elektra/Asylum Records. His debut album for the label, entitled "Arcade," is due to be released in February. Produced by John Ryan for Chicago Kid Productions, the LP features several of Simmons' bandmates from the Doobies. Pictured are (l-r): Bruce Cohn, Simmons' manager; Ryan; Joe Smith, E/A chairman; and Simmons.

Record Gross Expected From Who's Farewell Concerts In Canada

(continued from page 6)

and that the entire affair had been a gamble "worth taking."

The band delved into songs from virtually all parts of its trend-setting career, opening with "My Generation," roaring through "Teenage Wasteland" and "Won't Get Fooled Again," picked up the raucous Gardens audience with "Who Are You" and capped the concert with a ballsy "Twist And Shout" cover featuring bassist John Entwistle.

While the television program often missed the event's drama — Townshend's typical acrobatics were notably underplayed — it more than made up for it in close-up coverage and clever back-of-the-hall shots that gave rare glimpses of the concert atmosphere for the uninitiated.

More Shows Planned

Talks already are underway with several other bands for similar productions, Perry said, and the production should bring more

attention to the Canadian market as a viable facility with advantageous financial incentives for artists interested in such ventures.

Security was beefed up for the two shows. The band negotiated the television production deal on short notice, and it's likely those costs could be cut with more planning.

Extensive crowd lighting was used, including lasers and four sets of grounded spotlights. The audience didn't seem to mind the extra light or the intrusion of cameras and was the most loud and celebratory since a 1964 Beatles appearance.

Continuing its tradition of frenzied post-show parties, band members told interviewers that they will enter the studio shortly after the new year to record another album. Also in the works is a double-disc based on this tour, purportedly its final in North America.

Important Bows Relativity Records

NEW YORK — Rock importer and independent U.S. label distributor Important Record Distributors, Inc. has formed Relativity Records, a new independent record label. The label's first releases are a 12-inch single by Roman Grey, a Toronto band, and the album "Sink Your Teeth Into That" by Buffalo heavy metal group Talas.

In a related development, Important will manufacture The Cure's latest single, "Let's Go To Bed," on Fiction Records in the U.S. and distribute it exclusively. The company is currently importing advance copies on the British Fiction label for club and radio promotion.

Relativity Records will be distributed by Important and regional distributors including Progress Records in Cleveland and Chicago, Rough Trade in San Francisco, Rounder in Boston and Richman Brothers in Philadelphia. The label will be managed by Walter O'Brien.

Relativity Records, Inc. shares Important's address at 149-03 New York Blvd., Jamaica, N.Y. 11434. The telephone number is (212) 995-9200.

Enigma Expands

LOS ANGELES — Enigma Records, a Los Angeles-based independent label established by Greenworld Distribution in 1981, recently acquired Thunderbolt Distribution. The label also plans release of 20/20's "Sex Trap" LP following release "Pleasure Victim" by Berlin.

EXECUTIVES ON THE MOVE



Eyre

Vlnopal

Anders

Gibbons

Eyre Named At MGM/UA — MGM/UA Records has announced the appointment of Ron Eyre as director of A&R and marketing. Eyre has been with United Artists since 1965. He served in various capacities with the record company in its international division until 1978, when he moved over to the United Artist Film division. Since then, he has been motion picture music manager and soundtrack licensing supervisor working closely with the creative and marketing aspects of such soundtracks as *Rocky*, *For Your Eyes Only*, *Rocky II*, *Fame*, *Hair*, *Rocky III* and *The Spy Who Loved Me*. Prior to joining UA, Eyre was vice president-director sales and marketing for Prestige Records.

MGM/UA Promotes Davidson — Karla Davidson has been elevated to the post of vice president and general counsel-entertainment for MGM/UA. Davidson, who has been associated with the company since 1954 as attorney, associate head of the legal department, associate general counsel, vice president and general counsel, entertainment of Metro-Goldwyn-Mayer Film Co., will now supervise the separate entertainment section legal staffs of both MGM and United Artists. She continues as vice president and general counsel, entertainment of Metro-Goldwyn-Mayer Film Co. and Alan Benjamin continues as vice president, general counsel and secretary of United Artists Corp.

Musicland Promotes Four — The Musicland Group has announced the following promotions: Frank Vlnopal, formerly general manager of Discount Records, is now vice president and general manager for the Discount Records chain of the Musicland Group. Mike Tannert, formerly manager, national operations is now director, store operations; Douglas Tracey, formerly manager-policy and procedure is now Minneapolis Distribution Center general manager. Richard Casari, formerly director of planning, marketing and business evaluation, is now managing director of strategic planning, construction and supportive services.

RCA Names Anders — Michael Anders has been appointed managing director of RCA Schallplatt GmbH in Hamburg, Germany, effective Jan. 3, 1983. Anders began his professional career in an advertising agency in 1963. After working in this field for six years, he joined the Braun Company where he gained further experience as product manager and distribution manager in charge of hi-fi audio products. In 1977 Anders began as distribution manager at CBS Schallplatten GmbH in Frankfurt and was appointed marketing and sales director in 1980. In August 1982 Anders took the position of marketing director at Atari-Elektronik-Vertriebsgesellschaft mbH with a special emphasis on distribution problems in a rapidly growing market.

Changes At Vestron — Janice Whiffen has been appointed to the position of national sales manager for Vestron Video. Whiffen will be responsible for coordinating all sales activities with Vestron's domestic and Canadian distributors. She will supervise the placement of cooperative advertising support with the retail community, and the development and implementation of specific sales and promotion programs. Sharon Streger has been named to the newly created position of manager, creative services. Streger will assume responsibility for areas involving press relations, promotions, merchandising, media placement, art work and copy. She will be responsible for developing and producing advertising and merchandising tools.

Gibbons Named At RCA — The appointment of Mary Gibbons as counsel, RCA Records, has been announced. Prior to joining RCA Records, Gibbons had been a supervising attorney with the New York City Human Resources Administration since 1981. Before that, she had served as counsel with Time Inc.'s Magazine Group for three years. She began her career in 1976 as an associate with the New York law firm of Breed, Abbott and Morgan.

Changes At MCA Music — MCA Music announced the promotion of two staff members from MCA's Nashville office: Marty Griffin, from administrative assistant to coordinator of creative services, and Eugene Epperson, from associate director to manager of creative services. Both will report directly to Jerry Crutchfield, vice president in Nashville.

Boulos Joins RCA — John Boulos has been appointed field promotion representative, RCA Records and will be covering the New York market. Boulos comes to RCA after serving earlier this year as national promotion manager for Inner City Records, a division of Music Minus One. Prior to that, he had served as promotion manager for Vanguard Records for two years. He began his career with London Records in 1976 as a college promotion representative. He later became London's New York promotion representative and was elevated to Northeast Regional Promotion Manager in 1979.



HOOKED ON GOLD AND PLATINUM — Gold and platinum records were recently given to Scotti Bros. Records for the "Hooked on Classics I" record. Pictured are (l-r): Ben Scotti, president, Ben Scotti Promotions; David Milner, vice president, A&R, K-tel; Tony Scotti, chairman of the board, Scotti Bros.; and Dick Testa, vice president, promotion, Scotti Bros.

Tom Petty & The Heartbreakers

WEMBLEY ARENA, LONDON — As part of their current UK tour Tom Petty & the Heartbreakers played one night to a 9000+ audience at the Wembley Arena.

Petty commands a dedicated cult following in the UK and the buzz of excitement which rippled through the audience preceding his entrance exposed the sort of fan loyalty usually reserved for the latest British cults. Tom Petty has a gift for being able to communicate a street level empathy which seems to rise above cultural differences and derivations. His music makes every street the same place whether it's in London, New York or Los Angeles.

The audience gave him a resounding welcome as he and the Heartbreakers launched into their six-piece set, which included an intricate and subtle percussion section hit by Phil Jones. The Wembley Arena is a cold, austere 1930s edifice that poses a harder challenge than any other venue in London for artists working to bring the place alive. This fact, coupled with the inherent natural reserve of English audiences (even Petty fans) makes it perhaps one of the hardest places in the world to play. Petty and the Heartbreakers rose to the challenge, immediately. Apart from a few minor difficulties with Petty's guitar during the first half hour, which resulted in a brief pause and an agitated curse from Petty, the band soon warmed themselves up into top gear.

Many of Petty's songs have become timeless rock anthems and constitute the sort of material that will become the rock standards of the future — especially numbers like "Don't Do Me Like That," "Breakdown" and "Refugee" from the classic Petty LP "Damn The Torpedos." On stage Petty has an almost angelic grace about him which, blended with the hard driving teenage angst in his music and lyrics, combines to form a potent mixture. He has a precious nature with rough rock edges in the right place. His guitar mannerisms on stage coordinate well with the guitar antics and stage gestures of guitarist Mike Campbell and bassist Howie Epstein. Led by Petty into several musical attacks on drummer Stan Lynch, the three provided a spectacle which got most of the audience on their feet.

Petty and the Heartbreakers delivered a well-balanced set mixing old favorites with new material from the latest Tom Petty & the Heartbreakers LP, "Long After Dark," on the Backstreet label. Keyboardist Benmont Tench's talents were often highlighted on much of the new material especially the haunting "You Got Lucky" from the new album. The overall special Petty stamp provided the hard driving force mixed with the kind of romantic softness often reminiscent of the best of the Doors and the Birds, which has placed Petty firmly in a league of his own.

nick underwood

Bobby & The Midnites Tane Cain

RISMILLER'S, RESEDA — The pairing of the Grateful Dead's Bob Weir's Bobby & The Midnites and fledgling rocker Tane Cain was certainly a most unusual one, but it was a lot of fun just the same. Drawing a crowd of Deadheads, industry types and those attracted by Cain's fashion model-like looks, the show provided a good

glimpse of the new and confirmation that there are other variations to the basic Dead themes.

Cain's opening set (actually only her fourth performance before a live audience) was predictably stiff and uncertain in the beginning, but as she and her band gradually relaxed and got comfortable, even a number of Deadheads responded enthusiastically. Her set, culled mainly from her self-titled debut LP on RCA, really took off with some Benatar-like rockers like "Temptation" and "Crazy Eyes," and reached a peak with a wild cover of "Shakin' All Over."

By the time she closed her set with "Holdin' On," Cain had shown that with a bit more seasoning and perhaps another LP to build up her repertoire, she would be ready to move beyond opening act status.

Moving from a newcomer to a member of a band that seems to have been around forever, the show really picked up steam with a rousing set by Bobby & The Midnites. Largely eschewing the Grateful Dead sound, Weir led his contingent of Billy Cobham (drums), Bobby Cochran (guitar), Alphonse Johnson (bass) and David Garland (keyboards) through a set that showcased the group's own lighter, more rhythmic and less repetitive stylings and soon had the audience up on its feet.

The set began with the perennial Weir favorite, "Bombs Away," and then just continued to get better and better. A number of familiar tunes — "Festival," "El Paso," "New New Minglewood Blues," "Heaven Help The Fool," "Josephina" and "Jumpin' Jack Flash" — kept the show moving, and a number of new songs added freshness.

As usual, each member of the band was featured as a soloist with his instrument... with the predictably enthusiastic response from the Deadheads greeting each one.

Closing the set with "Jumpin' Jack Flash" (shades of the US Festival when the Dead closed with "Satisfaction!"), Bobby & The Midnites showed they are a top notch band that deserves a much wider audience... if that is what they're really after.

richard imamura

NARAS Benefit

MASSEY AUDITORIUM, NASHVILLE — In a small production at Belmont College by the Nashville chapter of the National Academy of Recording Arts And Sciences (NARAS), a cast of five contemporary gospel artists overcame the inherent difficulties posed by the size of the production in displaying the modern image that gospel music now portrays.

Whereas gospel was once dominated by the sedate strains of southern quartets, today's gospel artist, as illustrated by performers such as Gary Chapman, Kathy Troccoli and Michael W. Smith, is a balladeering minister, weaving his message over enticing melodies and hook-filled choruses.

Chapman was billed as the headliner, and proved quite capable of delivering sincere and heart-felt renderings; however, Troccoli was the most intense artist, and her performance, dramatic and energetic, set the tone for the conclusion of the show which featured all five artists, including Amy Grant and Pam Mark Hall. The quintet joined together on contemporary Christian standards "I'm Yours" and "Sing Your Praise To The Lord", bringing the audience to its feet for the finale.

While none of the performers used a band, being reduced to the use of guitar or keyboard, each was sufficiently talented to move the audience through their showmanship and charismatic sincerity.

laura lee

Lack Of Credit, Advertising Slow Black Retailers In '82

(continued from page 6)

about 350 stores. "Just before I closed," he recalled, "We only had 150 stores."

Shange claimed that the inability to maintain accounts stemmed from pricing structures. "Chain stores get prices we could never get. Major retailers are selling records at the same price I must buy them for. People shopping for better prices these days will usually buy at the chain stores, because the stores I service have to mark the product up after I mark it up for profit."

Returns Ceilings Hurt

Shange also noted that returns ceilings have been most harmful to the smaller dealers, although he admitted that many dealers have to buy more carefully anyway to avoid money shortages and cash flow problems. He added that for his own retail operation, his heavy inventory in reggae, calypso and other Caribbean music has helped sustain his retail store, which he said he will "now build the strength for. We hope to concentrate on this one thing and make the best of it through better merchandising and deeper inventory in cutouts, which carry a better mark up."

Although the focus of his resources will continue to center on the retail operation, James Cephas, head of the Philadelphia-based King James stores, said that he has offered one-stop services to about 10 other small dealers in the city to help augment his three-store business.

"Well, '82 was a bad year," he noted. "There weren't really any positives except for the flow of good product during the last part of the year."

Cephas also perceived a preferential treatment to "downtown dealers," or stores where regular \$4.99 and \$5.99 sales are run to heighten store traffic. "If the inner city stores weren't selling product at \$4.99, then it might have been a great year for some smaller dealers," he said.

He pointed out that many of the downtown stores use records as a "loss leader" item, advertising record prices that attract consumer traffic, but prominently featuring hardware products in-store, products he said form the bulk of such outlets' sales.

The Philadelphia dealer also noted that the home taping problem, something he feels is largely fueled by the escalating cost of records, contributed to soft sales during '82, although he characterized that problem as a "passing fad" that is on decline. "Kids who tape off the radio are getting tired of waiting for the station to play a cut they want," Cephas explained. "They are more inclined to buy 45s and 12" product by the artist they want."

Very Little Help

The most glaring problem, according to Cephas, was the inequity in advertising resources in his market. "It's hard to get people to come into your store when your competition is advertising sales that are attractive to price-conscious buyers, which is everybody these days."

He said the move by Motown Records to roll back prices on selected titles and its decision to hold the cost down on singles, coupled with WEA's recent announcement of price reductions on catalog from \$8.98 to \$6.98, were encouraging signs for 1983.

At Ted's One Stop/Hudson Embassy stores in St. Louis, general manager Keith Hudson said that the lessons of 1982, which he recalled "was the worst we've had here in 15 years," should have "taught us to tighten up and become better businessmen. Those dealers that are around in January deserve to be in the business."

Hudson said that the one-stop started this year with more than 20 regular accounts, not including the six Hudson Embassy stores, but that the number of stores

the one-stop now services has been reduced to six. "We get an average of 10-15 stores that open in the market each year; but only one percent usually survive the year."

"We try to help each new dealer in the market set up their operation so they can survive, at least," he continued. "Most don't listen, but if they followed the outline we set up for them, they might have fewer problems."

It is the expertise and experience of operations like Hudson's and others that the Black Music Assn. (BMA), under the direction of executive director George Ware and BMA board member Ted Hudson, hopes to harness for the BMA black retailer improvement program that the trade group announced at its annual convention in New Orleans (Cash Box, June 19).

During a recent BMA board meeting in New York, the board members reconfirmed their commitment to developing a program to help black retailers survive and reviewed ongoing research by the BMA into the number of black record dealers existing, the condition of their businesses and problems they have in common.

'Mediation Force'

"The BMA will act as a mediation force in this program," said Ware, acknowledging the difficulty that black dealers have faced in previous efforts to set up buying and merchandising cooperatives. "We plan to establish some criteria for participating in the programs and the level of cooperation we expect," Ware continued. "We hope to bring together retailers and wholesalers with record manufacturers and then add the element of financial institutions, so we can identify problems that can be solved and problems that will be more difficult to handle."

He said that the addition of financial institutions, such as black-owned banks, banks doing substantial business in the black community and other financing agencies, would be sought out for this effort to provide added support for any further attempts to develop effective, comprehensive buying co-ops.

While speculating that the program could be implemented in most major U.S. markets by March or April of 1983, he said that a regional program involving black dealers in Detroit, Chicago and St. Louis might be started a little earlier.

"We believe that some strong and creative black retail operations exist in those markets and that they could serve as a catalyst for others to be involved," Ware said. "We purposely have taken our time in developing the retailer program, because we didn't want to dash out and fall on our face with this thing, which I imagine some believe we'll do anyway. Also, these are not new problems that black record retailers face, and they will require some time and careful study to improve or solve."

Dealers like Cephas and Shange hope for greater cooperative effort among black dealers, noting that prudent buying and attractive merchandising are only two elements that will permit them to successfully compete with chain stores. "Collective buying has been a problem in the past, because just like you're operating a one-stop, some stores can't afford to pay their bills on time so the cooperative is weakened and fails," said Cephas.

Shange said, "We need to create a nationwide dialogue among black dealers so we can know what the guy in California is doing to keep his head above water."

"Those black dealers who survive 1982 will have advantage because the whole industry has suffered this year," Shange continued. "Anyone who survives the year will be respected."

Video Game Suppliers Offer Plethora Of Titles At CES

by Jeffrey Ressler

LAS VEGAS — After dominating last June's Consumer Electronics Show (CES) with such developments as third-generation systems, movie tie-ins and a slew of new entrants into the amusement software arena, home video game manufacturers will face increased competition this year from its silicon-chip sibling, the personal computer. Nevertheless, vid game companies are preparing to meet the challenge by offering showgoers a wide range of exciting, innovative cartridges as well as a variety of add-on units and accessories to further stimulate the game-playing public.

Well over 75 never-seen-before carts are scheduled to be unveiled by various established concerns at this week's event, with many adapted from popular coin-op arcade machines or based on characters from feature films and television programs. In addition, extensive promotional plans revolving around the products — including contests and special offers to retailers — will be announced during the show. Because there are so many different game companies debuting merchandise and new marketing strategies at CES, **Cash Box** offers the following guide to upcoming releases gleaned from information available at presstime.

Activision will bow five new Atari VCS-compatible games and one new cartridge for Mattel's Intellivision unit at CES. VCS-compatible software includes "Spider Fighter" (available by the end of January) and "Sea Quest" (available in late February); two other VCS-matched games will appear in early May, and one more will come out by mid-April. At CES, the company will sponsor a "Pitfall Treasure Hunt," with a \$1000 cash prize and gold scorpion going to the winner of the contest based on Activision's enormously successful "Pitfall" adventure game.

Atari is set to have 10 games for its VCS unit and three carts for the new 5200 "supergame" console. VCS titles include five games adapted from the Children's Television Workshop TV show *Sesame Street*, which will emerge in May and retail for approximately \$34: "Cookie Monster Munch," "Grover's Music Maker," "Big Bird's Egg Hatch," "Alpha-Beam" and "Oscar's Trash Race." These games, released under The Atari Kid's Library trademark, use a new keypad called the "Action Control Base" featuring larger numbers and other considerations for preschool players. Other VCS-compatible games to be shown are: "Ms. Pac-Man" (\$29.95, available in February), "Vanguard" (\$29.95, already shipped), "Centipede" (\$34.95, out in March), "Galaxian" (\$29.95, released in April) and "Phoenix" (due in February). New cartridges for the recently-released 5200 unit include: "Centipede" (\$39.95, for February shipment), "Real Sports Football" (\$31.95, available in January) and "Defender" (\$39.95, also out in January). A line of accessories and add-on modules for the 5200, such as a VCS cartridge adapter (available in May/June), a Trak-Ball controller (available in late spring/early summer) and a prototype of a voice synthesizer, will be on display. Storage racks for VCS modules and game cartridges are slated to be shown as well, including the Atari Omni Center made from real wood, an Atari Game Center holding 27 carts and composed of woodgrain-coated plastic and an Atari Carrying Case that holds the VCS itself plus four controllers and 13 cartridges. A joystick repair kit (\$4.50, available in January) containing a rubber grip, a printed circuit board, a new plastic insert and other items is scheduled to debut, too. Atari will also show off its new personal computer system, the 1200 XL,

which should sell for \$800-1000.

CBS Video Games is introducing two internally developed cartridges featuring a unique chip that triples the capacity of the VCS for increased visual and game play quality. An original "Power Play" booster grip for increased game-control will also be shown at CES, and will be featured as an in-pack with one of the new games containing the triple-capacity chip. Five vid games emerging from a pact between CBS and Bally/Midway — "Gorf" (presently available), "Wizard of Wor" (Already shipping), "Stomp It" (due in February), "Blueprint" and "Solar Fox" (out in March) — are appearing in their VCS formats, and will also be released in Mattel Intellivision versions during 1983's second quarter. Details of the company's \$3 million introductory ad campaign using the "Challenge of Champions" logo on TV, print and point-of-purchase merchandise will probably be shown at booth #925.

Coleco would not announce any of its products bowing at CES prior to opening day, but it's expected to showcase several new games for the ColecoVision system, specifically carts for the just-released expansion module 2, which has a steering wheel and foot pedal control.

Commax plans to highlight three VCS-compatible titles, all of which will retail for approximately \$31.95. The amusements include a baking game called "Cakewalk", a traffic jam cart named "Rush Hour" and a space battle adventure tagged "Stronghold."

Data Age promises to make a joint announcement with Bally on Jan. 6, which signals "an unprecedented development in the video game industry." The company is also set to preview prototypes of three new VCS-fitted pieces — "Bermuda Triangle," "Frankenstein's Monster" and one starring "Mr. Bill" of *Saturday Night Live* fame — as well as heavily touted its rock 'n' roll vid diversion, "Journey Escapes." Members of the rock group may be present to promote the item.

Fox Video Games is spotlighting about 16 new VCS-gear titles under its "20th Century-Fox Games of the Century" banner, and each will list in the \$25-35 range. A major push is certain for the firm's "M*A*S*H" cartridge — which calls for players to "save lives and survive unpleasant situations with humor" — and Fox's booth will recreate the M*A*S*H crew's tent, nicknamed "The Swamp." Other titles include "Alien," "Fantastic Voyage," "Revenge of the Beefsteak Tomatoes," "Flash Gordon," "Megaforce," "Turmoil," "Crypts of Chaos," "Space Master," "X-7," "The Earth Dies Screaming" and four or five others. Plans for marketing games for home computers like the T.I., Atari's 400/800, and Commodore's VIC-20, as well as for other game units such as ColecoVision and Intellivision should also be made known at CES. A major contest revolving around the M*A*S*H game is to be announced by Fox as well.

Imagic has booth #529 set up to showcase a plethora of titles for different systems. Twelve titles compatible with Mattel's Intellivision unit will be shown, including "Atlantis" and "Dragonfire" (now on sale); "Ice Trek," and "Swords and Serpents" (available in late February); "Dracula," "Shootin' Gallery" and "Tropical Troubles" (due in March); "Escape from Argos" and "Truckin'" (shipping in April); and "Sky Patrol," "Safecracker" and "Whitewater" (marked for May). Four of these games — "Dragonfire," "Shootin' Gallery," "Escape from Argos" and "Sky Patrol" — fitted for VCS play will be demonstrated. All of these cartridges will

(continued on page 18)

COAST TO COAST

EAST COASTINGS — Happy Sue Year: RCA recording group War has filed a complaint against Far Out Inc., its management and production firm of 13 years. The Florida-filed action charges Far Out with "fraud, negligence and breach of contract" . . . Meanwhile, a Boston suit brought by Great Western International Entertainment Corporation, a management and production company, against New York-based music industry lawyers Machat & Machat charges the legal firm with falsely representing themselves as the manager of the group **Fighter**, and interfering with negotiations between Great Western and A&M Records . . . MTV has been added to Manhattan's Group W Cable, which extends from 86th Street on the East Side and 79th Street on the West Side to the northernmost tip of Manhattan. The addition of the cable brings MTV



VENUS AT THE FUNHOUSE — Frankie Avalon (r) recently premiered his new single, "Innocent" at New York's Funhouse. The singer is shown chatting with club DJ John "Jellybean" Benitez, who mixed the new record.

another 75,000 subscriber homes and completes its blanket of Manhattan . . . With the **Who** tour completed, Schlitz appears to be casting about for another band to sponsor. According to publicist for **Aerosmith**, that group has turned down a Schlitz offer which would have paid the band a large sum of money to let Schlitz advertise that it was presenting the Aerosmith tour and to have the phrase "Schlitz presents Aerosmith" printed on all their tickets. Group vocalist **Steven Tyler** reportedly countered Schlitz' offer with one of his own: Aerosmith would pay Schlitz one-half cent a bottle to print "Aerosmith presents Schlitz" on every one of its labels. The brewery stopped calling . . . **Michael "Eppy" Epstein**, owner of Long Island's famed club My Father's Place made it official last week with a New York press conference to announce the closing of the club in January. After over a decade of club shows, Epstein has decided to pack it in for the moment and begin life anew as a pay TV consultant. Lamenting the passing of the "Godfathers of the tour business," i.e., the record companies which once upon a time underwrote almost anybody's tour, Epstein waxed nostalgic as he recalled the days when labels were willing to cultivate Long Island as a market. In the future, My Father's Place will reopen in a new, larger location to facilitate video shoots. In the meantime, the old club site will reopen under new management as a dance-oriented venue . . . New York's Lone Star Cafe, long a bastion of rockabilly, country, Tex-Mex, blues and the like has instituted a "New Music Nite" series featuring **Blood Ulmer**, **Richard Lloyd** and **Richard Hell** as initial acts . . . The Manhattan Psychiatric Center and the Harlem Talent Assn. are seeking musical instruments, equipment and instructors to help launch a volunteer program of music therapy services for the patients at the Ward's Island facility. Anyone interested in donating either their time or instruments and equipment should contact **Brenda Murphy** or **Anita Vermund** at the Center, (212) 369-0500, Ext. 886. All donated instruments and equipment are tax-deductible. . . Best new label on the street is Catawba Records. The South Carolina-based indie has made an impressive start with two outstanding 12-inch titles: "You And Me" by **Maurice Starr** (brother of **Michael "Jonzun Crew" Jonzun**) and "Mystery Man" by **Triple Play** featuring **Connie Hunt**. The outfit also has a more urban-oriented imprint, Nia Records . . . Look for 12-inch impresario **Tom Silverman** to bow Sirius Records, a DOR companion to his Tommy Boy label. **fred goodman**

POINTS WEST — There was plenty of partying 'round Los Angeles last weekend when pop, rock and R&B heavyweights gave special New Year's Eve shows at practically every venue in town. Hollywood's Palace Theatre hosted **Tina Turner**, whose show featured a blinding laser presentation, the Shabbadoo dancers, a supper buffet and a full breakfast; **The Motels** ushered in '83 at the Beverly nitespot, highlighted by **Martha Davls**' bluesy vamping; **Bette Midler** raunched out with class at the Universal Amphitheatre; the one and only **James Brown** got down at Reseda's Rissmiller club; **The Pilmsouls** boogied at Madam Wong's West in Santa Monica, while Chinatown's Wongs had **The Plugz** topping a three-band bill; **Missing Persons** squeaked its quirk-rock repertoire at the Long Beach Arena; and jazz fusionists **Hiroshima** was joined by "special guests" at the Roxy. The next evening, some of those who successfully nursed their hangovers headed to the Lhasa Club, which showcased "A Night of Living Machines" with the groups **Telekin**, **Invisible Zoo** and **Ruben Garcia/Steve Caton**' "Repetition." The weird, wired event was sponsored by Electronic Danceworks, a visionary movement troupe centered in southern California . . . **Gary Fontenot**, formerly with the staff of the now-defunct Starwood theatre, is now a partner in West L.A.'s Music Machine, located on Pico Blvd. and home of the **Art Clokey**-inspired, rubber-rock **Gumbys** . . . Remember those action-paced exploitation flix like *The Savage Seven* and *Chrome and Hot Leather* offering "inside" views of notorious motorcycle gangs ravaging the countryside? Well, a new pic called *Hells Angels Forever* is expected to debut in spring, '83, courtesy of a fledgling distribution company named RKR, and a recent blurb announcing the psychocycledrama claims **Willie Nelson**, **Bo Diddley**, **Jerry Garcia**, **Waylon Jennings** and **Johnny Paycheck** are set to soundtrack the feature "singing the vibrant songs of the last American rebels" . . . Speaking of movies, **The Bee Gees** have agreed to provide the score to the *Saturday Night Fever* sequel called *Staying Alive*, starring **John Travolta** and directed by **Sly Stallone**. Filming begins Jan. 4 . . . Important Records just put out a "special sanitized version" of **Pulsallama's** hell-raising tune, "The Devil Lives In My Husband's Body," complete with bleeps at appropriate moments . . . Glotzer Management recently signed rebel rocker act **The Gang of Four** . . . **The Bangles** debut EP, a four-song 12-inch by the rowdy **Anti-Nowhere League**, and **Kraut's** "An Adjustment to Society" kicks off Faulty Products releases this year, and the three platters are geared to ship Jan. 15 . . . Kudos to A&M, which made donations to the AMC Cancer Research Center in lieu of sending out Xmas gifts . . . Happy birthday this week to Sun label founder **Sam Phillips**, original **Pink Floyd** guitarist **Syd Barrett**, **Beatles** producer **George Martin**, **CSNer Steve Stills**, king of the road **Roger Miller**, crusader **Country Joe McDonald** and ex-**Led Zep** member **John Paul Jones** . . . Harmony Books, a division of Crown Publishers Inc., recently came out with a "must have" volume for every **Elvis Presley** fan, *Elvis: The Illustrated Record*. Written by NME's **Roy Carr** and *Village Voice* journalist **Mike Farren**, the tome includes a thorough discography of every legit record the Pelvis ever issued. **jeffrey resner**

Late Christmas Sales Surge Lifts Record Retailer's Spirits

(continued from page 5)

was one of the biggest days in the 22-year history of Record Bar. For example, our best Christmas season store, in Knoxville, Tenn., did \$17,000, which is as much as it usually does in one week. And on Friday we did at least 60% better than we did on Saturday of last year, which was the day after Christmas."

The extra pre-Christmas shopping day accounted for \$300,000 in sales at the chain, said King. The week grossed 16% more than last year, while the average per store increase was 10%. "I think the doors broke down for retail on Thursday and Friday," he concluded.

Seconding King's conclusion was Mark Briggs, director of operations at the Cambridge, Mass.-headquartered Strawberries chain. Briggs said that the major stores in the greater Boston area set sales records Thursday, only to come back and break them on Friday.

Lou Fogelman, president of Show Industries' Music Plus stores in Los Angeles, also credited the last two sales days with causing "a nice up" for the chain that recouped earlier losses. "While the average ring was up, our customer count had lagged all month," said Fogelman, reporting that December business through the 26th was down one percent in those stores which were open last year. But increased Thursday and Friday traffic was enough to bring Christmas week business up five percent over last year for those stores, while the year's three new record stores and single video store drove overall business up 16% for the week and 7% month-to-date.

Ben Karol, co-owner of New York's King Karol chain, was also grateful to see his week's sales bring the month of December "a shade ahead" of last December. "Our Christmas was very, very good," said Karol, "especially if you take into consideration that we've been behind every month in '82." At Detroit's Bad Records chain, which has suffered a considerable decline throughout the year, president Calvin Simpson was very happy to see "last minute action" during the week lead to "decent" sales compared to the balance of the year.

Simpson noted a wealth of key album product, including new titles by Van Halen, Ozzy Osbourne, Eddie Money and Bob Seger in his three pop stores, and Michael Jackson, the Time and, particularly, Prince in the pop stores as well as the three black

stores. "Black product is crossing over more and more," he noted, "while some pop items are not as strong as they should be."

Other retailers were equally proud of the product out in time for Christmas. "Our Top 30 more than quadrupled during the week before Christmas," said Larry Rosenbaum, president of Chicago's 11-store Flip-side chain, noting a mix of product offerings including "everything from Ozzy Osbourne to Neil Diamond." At Music Plus Fogelman listed Stray Cats, Michael Jackson, Pat Benatar, Bob Seger and Missing Persons as his top sellers following Men At Work, whose debut album was universally hailed as the record industry's nicest Christmas gift to retailers.

Larry Mundorf, vice president retail at the stark/Camelot chain, said that the Men At Work "cruncher" was likely to become the chain's record of the year, selling "thousands" last week due to the "comeback" spurred by the second single, "Down Under." At Record Bar, where the album bested secondplace Lionel Richie's self-titled LP by two and a half to one. Ralph King felt that the chain could have moved another 10,000 units. "CBS had severe stocking problems," he said, "but they'd already sold 1.5 million. Who would expect that it would go crazy again the last two weeks before Christmas?"

Cassette Sales Up

Besides the strong new releases, retailers offered other sales items to be thankful for. Simpson noted a big switch to cassettes, which amounted to 40% of total sales in some of his stores as compared to 25% a year ago. Strawberries' Briggs noted a "windfall business" in overstock 8-tracks, while Karol saw booming business in Vox Turnabout cassettes, fueled by a heavily merchandised two-for-\$8.98 sale. In addition, he reported across the board catalog sales, which he attributed to his catalog strength and specific gift selecting by his customers.

Video games, accessories and specialty items also played strong roles in successful reports. Mundorf said that video games took the "lion's share" of Stark/Camelot's 20% increase, breaking it down into 12-15 points for games and 5-6 points for records and tapes. Leading the way were "Pitfall," "Frogger" and "Donkey Kong," though catalog games were also up.

At the Hastings chain run by Amarillo,

(continued on page 15)

Great American Choral Festival Competitions Set To Begin In January

NEW YORK — Kicking off in January, the second annual Great American Choral Festival will begin a series of competitions that will culminate nearly six months later in a nationally televised program featuring the top amateur choral groups in the country. A total prize fund of \$150,000, with a \$25,000 grand prize, has been amassed for the competition, which will be highlighted by a national broadcast of the finals in Ann Arbor, Mich., May 28.

Organized and coordinated by Grammy Award-winning choral director Johnny Mann, the Great American Choral Festival will feature state competitions beginning next month, regional contests in April and the finals in late May at the University of Michigan.

The competition will feature choral groups consisting of at least four singers, all of whom must be amateurs, with or without accompaniment. The competitors will be divided into four categories: school and community youth through junior high; school and community youth through high school; college and university and com-

munity college; and community adult. To qualify as amateurs, contestants cannot earn the majority of their annual income from singing.

Judging for the contest will be provided by renowned choral conductor Dr. Charles Hirt, professor emeritus at the University of Southern California (USC), and a panel consisting of Fred Waring, Roger Wagner, Norman Leboff, Ray Conniff, Anita Kerr, Ray Charles, Robert DeCormier, Richard Westernburg, Jack Halloran, Dr. Jerrold Otley, Alice Parker, Howard Swan and Lloyd Pfautsch.

"We want to provide a special opportunity for people to spend time together sharing a common interest in music and singing and participating in that wonderful spirit of competition and civic pride that is so uniquely American," said Mann of the contest.

Groups wishing to participate in the contest can contact the festival office at 9010 Corbin Ave., Suite 8, Northridge, Calif. 91324. The telephone number is (213) 701-6111.

TOP 30 ALBUMS

	Weeks On Chart		Weeks On Chart
1 TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244)	12/25	1	8
2 CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)		3	9
3 THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)		7	3
4 RIT/2 LEE RITENOUR (Elektra 9 60186)		4	5
5 INCOGNITO SPYRO GYRA (MCA-5368)		2	11
6 OFFRAMP PAT METHENY GROUP (ECM-1-1216)		6	32
7 TOUR DE FORCE — "LIVE" AL DI MEOLA (Columbia FC 38373)		9	5
8 AS WE SPEAK DAVID SANBORN (Warner Bros. 9 23650-1)		5	26
9 LEARNING TO LOVE RODNEY FRANKLIN (Columbia FC 38198)		11	5
10 HOME AGAIN STANLEY TURRENTINE (Elektra 9 60201-1)		13	4
11 KENNY G (Arista AL 9608)		10	11
12 WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1)		12	23
13 CHANCE ENCOUNTER RAMSEY LEWIS (Columbia FC 38294)		8	6
14 OFF THE TOP JIMMY SMITH (Musician/Elektra 9 60175-1)		15	18
15 LET ME KNOW YOU STANLEY CLARKE (Epic FE 38086)	12/25	14	19
16 EARTHBOUN PASSPORT (Atlantic 80034-1)		17	4
17 DECEMBER GEORGE WINSTON (Windham Hill C-1025)		24	2
18 LIVE AT THE PLUGGED NICKEL MILES DAVIS (Columbia C2 38266)		20	6
19 HANDS DOWN BOB JAMES (Tappan Zee/Columbia FC 38067)		16	25
20 LOTUS FLOWER WOODY SHAW (Enja 4018)		23	4
21 DESIRE TOM SCOTT (Musician/Elektra 9 60162-1)		21	17
22 MOVING TARGET GIL SCOTT-HERON (Arista AL 9506)		19	10
23 70 MILES YOUNG CHUCK MANGIONE (A&M SP-4911)		—	1
24 WINTER INTO SPRING GEORGE WINSTON (Windham Hill C-1019)		26	22
25 RADIANCE JEFF TYZIK (Capitol ST-12224)		27	10
26 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)		28	71
27 TOUCH THE FEELING STIX HOOPER (MCA-5374)		25	7
28 WORDS, SOUNDS, COLORS, AND SHAPES DONALD BYRD and 125TH STREET, N.Y.C. (Elektra 9 60188-1)		22	10
29 CASCADES AZYMUTH (Milestone M-9109)		—	1
30 CITYSCAPE CLAUS OGERMAN/MICHAEL BRECKER (Warner Bros. 9 23698-1)		18	13

ON JAZZ

JAWIN' WITH NEWK — Since his emergence in the fifties, saxophonist **Sonny Rollins** has exerted as much influence on post-bop soloists as any musician. Rivalled only by **John Coltrane** for wholesale influence on entire generations of saxophonists, Newk has continued to carve out a special niche for himself by recording and touring yearly, taking on the permanence of a musical Rock of Gibraltar. The relentless pushing and experimentation which marked Rollins' work of the sixties has been replaced by a calmer, almost complacent style that harkens back to his early dates as a leader for Contemporary Records. We recently had a chance to gab with the saxophonist about his new Milestone album "Reel Life" and his present working band, and were happy to discover an artist who is anything but glib about his work. "I'm gratified that people still come to



FOUR 'N' ONE MORE — Reunited for a 30th anniversary tour, the **Modern Jazz Quartet** recently revived their group custom of a New York holiday performance with a concert at Avery Fisher Hall. Pictured at New York's Tavern on the Green following the show are (l-r); bassist Percy Heath; pianist John Lewis; vibraphonist Milt Jackson; drummer Connie Kay; and manager and guest performer Ray Brown.

see me," said Rollins, "because I'm not a big, big record seller. What I mainly have going for me is my in-person thing. I've always hoped that sometime I would make a record that people might like and that would show us a little more the way we sound in person. I've always had a block about going into the recording studio, and I've always been considered a guy who sounds better in person than he does on records. I kind of think it's true. I feel inhibited in the studio setting. I've been going to studios for many many years now, but I'm such a perfectionist that it drives me crazy. I get so I'm never satisfied with the takes that we do — there's always something wrong. So it gets to be the kind of thing where I'm trying to be perfect. In jazz it's not like it is in pop; it's more of a content thing than form. At times it gets to be a hassle for me to go into the studio and know that I've got to put something out even though I might not feel it's 100% perfect. But I think this last record is a little more relaxed and closer to the live sound than some of the others. That's really for you as a listener to decide, but from my point of view it was a little bit more like I might play in person." On the live end, Rollins has recently completed a tour in support of the new album. His band, which features guitarists **Bobby Broom** and **Yoshiaki Masuo** is both a pianoless affair and a youth movement. "Every now and then I change from piano to pianoless groups," he said, adding that his reliance on guitarists is based largely on the players and not the instrument itself. "One has been with me off and on through many years, and the other guy made his debut with me at Carnegie Hall when he was just a kid out of school. It's nothing in particular, except that I like the sound when two guys play together. I usually look for capable, talented musicians, and the age is really secondary. Of course, the younger guys are more apt to be willing to travel and things like that. So through the years, it has become increasingly mandatory for me to

(continued on page 34)

MERCHANDISING

TOP 15 VIDEO GAMES

	Weeks On 12/25 Charts
1 PITFALLI Activision AX018	1 4
2 FROGGER Parker Brothers 5300	2 4
3 DONKEY KONG Coleco 2451	4 4
4 E.T. Atari CX2674	5 4
5 MEGAMANIA Activision AX017	3 4
6 RAIDERS OF THE LOST ARK Atari CX2659	7 4
7 BERZERK Atari CX2640	8 4
8 ZAXXON Coleco 2435	9 4
9 SWORD QUEST: EARTH WORLD Atari CX2656	6 4
10 PAC-MAN Atari CX2646	11 4
11 DEMON ATTACK Imagic 3200	12 4
12 ATLANTIS Imagic 3203	— 1
13 REAL SPORTS: BASEBALL Atari CX2640	10 4
14 TURBO Coleco 2473	13 3
15 THE EMPIRE STRIKES BACK Parker Brothers 5050	15 4

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 15 MIDLINES

	Weeks On 12/25 Charts
1 CHRISTMAS WISHES Anne Murray (Capitol SN-16232)	1 3
2 TAPESTRY Carole King (Epic PE 34946)	4 19
3 PRETTY PAPER Willie Nelson (Columbia JC 36189)	7 3
4 LOOK SHARP! Joe Jackson (A&M SP-6-4907)	2 13
5 CHRISTMAS ALBUM Barbra Streisand (Columbia CS 9557)	5 3
6 WORLDS APART Saga (Portrait/CBS ARP 38246)	8 10
7 SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 33137)	3 8
8 A COUNTRY CHRISTMAS Various Artists (RCA CPL 1-4396)	6 3
9 I COULD RULE THE WORLD IF I COULD GET THE PARTS The Waitresses (Ze/Polydor PX-1-507)	10 4
10 JANET JACKSON (A&M SP-6-4907)	13 2
11 CARNIVAL Duran Duran (Capitol ST-15006)	12 8
12 THE DOORS (Elektra EKS 75007)	11 23
13 SO FAR Crosby, Stills, Nash & Young (Atlantic SD-19119)	9 14
14 KISSING TO BE CLEVER Culture Club (Virgin/Epic ARE 38398)	14 3
15 LET THERE BE ROCK AC/DC (Atco SD-3615)	15 2

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



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 OZZY OSBOURNE | 9 ABBA |
| 2 FOREIGNER | 10 PRINCE |
| 3 JOHN LENNON | 11 GROVER WASHINGTON, JR. |
| 4 BARRY MANILOW | 12 COMMODORES |
| 5 TONI BASIL | 13 YOKO ONO |
| 6 OAK RIDGE BOYS | 14 ADAM ANT |
| 7 LITTLE RIVER BAND | 15 CHAKA KHAN |
| 8 J. GEILS BAND | |

NORTHEAST 1.

- 1 JOHN LENNON
- 2 FOREIGNER
- 3 J. GEILS BAND
- 4 OZZY OSBOURNE
- 5 ENGLISH BEAT
- 6 TONI BASIL
- 7 BARRY MANILOW
- 8 ABBA
- 9 GROVER WASHINGTON, JR.
- 10 SQUEEZE

SOUTHEAST 2.

- 1 BARRY MANILOW
- 2 OZZY OSBOURNE
- 3 PRINCE
- 4 COMMODORES
- 5 OAK RIDGE BOYS
- 6 ADAM ANT
- 7 COUNTRY CHRISTMAS
- 8 FOREIGNER
- 9 TONI BASIL
- 10 BILL COSBY

BALTIMORE/ WASHINGTON 3.

- 1 OZZY OSBOURNE
- 2 BARRY MANILOW
- 3 FOREIGNER
- 4 LITTLE RIVER BAND
- 5 TONI BASIL
- 6 CHAKA KHAN
- 7 GROVER WASHINGTON, JR.
- 8 JOHN LENNON
- 9 PRINCE
- 10 PEABO BRYSON

WEST 4.

- 1 JOHN LENNON
- 2 FOREIGNER
- 3 OZZY OSBOURNE
- 4 YOKO ONO
- 5 COMMODORES
- 6 CHAKA KHAN
- 7 LITTLE RIVER BAND
- 8 GROVER WASHINGTON, JR.
- 9 ABBA
- 10 ENGLISH BEAT

MIDWEST 5.

- 1 BARRY MANILOW
- 2 OZZY OSBOURNE
- 3 J. GEILS BAND
- 4 JOHN LENNON
- 5 OAK RIDGE BOYS
- 6 LITTLE RIVER BAND
- 7 RAY PARKER, JR.
- 8 FOREIGNER
- 9 PRINCE
- 10 PATTI AUSTIN

NORTH CENTRAL 6.

- 1 OAK RIDGE BOYS
- 2 E.T. STORYBOOK
- 3 TONI BASIL
- 4 OZZY OSBOURNE
- 5 ANNE MURRAY (XMAS)
- 6 JOHN LENNON
- 7 BARRY MANILOW
- 8 FOREIGNER
- 9 KENNY ROGERS (XMAS)
- 10 LITTLE RIVER BAND

DENVER/PHOENIX 7.

- 1 FOREIGNER
- 2 OZZY OSBOURNE
- 3 TONI BASIL
- 4 SAGA
- 5 CULTURE CLUB
- 6 JOHN LENNON
- 7 CULTURE CLUB
- 8 OAK RIDGE BOYS
- 9 TOTO
- 10 BAR-KAYS

SOUTH CENTRAL 8.

- 1 ABBA
- 2 TONI BASIL
- 3 OZZY OSBOURNE
- 4 DEVO
- 5 BAR-KAYS
- 6 ADAM ANT
- 7 OAK RIDGE BOYS
- 8 YOKO ONO
- 9 BARRY MANILOW
- 10 FOREIGNER

Late Christmas Holiday Sales Surge Lifts Retailers' Spirits

(continued from page 13)

Tex.-based Western Merchandisers, vice president of retail operations Bruce Shortz listed games with "some of our new product lines," also including personal stereos and "ancillary lines" like T-shirts, posters and

boutique items, as contributors to an 18% business increase over last year. He said the chain had expected only seven percent.

Video Games Up

Flipside's Rosenbaum said his "commitment to accessory items including video

games" made the difference between flat and increased sales, to the tune of 26.5% up, way past the projected 5-10 percent. Figures weren't in at Southern Florida's Spec's Music chain, but vice president and general manager Joe Andrules mentioned the chainwide addition of video games this year as bringing Christmas week and the month of December "definitely up."

What Karol called "oddball" items also sold well. He said that he moved 500 copies of "Jane Fonda's Workout Record" and sold out his 50 copies of her corresponding exercise book — the chain's only book "which they guy from Columbia talked us into carrying." Strawberries showed sales of gift certificates and *The Boston Phoenix Bar Book*, a coupon book for drinks at Boston pubs. T-shirts co-sponsored by Strawberries and several New England radio stations moved briskly, while Flipside experienced a run on station WLS' comedy album, "Animal Promotion."

Heavy Promotion

In addition to the quality of merchandise offered, retailers cited pre-holiday promotions and favorable weather conditions as helping to ensure a healthy sales climate. "We prepared very hard with promotional activities geared for an early Christmas kickoff," said Stark/Camelot's Mundorf, who was still surprised by the strength of his chain's finish. A week-by-week major promotional schedule at the chain in December followed November's extensive video game push and October's "World Series of Rock" promotion.

Western Merchandisers' Shortz attributed his company's success to its stated goal of expanding its customer base through serving the infrequent record buyer. He said that special "mini-grading sheets" were handed out to supervisors before Christmas to facilitate the process.

In most instances, fair weather was a major plus. "Saturday I washed my car in my driveway," said Rosenbaum in relating a 64-degree Christmas day, at least 40 degrees above the Chicago norm. But in Los Angeles, 10 Music Plus stores lost peak period sales momentum when a rain and windstorm caused a blackout from 4:00-5:00 p.m. Wednesday afternoon. Weather on Thursday and Friday, however, was "fantastic," according to Fogelman.

Not so lucky Friday was the Denver-based Budget Tapes & Records chain. The blizzard which began Thursday night dumped a total of 30 inches of snow in the Denver region. By Friday noon the 20 stores in

that area, as well as the entire city of Denver, were shut down.

"The couple of stores that were partly open Friday reported 20% of usual Christmas Eve day business," said Budget president Evan Lasky, who was surprised that he did that well. Still an upbeat Lasky expected that business for the chain as a whole would stay even with last year since his other stores were even or slightly ahead.

Attitude Adjustment

Lasky sensed a significant attitude adjustment this Christmas in his Northwest stores' customers obtained from his sales increases there. "We have 25 stores in the state of Washington and three in Portland. Boeing will lay off 9,000 next year, and the lumber industry is down, though better than last year. But people in the Northwest are smiling for the first time in a couple of years. They've been down so long that they're readjusting their lifestyle. They realize it can't get worse."

Calvin Simpson also noticed an adjustment — in terms of gift giving — in black record buying habits in economically hard-hit Detroit. "For the first time I saw black consumers buying records and gifts, which has never happened before in the black community. Traditionally, blacks buy records consistently all year long. At Christmas, they normally spend \$20-\$30 on gifts, but this year they seemed to be stepping down and discovering that records are a better gift for less money."

While most retailers were happy enough with their Christmas sales pictures, several were even taken higher by continued sales strength following the holiday. "So far it's been good this week," said Karol. "The kids are out in force and buying." Stark/Camelot and Record Bar also saw strong sales coming out of Christmas, with Record Bar's King reporting Sunday-after-Christmas sales of \$212,000, more than doubling last year's \$100,000.

"All reports show sales holding up very well this week," said King. "What makes this so important is that it puts us in a non-pressure situation for the remainder of the year, unlike the last couple of years where Christmas didn't meet all of our budget expectations. Now we're smoking and can do more business on pre-recorded music instead of relying on accessories and high-priced items like last year."

"Hopefully the appeal of our product has emerged and we'll carry our momentum into '83," concluded Stark/Camelot's Mundorf.

WHAT'S IN-STORE

WAX CLASSX — Marcy Penner, advertising manager for the Washington, D.C.-based Waxie Maxie chain, has recently noticed a boom in classical cassette sales due to the proliferation of classical mid- and budget-priced cassette-only and LP-with-cassette-equivalent lines. "The very low price makes them a good risk for the novice classical collector," says Penner of the cassettes. "They've heard of Tchaikovsky, say, or the 'New World Symphony,' and for \$3.50 it becomes easy to take a chance on a purchase." Penner sees a considerable impact of these cassettes on the future growth of the classical market. "With classical music, the more you hear of it the more you want to



CONDUCTING AN IN-STORE — Sir George Solti, conductor of the Chicago Symphony, recently did the ribbon-cutting at the grand opening of the new Laury's Discount Records outlet in Chicago. The 210 N. Michigan Ave. location is the chain's fourth Chicago-area store. Pictured are (l-r): Jon Shulman, general manager, Laury's; Art Shulman, director of stores, Laury's; Solti; and John Harper, vice president sales and marketing, PolyGram Classics.

hear of it. We're starting to see that the population demographics of the classical music buyer are changing to the point where it's not so much the 50-plus, \$50,000-a-year Mercedes-driving listener exclusively, but younger, less affluent buyers attracted by the lower prices of classical cassettes as well as the new doubletime, two-on-one tapes." According to Penner, the DG Doubletime Cassette Series, which offers two albums' worth of assorted music by one composer on one tape, is also appealing to serious collectors since there are no LP equivalents of the packagings. These collectors usually shy away from the budget lines, which mostly consist of the "basic warhorse pieces" already in their collections. In addition to the lower-priced classical cassette lines, Penner cites "Hooked On Classics" as spurring the growth of interest in classical music in younger people. "People find segments which they want to buy, like the Tchaikovsky 'Violin Concerto in E,' which brought a lot of people in to buy Tchaikovsky." The net effect of the heightened interest in classical music is seen in the weekly tallies from the chain's five classical center stores, which show continually increasing numbers, particularly in the budget cassette area; though Penner also sees growth in frontline classical LPs. Further stimulating these increases are better budget cassette quality and heavier promotional activity by manufacturers. Here Penner lauds RCA Records' \$3.98 Victrola cassette line, which was introduced in Dolby stereo in September to orders of 350,000, and Moss Music Group, which has prompted its Vox and Allegro lines with plastic ski-slope shaped counter "boots" displays, floor dumps, signage, and some 30,000 brochures for in-store and direct mail distribution. For its own part, Waxie Maxie emphasizes classical cassettes via its open classical cassette in-store merchandising and in its classical mailing list. Speaking of classical music demographics, the Stark/Camelot chain senses an affinity for video games in its classical customers. As part of a November/December video games push, the chain's classical club mailer featured several games on its address plate. The goal was to impress upon classical buyers the availability of game cartridges at Camelot stores, without taking up any of the classical product display space inside the mailer.

THE WAY HE WAS — Billy Joel vividly remembers when he was 14 years old and couldn't afford even a cheap piano. So now the Piano Man will give away the Baldwin grand from his "Nylon Curtain" tour following a random drawing to be held after the tour concludes New Year's Eve at Madison Square Garden. Over 200,000 entry blanks for the giveaway were distributed at various piano stores in New York, as well as Sam Goody outlets. By the way, the 14-year-old Joel ended up sending away for a clavichord kit and says he spent months building it on the kitchen table.

FISCHER EXPANDS — What was Carl Fischer Music Jobbers is now Carl Fischer Music Distributors, having just changed its name and expanded its services. New additions include merchandising aids such as modular music racks for music display and eight toll-free numbers for quick order service. The company will retain its New York, Chicago and Los Angeles locations and phone numbers, as well as its previously provided services.

SUBWAY THRILLER — Calling Michael Jackson "one of the most successful international type artists Epic has," Larry Stessel, director of merchandising, West Coast, E/P/A, and Jackson's product manager, explained the current "Thriller" billboard campaign which has recently cropped up throughout the New York City subway system. "Since a tremendous amount of people ride the subway," he said "you can reach an amazing amount of people with greater reach and frequency and at less cost per person than with other forms of advertising." Stessel stressed that such a campaign, which involves 250 seven-foot by seven-foot billboards containing the "Thriller" album cover photo with title, single and record company info together with "The excitement never lets up" slogan, can only work with a "recognizable artist" on the level of Paul McCartney or Frank Sinatra. "Michael appeals to a large demographic including ages 12-49, black, white, male and female," he claimed. "He fits perfectly in New York City and most other cities where there is successful airplay." Stessel said that as many as 78% of the subway riders already know what Jackson looks like. "He's so well known that even people in a moving train catching just a glance of the billboard will recognize him." With riders traveling back and forth to jobs and shopping, Stessel estimated that each rider would view the billboard 43 times. "The capper on the idea was that it's Christmas time, so we felt that people would see the sign when they were ready to buy gifts." A similar campaign is underway in Los Angeles using black and white posters "plastered around construction sites and boards in heavily traveled areas" like West Hollywood, Sunset boulevard and the San Fernando Valley. Incidentally, a subway campaign was also conducted last year in support of the Jacksons' live album.

jim bessman

Indie Distributors Surprised, Confused Over Chrysalis Defection To CBS

(continued from page 5)

Among the labels deemed to be increasingly important were GRP, Montage, Houston Connection, Beverly Glenn, Hi-Rise and Sugar Hill.

In the case of GRP, the Dave Grusin, Larry Rosen label recently departed Arista for an individual distribution deal. Montage, formerly distributed by Capitol Records, is now an independent label.

But although many upcoming indie labels, and established independent labels such as Arista and Motown, represent opportunities for growth among distributors, as Phoenix-based Alta Dist. general manager George Souvail put it, "I don't know if we can immediately replace that rock business."

No Cutbacks Planned

None of the distributors contacted believed that they would have to execute staff cutbacks as a result of the Chrysalis loss, although many said they would be shifting sales and promotion assignments to accommodate the situation. "We're going to have some cutbacks,"

said Paikos at PRT, "but that might have happened anyway. This shouldn't be taken as a result of what Chrysalis did."

However, the impact of Chrysalis' departure from independent-distribution may not be determined for months to come. Although he would not elaborate, Harvey Korman, co-owner of Cleveland-based Piks Corp., said, "My attorney has given me strict orders not to discuss the matter with anyone. And you can quote me on that."

Topflight Label Bows

NEW YORK — Topflight Records has been formed in New York by Jack Kreisberg, Irv Lukin and Sam Cohen. The label is a division of Topflight Enterprises and will focus on 12-inch dance product, with at least eight discs in the configuration currently planned for release this year.

The label's initial release, "Bring Your Love Back" by Mike McCray, is already out and "Chinese Rap" by The Aural Exciters will follow momentarily.

Topflight Records is located at 160 5th Ave., Suite #723, New York, N.Y. 10010. The phone number is (212) 807-7822.

Computers, Compact Disc Among The Highlights Of 11th Winter CES

(continued from page 5)

system, jointly developed by PolyGram, Philips and Sony, will be displayed, demonstrated and discussed at those and other other manufacturers' exhibits and meetings. Thirty-eight electronics hardware manufacturers have been licensed so far to produce the CD system, which has already debuted in Japan and is set to bow in Europe in March, with U.S. introduction to follow later in '83. Among the firms set to supply CD software to date are Nimbus, Toolex Alpha, Sonopress, CBS, Matsushita, Nippon-Columbia, Pioneer,

Toshiba-EMI and Sanyo, in addition to PolyGram. Most recently, CBS entered into an agreement with CBS/Sony of Japan to manufacture the Compact Disc (**Cash Box**, Dec. 18, 1982).

The ever-increasing pace of new technological developments such as the CD and meeting the challenge of educating the consumer in this area will be among the principal topics of discussion at the opening CES Outlook '83 Conference and following CES Audio and Video Conference. As EIA/CEG's Wayman noted,

(continued on page 18)



PLAY IT AGAIN — Andy Eisenstein (l), Memorex technical support specialist, recently conducted an after-hours clinic for store personnel at a Los Angeles stereo outlet following a similar demonstration for customers in earlier that day.

Blank Tape Firms Target Record Retailers In 1983

by Fred Goodman

NEW YORK — Faced with increased competition for consumer leisure time and dollars from the burgeoning home computer, video game and pay-TV markets, blank tape manufacturers are doing an about-face from their blue sky predictions of years past. While the blank video tape market continues its unabated growth, and the increased use of Walkman-type cassette players has given the audio end a new and exclusive leisure time, manufacturers are increasingly viewing the blank audio cassette market as "mature," and expecting an end to the spiraling growth pattern of the seventies. However, the drop in growth could mean a potential bonanza for retailers in terms of price and advertising support from manufacturers, who will be vying for the existing market with newfound intensity.

"It's going to be a lot tougher fight for the consumer's dollar," said Michael Golacinski, marketing manager for the Maxwell Corporation of America. "In the past we had tremendous growth, so there was plenty of room for everybody. But it has matured, and not just from the standpoint of the number of units being sold."

"The most important thing is the amount of available time. We've got so many competing leisure time industries that we didn't have three or four years ago. But I also think that 1983 is going to be a very exciting year for blank tapes. The consumer is going to get bombarded with good values and excellent product. The manufacturers as a whole are going to spend a lot of money to educate the consumer and try and get their dollars."

In the midst of this readjustment, most manufacturers will be introducing new premium audio tapes. Adding to the already stiff competition will be 3M's Scotch Division, which will "reintroduce" itself in the high-end audio cassette market, and Sony, Fuji, and Denon, all looking to grab larger shares of the music retail and mass market accounts via new products and heightened profiles.

Although Fuji would not discuss its new tape lines prior to the CES Convention, plans to reinstate its "Fuji \$1,000 Challenge" promotion of December have already been announced. The combination rebate program and instant-winner game focuses on the company's FR, ER and DR C-90 tapes, and will run from Jan. 15 through April 15. Retailer kits for the promotion will include wall posters, counter cards, a shelf-talker with tear-off rebate coupons, and advertising slicks.

"Our aim is to establish Fuji as the tape manufacturer who supplies powerful promotions and marketing support as well as quality products," said Jim Auer, consumer products manager for Fuji's Magnetic Tape Division.

Similarly, Scotch will rely heavily on its "buy five, get one free" offers, coupled with quarterly consumer rebate programs. In addition, the Tape Division has recently appointed three national sales managers to work with accounts in developing programs. "The days when we were a laid-back manufacturer are over," said Richard Ziff, public relations specialist for 3M. "We're going to be playing hardball this year."

Scotch Programs

At the core of Scotch's new programs will be the re-introduction of a high-end series dubbed XSI, XS II and XSM IV, formerly the Master I, Master II and Metafine audio cassettes. All will feature five-screw shell construction with roller guides and spring pads, and will be packaged in a multi-lingual wrapper for worldwide distribution. Unlike previous Scotch offerings, the tape will not be manufactured by 3M, but will be made by foreign manufacturers under the supervision of 3M. Domestically, the company will devote all of its facilities to the manufacture of video cassettes.

As with Fuji, Sony was unwilling to discuss specific plans and new products prior to their introduction at the CES Convention. However, Angie Phillips, publicist with Geltzer and Co., the public relations firm for Sony, did allow that the company was pinning much of its hopes on the new UCX audio cassette, a mid-priced Type II tape available in C-60 and C-90 configurations. The purple-wrapped tape is expected to play a major role in Sony's reach for greater distribution through record retailers, and will be supported with several promotions, including a national sweepstakes.

At Denon, the recently introduced DX-4 normal bias and DX-7 chrome position tapes will receive most of the attention. Like its competitors, Denon is looking towards record outlets. "We've only scratched the surface with record retailers," said Stephen Lesser, national marketing manager for Denon's Tape Division. Such aids as window stickers, counter cards and plexiglass counter displays are already available, and lesser added that Denon will be meeting with record people in Las Vegas in hopes of getting further suggestions.

(continued on page 18)

1983 Winter CES Session Agenda

More than 15 hours of conferences, workshops and seminars are scheduled for the 1983 International Winter Consumer Electronics Show in Las Vegas Jan. 6-9. Kicking off the afternoon of Jan. 6 with the CES "Outlook '83" conference, individual sessions held throughout the 11th Winter CES will be devoted to home & personal and car audio, video hardware and software, computers and electronics games and, for the first time, telephone equipment.

Opening the CES "Outlook '83" conference, Jan. 6, 2:00 to 3:00 p.m., RCA Consumer Electronics' Bill Boss, vice president of the Electronics Industries Assn's Consumer Electronics Group (EIA/CEG), will present a review of the past year in electronics and prospects for 1983. Boss is slated to be followed by *Video Magazine's* Ken Winslow, who will give an address on "Industry Integration of New Technologies." Completing the "Outlook" session will be futurist Roy Mason, offering some thoughts on "Capitalizing on New Technology Lifestyles."

Below is a complete listing of the various conferences, workshops and seminars at the 1983 Winter CES, including the slate of participating panelists available at presstime. (All conferences, workshops and seminars are to be held in the Gold Room of the Las Vegas Convention Center.)

• **CES Audio Conference:** Jan. 7, 8:30-10:00 a.m. Chairman & keynote speaker, Jack Doyle, Pioneer Electronics USA Inc. Panel 1: Home & Personal Audio. Moderator, Mike Riggs, *High Fidelity*. Panelists: (Manufacturers) Jim Maynard, Hitachi Sales Corp. of America; Don Palmquist, Yamaha Electronics Corp. USA; Jerry Ruzicka, dbx, Inc.; and Jim Twerdahl, JBL, Inc. (Retailers) Jerry Dyer, Dyer Electronics Warehouse of San Antonio, Tex. and Jerry Kowitz, Jerry's Audio Exchange of Phoenix, Az. Panel 2: Car Audio. Moderator, Ron Scibilia, *Audio Times*. Panelists: (Manufacturers) John Crawford, Delco Electronics; Pete Fredriksen, International Jensen; Reese Haggott, Alpine Electronics of America; and Larry Karines, Kraco Enterprises Inc. (Retailers) David Eske, Northwest Auto Sound, Seattle, Wash. and Gordy Friedenber, Auto Sound Inc. of Highland Park, Ill.

• **CES Retail Management Workshop:** Jan. 7, 2:00-3:30 p.m. Sponsored by the National Assn. of Retail Dealers of America (NARDA). Moderator, Bud Rebedeau, Kieley, Rebedeau and Associates. A roundtable workshop. Topics for discussion include "Managing People — Evaluating and Motivating Employees" (presentation by Dr. Hugh Pates, Industrial psychologist, University of California at San Diego) and "Managing Money — Cash and Credit Management" (presentation by Jules Steinberg, NARDA).

• **CES Export Opportunities Seminar:** Jan. 7, 5:00-6:00 p.m. Sponsored by the EIA/CEG for manufacturers selling overseas. A discussion of new opportunities for export resulting from the Export Trading Act of 1982 and other federal programs (presentations by Jane Frank Harman and John L. Moore, Jr., partners in Surrey & Morse, Washington, D.C.).

• **CES Video Conference:** Jan. 8, 8:30-10:00 a.m. Chairman & keynote speaker, Joe Lagore, Sony Corp. of America. Panel 1: Video Hardware. Moderator, Bruce Apar, *Video Magazine*. Panelists: (Manufacturers) Jerry McCarthy, Zenith Radio Corp.; Jack Pluckhan, Quasar Co.; Ken Thompson, Magnavox; and Arnold Valencia, RCA Consumer Electronics. (Retailers) Michael Friedman, Video King of Chicago, Ill. and Elly Valas, ValaTV & Stereo of Denver, Colo. Panel 2: Video Software. Moderator, Seth Goldstein, *Video Week*. Panelists: (Manufacturers) Bob Burnett, 3M Company; Jim Jimirro, Walt Disney Home Video; Bud O'Shea, Twentieth Century-Fox Telecommunications; and Nicholas Santrinos, Thorn EMI Home Video. (Retailers) George Atkinson, Video Station of Los Angeles, Calif. and Linda Rosser, Entertainment Systems of America of Phoenix, Az.

• **CES Telephone Equipment Conference:** Jan. 8, 2:00-3:30 p.m. Chairman & keynote speaker, Al Franks, A T & T. Moderator, Kathleen Lander, Leisure Time Electronics. Panelists: (Manufacturers) Logan Davis, GTE Retail Telephone Products; Louis Gervolino, ITT Telecommunications Corp.; Peter Grant, Code-A-Phone; and Roy Mulhall, Uniden Extend-A-Phone. (Retailers) Mike Adray, Adray's Dearborn, Mich. and Karl Berger, Telephone Warehouse of Washington, D.C.

• **CES Retail Advertising & Promotion Workshop:** Jan. 8, 3:30-5:50 p.m. Chairman, Ray Hall, ERA. Moderator, Bud Rebedeau, Kieley, Rebedeau and Associates. A roundtable workshop. Topics for discussion include: advertising and promoting in a tight economy; merchandising the new product lines; and maximizing use of co-op dollars.

• **CES Computers/Games Conference:** Jan. 9, 8:30-10:00 a.m. Chairman & keynote speaker, John McDonald, Casio Inc. Panel 1: Hardware. Moderator, Bob Citelli, *Home Electronics Product News*. Panelist: (Manufacturers) Mike Aquilar, Panasonic Company; Al Kahn, Coleco Industries; H.L. Sparks, IBM; and Jack Whelan, Epsom America, Inc. (Retailers) Adam Levin, Mace Electronics of Erie, Penn. and Warren Winger, Compushops of Dallas, Tex. Panel 2: Software. Moderator, Jim McCullagh, *Computer Merchandising*. Panelists: (Manufacturers) Bill Grubb, Imagic; Richard Hoag, Mattel Electronics; Keith Schaefer, Atari, Inc.; and David Wagman, Softsel Computer Products. (Retailers) Bill Hoffman, The Software Store of Huntington Beach, Calif. and Ray Daly, The Program Store of Washington, D.C.

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DIGITAL AUDIO

Computers, Compact Disc To Highlight 11th Winter CES

(continued from page 16)

"Audio has changed its face in the last few years. Its no secret that the audio component business has been down, but we've also seen the creation of a whole new market in personal and portable audio units. . . . One of the main themes you'll see in the keynote speech of our Audio Conference chairman Jack Doyle (Pioneer Electronics and EIA/CEG Audio division chairman) is meeting the challenge of changing with the face of audio (for full conference schedule, see agenda).

"One of the questions that we have put to the (home personal) audio panel (of manufacturers and retailers) is 'how do we convert the purchasers of, say, the boom box or the Walkman, once they have discovered what quality audio can be, into audiophiles?' And from there, how can we take those consumers back into components?"

Although he wouldn't say that interest in video games had peaked, Wayman did indicate that with more people beginning to get into computers and the introduction of the digital audio disc in Europe and the U.S. coming up, "once the bloom is off the Pac-Man rose, so to speak" audio merchandisers will have the opportunity this year to renew consumers' interest in new hi-fi units, such as mini and micro systems in addition to the CD.

Far from being a dead issue at the CES, the electronics industry's stance on the home taping controversy will continue to be represented in the form of the Right To Tape booth, a feature of the last two shows. EIA/CEG's Wayman said that the electronics trade is "gearing up for battle again" in '83, although, for now, the war seems to be a cold one, since the lame duck Congress didn't act on legislation pertaining to the issue in the last session, while the

Supreme Court prepared to hear oral arguments on the so-called "Betamax Case" Jan. 15. A decision is expected to be handed down early in the summer of '83.

"We're really blocking more than pressing now," said Wayman. "As far as we're concerned, we're in the cat bird seat. . . . We'll have our bills in the first day of Congress. But they (the Congressmen) will be busy arranging their seats for the first few months and by then, the Supreme Court will have already made its ruling.

"Two things have happened in the last year, however, which I believe support our efforts to avoid any sort of tax on taping equipment or blank tape. Number one, Hollywood just can't show cause that they're hurting. . . . Nobody is passing a tin cup around for Hollywood. And, secondly, it was shown that nobody is building a library, except in the area of videodiscs, which of course there are royalties paid on."

On the audio side, Wayman stated, "We didn't attack. . . but we did have to pay attention and say, 'hey, don't ride coattail on video.' And we pulled out our Yankelovich (a survey of home audio taping in the United States, prepared by Yankelovich, Skelly and White, Inc., which, in a nutshell, found that most home audio taping occurred for reasons that had nothing to do with pre-recorded music. It refuted the findings of an earlier survey presented by Warner Communications)."

Special Exhibits

Among the other features of the sixth Winter CES to be held here are the special exhibits, a staple of the show. As in shows past, the CES Advertising and Promotion Showcase — a simulated retail store featuring a collection of print, radio and television commercials, special promotions, point of purchase materials and other merchandising aids — will be located again in the Las



THE FORCE OF CES — Revenge Of The Jedi home video games from Parker Bros. are expected to be shown at this week's Consumer Electronics Show (CES), along with dozens of other games from different companies based on movies, TV shows and coin-op arcade machines.

Vegas Convention Center. Nearby will be the Retail Resource Center, which includes some 25 individual exhibits showing the latest developments in such areas as insurance, financing, freight, auditing, computerized inventory control, sales training, advertising and store design.

For foreign exhibitors and other attendees, the CES again offers its international program, which includes the International Visitors Centers. A key feature of the center, like last year, is the International Comput-A-Match, a computer service enabling international buyers, distributors and retailers to find, by product category, CES exhibitors engaged in exporting activities.

An estimated 500 manufacturers meetings and press conferences are scheduled to take place at the 1983 International Winter CES, and some 10 industry trade associations will exhibit and hold meetings at the show.

Blank Tape Firms Look To Boost Record Store Sales

(continued from page 16)

Even Memorex is paying greater attention to the record retail market. The company has recently revised its "seeing is believing" advertising campaign to include visual representations of live and recorded sounds through the GenRad 1995 Real-Time Analyzer. In concert with its advertisements, Memorex is sponsoring in-store clinics where company representatives demonstrate the Analyzer and tape lines. "We've been using the GenRad to great success in such record outlets as Tower, Music Plus and Licorice Pizza," said Memorex's Alan Davis.

The Convention will also mark the introduction of Memorex's new popular-priced DB series. The audio cassette will be available in 60- and 90-minute lengths.

BASF will debut what product manager Bob Morrisons termed "the first true audiophile 120-minute metal tape." The new tape will be accompanied by a heavy consumer education program and heavy emphasis on point-of-purchase merchandising.

While stiff competition is predicted in the audio tape market, each firm is looking for continued growth in the home video tape sphere. New videotapes to be unveiled include: top line hi-grade, pro and improved standard VHS T120 tapes from Memorex, retailing at \$29.98, \$21.98 and \$18.98 respectively; an eight-hour T160 VHS tape from Scotch for \$37.75; Beta L-500 and VHS T120 tapes from BASF at \$17.95 and \$26.95 respectively; an extra high grade tape of unspecified length and price from TDK; and unannounced new tapes from Fuji and Sony. Denon's Lesser projected that the company would introduce its first American videotape by year-end.

Video Game Suppliers Offer Plethora Of New Titles At CES

(continued from page 12)

list for \$30-40. In addition, Imagic will spotlight two games — "Atlantis" and "Demon Attack" — in Odyssey²-compatible formats, along with a select few games for home computers including the Commodore Vic-20 and the Atari 400/800. Finally, Imagic will host a historical exhibit of 25 "great American games" from the late 1700s to the present.

Intellivision, Mattel Electronics' video game division would not disclose any of its new software prior to the opening of CES, but said it would play up its game giveaway promotions already in progress. Under the promotion, consumers who buy three Intellivision/Intellivoice carts between Dec. 26 and March 4 get one game free, and those who purchase any two VCS-compatible "M Network" carts between Nov. 1 and March 4 get a gratis piece of software. Mattel's booth is set to have displays of two other items: a TV-compatible, low-priced (under \$200) home computer console under the "Aquarius" brand name, and keyboard expansion module for Intellivision's vid game console that allows the game unit to be used as a computer (\$150). The "Aquarius" computer console is planned for early 1983 release, while the Intellivision Entertainment Computer System should be out by mid-year.

Mystique, the American Multiple Industries arm that caused quite a stir with its X-rated video games such as "Custer's Revenge", reports it will debut between three to five new games at CES, plus a new game-oriented product line connected with adult entertainment. A Mystique spokesman stated the games to be bowed at CES are "as exciting if not more exciting" than the company's previous three releases, but are "not as controversial."

Each of the soft-core vid amusements will retail for under \$49.95.

Odyssey, the game company connected with North American Philips Consumer Electronics Corp., plans to screen two new games for its Odyssey² system, "Turtles" and "Killer Bees", set to come out in March. The firm also is showing its improved Odyssey² hardware unit called "The Command Center," which features a keyboard with computer capability and the ability to accept Odyssey² game cartridges. The Command Center is scheduled to be available to consumers during the third quarter and, accordingly, a retail promotion will be announced at CES or shortly thereafter regarding sales of Odyssey² main frames.

Parker Bros. is showing its 1983 product line of software (Cash Box, Dec. 18, 1982) along with three more new cartridges. Three portable electronic games — one of which is hand-held, while the other two are table-top, stand-alone units based on the upcoming Star Wars flick, *Revenge of the Jedi* — will also be on exhibit.

Sega Enterprises, Inc., a new arrival into the software field but a potent force in the arcade game business for a quarter-century, plans to show packaging and some prototype games for its 1983 home video amusement series. The first wave of games, set to ship in April, includes *Star Trek: The Wrath of Khan*, "Subterfuge" and "Tac-Scan." The second wave, coming over the summer months, will see *Buck Rogers*, *Dragonslayer* and *War Of The Worlds* hit stores, while the third wave in September features *Mission: Impossible* and *Friday The 13th*, among others. Sega's games, which will be originally formatted for VCS-use and in time may emerge in versions for other systems, are aimed at a

suggested retail price of \$25-35 and will initially be manufactured in Taiwan. Brenda G. Mutchnick, recently appointed vice president of communications for the game concern, says the company will not release title unless it's pre-sold and based on an arcade game, movie, television show or already successfully licensed product.

Starpath, formerly known as Arcadia, is showing only one game fitted for its VCS "supercharger" adapter. Known as "Killer Satellite," the cartridge will retail for \$14.95. Other games currently in research and development stages may be shown at private sessions. An announcement from Starpath at CES should detail the company's future support of home computers with software.

Telesys is showing three of its fast and crazy vid games for Atari's VCS at the show: "Ram It," "Demolition Herbie" and "Star Gunner," each of which carries a retail price of \$31.95.

Tigervision is expected to show at least four new VCS-compatible entries: a revamped version of its previously available "River Patrol" game, "Polaris," "Intuition" and "Miner 249er."

U.S. Games Corp., owned by Quaker Oats, is unveiling nine video games matched for VCS use, including seven cartridges in the company's "Family Fun" series: "Eggomania," "Gopher," "Squeeze Box," "Raft Rider," "Picnic," "Piece o' Cake" and "Entombed." The other two carts feature an action game called "M.A.D." (an acronym for Missile Attack & Defense) and a deep sea adventure dubbed "Name This Game." The latter cartridge will be the focus of a \$50,000 promotional contest at the retail level, which requires consumers to come up with a title for the amusement. The contest,

which runs from Feb. 1 to April 30, will have winners selected at random whose entries will then be judged by a panel on the basis of creativity, copyright eligibility and other factors. The nine-game lineup will be officially released at CES, and the company says each game will have a new packaging look featuring brighter box graphics. All U.S. Games retail for \$29.95.

Vectrex, a fully self-contained game unit marketed by General Consumer Electronics Corp. that has a built-in screen and requires no television hook-up, plans to have six fresh cartridges for its system at the show: "Web Warp," "Bedlam," a soccer cart entitled "Heads Up!", a pinball-type program named "Flip Out," "Fortress of Narzod" and a revolutionary software item — a "talking cartridge" that doesn't require a separate interface module. Called "Spike," the game will be available in spring and retail at \$35, just five dollars more than non-speaking Vectrex carts. The company should also announce plans to release another six cartridges during 1983, with five of the titles adaptations of popular arcade machines. Furthermore, GCE may make an announcement regarding a promo tie-in with the OP clothing line in which consumers can win a complete Vectrex system.

New CX Licensees Exhibiting At CES

LAS VEGAS — Hammond Industries Inc., Teksam SRL and Nikko Electric Manufacturing Co. have become licensees of CBS-developed CX noise reduction technology, and Nikko, along with Thorens, will be introducing pre-amps with integrated circuitry at the 1983 Winter International Consumer Electronics Show here Jan. 6-9.

TOP 30 VIDEOCASSETTES

	Weeks On Chart	12/25		Weeks On Chart	12/25
1 STAR TREK II: THE WRATH OF KHAN Paramount Home Video PA 1180	1	5	16 QUEST FOR FIRE 20th Century-Fox Video 1148	11	9
2 VICTOR VICTORIA MGM/UA 0051	2	7	17 STAR WARS 20th Century-Fox Home Video 1130	18	29
3 FIREFOX Warner Home Video 11219	3	5	18 THE COMPLEAT BEATLES MGM/UA 00166	10	8
4 RICHARD PRYOR LIVE ON SUNSET STRIP RCA/Columbia Co 10469	5	4	19 MISSING MCA 71009	—	1
5 ROCKY III CBS/FOX TW 4708	—	1	20 DEATHTRAP Warner Home Video 11256	12	12
6 THE THING MCA Distributing Corp. 77009	4	5	21 ON GOLDEN POND 20th Century-Fox Video 9037	21	30
7 DINER MGM/UA 00164	9	4	22 THE SWORD AND THE SORCERER MCA Distributing Corporation 71010	16	8
8 ESCAPE FROM NEW YORK Embassy BA 1601	6	6	23 DEATH WISH II Warner Home Video 26032	14	12
9 TRON Walt Disney WD 122	—	1	24 MEGAFORCE CBS/Fox 1182	19	4
10 AUTHOR, AUTHOR CBS/Fox Video 1181	7	6	25 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corporation 042	23	26
11 PLAYBOY, THE MAGAZINE, VOL. 1 CBS/Fox 6201	13	4	26 THE AMATEUR 20th Century-Fox Video 1147	15	8
12 POLTERGEIST MGM/UA 00164	—	1	27 DEAD MEN DON'T WEAR PLAID MCA Distributing Corporation 77011	17	8
13 CONAN THE BARBARIAN MCA Distributing Corporation 77010	8	14	28 MONTY PYTHON AND THE HOLY GRAIL RCA/Columbia Co 10127	26	4
14 ANNIE RCA/Columbia Co 10008	27	2	29 ARTHUR Warner Home Video 72020	20	34
15 THE BEST LITTLE WHOREHOUSE IN TEXAS MCA 77014	—	1	30 CHARIOTS OF FIRE Warner Home Video 70004	24	18

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

NEW VIDEO SOFTWARE RELEASES

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

- TONI BASIL'S WORD OF MOUTH**
Cassette—Chrysalis Visual 7 ... \$29.95
- SWINGING CHEERLEADERS**
Cassette—Monterey MO 6 ... \$59.95
- CRUISE MISSILE**
Cassette Monterey MO 7 ... \$59.95
- ON ANY SUNDAY II**
Cassette—Monterey MO 11 ... \$59.95
- AUTUMN BORN**
Cassette—Monterey MO 12 ... \$59.95
- ROAD WARRIOR**
Cassette—Warner Home Video WA 11181 ... \$69.95
- YOUNG PHILADELPHIANS (Night At The Movies)**
Cassette—Warner Home Video WA 11157 ... \$69.95
- OCEANS 11 (Night At The Movies)**
Cassette—Warner Home Video WA 11158 ... \$69.95
- FANNY (Night At The Movies)**
Cassette—Warner Home Video WA 11159 ... \$69.95
- DAYS OF WINE AND ROSES (Night At The Movies)**
Cassette—Warner Home Video WA 11161 ... \$69.95
- PT 109 (Night At The Movies)**
Cassette—Warner Home Video WA 11152 A/B ... \$69.95
- PARASITE (3D)**
Cassette—Wizard WI 51 ... \$74.95
- SISTER STREET FIGHTERS**
Cassette—Wizard WI 52 ... \$59.95
- BAD GEORGIA ROAD**
Cassette—Wizard WI 53 ... \$59.95
- GENESIS/THREE SIDES LIVE**
Cassette—Thorn EMI 1422 ... \$49.95

- THE DAM BUSTERS**
Cassette—Thorn EMI 1423 ... \$59.95
- WOLFGANG**
Cassette—Thorn EMI 1441 ... \$59.95
- THE DEMON**
Cassette—Thorn EMI 1440 ... \$59.95
- ENDLESS NIGHT**
Cassette—Thorn EMI 1424 ... \$59.95
- WAITRESS**
Cassette—Thorn EMI 1442 ... \$59.95
- DEEP RED: HATCHET MURDERS**
Cassette—Thorn EMI 1428 ... \$59.95



The Rocky Saga

- WILD STRAWBERRIES**
Cassette—CBS/Fox TW 7141 .. \$39.98
- MOONRAKER**
Cassette—CBS/Fox TW 4636 .. \$69.98
- PIRATE MOVIE**
Cassette—CBS/Fox TW 1185 .. \$59.98
- CAPTAIN BLOOD**
Cassette—CBS/Fox TW 4624 .. \$39.98
- THE CHALLENGE**
Cassette—CBS/Fox TW 7173 .. \$59.98
- THE ROCKY SAGA**
Cassette—CBS/Fox TW 4709 .. \$189.98

Prerecorded Video Sales Up During Christmas Holiday

by Michael Martinez

LOS ANGELES — Prerecorded video sales were up this holiday season, reflecting efforts on the part of both manufacturers and dealers to promote sales as opposed to rentals. While many dealers anticipate post Christmas sales to remain brisk (as a result of consumers receiving video hardware as gifts), few plan any special promotion or advertising leading into the New Year.

A spot check of video software dealers around the country revealed that an eleventh hour surge boosted Christmas sales, although most indicated it was too early to tell how significant the sales increase had been compared to the growth or decline of rentals.

"In general it looked very good for sales of video games and video cassettes," said Risa Solomon, vice president of the Video Software Dealers Assn. (VSDA), the video arm of NARM. "Rentals were a little soft, though."

The VSDA executive added, "Sales were probably not as good as expected during the two weeks leading up to Christmas, but then again, they (dealers) were really counting on those last three days for sales."

Many of the dealers contacted said they anticipated strong videotape sales to continue in January, a month which Chaz Austin, video merchandising manager at L.A.-based Nickelodeon, said "is always better for sales."

A variety of titles sold well during the holiday surge, including Jane Fonda's exercise video, *Star Trek II: The Wrath of Khan*, old Elvis Presley movies, *Rocky III* and *Poltergeist*. Other titles that started strong and gained momentum during the close of the holiday included *Annie*, *The Compleat Beatles*, old Abbott and Costello films, *The Best Little Whorehouse in Texas* and *Star Wars*.

Seasonal Items

Seasonal product such as the Disney Christmas package racked up strong on sales, as did several of the budget or reduced price lines like MCA's Reel Deals, Warner Home Video and CBS/Fox.

According to Nickelodeon's Austin, "Our lower priced titles are doing very well due to the store's adherence to a \$29.99 sale price."

Perhaps the loudest and most unqualified cheer came from dealers discussing the sales of videodiscs. Some said that RCA's CED was the most consistent seller throughout the holidays, although Pioneer laserdisc sales did not falter through Christmas.

"Yes, a tremendous amount of videodiscs were sold," said Lou Sorenson, American Tape and Video, Gainesville, Ga. "We were very surprised, but happy about it."

"Sales of videodiscs here are up 60% compared to a year ago," added Joe Borning, co-owner of Master Video, based in Kansas City, Mo.

A variety of accessory items boosted the overall sales picture for video dealers this season, including (almost unanimously) blank video tape, head cleaner kits, joysticks, and other video game accessories.

"Blank tapes did very well, which was a function of the price drop," noted David Klass, president of the Los Angeles-based Cinema Store. "Head cleaners and other accessories did well, too. But this is a trendy market so you will see these items move over the holidays because accessories are bought by friends of people who are going to get a VCR for Christmas."

Sorenson said that video camera accessories like tripods, camera covers and cases provided "good steady sales during Christmas."

Although most dealers were still trying to tally the impact of increased video sales on their overall business, many believed that sales increased substantially.

"Video sales were up dramatically," said Jack Messer, president of the Video Store, Cincinnati. "Both rentals and sales have increased 100% from last season," he continued, adding that although sales tripled the last three months, rentals are still more popular.

"Sales were up by 25%, but rentals were up as well," said Cinema Store's Klass. "Sales are not affected by rentals. What the exact ratio is is hard to pin down... Some customers have bought titles previously rented."

"Both sales and rentals are up in this store, with sales making up 60% of the market and rentals 40%," said Eddie Weiss, general manager of Movies Unlimited in Philadelphia.

Gary Grimm, chain operator at the New England Home Video outlet in Groton, Conn., said sales were on the increase, but that rentals were still much stronger. "Sales made up about 10% of our business on prerecorded video and the rest was in rental," he said.

On the other hand, Barry Rosenblatt, owner of the Video Library in Anaheim, Calif, said, "There has been a drastic shift toward rentals (here) over the past year because customers (at this store) will only spend \$24.95 tops on an actual purchase." Few dealers said they foresee unusual promotions or advertising to continue the sales momentum into the new year, but instead expect to wage ongoing campaigns to maintain store visibility in the market. In some cases stores will be running ads on budget items, hot titles and accessories to stimulate store traffic.

But like many dealers, Cinema Store's Klass said, "Word of mouth among owners of VCRs, both new owners and established owners, generates a majority of the post-Christmas business."

A related factor is that because of the proliferation of new hardware in the marketplace, many new VCR and disc player owners will be more apt to join video clubs. John Ellis, vice president of Movies To Go in St. Louis, said, "We've been running ads for blank videocassettes and club memberships; this is the best time of the year to join."

Hoopla, Surprises In Home Video Expected At CES

by Michael Glynn

LAS VEGAS — A little hoopla, in terms of some sweepstakes and other surprises, and a lot of new release information is what will be forthcoming from home video cassette suppliers at the 1983 International Winter Consumer Electronics Show here Jan. 6-9. Unlike last year, there will be no talk of rental programs but reduced prices will undoubtedly be on the minds of retailers attending the show. In that regard, Vestron will have good news for many with the recently-announced "Affordable Collectibles" series from VidAmerica (which Vestron distributes) and there will be some announcements of low-priced product from other manufacturers.

Following is a company-by-company rundown of new product that will be shown at CES.

Warner Home Video

WHV kicks off the new year with the release of five new titles, including *The*

(continued on page 20)

Plenty Of Hoopla Surrounds Videocassettes At Winter CES

(continued from page 19)

World According to Garp, Ralph Bakshi's animated film of greasers and gangs, *Hey Good Lookin'*, the Henry Winkler-Michael Keaton comedy *Night Shift* and two acclaimed documentaries revealing different faces of World War II, *Victory At Sea* and *The Twisted Cross*.

A number of forthcoming February releases will be previewed and promoted at the CES, including the Australian follow-up to *Mad Max*, *The Road Warrior*; George Romero (*Night Of The Living Dead*) and Stephen King's *Creepshow*; and five new *Night At The Movies* packages, featuring 1959's *The Young Philadelphians*; 1960's *Ocean's 11*; 1961's *Fanny*, 1962's *Days Of Wine And Roses* and 1963's *PT 109*.

Walt Disney Home Video

As previously reported, Disney is releasing four new titles in March, in addition to re-introducing five titles for a limited time only. New March releases include the animated *Wind In The Willows*, which also features the Disney cartoons *Motor Mania* and *Trailer Horn*; Disney's *American Heroes*, another animated feature with the folklore legends Pecos Bill and Paul Bunyan; *The Island At The Top Of The World* and *The Shaggy D.A.*

Taken off sale Nov. 1 of last year, *20,000 Leagues Under The Sea*, *Hot Lead & Cold Feet*, *Davy Crockett, King Of The Wild Frontier*, *Davy Crockett and the River Pirates* and *Gus* will be available again, for two months only, beginning in March.

Finally, *The Black Hole* will be released on CED disc in January, followed in February by *Swiss Family Robinson* and *Treasure Island* in CED. Also licensed to appear in CED videodisc in January and February are *Tron* and *Alice In Wonderland*.

CBS/Fox Video

As it did with a set of Bruce Lee films last year, CBS/Fox is boxing (no pun intended) *Rocky I, II and III* into one package, entitled *The Rocky Saga*. Retailing for \$189.98, it is one of six new titles CBS/Fox is expected to unveil at the Winter CES, along with two low-priced titles, Ingmar Bergman's classic *Wild Strawberries*, and *Captain Blood*, both of which will retail for under \$40. Other titles in the joint venture's latest release are the James Bond film *Moonraker*; *The Pirate Movie*, with Kristy McNichol and Christopher Atkins; and *The Challenge*, starring Scott Glenn.

In December, CBS/Fox announced that it was adding 51 new titles to its CED and laser videodiscs library (41 CED discs and 10 laser optical). You might expect announcement of some future disc titles at CES.

Thorn EMI Home Video

Thorn EMI is bowing its "Collector's Series" of lowpriced classic British films at the show, joining the ranks of MCA, Warner Home Video and CBS/Fox, among others, with reduced catalog. Among the initial titles in the series, all of which have been previously released by Thorn, are *The Lavender Hill Mob*, *Kind Hearts and Coronets*, *The Lady Killers*, *The Man In The White Suit*, *Heaven's Above, I'm All Right*, *Jack, Morgan, and The Cruel Sea*.

New January CES titles from Thorn include the concert feature *Genesis/Three Sides Live*, *The Dam Busters*, *Wolfman*, *Demon*, *Endless Night*, *Waitress*, and *Deep Red: Hatchet Murders*.

According to a Thorn spokesperson, the company will also be continuing its Cannes Film Festival Sweepstakes.

Media Home Entertainment

Thorn isn't the only supplier publicizing a contest at the CES. In a novel promotion of its *Wilderness Family* series of films on home videocassette, Hollywood-based independent Media Home Entertainment is kicking off a "Great Wilderness Give-Away

Sweepstakes" at the CES, according to vice president in charge of marketing and domestic sales Paul Culberg. Grand prize will be a complete pre-fab log cabin, supplied by Wilderness Log Homes of Plymouth, Wisc. It's just one of 200 prizes involved in the contest, including a library of four *Wilderness Family* movies on video cassette, as well as individual videocassettes of the films; a sleeping bag and back pack from The Wilderness Experience of Chatsworth, Calif.; ten one-year subscriptions to *Audobon Magazine*; twenty-five *Wilderness Family* soundtrack albums from Scholastic Book Services; and five fine arts prints.

Counter cards are being shipped in the first week of January to more than 6,000 retail video stores throughout the country announcing the contest, and home video stores will also receive entry blanks, fact sheets and four-color posters of the four *Wilderness Family* films available from Media: *Across The Great Divide*, *Challenge To Be Free*, *The Adventures of the Wilderness Family* and *Wilderness Family, Part 2*. Winners of the sweepstakes will be selected during a drawing at Media's Los Angeles offices March 15. Other January titles include *The Prizefighter* and *Secret Fantasy*.

Embassy Home Entertainment

Embassy, headed by Andre Blay, is introducing three new January releases at the Winter CES, and will undoubtedly preview two forthcoming February film titles.

Among the new releases to be highlighted at the show are the CB cult film *Breaker! Breaker!* starring World Karate champion Chuck Norris, and two films from writer/director James Glickenhaus, *The Exterminator*, with Robert Ginty, Christopher George and Samantha Eggart, and *The Soldier*, starring Ken Wahl. Both *The Exterminator* and *The Soldier* will also be available in CED videodisc, in addition to home video cassette.

February promises the release of *Blade Runner*, the futuristic film based upon sci-fi author Philip K. Dick's book *Do Androids Dream Of Electric Sheep?* According to advance word from the company, the home video version of *Blade Runner* contains never before released sequences of graphic violence where were edited out of the theatrical release in an attempt to soften the very adult tone of the film. Also set for February from Embassy is *Vice Squad*, with Season Hubley.

MCA Videocassettes

January will see the release of *Fast Times At Ridgemont High*, writer Cameron Crowe's amusing look at kids growing up, going to high school and working at a mall in southern California. Other titles from MCA include the Abbott & Costello comedy *Hold That Ghost* and *Duel*, a Steven Spielberg-directed made-for-TV movie starring Dennis Weaver.

Vestron Video

Don't be surprised if you wander by the Vestron booth at the start of the CES and do a double take because you think you see execs from the Stamford, Conn.-based independent dressed in hospital garb. There are some surprises, we're told by Vestron's Susan Senk, and we suspect that such a scenario might be one of them, as part of a promotion staged in support of the February release *Young Doctors In Love*, the ABC Motion Pictures spoof sending up hospital soaps. Also coming from Vestron, to be previewed at the winter show, are the original 1956 *Godzilla*, *For The Love Of Benji*, *The Double McGuffin*, *The Greatest Adventure* and Grace Jones' *One Man Show*.

(continued on page 34)



MCI/SONY IN SYRACUSE U. ARCHIVES — Walter Wesch (l) and William Storm, curators of the Syracuse University Audio Archives, sit behind the newly installed 16-track fully automated mixing console from MCI/Sony. The board and other MCI/Sony equipment recently added to the Archive's Thomas Edison Rerecording Laboratory, is intended for sound restoration and preservation projects.

MCI/Sony Selected For Syracuse U. Archives

LOS ANGELES — The Syracuse University Audio Archives has selected MCI/Sony audio recording equipment for the Thomas A. Edison Recording Laboratory. Six MCI/Sony recorders, including four two-track and two four-track machines, and an MCI/Sony Automated mixing console have been installed in the laboratory, which, according to Sony, is the world's first facility devoted exclusively to the preservation and restoration of recorded sound.

Housing more than 250,000 sound recordings of various types, the Syracuse University Archives, founded in 1963, is one of the largest private repositories of its kind in the U.S. The Thomas A. Edison Rerecording Laboratory, to be dedicated this year, has been designed specifically for archival transcription of early cylinders and disks, in addition to tape recordings. A studio, two control rooms, record storage area, reception/catalog area, an audio equipment display room, lecture/mini-theatre room, record cleaning workshop and general office space are all contained in the facility.

Among the projects already undertaken by the facility is a major Edison cylinder restoration effort, in addition to the transfer to tape of a rare cylinder collection of Polynesian folk music.

SESSION MIX

At **Santa Barbara Sound** Recording in Santa Barbara, Calif., Capitol recording artist Amy Holland has been finishing up work on her next album, with **Michael McDonald** producing (the second time he has done so for Holland) and **Terry Nelson** engineering.

Farther north in San Francisco at the **Automatt**, Aldo Nova has been cutting tracks for his second Portrait album, with **Ken Kessie** engineering. Other activity at the Automatt includes overdubbing by the Tubes for the band's new Capitol LP, with **David Foster** producing and **Dennis Kirk** engineering. As previously reported, Paul Kantner, Narada Michael Walden and the Red Rockers have all been in at the Automatt recently and the studio reports that all are continuing to work on individual projects. Finally, engineer Ken Kessie has been working on three sets for Megatone Records, the newly released Sylvester LP, produced by **Tip Werrick**; Pat Cowley (posthumously); and Paul Parker, produced by **Marty Blecman**.

In another part of The City, Max Gale, who co-starred in TV's long-running *Barney Miller* series as Detective Wojciechowicz, was in **Hyde Street Studios** working on a demo with **Merle Saunders**. Among the other numerous sessions at Hyde Street, Boardwalk recording group 707 has been in producing demos with **Todd Howarth**. Hyde Street has recently undergone some revamping, the studio reports, adding API compressors in Studio A, installing Kexep Noise Gates in Studio D and overhauling its four acoustic echo chambers, adding new speakers and microphones.

Harrison Bows All-New Series 4 Console Line

LOS ANGELES — Harrison Systems, Inc. of Nashville has introduced its new Series 4 console system. Initial orders on the Series 4, which debuted at the Audio Engineering Society (AES) convention at the Disneyland Hotel in Anaheim, Calif. in October, are presently being filled.

According to Harrison Systems vice president of marketing Claude Hill, "Our new MR-4 24-track music recording console and TV-4 stereo teleproduction console have been designed to be the most cost effective products ever offered by (the company). For the first time in seven years, our engineering department, under the personal direction of company president David Harrison and engineering vice president Stan Force, has generated an all-new console series from the basic component and circuits level up. The application of the new technology and manufacturing techniques will allow us to deliver better consoles at lower prices without compromising Harrison's reputation for quality."

For further information, contact the Harrison marketing department at (615) 834-1184.

Fostex Introduces New 2-Channel Reverb Unit

LOS ANGELES — Fostex Corp. of America has introduced a new 2-channel reverberation unit, model 3180. The unit features a multiple spring design and a unique display matrix, which offers built-in delay before the signal reaches the spring transducer. This delayed dry signal is then added to the reverberated signal at the output via a matrix system.

According to Fostex vice president of marketing and sales Mark Cohen, "The distinguishing sound that results from this design is a minimum 24 msec. delay at high frequencies, unlike typical spring reverbs which have little or no delay. And because of this matrix system, each channel of the model 3180 is capable of producing a stereo effect from a mono source."

The model 3180 also features LED overload indicator.

Outside of Nashville, in Franklin, Tenn.'s **Bennett House**, the Nitty Gritty Dirt Band has been recording a new album for Liberty Records, with **Norbert Putnam** producing and **Kyle Lehning** engineering. Also at Bennett, Johnny Rodriguez has been laying down tracks for a new CBS package with **Bob Montgomery** producing and **Gene Eichelberger** engineering, while MCA's Jim Fogelson and Al De Lory were working on a new MCA album entitled "Love In The Afternoon." Eichelberger engineered.

On the East Coast, engineer Phil Greene has been mixing a live album by drummer Billy Cobham's group, Glass Menagerie, for Elektra/Musician Records at **Normandy Sound** in Warren, Rhode Island. Recorded at the 1982 Montreaux Jazz Festival, the album features Dean Brown, Gil Goldstein and Tim Landers along with Cobham. The live taping was done by Greene and assistant **Tom Soares**.



NO FORGETTIN' AT SANTA BARBARA SOUND — Michael McDonald (r) has been producing Capitol recording artist Amy Holland at Santa Barbara Sound recording. Pictured working on an overdub with the two is engineer Terry Nelson.



BULLISH ON MUSIC — Ernst & Whinney, a Nashville-based financial consulting firm, recently expanded its services and is directing itself to the needs and concerns of the music industry. Mike Vaden, manager of the company, talked about the firm's direction during a National Academy of Recording Arts and Sciences (NARAS) luncheon in mid-December in Nashville. Pictured are (l-r): Harice R. Page, managing partner, Ernst & Whinney; Frances Preston, vice president, BMI; Maggie Cavender, Maggie Cavender Enterprises; Joe Moscheo, director of affiliate relations, BMI; and Vaden.

RCA Becomes First Country Label To Market EPs For Consumer Sale

by Tom Roland

NASHVILLE — In an effort to spur the development of new and developing artists, RCA Records' country division is releasing three EPs in late January. The label feels the reduced price records will appeal to the cost-conscious and quality-minded country consumer.

Carrying a \$6.98 list price, the first three "mini-LPs" (RCA is using that term instead of EP) will include Louise Mandrell's first solo project, "Closeup," Leon Everette's self-titled effort and the second duet package from Gary Stewart & Dean Dillon, "Those Were The Days." Set in a 12-inch configuration, the series will contain six cuts per record, and the label promises that prices will not be raised in the future should the projects gain overwhelming sales.

The major goal behind this series, which brings EP to the country market for the first time at the consumer level, lies within the development of proven artists from the singles marketplace to the more lucrative LP marketplace. Consumers will hopefully be more willing to buy a \$6.98 record than one at the higher \$8.98 list affixed to most

Door Knob To Handle Indie Distribution

NASHVILLE — Effective Jan. 1, Door Knob Records has begun handling distribution for selected independent labels and artists.

Formed in 1975 by Gene Kennedy, Door Knob has achieved a consistent position as an independent, releasing approximately 70 charted records during those seven years while concentrating on a small stable of artists. The label's largest concern in the past year has been the development of Tom Carlile, who hit the Top 40 of the **Cash Box** country singles chart twice within the latter months of 1982, with "Back in Debbie's Arms" and "Green Eyes."

Kennedy noted that with the increase in independent labels and artists there is a need for a firm which will provide independent distribution, production and promotion, but he emphasized that he is concerned with maintaining a quality image and for that reason, will be extremely cautious in his efforts to expand Door Knob's role within the industry. "If someone walks in here with a record, and I don't hear it," he said, "I'm going to turn them down."

The first ensuing release from Door Knob under a distribution agreement is the latest single by Worley Max, "What A Good Night For Lovin'." Door Knob is currently negotiating distribution pacts with two independent record labels.

LP projects, and RCA is testing the market to see if the intermediate-priced package may become a logical stepping stone to entice the consumer to jump from the \$1.99 single to the LP.

Country buyers have traditionally been slower to react to new marketing concepts, thus RCA decided to remain with the 12-inch configuration instead of an off-sized 10-inch platter, and retailers have been willing in some cases to stock the new product in "new music" sections in the store as well as the country bin.

"New music" sections already house comparable discs by pop and rock artists such as Duran Duran, A Flock Of Seagulls and Missing Persons.

The mini-LP will also be available on cassette, where the "A" side of the tape will contain all six cuts and the "B" side will boast an artist interview. Copies containing extended interviews will also be shipped to radio, and the label is hoping to educate the country consumer to the new configuration through the use of both print and broadcast advertising.

Executives at the label are expecting the EPs to retail for between \$5.29 and \$5.99, and stickers indicating the uniqueness of the configuration will be affixed to the

(continued on page 34)



MANDRELL MAKES NEW FRIEND — In support of her single, "Some Of My Best Friends Are Old Songs," Louise Mandrell recently presented Nashvillean Bonnie Young with an airline ticket to visit her sister in Albuquerque. RCA Records worked in conjunction with WJKZ/Nashville to develop the contest, with the winner chosen for having the best reason to visit an old friend. Pictured are (l-r): Bob Heatherly, director, national country promotion, RCA; Mandrell; Don Keith, operations manager and program director, WJKZ; Young; and Eddie Kilroy, producer of Mandrell's forthcoming solo EP, "Closeup."

Nashville Publishers Say Low Sales May Offset Increase In Statutory Rate

by Tom Roland

NASHVILLE — Nashville publishers seem generally optimistic about the Jan. 1 increase in mechanical royalty rates from 4 cents per cut to 4 1/4 cents, although most noted that with record sales down in the current recession, the additional revenues created may go fairly unnoticed.

When the amended Copyright Act was passed in 1976, publishers were given an increase from 2 cents per song for each record sold, a rate that stood untouched from its inception in 1909 until the new act was passed, to 2 3/4 cents. The Copyright Royalty Tribunal (CRT) then called for an increase in mechanical royalties (the fees paid to publishers and songwriters in return for the use of a copyright within the framework of recorded music) to 4 cents, a rate that has been in effect since July 1, 1981.

Additional increases have been established by the CRT, bringing the compulsory license to 4 1/4 cents as of Jan. 1, 1983, and future increases will post statutory rates at 4.5¢ on July 1, 1984, and 5 cents on Jan. 1, 1986. Current status will now allow publishers to receive 4 1/4 cents per cut per record sold or 8 cents per minute of playing time or fraction thereof, whichever is larger.

What this actually means is that for a record which sells 100,000 units (certainly more than most country singles sell), a publisher will receive \$4,250, which is then split between the publisher and the writer. Under the previous 4 cent royalty rate, the publisher would split \$4,000, thus the marginal increase on a record selling 100,000 units would be \$250, a 6.25% increase.

While most publishers seem to agree improvement in the publisher's lot from pecially since performance royalties exceed royalties derived from record sales for most mechanicals will go largely unnoticed, especially since performance royalties exceed royalties derived from record for most publishers. Blake Mevis, director of operations for the Pride Music Group, said that performance royalties are approximately four times that of mechanicals, although that figure can vary, depending on the record's performance at the radio and retail levels.

He did note, however, that the increase should be reflected in the "draws" of many staff writers, who are paid a weekly or monthly income by the publisher out of projected earnings from their mechanical royalties, working the draw as an advance

against future earnings.

In the past, record companies have reacted to increases in the statutory rate with the use of a number of tactics aimed at reducing the effect the increase has on their bottom line. Those moves have included the expansion of reserves (labels hold back a percentage of mechanical royalties to offset any returns which may occur), an increase in the wholesale price of records and attempts to get publishers to sign mechanical licenses at less than the statutory rate.

Mevis conjectured that the labels may once again try to raise their reserves or "try to play one publishing company against another" in hopes of establishing a bidding war for inclusion in an album, although he said that the latter was especially doubtful. "It might be tried in the beginning," he noted, "but I don't think it would be successful. It's up to the publishing companies to say, 'No, we can't do that; it's against our policy,' and then go from there."

He also said that with the current competition from video and the onslaught of an uncompromising economy, the labels "are in no position to raise the wholesale price," suggesting that the price of records is already hampering the sale of pre-recorded music. Should the manufacturers decide to absorb the 1/4 cent price increase on an LP with 10 cuts, the profit margin for the label will be decreased by 2.5 cents per album.

Henry Hurt, vice president and general manager of Chappell Music/Nashville, suggested that although the increase was intended as a cost of living escalator for songwriters and publishers alike, with sales down there will be "no significant difference" in the income received through his office.

Exceptions To The Rule

Hurt noted that Chappell will continue to discourage labels that might attempt to acquire copyrights at less than the statutory rate, although he added that on occasion Chappell has granted such licenses under specific circumstances. "There are times when a publisher will do that," he said, "such as when they use multiple cuts in an album (more than one copyright from the same publisher on a particular disc) or when you're talking about budget line albums. It's pretty much a policy of Chappell's never to grant anything below statutory rate, but there are exceptions."

Hurt, who spent a great deal of his industry career at Dot Records, was sympathetic to the labels' aims to keep their overhead at a minimum, but he maintained that the record companies could not function at all without songs and songwriters, so label complaints about excessive mechanical rates are somewhat more heated than necessary. "What the writers write is the whole source of their income," he noted, "and for them never to have a raise (from 1909 to 1976) to me is ridiculous, and for the record companies to take the attitude they have over what this time is a quarter of a cent is ridiculous to me."

Buddy Killen, president of Tree Publishing Group, stated that the increase in mechanicals may be more substantial to his company than to most publishers since his mechanical income actually surpasses what he receives in the form of performance royalties, attributing that to the fact that in addition to a high number of singles, Tree also has songs included on a significant percentage of the country albums that are released. Killen himself produces a number of artists, including Billy "Crash" Craddock, Ronnie McDowell, and T.G. Sheppard. Since many of the songs included on the albums he produces are

(continued on page 34)

TOP 100 COUNTRY SINGLES

January 8, 1983

		Weeks On Chart
1	A LOVE SONG KENNY ROGERS (Liberty P-B-1485)	2 12
2	MARINA DEL REY GEORGE STRAIT (MCA-52120)	3 13
3	GOING WHERE THE LONELY GO MERLE HAGGARD (Epic 34-03315)	4 11
4	I DON'T REMEMBER LOVING YOU JOHN CONLEE (MCA-52116)	6 14
5	WILD AND BLUE JOHN ANDERSON (Warner Bros. 7-29917)	5 15
6	CAN'T EVEN GET THE BLUES REBA McENTIRE (Mercury/PolyGram 76180)	7 14
7	LIKE NOTHING EVER HAPPENED SYLVIA (RCA PB-13330)	9 10
8	I WONDER ROSANNE CASH (Columbia 38-03283)	8 12
9	LOST MY BABY BLUES DAVID FRIZZELL (Warner/Viva 7-29901)	12 13
10	(SITTIN' ON) THE DOCK OF THE BAY WAYLON & WILLIE (RCA PB-13319)	11 11
11	(LOST HIS LOVE) ON OUR LAST DATE EMMYLOU HARRIS (Warner Bros. 7-29898)	14 12
12	TALK TO ME MICKEY GILLEY (Epic 34-03326)	16 8
13	CHEROKEE FIDDLE JOHNNY LEE AND FRIENDS (Full Moon/Asylum 7-69945)	13 14
14	INSIDE RONNIE MILSAP (RCA PB-13362)	17 7
15	WITH YOU CHARLY (McCLAIN (Epic 34-03309)	18 11
16	HARD CANDY CHRISTMAS DOLLY PARTON (RCA PB-13361)	20 9
17	THANK GOD FOR KIDS OAK RIDGE BOYS (MCA-52145)	23 7
18	WHAT SHE DON'T KNOW WON'T HURT HER GENE WATSON (MCA-52131)	19 9
19	THE BIRD JERRY REED (RCA PB-13355)	1 12
20	ONLY IF THERE IS ANOTHER YOU MOE BANDY (Columbia 38-03309)	21 11
21	TODAY MY WORLD SLIPPED AWAY VERN GOSDIN (AMI 1310)	22 11
22	A CHILD OF THE FIFTIES STATLER BROTHERS (Mercury/PolyGram 76184)	24 11
23	'TIL I GAIN CONTROL AGAIN CRYSTAL GAYLE (Elektra 7-69893)	31 7
24	STILL TAKING CHANCES MICHAEL MURPHEY (Liberty P-B-1488)	30 8
25	ROMANCE LOUIS MANDRELL (RCA PB-13373)	32 9
26	FAKING LOVE T.G. SHEPPARD and KAREN BROOKS (Warner/Curb 7-29854)	35 7
27	BACKSLIDIN' JOE STAMPLEY (Epic 34-03290)	27 12
28	HOLD ON GAIL DAVIES (Warner Bros. 7-29892)	28 10
29	THE ELVIS MEDLEY ELVIS PRESLEY (RCA PB 13351)	29 9
30	SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA PB-13320)	10 14
31	SOMEBODY'S ALWAYS SAYING GOODBYE ANNE MURRAY (Capitol P-B-5183)	37 7
32	VELVET CHAINS GARY MORRIS (Warner Bros. 7-29853)	39 6
33	I WISH I WAS IN NASHVILLE MEL McDANIEL (Capitol P-B-5169)	34 9
34	C.C. WATERBACK GOERGE JONES/MERLE HAGGARD (Epic 34-03405)	43 5

		Weeks On Chart
35	WHY BABY WHY CHARLEY PRIDE (RCA PB-13397)	44 5
36	SHADOWS OF MY MIND LEON EVERETTE (RCA PB-13391)	40 6
37	DON'T PLAN ON SLEEPING TONIGHT STEVE WARINER (RCA PB-13395)	42 6
38	REDNECK GIRL THE BELLAMY BROTHERS (Warner/Curb 7-29923)	15 15
39	IF HOLLYWOOD DON'T NEED YOU DON WILLIAMS (MCA-52152)	47 4
40	CHRISTMAS IN DIXIE ALABAMA (RCA PB-13358)	49 4
41	YOU AND I EDDIE RABBITT w/CRYSTAL GAYLE (Elektra 7-69936)	25 13
42	LAST THING I NEEDED FIRST THING THIS MORNING WILLIE NELSON (Columbia 38-03385)	51 5
43	WHEN YOU'RE NOT A LADY JIM GLASER (Noble Vision NV-101)	48 7
44	SAN ANTONIO NIGHTS EDDY RAVEN (Elektra 7-69929)	45 9
45	BABY I'M GONE TERRI GIBBS (MCA-52134)	46 8
46	16TH AVENUE LACY J. DALTON (Columbia 18-03184)	26 17
47	AIN'T NO TRICK LEE GREENWOOD (MCA-52150)	54 4
48	EVERYTHING'S BEAUTIFUL DOLLY PARTON/WILLIE NELSON (Monument WS4 03408)	58 4
49	A GOOD NIGHT'S LOVE TAMMY WYNETTE (Epic 34-03384)	62 4
50	POOR BOY RAZZY BAILEY (RCA PB-13383)	60 5
51	THE AMERICAN DREAM HANK WILLIAMS, JR. (Elektra 7-69960)	36 13
52	MAKING A LIVING'S BEEN KILLING ME McGUFFEY LANE (Atlantic 7-99959)	53 8
53	THE ROSE CONWAY TWITTY (Elektra 7-69854)	64 2
54	PLEASE SURRENDER DAVID FRIZZELL & SHELLEY WEST (Warner/Vive 7-29850)	59 6
55	FEELS RIGHT TANYA TUCKER (Arista AS 0677)	61 7
56	I WOULDN'T CHANGE YOU IF I COULD RICKY SKAGGS (Epic 34-03482)	69 2
57	HEART OF THE NIGHT JUICE NEWTON (Capitol B-5192)	63 4
58	SOMEWHERE IN TEXAS RAY PRICE (Dimension DS 1038)	65 5
59	HONKYTONK MAN MARTY ROBBINS (Warner/Viva 7-29847)	70 2
60	I CAN'T GET OVER YOU BANDANA (Warner Bros. 7-29831)	68 4
61	THERE'S NO SUBSTITUTE FOR YOU YOUNGER BROTHERS (MCA-52148)	67 5
62	HANGIN' AROUND THE WHITES (Elektra 7-69855)	72 2
63	GREEN EYES DOM CARLILE (Door Knob DK 82-187)	33 11
64	SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-03159)	38 17
65	LYING HERE LYING MAC DAVIS (Casablanca/PolyGram NB 2363)	77 3
66	OLD HOME TOWN GLEN CAMPBELL (Atlantic America 7-99967)	41 10
67	THE FOOL IN ME SONNY JAMES AND SILVER (Dimension DS 1040)	81 2

		Weeks On Chart
68	IF IT TAKES ALL NIGHT LONG DOTTIE WEST (Liberty P-B-1490)	74 3
69	BORN TO LOVE ME RAY CHARLES (Columbia 38-03429)	82 2
70	I'D RATHER BE DOING NOTHING WITH YOU KAREN TAYLOR-GOOD (Mesa NSD/M 1113)	75 4
71	SUNNYSIDE OF THE MOUNTAIN DAVID HOUSTON (Bleck Rose 8274)	76 5
72	EASIER SANDY CROFT (Angelsong ASR 1821)	79 3
73	MY FINGERS DO THE TALKIN' JERRY LEE LEWIS (MCA-52151)	83 3
74	IT AIN'T EASY BEING EASY JANIE FRICKE (Columbia 18-03214)	50 16
75	TURN THE PENCIL OVER PORTER WAGONER (Warner/Viva 7-29875)	52 9
76	THE JIM REEVES MEDLEY JIM REEVES (RCA PB-13410)	— 1
77	NEVER ENDING SONG OF LOVE THE OSMOND BROTHERS (Elektra 7-69883)	88 2
78	YOUR EYES DON'T LIE TO ME O'ROARK BROTHERS (Comstock COM 1699)	— 1
79	YOU COULD'VE HEARD A HEART BREAK RODNEY LAY (Churchill CR 94012)	— 1
80	WHEN IT COMES TO LOVE THOM BRESH & LANE BRODY (Liberty P-B-1487)	84 3
81	HAVE YOU HEARD RICK AND JANIS CARNES (Elektra 7-69928)	— 1
82	DALLAS BAMA BAND (Oasis BB-1)	90 3
83	WILD WESTERN WINDBLOWN BAND THE KIP ATTAWAY BAND (CIS-1051-AS)	85 2
84	THE LIGHT OF MY LIFE TOMMY ST. HOHN (RCA PB-13405)	— 1
85	ONLY WITH OUR EYES JERRY ALLISON & SWEET DESIRE (Stergem SG 2157)	— 1
86	ONE FINE MORNING THE CORBIN/HANNER BAND (Lifesong LS-45120)	94 2
87	ANOTHER PLACE, ANOTHER TIME NORMA WADE (LS 193)	91 3
88	HOMEMADE LOVE RONNIE RENO (EMH-1110)	93 3
89	LET'S FALL IN LOVE UNTIL ELEVEN BARRY DALE (Stergem SG 2160)	89 3
90	LAI'D OFF BILL ANDERSON (Southern Tracks ST 1011)	96 2
91	I KNOW WHAT IT MEANS TO BE LONELY BOBBY BRIDGES (Roxy 3011)	— 1
92	LOVE LOCK DURHAM BROTHERS (King J KJ 1015)	92 2
93	SO EASY TO LOVE THE WRIGHT BROTHERS (Warner Bros. 7-29839)	— 1
94	LET IT DIE HERE IN MY ARMS DAVID HEAVENER (Brent DH 1004)	95 3
95	EASY FRED J. HORRELL (Capetown UR 3454)	— 1
96	LITTLE BOY IN DENVER RON BLAIR (Deep South A.G. 710)	— 1
97	I REMEMBER NEW YEAR'S EVE CHUCK REDDEN (Deep South A.G. 716)	97 2
98	MAKE A MOTION MIKE ESTES (SIRIUS 8210)	98 2
99	IF HEAVEN AIN'T A LOT LIKE DIXIE HANK WILLIAMS, JR. (Elektra 7-69960)	55 9
100	BLUE & BROKEN HEARTED ME BURRITO BROTHERS (Curb Z34-03314)	56 8

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Child Of (American Cowboy — BMI)	22	Marchetti/Little Chickadee — BMI)	28	Make A Motion (Don Wayne — BMI/Broken Lence — ASCAP)	98	Talk To Me (Jay & Cee — BMI)	12
A Good Night's Love (House of Gold — BMI)	49	Homemade Love (Shady Dell — BMI)	88	ASKA (ASCAP)	98	Thank God For Kids (Milene — ASCAP)	17
A Love Song (Music Corp. of America/Sycamore Valley — BMI)	1	Honkeytonk Man (Peso/Wallet — BMI)	59	Making A Living's (Cedarwood/JenSing — BMI)	52	The American Dream (Bocephus — BMI)	51
Ain't No Trick (House of Gold — BMI)	47	I Can't Get (New Albany — BMI/Hooster — ASCAP)	60	Marina del rey (Hall-Clement c/o Welk/Golden Opportunity — BMI/SESAC)	2	The Bird (Pullman/House of Gold/Willie Nelson — BMI)	19
Another Place, Another Time (Tree — BMI)	87	I Don't Remember (Tree — BMI)	4	My Fingers Do The Talkin' (First Lady Songs — BMI)	73	The Elvis Medley (Various Publishers — ASCAP/BMI)	29
Baby I'm Gone (Chamblin — ASCAP)	45	I Know What (Dream City — BMI)	91	Never Ending Song (Unart — BMI)	77	The Fool (Leeds-MCA/Patchwork/Cheppell/Sailmaker — ASCAP)	67
Backslidin' (Jensing/Black Sheep/Old Friends — BMI)	27	I Remember (Tearflake/Allen Cash/Abby-Amy — BMI)	97	Old Home Town (WB/Upward Spiral — ASCAP)	66	The Jim Reeves (Various — ASCAP/BMI)	76
Blue And Broken (Sabal — ASCAP)	97	I Wish I Was (Vogue c/o Welk — BMI)	33	One Fine Morning (Sabal — ASCAP)	86	The Light Of (Bill Hayes — ASCAP)	84
Born To Love Me (Music City — ASCAP)	69	I Wonder (Bug/Asleep At The Wheel — BMI/Adm. Worldwide by Bug)	8	Only If There (Baray — BMI)	20	The Rose (Warner-Tamerlane — BMI)	53
C.C. Waterback (Shade Tree — BMI)	3	I Wouldn't Change (Peer Int'l — BMI)	56	Only With Our (Newwriters — BMI)	85	There's No Substitute (Collins Court/Famous — ASCAP)	61
Can't Even Get (Coal Miners/Elektra/Asylum — BMI)	6	I'd Rather Be (BIL-KAR — SESAC)	70	Please Surrender (Peso/Wallet — BMI)	54	'Til I Gain Control (Jolly Cheeks — BMI)	23
Cherokee Fiddle (Mystery — BMI)	13	If Heaven Ain't (Bocephus/Bud McGuire — BMI)	99	Poor Boy (Irving/Down 'N Dixie/Simonton/Fifty Grand — BMI)	50	Today My World (Vogue c/o Welk/Gary S. Paxton — BMI)	21
Christmas In Dixie (Maypop A Div. of Wildcountry — BMI)	40	If Hollywood Don't (Hall-Clement c/o Welk — BMI)	39	Redneck Girl (Famous/Bellamy Brothers — ASCAP)	38	Turn The Pencil Over (Peso/Wallet — BMI)	75
Dallas (Unart/Mighty Mississippi/Spoonfed — BMI)	82	If It Takes All Night (Arista/Dann Rogers — ASCAP/BMI)	68	Romance (Meadowgreen — ASCAP/Tree — BMI)	25	Velvet Chains (Cross Keys — ASCAP)	32
Don't Plan On (Arista/Gloria's Songs — ASCAP)	37	Inside (Lodge Hall — ASCAP)	14	Sittin' On (East/Memphis/Irving — BMI)	10	What She Don't (Booth & Watson/CrossTimbers/Blue Creek — BMI)	18
Easier (Sawgrass/Duck Songs — BMI)	72	It Ain't Easy (Warner-Tamerlane — BMI/Da-Tic-A-Bo/Bobby Goldsboro — ASCAP)	74	16th Avenue (DebDave/Briarpatch — BMI)	46	When It Comes To Love (DebDave/Briarpatch — BMI)	80
Easy (Narvel the Marvel — BMI)	95	Laid Off (Atallion/Lowery — BMI)	90	Shadows of My Mind (Hermitage — BMI)	36	When You're Not (Colgems — EMI/Tiny Tiger — ASCAP)	43
Everything's Beautiful (Combine — BMI)	48	Last Thing I Needed (Nunn — BMI)	42	So Easy To Love (Warner-Tamerlane — BMI/Diamond Mine/Colgems EMI — ASCAP)	93	Wild And Blue (Sweet Baby — BMI)	5
Faking Love (Tree — BMI)	26	Let It Die Here In My Arms (I.s.P.D. — ASCAP)	94	Somebody's Always Saying (Hall-Clement c/o Welk — BMI)	31	Wild Western Windblown (Up The Creek — ASCAP)	83
Feels Right (DebDave/Briar Patch — BMI)	55	Let's Fall In Love Until Eleven (Tree — BMI)	89	Somewhere Between (Blue Moon/April — ASCAP)	30	With You (Onhison — BMI/Arian/Ron Mulr — ASCAP)	15
Going Where (Shade Tree — BMI)	3	Like Nothing Ever (Tome Collins — BMI)	7	Somewhere In Texas (Almarle — BMI)	58	Why Baby Why (Fort Knox — BMI)	35
Green Eyes (Opa-Locka — ASCAP)	63	Little Boy In (Sirdele/Foxtal — ASCAP)	96	Still Taking Chances (Timberwolf — BMI)	24	You And I (Four Way — ASCAP)	41
Hangin' Around (Refuge — ASCAP/Elektra/Asylum — BMI)	62	Lost His Love (Acuff-Rose — BMI)	11	Sunnyside Of The Mountain (Streets of Gold — ASCAP)	71	You Could've Heard (Songmaker — ASCAP)	79
Hard Candy Christmas (Daniel/Shukel/MCA — ASCAP)	16	Lost My Baby Blues (Ben Peters — BMI)	9	Sure Feels Like (Larry Gatlin — BMI)	64	Your Eyes Don't (Rocky Bell — BMI)	78
Have You Heard (Elektra/Asylum — BMI/Refuge/CrossKeys/Tree Group — ASCAP)	81	Love Lock (Shady Dell — BMI)	92				
Heart Of The Night (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI/ASCAP)	57	Lying Here Lying (Rick Hall — ASCAP/Feme — BMI)	65				
Hold On (Rick Clark/Tricia — ASCAP/Merk							

= Exceptionally heavy radio activity this week

= Exceptionally heavy sales activity this week

TOP 75 ALBUMS

	Weeks On Chart	12/25		Weeks On Chart	12/25
1 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	43	1	39 COME BACK TO ME MARTY ROBBINS (Columbia FC 37995)	23	52
2 WW II WAYLON AND WILLIE (RCA AHL1-4455)	11	3	40 GET CLOSER LINDA RONSTADT (Asylum 9 60185)	7	31
3 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	42	7	41 THE BEST LITTLE WHOREHOUSE IN TEXAS ORIGINAL SOUNDTRACK (MCA 6112)	19	37
4 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996)	14	2	42 GOING HOME FOR CHRISTMAS MERLE HAGGARD (Epic FE 38307)	3	50
5 JUST SYLVIA SYLVIA (RCA AHL 1-4312)	39	4	43 BIGGEST HITS MARTY ROBBINS (Columbia FC 38309)	2	44
6 GREATEST HITS DOLLY PARTON (RCA AHL 1-4422)	13	5	44 A GATLIN FAMILY CHRISTMAS LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38183)	2	47
7 CHRISTMAS THE OAK RIDGE BOYS (MCA-5365)	7	14	45 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb E1 60019)	69	45
8 HANK WILLIAMS, JR.'S GREATEST HITS (Elektra/Curb 60193-1)	13	8	46 MICHAEL MARTIN MURPHEY (Liberty LT-51120)	17	33
9 SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA AHL1-4348)	16	9	47 SOUNDS LIKE LOVE JOHNNY LEE (Full Moon/Asylum 60147-1)	11	41
10 THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23697-1)	19	10	48 BIGGEST HITS MICKEY GILLEY (Epic FE 38320)	2	58
11 GOING WHERE THE LONELY GO MERLE HAGGARD (Epic FE 38092)	7	11	49 A LITTLE MORE RAZZ RAZZY BAILEY (RCA AHL 1-4423)	3	49
12 RADIO ROMANCE EDDIE RABBITT (Elektra 60160-1)	11	12	50 STRONG WEAKNESS THE BELLAMY BROTHERS (Elektra 60210)	2	59
13 A TASTE OF YESTERDAY'S WINE MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	18	6	51 HIGH NOTES HANK WILLIAMS, JR. (Elektra/Curb E1 60100)	37	51
14 ANNIVERSARY — TEN YEARS OF HITS GEORGE JONES (Epic KE2 36328)	8	20	52 CHRISTMAS KENNY ROGERS (Liberty LOO-5115)	2	55
15 THE BIRD JERRY REED (RCA AHL 1-4529)	6	17	53 STRAIT FROM THE HEART GEORGE STRAIT (MCA 5320)	27	53
16 IT AIN'T EASY JANIE FRICKE (Columbia FC 38214)	12	15	54 JUST HOOKED ON COUNTRY ATLANTA POPS ORCHESTRA — ALBERT COLEMAN, conducting (Epic FE 38154)	20	54
17 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	55	16	55 BUSTED JOHN CONLEE (MCA 5310)	38	60
18 THE WINNING HAND KRIS KRISTOFFERSON, WILLIE NELSON, DOLLY PARTON AND BRENDA LEE (Monument JWG38389)	6	19	56 THE ELVIS MEDLEY ELVIS PRESLEY (RCA AHL1-4530)	2	57
19 SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135)	11	22	57 UNLIMITED REBA McENTIRE (Mercury/PolyGram SRM1-4047)	25	42
20 TRUE LOVE CRYSTAL GAYLE (Elektra 60200-1)	5	21	58 THE LEGEND GOES ON THE STATLER BROTHERS (Mercury/PolyGram SRM-1-4048)	57	46
21 SOMEWHERE IN THE STARS ROSANNE CASH (Columbia TC37570)	28	30	59 CONWAY'S #1 CLASSICS CONWAY TWITTY (Elektra ET-60115)	16	48
22 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	93	24	60 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	94	69
23 PUT YOUR DREAMS AWAY MICKEY GILLEY (Epic FE 38082)	20	18	61 LISTEN TO THE RADIO DON WILLIAMS (MCA-5306)	38	56
24 THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE! DAVID FRIZZELL (Warner/Viva 23688-1)	26	23	62 TOO GOOD TO HURRY CHARLY McCLAIN (Epic FE 38064)	11	61
25 DREAM MAKER CONWAY TWITTY (Elektra 60182-1)	13	13	63 INSIDE RONNIE MILSAP (RCA AHL 1-4311)	28	62
26 QUIET LIES JUICE NEWTON (Capitol ST-12210)	32	26	64 TOM JONES COUNTRY (Mercury/PolyGram ARM-1-4062)	11	64
27 INSIDE AND OUT LEE GREENWOOD (MCA-5305)	36	27	65 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA-5330)	11	65
28 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	57	28	66 THIS DREAM'S ON ME GENE WATSON (MCA-5302)	21	63
29 LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1)	8	36	67 THE MAN WITH THE GOLDEN THUMB JERRY REED (RCA AHL1 4215)	31	66
30 BIG CITY MERLE HAGGARD (Epic FE 37593)	61	29	68 BOBBIE SUE OAK RIDGE BOYS (MCA 5294)	46	68
31 WILD & BLUE JOHN ANDERSON (Warner Bros. 23721-1)	11	40	69 THE HOTTEST NIGHT OF THE YEAR ANNE MURRAY (Capitol ST-1225)	18	67
32 STEVE WARINER RCA (AHL 1-4154)	7	32	70 BEST OF BOXCAR, VOL. ONE BOXCAR WILLIE (Main Street ST 73002)	7	70
33 A COUNTRY CHRISTMAS VARIOUS ARTISTS (RCA CPL1-4396)	2	43	71 THE BEST OF JERRY LEE LEWIS (Elektra 60191-1)	7	71
34 MY HOME'S IN ALABAMA ALABAMA (RCA AHL1-3644)	130	39	72 I WRITE IT DOWN ED BRUCE (MCA-5323)	9	72
35 GREATEST HITS JANIE FRICKE (Columbia FC 38310)	7	35	73 SHE'S NOT REALLY CHEATIN' MOE BANDY (Columbia FC 38009)	29	73
36 PERFECT STRANGER T.G. SHEPPARD (Warner/Curb 23726-1)	11	25	74 YOU'RE MY SUPER WOMAN, YOU'RE MY IN- CREDIBLE MAN LOUIS MANDRELL and R.C. BANNON (RCA AHL1-4377)	12	74
37 16TH AVENUE LACY J. DALTON (Columbia FC37975)	23	34	75 THE DAVID FRIZZELL AND SHELLY WEST ALBUM (Warner Bros/Viva BSK 3643)	48	75
38 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO 51124)	25	38			

TV TIME IN THE COUNTRY — Expect to see a number of country artists on the tube during the first quarter of 1983, including Mac Davis, Anne Murray and Eddie Rabbitt. Murray's second network special for CBS, *Anne Murray's Caribbean Cruise*, is set to air Jan. 19, featuring Rabbitt and exercise fanatic Richard Simmons. Murray and friends to sailing on a trip aboard the SS Norway, the largest passenger ship in existence. She also returns the favor to Rabbitt, appearing as a guest on his first special for the network, *Eddie Rabbitt's Country*, a one-hour segment shot at the Ft. Worth Coliseum and Billy Bob's Texas. Also guesting on his show will be actress Lesley Ann Warren, who appeared recently in the film *Victor, Victoria*. . . After receiving erroneous information, we earlier reported that Mac Davis will host the American Music Awards on Jan. 7. The awards ceremony actually takes place Jan. 17 and will be carried live on ABC-TV from the Shrine Auditorium in Los Angeles. Davis will be joined by co-hosts Aretha Franklin and Melissa Manchester. . . Elsewhere on the screen, the Nashville Network, set to debut with six million cable subscribers later in the quarter, is currently rounding out its programming. Grand Ole Opry members *Riders in the Sky* have produced a pilot for a weekend series, *Tumbleweed Theater*, which focuses on classic western movies. The pilot surrounds *Tex Ritter's* first movie, *The Song Of The Gringo*, made in 1936. . . Thirteen segments have also been taped for *Fire On The Mountain*, a half-hour focus on bluegrass and mountain music with host David Holt, a bluegrass performer in his own right, from Maggie Valley, North Carolina, the "clogging capital of the world." Guests on the show will include John Hartford, Mac Wiseman, the Seldom Scene, the Country Gentlemen, Raymond Fairchild and the Crow Brothers, the New Coon Creek Girls and the Bluegrass Cardinals. The network will broadcast 18 hours of programming daily utilizing the Wegener 1600 subcarrier transmission system, enabling cable subscribers to pick up the broadcast in stereo. If he so decides, a subscriber may obtain a stereo



BUTLER GETS GRIP ON CASSIDY — Larry Butler (l) was recently in recording at Sound Emporium Studios in Nashville, where he produced former teen heartthrob David Cassidy in his first recording session in some six years. It was Cassidy's first venture ever into a Nashville recording studio.

adapter which pipes the network's signal through his home stereo unit, a process similar to that used by MTV. Group W Satellite Communications, the firm handling the network's sales, marketing and distribution, expects to close 1983 with more than 10 million subscribers.

LOOKS LIKE A BIGGY — The Gator Bowl will host the River City Country Music Festival '83, a two-day outdoor concert event which is being billed as the "largest country music show ever assembled in Jacksonville," Jan. 15-16. Sponsored by J-Mac Prods., the festival will present 20 name acts and 14 hours of music at a total cost per ticket of \$35, with one-day passes selling at \$20. The concert is expected to draw ticket buyers from various points across northern Florida and southern Georgia, including Tampa-St. Petersburg, Daytona, Tallahassee, Macon, Savannah and Vero Beach. The first day will include sets by the

(continued on page 26)

JIM GLASER

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THE COUNTRY MIKE

OCRB REQUESTS STATION MATERIALS — As the Organization of Country Radio Broadcasters (OCRB) prepares for another Country Radio Seminar slated for Feb. 17-19, 1983, the organization is asking each country station attending the seminar to send its best air check on a cassette tape to the OCRB so that the organization can compile a tape of the best air checks of the nation, which will be included in the registration packet distributed at the seminar. Each air check cassette should be sent to **Joel Raab**, WHK Radio, Euclid Ave. at East 12th, Cleveland, Ohio 44115 no later than Jan. 7, 1983. The OCRB would also like to remind country stations to submit any station's TV commercial campaigns on 3/4 inch video cassette along with the station's name and call letters, city, state and name of the video campaign. A collage of the best TV ad campaigns will be



CASH SOMEWHERE IN OHIO — Prior to her recent performance at Bogart's in Cincinnati, Rosanne Cash was greeted backstage by Butch Brown of WONE/Dayton. Cash has undertaken a four-month cross-country tour behind her "Somewhere In The Stars" album. Pictured backstage are (l-r): Jack Lameier, director, national country promotion, Columbia; Cash; and Brown.

shown at the seminar. Stations wishing to enter should send a video cassette to **David Gerard**, WKSW-FM Radio, One Playhouse Square, Cleveland, Ohio 44115 by Jan. 7, 1983. Along the same lines, any station wishing to display its promotional materials (i.e. T-shirts, caps, belt buckles, bumper stickers . . .) is requested to send these items to **Frank Mull**, Mull-ti-hit Promotions, 50 Music Square West, Suite #604, Nashville, Tenn. 37203. All entries will be displayed at the OCRB seminar in February.

ATKINS TO HOST UNITED COUNTDOWN — Country music legend **Chet Atkins** will host the year-end countdown for the United Stations network show, *The Weekly Country Music Countdown*, set to air New Year's

Eve. Atkins worked alongside **Ed Salamon**, vice president for programming at United, to present this retrospective on 1982. Along with all the big hits of the year, Atkins will add special personal accounts of the year gone by. Special interviews with country performers will also be featured in the show.

PENNIES BRING SMILES — Through the combined efforts of **WSIX AM/FM**/Nashville and American Legion Post #5, the 21st annual Parade of Pennies brought smiles to more than 3,000 area kids at the annual Christmas party held Dec. 18. To help raise funds to pay for the gifts, the country radio station and the American Legion sponsored a benefit concert at the Cannery night club last month. Along with auctioning several celebrity's personal donations, such as **Conway Twitty's** jacket and **Tammy Wynette's** baseball cap, several performers donated performing time to the cause. Among the artists performing at the benefit show were **Eddy Raven**, **Margo Smith**, **Katy Moffat**, **Skip and Linda**, **Russel Smith**, **Jim Glaser**, **Dave Rowland** and **Sugar**, **Don King**, **Lori Morgan**, **Mike Campbell**, **Ronnie Rogers**, **Randy Wright** and **Tom Grant**.

FLORIDA STATION ELEVATES TWO — Country music station **WQYK**/St. Petersburg has named **Dave Hutchinson** to become the station's new general sales manager, after serving as sales manager at the station since 1977. At the same time, the station has named **Ric Libby** to be local sales manager at the Florida gulf coast station. Previously with sister station **KRBE**/Houston as its local sales manager since 1981, Libby also worked at **KENR**/Houston as account executive from 1978 to 1981 and as program director for **KENR** before 1978.

VACATION SPOT PICKS COUNTRY MUSIC FIRST — Popular vacation center Gatlinburg, Tenn., will soon get its first radio station to be located in the town set near the Smokey Mountains National Park. Transmitting at 105.5 on the FM dial, Gatlinburg's first radio station plans to format country music 24 hours a day beginning in early January and will also air **WSM**/Nashville's Music Country Network from 11 p.m. to 6 a.m. Along with regular daily features, the "Vacation Tennessee" station will feature AP news segments and ski reports along with playing mountain and bluegrass music. Although the station was first scheduled to transmit 3,000 watts of power, the FCC required that power wattage be cut to 225 watts because of the height of the tower, set in the mountains just outside Smokey Mtns. National Park. **Roy Maples** will serve as president and **Leo Ely** will be general manager of the station, which is owned by Vacation Media, Inc.

country mike

PROGRAMMERS PICKS

David Haley	WJQS/Jackson	Those Were The Days — Gary Stewart & Dean Dillon — RCA
Duke Hamilton	WUBE/Cincinnati	I Wouldn't Change You If I Could — Ricky Skaggs — Epic
Stan Davls	WVAM/Altoona	San Antonio Rose — Ray Price — Warner/Viva
Mike Buechler	KBMY/Billings	Wherever You Are — Thrasher Bros. — MCA
Bill Jones	WKSJ/Mobile	We Can Only Say Goodbye — Big Al Downing — Team
Paul Thorne	KUGN/Eugene	The Fool In Me — Sonny James and Silver — Dimension
John Marks	WSAI/Cincinnati	Hangin' Around — The Whites — Elektra
Marc Hahn	KTOM/Salinas	Honkytonk Man — Marty Robbins — Warner/Viva
Rhubarb Jones	WLWI/Montgomery	The Jim Reeves Medley — Jim Reeves — RCA
Debble Fradln	WMZQ/Washington	Feels Right — Tanya Tucker — Arista

MOST ADDED COUNTRY SINGLES

1. I WOULDN'T CHANGE YOU IF I COULD — RICKY SKAGGS — EPIC — 32 ADDS
2. THE ROSE — CONWAY TWITTY — ELEKTRA — 22 ADDS
3. HONKY TONK MAN — MARTY ROBBINS — WARNER/VIVA — 21 ADDS
4. THE JIM REEVES MEDLEY — JIM REEVES — RCA — 21 ADDS
5. YOUR EYES DON'T LIE TO ME — O'ROARK BROTHERS — COMSTOCK — 21 ADDS

MOST ACTIVE COUNTRY SINGLES

1. IF HOLLYWOOD DON'T NEED YOU — DON WILLIAMS — MCA — 48 REPORTS
2. WHY BABY WHY — CHARLEY PRIDE — RCA — 47 REPORTS
3. 'TIL I GAIN CONTROL — CRYSTAL GAYLE — ELEKTRA — 46 REPORTS
4. FAKING LOVE — T.G. SHEPPARD & KAREN BROOKS — WARNER/CURB — 44 REPORTS
5. LAST THING I NEEDED FIRST THING THIS MORNING — WILLIE NELSON — COLUMBIA — 43 REPORTS

SINGLES REVIEWS

OUT OF THE BOX

GEORGE JONES (Epic 34-03489)

Shine On (Shine All Your Sweet Love On Me) — (Southern Nights Music — ASCAP) (J. MacRae, B. Morrison) (Producer: B. Sherrill)

The Possum turns in a very positive tune about the solid relationship of two people in love as only he can. Jones' vocal technique is akin to a ballerina in love as he prances and slides around the melody, adding his distinctive stamp to an already appealing song. Jones is a living legend and this release will no doubt lead off the year with a bang.



EARL THOMAS CONLEY (RCA PB-13414-A)

I Have Loved You, Girl (But Not Like This Before) — Blue Moon Music — ASCAP) (E.T. Conley) (Producers: N. Larken, E.T. Conley)

The third release from his "Somewhere Between Right And Wrong" LP, this single finds RCA's Blue Pearl riding atop a straight country rhythm section with a rollercoaster melody. Conley just had his first #1 single in **Cash Box** and this release takes him from a rock-tinged romp to a more reserved ballad replete with acoustic piano fills and steel guitar.

FEATURE PICKS

MERLE HAGGARD AND WILLIE NELSON (Epic 34-03494)

Reasons To Quit (3:29) (Shade Tree Music — BMI) (M. Haggard) (Producers: C. Moman/W. Nelson/M. Haggard)

BELLAMY BROTHERS (Elektra 7-69850)

When I'm Away From You (3:29) (Rare Blue Music — ASCAP) (F. Miller) (Producer: J. Bowen)

BOXCAR WILLIE (Main Street B945)

Country Music Nightmare (2:55) (Column II Music — BMI) (B. Willie) (Producer: J. Martin)

RAMSEY KEARNEY (Safari SR 105)

Gone With The Wind (2:17) (Japonica Music — ASCAP/Don's Big Vee — BMI) (D. Vinson/R. Kearney) (Producers: Jenson/Kearney)

PEGGY SUE & SONNY WRIGHT (Country International 189)

Two Ring Circus (2:07) (Taylor and Watts Music, Inc. — BMI) (R. Allison/D. Miller/R. Birman) (Producer: C. Taylor)

STREETFEET (Triple T TT2001)

Where Do You Go (2:28) (Andgram Music — ASCAP) (R. Anderson) (Producer: K. Laxton)

ALBUM REVIEWS

MY FINGERS DO THE TALKIN' — Jerry Lee Lewis — MCA MCA-5387 — Producer: Ron Chancey — List: 8.98 — Bar Coded

In his first effort since signing with MCA, Jerry Lee turns in another "killer," ripe with exaggerated, boogie woogie piano acrobatics and well-placed accents from the Muscle Shoals Horns. Lewis' rambling vocal style is in top form, delivering on a number of out-and-out rockers, as well as a handful of ballads reminiscent of "Middle Age Crazy." The undisputed master of the rock 'n' roll piano, the Killer is every bit as intoxicating today as ever.

MERLE HAGGARD'S GREATEST HITS — MCA MCA-5386 — Producers: various — List: 8.98 — Bar Coded

A compilation of some of his best work with MCA, this LP adds to a growing number of Haggard solo and duet efforts already in the marketplace. The Stranger has a knack for making great philosophical statements with simply-written pieces, and that ability is strongly in evidence here, from the opening "I Think I'll Just Stay Here And Drink" to the closing strains of "Rainbow Stew." Just about anyone with even a minute interest in hardcore country should be drawn to this collection.

AIRPLAY

NETWORK NEWS — The Mutual Broadcasting System, one of the first webs to broadcast via satellite, plans further expansion into the field as the new year begins. On Jan. 7, the 600 odd stations that carry the **Dick Clark** National Music Survey will begin to receive the three-hour music and interview feature off the Westar IV satellite. The web plans to phase the program in over the next six months and intends to eliminate disc distribution by June. The two-year old show is a national music countdown based on the **Cash Box** charts . . . At the same time, Associated Press Radio has pacted with Mutual to share its existing satellite uplink facility in Virginia, and to begin constructing new antennae this month. The only loser in this deal appears to be AT&T, because the all-news network will now transmit its signal to the uplinker from its Washington studios. Previously, it had been sending them through telephone lines to an uplink facility in New Jersey . . . In an unusual move, AP Radio has also started to run **Rock Notes**, a series of one minute features on artists and the music industry for AP affils. Unlike a similarly-named feature on the ABC Rock Radio web, this spot is aimed at a wider audience. "If we service a few AORs, fine, but we don't slant them for any format," **Mark Huffam**, AP Radio assistant managing editor and **Rock Notes** creator told *Airplay*. "We try to make it mass-appeal and we even have some all-news stations." Perhaps the feature never would have gotten off the ground if not for the presence of **Don Kreis**, AP Radio news writer, who also does a weekly music column for the wire service . . . Speaking of the ABC webs, Columbia recording group **Men At Work**'s shows taped last fall at New York's Peppermint Lounge and Boston's Metro, will air Jan. 2 over the ABC Rock web. The following week, Mercury recording group **Rainbow** will be featured, followed by Elektra recording artist **Warren Zevon** and Polydor group **Novo Combo** Jan. 16. The following week, EMI artists the **Stray Cats** are featured. The month closes out with a show by MCA recording group the **Fixx** and Columbia Act the **Psychedelic Furs**. All shows are being produced by DIR Broadcasting as part of the King Biscuit Flower Hour series.



NIGHTFLY PERCHES AT THE SOURCE

— Warner Bros. recording artist **Donald Fagen** (l) recently dropped in to the studios of NBC's *Source* for an interview with news director **Rona Elliot**.

has profiled such groups as **Wall Of Voodoo**, **Fear** and **XTC** . . . The Music Director Programming Service, which has been syndicating canned A/C formats for the past 15 years, has expanded into country. Currently, 725 cuts are available and updates are expected soon.

STATION TO STATION — Country station **WEPP**/Pittsburgh has named **Dennis Reed** as program director. Reed, a native Pittsburgher, brings radio experience garnered from several local small-market stations before joining the 50,000-watter. Simultaneously, **WDSY**, its FM sister has named **Mary Jo Kacsan** as music director. Joining the station last February, she came from **WELA/E**. Liverpool, Ohio, where she was an air personality and reportedly developed a strong liking for the Nashville sound. She's also a graduate of the Columbia School of Broadcasting . . . In Chicago, **Tomm Rivers** has been named AM drive personality at CHR-formatted **WBBM-FM**/Chicago. He comes directly from country outlet **WUSN**/Chicago, where as PD **Buddy Scott** relates, his personality was forcibly repressed by station policy. "He came from a station that did not have that much on personality, so he played us tapes from his previous jobs," Scott told *Airplay*. "When we heard them, we realized that he had been sitting under our noses in Chicago all the time." He has worked at such stations as **WOKY**/Milwaukee, **WQXI**/Atlanta and **KSTP**/Minneapolis . . . Across town, fellow Top 40 station **WLS** has debuted a little piece of plastic designed to fit onto pushbutton radios. Dubbed "Cappys," the station plans to distribute the inch-long novelties throughout Chicago in the coming weeks . . . In Houston, **KNUZ-AM**, which had programmed rock 'n' roll until it changed over to country in 1973, recently switched back to rock — but an oldies variety. The proverbial demographic research about filling the needs of older listeners reportedly prompted the station to make the move (although the station would not mind having a few younger listeners, too) . . . A/C-formatted **WZVN**/Lowell, Ind., a stone's throw away from Chicago, recently decided to move its broadcast tower and raise it another 200 feet to better position itself against such Windy City stations as **WFYR**, **WCLR** and **WCFL**. A specially commissioned Birch report suggested it could be done profitably.

THE NUMBERS GAME — The Birch Report recently bowed a new service for small-market radio stations. Dubbed Standard Market Report (SMR), the format uses an 800-person minimum sample size and several reports detailing average quarter hour persons, shares, ratings and comes in popular day-parts and other relevant information. No other rating service reportedly provides such detailed information for small markets. Replacing Birch's current 48-page report, this new 150-pager costs no more than its predecessor.

PROGNOSTICATIONS — On Jan. 12, the International Radio and Television Society (IRTS) is sponsoring a panel discussion with the heads of the major radio networks as part of its weekly luncheon series. Featured will be **Elynn Ambrose** of NBC's *Source*, **Richard Penn** of the NBC network, ABC's **Edward McLaughlin**, Mutual's **Jack Clements**, United Stations' **Nick Verblitsky**, CBS's **Dick Brescia**, RKO's **Thomas Burchill** and **Dwight Case** of Transtar. They will answer questions about the future of network radio and the viability of satellite-fed networks in face of a rough 1982.

THE IMMEDIACY OF RADIO COVERAGE — If you have news of format or personnel changes, innovative promotions, company formations or just plain good stories, pass them on the *Airplay*, **Cash Box**, 1775 Broadway, New York, N.Y. 10019. **larry riggs**

Webs Expect Better Economy, More Satellite Expansion

by Larry Riggs

NEW YORK — Industry stabilization, further expansion into satellite delivery systems and a favorable advertising climate spurred by expected economic recovery portend a good year for radio broadcasters in 1983, according to a **Cash Box** survey of major radio network executives. The executives also voiced mixed opinions about the viability of short and longform features.

In contrast, radio syndicators expect further absorption of small program suppliers into large syndication outfits, with only a few remaining independent.

Both groups foresee continued growth of adult contemporary and urban contemporary programming.

One network that is going into satellite delivery systems with a vengeance is NBC — the Source. "In 1983, we'll be all-satellite in reality and by '84, all the networks will probably be satellite," said Elynn Ambrose, vice president and general manager, NBC — the Source. "When that happens, we'll be able to provide everything in stereo and do more live programs."

On the programming front, the Source plans to cut back its 90-second spot features to 60 seconds. "We're doing that because it fits into AOR stop sets better," she said. In conjunction, the youth-oriented network is also debuting "Tech," a spot feature on home computers, and "Screen Scenes," a series of capsulized movie reviews.

At CBS, the A/C and CHR-oriented Radioradio network also looks forward to a year of further growth. "Radioradio had an extremely good year for a start-up operation as we closed out with 115 stations and close to 40 advertisers," said Bob Kipperman, Radioradio vice president and general manager. "With the anticipated improved economy, we see a better year for Radioradio and we expect to have between 140 and 150 affiliates by the end of 1983." Despite such a rosy forecast for his own operation, Kipperman does not believe that hard times are entirely over for the network industry. "'83 will show some more shake-outs in the medium but the three major networks will survive and Mutual will hold its own," he said.

Tested Programming

Although it debuted with a promise to provide different programming from the other networks, Radioradio plans to supply more tested forms of programming. "We're changing our programming," continued Kipperman. "We're increasing our music and interview shows by 400% and our longform specials will have a little more music in addition to talk."

By mid-year, the network expects to be distributing its programming via satellite. As with NBC and ABC, each station will own its own satellite receiver dishes. "We're putting our efforts into programming instead of buying dishes," said Kipperman.

In contrast, the RKO Radio Networks have taken a gamble on buying digital satellite receiver dishes for their affiliates. "We're buying the dishes with the Audio Digital Distribution Service, or ADDS, because we want to be the first out there with the dishes," said Tom Burchill, president, RKO Radio Networks. "The dishes will give them access to the other networks since ABC, NBC and CBS and us are all on the same bird."

Although RKO's networks cancelled a few shows last year, they look forward to a bullish advertising climate and increased emphasis on long form features. "Advertisers are interested in putting their commercials in a programming environment," said Burchill. "Specials usually deliver a

larger audience than normal time-period audiences."

Unlike NBC and CBS, Burchill does not see massive expansion of the network radio medium. "'81 was the year of expansion, '82 was the year of the shake-out and '83 will be the year of the stabilization," he said. "It's going to be a good stable year with more long form programming for us but less with the others. This year, it's cable that will be in the hot seat. I predict they'll have a tough year, but for networks, the shakeout period is over."

Although RKO plans to bounce back from a shaky 1982, Mutual plans to expand its programming and satellite capabilities in 1983. On the programming front, Mutual is debuting a country concert show live from Billy Bob's in February, and an AOR countdown show in March, in conjunction with Doubleday Broadcasting. "We're also looking into the possibility of an urban contemporary weekly countdown, but we're not sure if the market is ready yet," said Jack Clements, senior vice president, Mutual Radio Network. "It could only work in a limited number of markets, so it may or may not be viable."

Multicasting

Approximately three months ago, Mutual debuted multicasting, the practice of simultaneously feeding two or more broadcasts to affiliates, which could select either, much the same way one changes channels on a television set. While Mutual plans to continue multicasting, it also has been studying the issue of distributing syndicated programming on its spare channels. "We are considering moving syndicated programs but not the other networks product," said Clements. "We have been talking with several people about doing that and something could possibly happen in calendar '83."

While the conventional networks all seem to be planning for expansion, United Stations is not planning to revive the idea of its 24-hour a day satellite-fed country music network in 1983. "Eventually, radio will be delivered by satellite, but not right now," said Ed Salamon, vice president — programming at United Stations. "1982 was probably the worst year to start a new satellite network. So, we're going to continue to supply programs on disc."

ABC Radio Enterprises, the entity that had attempted unsuccessfully to launch Superadio, a 24-hour a day national A/C network, also plans to produce satellite-fed programming, but Rick Sklar, vice president of programming said "'83 is going to be a transitional kind of a year, but by 1984, the year of the Olympics, a good portion of the NBC, CBS, ABC, RKO and Mutual networks will all be on satellite."

Syndication Scene

In the syndication scene, major companies plan to debut more A/C and CHR-oriented shows. For example, DIR Broadcasting is planning to debut the television show *Solid Gold* on the radio beginning in February. "It goes on in mid-February and we're looking at CHR, A/C and Top 40 stations," said Bob Meyrowitz, DIR president. "Except for the sexy lady dancers which you can't see on the radio, it's virtually the same show." Also in the works at DIR is a national AOR call-in show, which will feature musical and comedy personalities.

At Westwood One, president Norm Pattiz is also planning to expand his stock of A/C and CHR-formatted programs. "We're going to be doing several new programs and moving heavily into an A/C and CHR series of concerts," he said. "We're also starting a new AOR show called *The Rock Chronicles* which will be a weekly theme special." This

(continued on page 34)

TOP 15 ALBUMS

Spiritual

	Weeks On Chart	12/25
1 BROTHER TO BROTHER WILLIAMS BROTHERS (Myrrh MSB 6717) "Call Him Up"	2	23
2 PRECIOUS LORD AL GREEN (HI/Myrrh MSB-6702) Title Cut	1	21
3 UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time	3	14
4 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	4	34
5 A TOUCH OF CLASS JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	5	35
6 YOU BROUGHT THE SUNSHINE CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	6	8
7 WHEN ALL GOD'S CHILDREN GET TOGETHER REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	7	55
8 IT'S GONNA RAIN MILTON BRUNSON (Myrrh MSB 6695) Title Cut	8	34
9 10TH ANNUAL PRAISE AND REDEDICATION CONCERT SOUTHEAST INSPIRATIONAL CHOIR (Jewel 0172) Unavailable At Press Time	9	5
10 EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA VOL. II (Myrrh MSB 6700) "I Know A Man"	10	14
11 THE RICHARD SMALLWOOD SINGERS (Onyx/Benson R3803) "I Love The Lord"	11	15
12 JAMES CLEVELAND AND THE CLEVELAND SINGERS (Savoy SGL-7080) Unavailable At Press Time	12	3
13 REQUEST LINE MIGHTY CLOUDS OF JOY (Myrrh MSB 6712) "Mighty Clouds Of Joy"	13	10
14 THE JOY OF THE LORD IS MY STRENGTH DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospeal Records PL-16008) Unavailable At Press Time	—	1
15 GLORY TO HIS NAME ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Title Cut	14	27

Inspirational

	Weeks On Chart	12/25
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	1	33
2 AMAZING GRACE B.J. THOMAS (Myrrh 6675) Title Cut	2	71
3 STAND BY THE POWER IMPERIALS (Dayspring DST-4100) Unavailable At Press Time	6	8
4 THE VERY BEST OF THE IMPERIALS (Dayspring SST 4025) "Same Old Fashioned Way"	4	51
5 I SAW THE LORD DALLAS HOLM (Greentree R3723) Title Cut	5	55
6 MIRACLE B.J. THOMAS (Myrrh 6705) Unavailable At Press Time	3	55
7 UNFAILING LOVE EVIE TORNUQUIST (Word WSB 8867) "How I Love You Lord"	7	55
8 LIFT UP THE LORD SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	8	18
9 AMY GRANT IN CONCERT VOL. II (Myrrh MSB 6677) "I'm Gonna Fly"	11	56
10 JONI'S SONG JONI EARECKSON (Word WSB 8856) Title Cut	9	55
11 PLAY THRU ME PHIL KEAGGY (Sparrow SPR 1062) "Morning Light"	10	11
12 PRIORITY IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	12	35
13 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA-5330) Unavailable At Press Time	13	6
14 EXALTATION RON HUFF VOCAL-INSTRUMENTAL CONGREGATION (Paragon/PR33101) Unavailable At Press Time	14	5
15 MAKE ME READY FARRELL & FARRELL (New Pax NP33104) Title Cut	15	28

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.



WORD MUSIC PACTS WITH IMPERIALS — Word Music Group recently signed an exclusive co-publishing and administration agreement with the Imperials Music Group, encompassing all titles in the Marquis III Music (ASCAP), Le Baron Music (BMI) and Baroness Music (SESAC) catalogs. Paul Smith, baritone singer for the Imperials, will continue to serve as the head of the operation, dealing mostly with the companies' creative functions. Pictured at the signing are (l-r): Bubba Smith and Dan Raines, Word Records; Armond Morales of the group; Randy Moore, Word Music Group; and Paul Smith.

Webs Expect Better Economy

(continued from page 25)

show is similar to Rolling Stone Prods.' *Continuous History of Rock 'n' Roll*. Early last fall, that company signed a distribution deal with the ABC Rock Radio network.

According to Pattiz, that is part of a trend that will continue into 1983. "I think this year, we'll see more small syndicators going out of business or being picked up by the major networks," said Pattiz. "It's getting more and more difficult for the small companies to compete, and the radio stations don't want to be dealing with half a dozen small suppliers."

While MJJ Broadcasting, a small supplier, has been making do with two versions of its *Rock Quiz* spot features, it too may jump on the bandwagon. "I can see some expansion into long form programming," said MJJ president Josh Feigenbaum.

At this point it is difficult to tell which way the program supply industry will go. As CBS' Kipperman said, a lot will depend on the overall economic picture and reduction

of interest rates. As Mutual's Clements pointed out, the network market only grew five or six percent in 1982 although six new networks were formed.

Steagall 45 Debut For U.S. Records Label

NASHVILLE — Following a national distribution pact with CBS Records, U.S. Records has released its first single, "You Can't Hold A Working Man Down" by Red Steagall.

Headed by president Jim Hammond, a Dallas oilman, and executive vice president Elliot Mazer, who has produced such acts as Neil Young, Linda Ronstadt and Gordon Lightfoot, the label is expected to release singles in the near future by Tammy Comstock and former Creedence Clearwater Revival drummer Doug Clifford. The firm maintains a Nashville office directed by Diana Haig.

COUNTRY COLUMN

(continued from page 23)

Oak Ridge Boys, T.G. Sheppard, George Jones, Tammy Wynette, Larry Gatlin & the Gatlin Bros. Band, Dottie West, John Anderson, Razy Bailey, Ernest Tubbs, Charlie McCoy and the Thrasher Bros. The show on Jan. 16 will feature **John Conlee, Lee Greenwood, Emmylou Harris, Jerry Reed, Jerry Lee Lewis, the Bellamy Brothers, the Osmond Bros. and Marie Osmond.** Jim Stafford will serve as emcee for the entire event.

CONGRATULATIONS — To David Allan Coe, who was married to Debbie Pardue of North Carolina Dec. 13 in Port Charlotte, Fla. The couple planned to spend their honeymoon in Florida prior to Coe's European tour. **Steve Young**, who wrote "Seven Bridges Road" for the **Eagles**, and English band **Free Spirit** will open for Coe on the tour.

THE CONCERT SCENE — Leon Everette will join **Hank Williams, Jr.** and his **Bama Band** on tour beginning Jan. 16 in Kansas City. Everette's third LP for RCA, a self-titled effort, is expected in January. Originally entitled "Maverick," the project was set back after Everette and his **Hurricane** band had prepared the album for release last summer. Following the K.C. date, Bocephus and Everette will hook up in Knoxville, Jan. 21; Johnson City, Tenn., Jan. 22; Columbus, Ga., Feb. 10; Huntsville, Ala., Feb. 11; Jacksonville, Fla., Feb. 17; West Palm Beach, Fla., Feb. 19; and Lake Charles, La., Feb. 25. The **Merle Haggard/George Jones** tour, which the Lavender Agency had anticipated for late January, has been pushed back to March following scheduling difficulties with both artists' itineraries. The Hag had promised to be in Oakland to work with **Willie Nelson** during that period and has a bass fishing tournament upcoming. March 26, Haggard, Hank Jr. and **Ricky Skaggs** will be presented in an experimental show in Tulsa sponsored by Marlboro. If the concert proves a success, more than 20 subsequent dates featuring the threesome can be expected. The concert should be a fairly extravagant affair using closed circuit television, an expanded sound system and one of the most elaborate stages ever in country. The stage production is being coordinated for Marlboro by **Regis Boss**, of New York's Entertainment Services Group, Ltd. Boss was in charge of staging **The Who's** final North American tour at the close of 1982.

ROGERS' VOICE GIVES OUT — For the first time in his 22-year career, **Kenny Rogers** was forced to stop his recent show in Johnson City, where 7,700 fans had paid \$12.50 and \$15 per ticket to see him along with **Larry Gatlin and the Gatlin Bros. Band.** Rogers began the show with a sore throat, and, after 40 minutes of performing, he explained to the crowd that he was delivering a sub-par show and promised full refunds to the audience. Three subsequent shows in West Virginia were cancelled and rescheduled for next March. In spite of the offer to return the ticket price, many patrons exchanged their tickets for Kenny Rogers T-shirts and memorabilia.

TICKET BUYERS IN A JAM — Volunteer Jam IX, the annual concert sponsored by **Charlie Daniels** in the Nashville Municipal Auditorium, was sold out Dec. 15, the same day tickets had gone on sale. Handled via mail order only, the passes went for \$15 a head, with a limited number of seats which were reserved for out-of-town attendees selling out the following day. The jam is scheduled for Jan. 22.

HOT SHOW IN A COLD TOWN — On Dec. 13, hundreds of fans camped outside the Dane County Coliseum in Madison, Wisc., waiting for tickets to go on sale for the **Oak Ridge Boys'** upcoming show Jan. 23. The temperature reached -8° during the night, and many patrons weathered the atmospheric conditions with electric blankets (the Coliseum provided extension cords for those who were equipped with the thermal spreads) and some 2,100 tickets were sold on the first day. **tom roland**

ON JAZZ

(continued from page 13)

get a younger group because a lot of the guys who have been around with me don't really want to travel once they reach a certain age and have families. The younger musicians haven't really been around yet and they're willing to travel and also have young ideas and energy. Not every young musician has energy, but those that do of course are valuable to me because I like an energetic group. Plus, I have to find a musician that's really versatile as well as guys that have a high level of musicianship. They have to have some experience in playing some of the different styles of the music that I play — ballads, straight-ahead stuff, the more contemporary and the Caribbean stuff. It is difficult. Believe me, the guys I have have been sifted through. And while this group doesn't mean that I wouldn't work with other types of instrumentation, I have no particular desire to do that right now. I like these guys and we're getting tight with our material. So long as everybody feels like staying together, I guess I'll probably go down the road awhile with this type of group." **fred goodman**

TOP 75 ALBUMS

	Weeks On Chart	12/25		Weeks On Chart	12/25
1	6	MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197)	40	4	GIVE EVERYBODY SOME RICHARD "DIMPLES" FIELDS (Boardwalk NB-33258-1)
2	11	LIONEL RICHIE (Motown 6007ML)	41	5	FRICITION CHOCOLATE MILK (RCA AFL1-4412)
3	11	FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235)	42	8	CASINO LIGHTS — RECORDED LIVE AT MONTREAUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)
4	6	1999 PRINCE (Warner Bros. 9 23720-1F)	43	12	EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Owest/Warner Bros. QWS 3691)
5	1	THRILLER MICHAEL JACKSON (Epic QE 38112)	44	19	SNEAKIN' OUT STACY LATTISAW (Cotillion/Atco 90002-1)
6	16	GET LOOSE EVELYN KING (RCA AFL1-4337)	45	14	ALICIA ALICIA MYERS (MCA-5181)
7	9	JANET JACKSON (A&M SP-6-4907)	46	8	SEVENTEEN BILL SUMMERS & SUMMERS HEAT (MCA-5367)
8	7	PROPOSITIONS THE BAR-KAYS (Mercury/PolyGram SRM-1-4065)	47	25	INSTANT LOVE CHERYL LYNN (Columbia FC 38057)
9	15	WHAT TIME IS IT? THE TIME (Warner Bros. 923701-1)	48	4	RIGHT BACK AT CHA! DYNASTY (Solar/Elektra 9 60176-1)
10	11	SILK ELECTRIC DIANA ROSS (RCA AFL-4386)	49	2	VISIONS OF THE LITE SLAVE (Cotillion/Atco 7 90024-1)
11	4	DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241)	50	12	ICE 'N HOT JERRY BUTLER (Fountain FR2-82-1)
12	9	JUST AIN'T GOOD ENOUGH JOHNNIE TAYLOR (Beverly Glen BG 1001)	51	5	TONGUE IN CHIC CHIC (Atlantic 80031-1)
13	13	VANITY 6 (Warner Bros. 9 23716-1)	52	9	GRAND SLAM THE SPINNERS (Atlantic 80020-1)
14	11	THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH 266)	53	3	THE SUN STILL SHINES SONNY CHARLES (Highrise HR 102)
15	13	AS ONE KOOL & THE GANG (DeLite/PolyGram DSR 8505)	54	4	THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23696-1)
16	6	TO THE MAX CON FUNK SHUN (Mercury/PolyGram SRM-1-4067)	55	25	HERE WE GO AGAIN BOBBY BLAND (MCA-5297)
17	3	CHAKA KHAN (Warner Bros. 9 23729-1)	56	5	DISTANT LOVER ALPHONSE MOUZON (Highrise HR 100AE)
18	21	JUMP TO IT ARETHA FRANKLIN (Arista AL 9602)	57	18	FIRST TAKE THE VALENTINE BROTHERS (Bridge BR-101936)
19	6	SKYYJAMMER SKYY (Salsoul/RCA SA-8555)	58	1	L-O-V-E ROBERT WINTERS & FALL (Casablanca/PolyGram NBLP 7275)
20	9	THE OTHER SIDE OF THE RAINBOW MEL BA MOORE (Capitol ST-12243)	59	3	USED TO BE CHARLENE (Motown 6027ML)
21	4	ALL THE GREAT HITS THE COMMODORES (Motown 6029ML)	60	1	TYRONE DAVIS (Highrise HR 103)
22	29	GAP BAND IV THE GAP BAND (Total Experience/PolyGram TE-1-3001)	61	17	CHANGE BARRY WHITE (Unlimited Gold/CBS FZ 38048)
23	3	LIVING MY LIFE GRACE JONES (Island/Atco 7 90018-1)	62	14	NEW DIRECTIONS TAVARES (RCA AFL1-4357)
24	10	HEARTBREAKER DIONNE WARWICK (Arista AL 9609)	63	11	THE BAD C.C. CARL CARLTON (RCA AFL 1-4425)
25	5	S.O.S. III THE S.O.S. BAND (Tabu/CBS FZ 38352)	64	8	IN THE HEAT OF THE NIGHT IMAGINATION (MCA-5373)
26	7	HARD TIMES MILLIE JACKSON (Spring/PolyGram SP-1-6737)	65	15	IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warner Bros. 9 23703-1)
27	10	WILD NIGHT ONE WAY (MCA-5369)	66	1	H2O DARYL HALL & JOHN OATES (RCA AFL1-4383)
28	28	JEFFREY OSBORNE (A&M SP-4896)	67	28	WINDSONG RANDY CRAWFORD (Warner Bros. 9 60142-1)
29	2	GREATEST HITS RAY PARKER, JR. (Arista AL 9612)	68	71	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)
30	4	COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246)	69	21	DONNA SUMMER (Geffen GHS 2005)
31	3	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	70	25	WE GO A LONG WAY BACK BLOODSTONE (T-Neck/CBS FZ 38115)
32	21	ZAPP II ZAPP (Warner Bros. 9 23583-1)	71	6	ENCHANTED LADY ENCHANTMENT (Columbia FC 38024)
33	12	SECOND TO NUNN BOBBY NUNN (Motown 6022)	72	21	LET ME TICKLE YOUR FANCY JERMAINE JACKSON (Motown 6017ML)
34	21	TANTALIZINGLY HOT STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	73	19	THIS ONE'S FOR YOU TEDDY PENDERGRASS (Philadelphia Int'l./CBS FZ 38118)
35	2	BLAST! THE BROTHERS JOHNSON (A&M SP-4927)	74	31	STEVIE WONDER'S ORIGINAL MUSIQUARIUM I STEVIE WONDER (Tamla/Motown 6002TL2)
36	8	LIVIN' IN THE NEW WAVE ANDRE CYMONE (Columbia FC 38123)	75	7	D TRAIN (Prelude PRL 14105)
37	9	ALL THIS LOVE DeBARGE (Motown 6012G)			
38	7	TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244)			
39	4	THE RHYTHM & THE BLUES ZZ HILL (Malaco MAL 7411)			



ALL SMILES — Chuck Smiley recently became president of the Commodores Entertainment Corporation and will assume management duties for the Motown recording group, in addition to striving for greater involvement by group members in film and TV activities. An entertainment attorney and personal manager, Smiley has also formed his own management and production firm. Pictured at a celebration are (l-r): Milan Williams and William King of the group; Smiley seated; and Walter Orange and Tom McCleary of the group.

THE RHYTHM SECTION

SHORT CUTS — The January issue of *Essence* magazine contains a revealing interview with Columbia recording artist **Marvin Gaye**, whose "Sexual Healing" single has helped propel his "Midnight Love" to the top of the **Cash Box** Black Contemporary Albums chart. **David Ritz**, co-author of the **Ray Charles** autobiography and forthcoming biography on **Diana Ross**, authored the Gaye piece... Lead vocalist and keyboardist **Kelth Harrison** was recently added to **The Dazz Band** and will be one of the featured lead vocalists on their upcoming Motown LP, "On The One."... **The New York City Peech Boys**, who scored last year with the single "Don't Make Me Wait" on West End Records, recently signed with Island Records and just released 7 and 12-inch versions of "Life Is Something Special."

POINT OF REFERENCE — Harmony Books, the company that has delivered illustrated encyclopedias on jazz and rock, has come around to recognize black music. The 224-page volume, listing for \$12.95, is titled *The Illustrated Encyclopedia Of Black Music* and covers the spectrum from soul, R&B, reggae, blues, jazz-funk, rock to disco and back. There are more than 600 entries, 300 photographs and more than 250 record sleeves featured in the book, which is attractively packaged in a slick, heavy stock. Artists ranging from **Sly Stone**, **Quincy Jones** and **Jimi Hendrix** to **Donna Summer**, **Bob Marley** and **Stevie Wonder** are listed in the book along with pictures and biographical information. Something to inform and enjoy.

ALL THAT JAZZ — It was an active holiday season for **Will Ackerman's** small but proud Windham Hill Records. The label founder/guitarist's company was featured on a pair of television shows, one of which was broadcast nationally. Dec. 23, ABC-TV's Boston affiliate (WCVB) featured Windham Hill recording artist pianist **George Winston** on its newsmagazine show, *Chronicle*, where he performed a special holiday piece celebrating the season. On Dec. 30, however, the nation was treated to the Windham Hill story by NBC-TV's *Today* show, with host **Boyd Matson**. Ackerman and Winston were interviewed by Matson on how the label went from obscurity to a reputable jazz specialty label. Included was a segment featuring Winston at the Different Fur Studios in San Francisco during a recording session. NBC crew also recorded eight of the label's artists in performance at the Berklee Performance Center in Boston. The Berklee set was recorded for a future album on Windham Hill and videotaped by promoter Fred Taylor of General Programming in a collaboration with Windham Hill for cable TV.

REGGAE BEAT — Lee "Scratch" Perry comes to the U.S. with a solo LP on Heart Beat Records, titled "Mystic Miracle Star," which will feature the legendary reggae pioneer with Rochester, N.Y. group **The Majestics**. Scratch is credited with production of hits by artists such as **Bob Marley** and **The Wailers**, **The Heptones**, **The Clash** and others. "Duppy Conqueror," "Fussing And Fighting," "Police And Thieves" and "Punky Reggae Party" are among his songwriting credits... Also from Heart Beat is "Good Thing Going" by the derby-adorned **Lincoln "Sugar" Minott**, late of the vocal trio **African Brothers** and who gigs with "Coxsone" **Dodd**. Since those days when he was a searing song poet, Minott has formed his own Black Roots recording and production company in Jamaica and has fused his hot roots rhythm with silky sweetness of soul to achieve what he proclaims "lovers rock." It is this sound which characterizes "Good Thing Going," an album that should make a penetration at R&B and urban contemporary radio.

HOLIDAY ON THE HORIZON — The efforts to have the late **Dr. Martin Luther King's** Jan. 15 birth date become a national holiday will continue in the 98th Congressional session, but the massive marches and petition drives in this effort will be absent. In a written statement, **Steveland Morris**, aka **Stevie Wonder**, who has spearheaded grassroots and media campaigns to gain support for the legislative effort, said that it is now incumbent upon the people to urge local Congressmen and other public officials to support a proposal advanced 14 years ago by Congressman **John Conyers** (D-Mich.) "For the last two years," Morris said, "we have marched and collected petitions. We have demonstrated that there are millions of citizens who want this holiday... Local celebrations should include local strategy sessions on how to solicit the support of your Congressman and Senator." The entertainer explained that a national headquarters for organizing and disseminating information on the King bill has been established in Washington, D.C. at 2111 Florida Ave. NW, Washington, D.C. 20008, C/O Greater Washington, D.C. Coalition of Conscience. The phone is (202) 234-2000. Early last week (Dec. 27), Conyers and other black leaders supporting his legislation held a press conference in Washington to discuss strategies for passage of the proposal and to encourage support of celebrating King's birthday. The Congressman also asked that the public support an Atlanta celebration of the 20th anniversary of King's legendary "I Have A Dream" speech and the accompanying Washington, D.C. march.

michael martinez

TOP 100 BLACK CONTEMPORARY SINGLES

January 8, 1983

	Weeks On Chart	12/25
1 SEXUAL HEALING	1	11
2 TRULY	2	11
3 THE GIRL IS MINE	3	7
4 PUT IT IN A MAGAZINE	9	13
5 YOUNG LOVE	5	12
6 GOT TO BE THERE	7	8
7 LET'S GO DANCIN' (OOH LA, LA, LA)	8	8
8 DO IT (LET ME SEE YOU SHAKE)	10	10
9 1999	4	11
10 BETCHA SHE DON'T LOVE YOU	14	7
11 NIPPLE TO THE BOTTLE	13	9
12 ARE YOU SERIOUS	21	6
13 THE WALK	12	6
14 WELCOME TO THE CLUB	17	5
15 THE SMURF	18	9
16 MUSCLES	6	12
17 NASTY GIRL	15	13
18 PAINTED PICTURE	24	5
19 LADY IN RED	22	14
20 BAD BOY/HAVING A PARTY	11	15
21 TURN TO ME	26	7
22 OUTSTANDING	29	5
23 MOVIN' VIOLATION	25	9
24 BAD BOY	30	4
25 HEARTBREAKER	27	11
26 LOVE ME RIGHT	28	5
27 BODY SLAM	23	11
28 THE BEST IS YET TO COME	36	4
29 SWEET BABY	32	9
30 VERY SPECIAL PART	35	8
31 TAKE IT OFF	34	8
32 HIGH HOPES	19	12
33 MIND UP TONIGHT	48	6
34 LOOPZILLA	20	11

	Weeks On Chart	12/25
35 SCORPIO	37	8
36 WILD NIGHT	39	8
37 PLAY AT YOUR OWN RISK	40	8
38 PEOPLE TREAT YOU FUNKY	42	7
39 AIN'T NOBODY, BABY	43	7
40 KNOCKOUT	44	6
41 HANGIN'	46	7
42 DOO WA DITTY (BLOW THAT THING)	16	10
43 HEARTBEATS	68	2
44 LET ME BE CLOSE TO YOU	49	8
45 KEEPIN' LOVE NEW	47	9
46 DO IT ANY WAY YOU WANT	50	6
47 THERE I GO	51	5
48 USED TO BE	31	8
49 WE DON'T HAVE TO TALK (ABOUT LOVE)	64	2
50 WALK ON BY	33	11
51 MUSIC AND LIGHTS	58	5
52 AFTER I CRY TONIGHT	57	6
53 STROKIN'	45	8
54 SHE'S JUST A GROUPIE	38	14
55 YOUR PRECIOUS LOVE	52	12
56 SPECIAL OCCASION	41	10
57 KELLY'S EYES	56	7
58 BABY, COME TO ME	66	9
59 ONE MORE TIME	65	5
60 FUNNY HOW TIME SLIPS AWAY	67	4
61 SEVENTEEN	53	11
62 MY LOVE GROWS STONGER (PART I)	88	2
63 CHANGE THE WORLD	69	4
64 ENUFF IS ENUFF	61	6
65 YOU CAN DO IT	75	2
66 WHAT ABOUT MY LOVE	60	16

	Weeks On Chart	12/25
67 I LIKE IT	78	3
68 PASSION	74	4
69 MS. FINE BROWN FRAME	73	7
70 IT'S RAINING MEN	80	3
71 I.G.Y. (WHAT A BEAUTIFUL WORLD)	76	4
72 YA MAMA	81	3
73 I OWE IT TO ME	89	2
74 MANEATER	77	4
75 NUNK	83	2
76 INTRO (COME TO BLOW YA MIND)	79	4
77 MAGIC'S WAND	87	2
78 HEY THERE LONELY BOY	85	2
79 THE BEAT GOES ON	86	2
80 SHE SAID SHE LOVES ME	82	3
81 ON THE WINGS OF LOVE	54	15
82 PASS THE DUTCHIE	—	1
83 PAPA WAS A ROLLIN' STONE	—	1
84 HAPPY FEELING	62	6
85 SUCH A FEELING	—	1
86 LAST NIGHT A D.J. SAVED MY LIFE	—	1
87 HEART TO HEART	—	1
88 I'M THE ONE	—	1
89 YOU AND I	—	1
90 TOO LATE	—	1
91 I WAS TIRED OF BEING ALONE (GLAD I GOT CHA)	71	6
92 ATTACK OF THE NAME GAME	55	14
93 SHE BLEW MY MIND (69 TIMES)	63	7
94 IN AND OUT	70	8
95 777-9311	59	19
96 A PENNY FOR YOUR THOUGHTS	84	19
97 LOVE COME DOWN	72	22
98 WILD GIRLS	91	10
99 I WANT TO THANK YOU	93	13
100 KEEP AWAY GIRLS	90	14

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

A Penny For (Kenny Nolan/Downtown — ASCAP)	96	High Hopes (Interior/Irving—BMI/Richer—ASCAP) 32	
After I Cry (Wishbone/Hot Stuff — BMI)	52	I.G.Y. (Freejunket — ASCAP)	71
Ain't Nobody (Val-je Joe/Bee Jermaine — BMI)	39	I'm The One (In Dispute)	88
Are You Serious (Content/Tiaura Ani Kiki — BMI)	12	I Like It (Jobete — ASCAP)	67
Attack Of (Gratitude Sky — ASCAP/Pologrounds — BMI)	92	I Owe It (Murios/Davahkee — ASCAP)	73
Baby, Come To Me (Roadsongs — PRS)	58	I Want To (Perk's/Duchess/MCA — BMI)	99
Bad Boy (ABKCO — BMI/Legs — ASCAP)	20	I Was Tired (Baby Fingers/Mims/Ameze — ASCAP/Freddie Dee — BMI)	91
Bad Boy (Raydiola — ASCAP)	24	In And Out (Stone Diamond — BMI)	94
Betcha She Don't (Music Corp. of America/Kashif — BMI)	10	Intro (Slave Song/Cotillion — BMI)	76
Body Slam (Mash-A-Mug — BMI)	27	It's Raining (Songs of Manhattan Island/Olga — BMI/Postvalda — ASCAP)	70
Change The World (Claka/Fonz Songs/Lindee — ASCAP)	63	Keep Away Girls (Nick-O-Val — ASCAP)	100
Do It (Warner-Tamerlane/Bar-Kays — BMI)	8	Keepin' Love New (Duchess — BMI)	45
Do It Any (Warner-Tamerlane/Marsaint — BMI)	46	Kelly's Eyes (Ultrawave — BMI)	57
Doo Wa Ditty (Troutman's — BMI)	42	Knockout (Mannish Kidd/Funtown — BMI)	40
Enuff Is Enuff (Maicaboom/Clarke — BMI)	64	Lady In Red (Mouzon — ASCAP)	19
Funny How Time (Tree/Tree Group — BMI)	60	Last Night (Fools Prayer/Young Lions — BMI)	86
Got To Be (Jobete/Glenwood — ASCAP)	6	Let Me Be (Stan/Flo — BMI)	4
Hangin' (Chic — BMI)	41	Let's Go Dancin' (Delightful — BMI/Double F — ASCAP)	7
Happy Feelings (Fools Prayer/Bert Reid — BMI/Amber Pass/Fresh Ideas — ASCAP)	84	Loopzilla (Malbiz/Jobete — BMI)	34
Heartbeats (Total Experience — BMI)	43	Love Come (Music Corp. of America/Kashif—BMI) 97	
Heartbreaker (Gibb Bros. adm. by Unichappell — BMI)	25	Love Me Right (April/Uncle Ronnie's — ASCAP)	26
Heart To (Milk Money/Genevieve — ASCAP/Foster Frees — BMI)	87	Magic's Wand (Zomba — BMI/Participation — ASCAP)	77
Hey There Lonely Boy (Famous — ASCAP)	78	Maneater (Fust Buzza/Hot-Cha/Unichappell—BMI) 74	
		Mind Up (Mighty M — ASCAP)	33
		Movin' Violation (Alligator 8 ASCAP)	23
		Ms. Fine Brown (On The Boardwalk/Syl-Zel—BMI) 69	
		Muscles (Mijac — BMI)	16
		Music and Lights (MCA Music — ASCAP)	51
		My Love Grows (Triple Three — BMI)	62
		Nasty Girl (Girl's Song — ASCAP)	17
		1999 (Controversary — ASCAP)	9
		Nipple To (The Ackee/Grace Jones Entrp. — ASCAP/Ixat/Island — BMI)	11
		Nunk (Snowflake/RC Songs — ASCAP/Prismatic/Sonic Rock — BMI)	75
		On The Wings (Lincoln Pond/Almo/March 9 — ASCAP)	81
		One More Time (McFadden & Whitehead — BMI/Barry Eastmond — ASCAP)	59
		Outstanding (Total Experience — BMI)	22
		Painted Picture (Walter Orange/Snousie—ASCAP) 18	
		Papa Was A Rollin' Stone (Stone Diamond — BMI) 83	
		Pass The Dutchie (Virgin/Hal Shaper — ASCAP)	82
		Passion (Ba-Dake/Seven Songs — BMI)	68
		People Treat You (On The Boardwalk/Dat Richfield Kat — BMI/Songs Can Sing — ASCAP)	38
		Play At Your (Shakin' Baker — BMI)	37
		Put It In (Pari-Wex/Sun Hill — ASCAP)	4
		Scorpio (Sugar Hill — BMI)	35
		777-9311 (Tionna — ASCAP)	95
		Seventeen (Bilsium Music — BMI)	61
		Sexual Healing (April — ASCAP)	1
		She Blew My (Jobete/Stone City — ASCAP)	93
		She Said She (Stonsee — ASCAP)	80
		She's Just A (Stone Diamond — BMI)	54
		Special Occasion (Unichappell — BMI)	56
		Strokin' (L.F.S.III/Spectrum VII — ASCAP)	53
		Such A Feeling (Red Aurra — BMI)	85
		Sweet Baby (Sugar Hill — BMI)	29
		Take It Off (Cessess/Million Dollar — BMI)	31
		The Beat Goes (Chris Marc-Cotillion — BMI)	79
		The Best Is Yet (Assorted — BMI)	28
		The Girl Is Mine (Mijac — BMI)	3
		The Smurf (Dexotis/Band of Angels — BMI)	15
		The Walk (Tionna — ASCAP)	13
		There I Go (ATV — BMI)	47
		Too Late (Lindee/Man Of Song — ASCAP)	90
		Truly (Brockman — BMI)	2
		Turn To Me (Peer Int'l Corp./Jet D'eau/Cinescore — BMI)	21
		Used To Be (Stone Diamond — BMI)	48
		Very Special (Jobete — ASCAP)	30
		Walk On By (Blue Seas/Jac — ASCAP)	50
		We Don't Have (WB/Peabo — ASCAP)	49
		Welcome To (State Of The Arts/Keiko — ASCAP)	14
		What About (Beverly Glen/Spaced Hands — BMI) 66	
		Wild Girls (Flyte-Tyme/Spectrum VII — ASCAP)	98
		Wild Night (Perk's Duchesse — BMI)	36
		Ya Mama (Trumar/Mason-Malcolm — BMI)	72
		You And I (Total Experience — BMI)	86
		You Can Do It (Silver Flute — BMI)	65
		Young Love (A La Mode/Arista — ASCAP)	5
		Your Precious (Jobete — ASCAP)	55

MOST ADDED SINGLES

- MY LOVE GROWS STRONGER — BLOODSTONE — T-NECK/CBS**
WEDR, WUFO, V103, WYLD-FM, WRAP, KSOL, WATV, KGFJ, WRBD
- HEARTBEATS — YARBROUGH & PEOPLES — TOTAL EXPERIENCE/POLYGRAM**
WRBD, WPLZ, WGIV, WUFO, WCIN, WRAP, WATV, WWDM
- PASS THE DUTCHIE — MUSICAL YOUTH — MCA**
WAMO, WILD, WRKS, WDAS, WJMO, KDAY, WWDM, OK100
- LAST NIGHT A D.J. SAVED MY LIFE — INDEEP — SOUND OF NEW YORK**
WTLC, V103, WRKS, WWIN, WAIL, WPAL, OK100, WRBD
- PAPA WAS A ROLLIN' STONE — WOLF — CONSTELLATION/ELEKTRA**
WJLB, WILD, V103, WWIN, KDIA, WPAL, KGFJ
- WE DON'T HAVE TO TALK — PEABO BRYSON — CAPITOL**
WIGO, WTLC, WATV, WBMX, KMJQ, WRBD
- SUCH A FEELING — AURRA — SALSOU/RCA**
WPLZ, WILD, WCIN, WJMO, KUKQ, KPRS

MOST ADDED ALBUMS

- THRILLER — MICHAEL JACKSON — EPIC**
WEDR, WPLZ, WJLB, WIGO, WGIV, WUFO, WDIA, WGPR-FM, KUKQ, KDIA, WATV, KPRS, WRBD
- GIVE EVERYBODY SOME — RICHARD "DIMPLES" FIELDS — BOARDWALK**
WPLZ, WJLB, WTLC, WUFO, WRKS, KUKQ, OK100
- BLAST! — BROTHERS JOHNSON — A&M**
WUFO, WWIN, WGPR-FM, KUKQ, WATV, WWDM

UP AND COMING

- SINCE I LOST MY BABY — LUTHER VANDROSS — EPIC**
SWING THAT SEXY THING — CARL CARLTON — RCA
ALL IN MY LOVER'S EYES — THE ISLEY BROTHERS — T-NECK/CBS
AFRICA — TOTO — COLUMBIA

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — M. GAYE

HOTS: Bar-Kays, Zapp, M. Jackson/P. McCartney, L. Richie, B. Collins, E. King, Janet Jackson, Prince, D. Ross, C. Khan, T. Brunson, Gap Band, T. Basil, P. Austin, Jermaine Jackson, Chic, Skyy, A. Jarreau/R. Crawford, G. Jones, G. Clinton. ADDS: Dr. Jekyll & Mr. Hyde, In Deep, DeBarge, G. Washington, Bloodstone, Wolf, Webboes, First Love, Isley Brothers. LP ADDS: Sylvester, G. Jones, C. Khan.

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — M. GAYE

HOTS: L. Richie, M. Jackson/P. McCartney, Prince, The Time, C. Khan, Bar-Kays, Grand Master Flash, D. Warwick, T. Brunson, B. Collins. ADDS: P. Bryson, H. Ray, DeBarge, Imagination, S. Christopher. LP ADDS: Michael Jackson.

WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — T. BRUNSON

HOTS: G. Jones, L. Richie, M. Jackson/P. McCartney, C. Khan, M. Gaye, Inner Life, B. Collins, G. Washington, Jr., Melle Me! & Duke Booty, Lemelle, D. Ross, Janet Jackson, P. Bryson, G. Clinton, Whodini, M. Joseph, A. Mouzon, R. Griffin, Valentine Brothers. ADDS: Material, D.&B. Street, B. Bland, B. Nunn, Sylvester, In Deep, Contact, Cashmere, Wolf, Kiyomaxx, P. Zadora, F. Smith. LP ADDS: Cheri, T. Davis, Musical Youth, Con Funk Shun, Janet Jackson, Brothers Johnson.

WATV — BIRMINGHAM — RON JANUARY, MD — #1 — M. JACKSON/P. McCARTNEY

HOTS: L. Richie, C. Khan, D. Ross, M. Gaye, Planet Patrol, E. King, Bar-Kays, S.O.S. Band, M. Joseph, A. Cymone, Skyy, Janet Jackson, P. Austin, B. Collins, M.&B. Sutton, Orbit, B. Summers, S. Lattisaw, T. Brunson, The Time. ADDS: Yarbrough & Peoples, P. Bryson, Goodie, M. Moore, Four Tops, Valentine Brothers, W. Devaughn. LP ADDS: Michael Jackson, Brothers Johnson, Cheri.

WILD — BOSTON — STEVE CRUMBLY, PD — #1 — M. GAYE

JUMPS: 9 To 4 — E. King, 10 To 6 — Gap Band, 16 To 9 — Planet Patrol, 24 To 16 — T. Davis, 25 To 22 — Hall & Oates, 28 To 25 — G. Washington, Ex To 29 — P. Bryson, Ex To 30 — J. Taylor. ADDS: R. Lewis, Wolf, Aurra, Jonzun Crew, Musical Youth.

WUFO — BUFFALO — DAVE MICHAELS, PD — #1 — PRINCE

HOTS: M. Gaye, S.O.S. Band, M. Jackson/P. McCartney, D. Warwick, H. Johnson, Valentine Brothers, M. Khan, Dynasty, G. Jones, Kool & The Gang, P. Austin, M. Moore, L. Ritenour, Alfonzo, D. Fagen, Jermaine Jackson, Chic, Brothers Johnson, Gap Band, Dr. America. ADDS: C. Carlton, C. Lynn, L. Vandross, Bloodstone, Yarbrough & Peoples, Lace, H. Hancock, Slave, Sylvester, B. White, Toto, D. Summer, One Way, R. Shoppard. LP ADDS: Michael Jackson, Brothers Johnson, R. Fields.

WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — M. JACKSON/P. McCARTNEY

HOTS: Janet Jackson, M. Gaye, Kool & The Gang, R. Lewis, Prince, The Time, McFadden & Whitehead, Planet Patrol, Brothers Johnson, Grand Master Flash, L. Richie, G. Jones, Bar-Kays, Charlene/S. Wonder, E. King, C. Khan, Imagination, Skyy, Orbit, Warp 9. ADDS: Jonzun Crew, Ariana, Wolf, Sylvester, M. Shaw, M. Parrish, Wrecking Crew, B. White, Lace, Hot Chocolate Milk, In Deep, Feel, Sinnamon. LP ADDS: Z.Z. Hill, Michael Jackson, H. Ray, S. Johnson.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — M. GAYE

HOTS: L. Richie, M. Jackson/P. McCartney, S.O.S. Band, A. Myers, Kool & The Gang, Wrecking Crew, H. Johnson, D. Morgan, H. Ray, Valentine Brothers, Janet Jackson, Gap Band, Grace Jones, E. King, C. Khan, Millie Jackson, S. Charles, Dynasty, Roberta Flack, Omni, Jermaine Jackson, D. Warwick, Commodores, DeBarge, R. Parker, P. Rushen, J. Butler, Imagination. ADDS: J. Osborne, First Love, P. Bryson, S. Redd, P. Brown, M. Nightingale. LP ADDS: S. Turrentine.

WCIN — CINCINNATI — FRANK BAILEY, MD — #1 — M. GAYE

HOTS: L. Richie, D. Ross, G. Washington, Charlene/S. Wonder, S. Brown, M. Jackson/P. McCartney, Prince, M. Joseph, Chic, Bar-Kays, Brothers Johnson, C. Khan. ADDS: L. Vandross, Aurra, Sylvester, Yarbrough & Peoples, Bobby M., C. Carlton, S. Johnson, Mikki. LP ADDS: Janet Jackson.

WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — M. JACKSON/P. McCARTNEY

HOTS: M. Gaye, The Time, Joe Jackson, G. Jones, Wuf Ticket, Hall & Oates, ABC, D. Fagen, Janet Jackson, T. Basil, Prince, D. Henley, E. King, C. Khan, P. Benatar, L. Vandross, Bar-Kays, Kool & The Gang, R. Fields, S. Johnson. ADDS: Commodores, R. Parker, L. Ritenour, Mikki, A. Franklin, Toto.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — M. GAYE

HOTS: S. Charles, L. Richie, Kool & The Gang, Grand Master Flash, A. Silas, H. Ray, Planet Patrol, Lanier & Co., T. Davis. ADDS: Aurra, J. Taylor, J. Butler, Jonzun Crew, L. Vandross, B. Summers, B. Collins, S. Johnson, McFadden & Whitehead, H. Johnson, Musical Youth. LP ADDS: R. Winters.

WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — B. COLLINS

HOTS: T. Brunson, M. Jackson/P. McCartney, C. Khan, P. Bryson, Gap Band, G. Jones, M. Joseph, A. Franklin.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — M. GAYE

HOTS: Prince, M. Jackson/P. McCartney, Orbit, C. Khan, Wrecking Crew, R. Griffin, Wuf Ticket, A. Cymone, DeBarge, Dr. Jekyll & Mr. Hyde. ADDS: B. Nunn, C. Carlton, Crown Hights Affair, W. Jackson, Four Tops, Melle Me! & Duke Booty, J. Osborne, Omni, Webboes, Lemelle. LP ADDS: G. Clinton, Kleever, Slave, Michael Jackson, ZZ Hill, Brothers Johnson, G. Washington, C. Khan, First Love.

WJLB — DETROIT — J. MICHAEL McKAY, PD — #1 — JANET JACKSON

HOTS: Bar-Kays, T. Brunson, I-Level, C. Brand, M. Moore, Prince, J. Osborne, C. Khan, Hall & Oates, M. Jackson/P. McCartney, S. Charles, DeBarge, L. Vandross, M. Gaye, L. Richie, Orbit, A. Cymone. ADDS: Wolf. LP ADDS: R. Fields, Michael Jackson, Skyy, G. Washington.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — S. CHARLES

JUMPS: 14 To 5 — Chic, 16 To 12 — M. Jackson/P. McCartney, 17 To 13 — Planet Patrol, 20 To 15 — Latimore, 22 To 16 — The Time, 27 To 17 — Dr. Jekyll & Mr. Hyde, 30 To 18 — Kleever, 35 To 20 — Orbit, 25 To 21 — B. Bland, 34 To 23 — Commodores, 36 To 24 — Spinners, 37 To 25 — Dynasty, 42 To 27 — A. Franklin, 33 To 28 — H. Ray, 39 To 30 — Wuf Ticket, 40 To 31 — R. Parker, 41 To 32 — Brothers Johnson, 38 To 33 — McFadden & Whitehead, 45 To 34 — S. Lattisaw, 46 To 35 — Con Funk Shun, 44 To 36 — E. King, 48 To 37 — Junior, 47 To 38 — M. Joseph, 50 To 39 — R. James, 49 To 40 — J. Butler, Ex To 41 — R. Winters, Ex To 42 — R. Griffin, Ex To 43 — Fearless Four, Ex To 44 — Musical Youth, Ex To 45 — Man Parrish, Ex To 46 — E. Grant, Ex To 47 — Jermaine Jackson, Ex To 48 — G. Washington, Ex To 49 — M. Moore, Ex To 50 — V. Prince. ADDS: Lamelle, P. Bryson, G. McCrae, Melle & Duke Booty, In Deep, V. Mason, D. Summers, M. Shaw, Klique, Bloodstone, Yarbrough & Peoples. LP ADDS: Michael Jackson, Slave, J. Butler.

KMJQ — HOUSTON — FRED HENDERSON, PD — #1 — M. JACKSON/P. McCARTNEY

HOTS: M. Joseph, M. Gaye, DeBarge, Prince, Bar-Kays, Gap Band, L. Richie, S. Mills, Wuf Ticket, Planet Patrol, T. Brunson, Janet Jackson, The Time. ADDS: E. King, P. Bryson.

WTLC — INDIANAPOLIS — KELLY CARSON, PD — #1 — L. RICHIE

HOTS: M. Jackson/P. McCartney, C. Khan, Weather Girls, Bar-Kays, Con Funk Shun, Skyy, Whodini,

A. Cymone, E. King, Warp 9, Dynasty, Chic, H. Ray, One Way, A. Silas, Commodores, M. Joseph, Jermaine Jackson, Alfonzo, Brothers Johnson. ADDS: P. Bryson, In Deep, Mikki, Cashmere, C. Carlton, R. Flack, Isley Brothers, Valentine Brothers, S. Redd, D. Summer, R. Sheppard, Man Parrish. LP ADDS: R. Fields, L. Vandross.

KPRS — KANSAS CITY — DELL RICE, PD — #1 — M. GAYE

JUMPS: 20 To 9 — C. Khan, 27 To 24 — H. Ray, 28 To 25 — McFadden & Whitehead, 29 To 26 — Wrecking Crew, 31 To 27 — Material, 32 To 28 — G. Jones, 33 To 29 — Chic, 34 To 30 — Chocolate Milk, 36 To 32 — Commodores, 37 To 33 — Joe Jackson, 38 To 34 — M. Joseph, Ex To 35 — T. Davis, Ex To 36 — Orbit, Ex To 37 — Gap Band, Ex To 40 — Yarbrough & Peoples. ADDS: C. Carlton, Aurra, Toto, Jonzun Crew, R.J.'s Latest Arrival, Bobby M., Valentine Brothers. LP ADDS: Michael Jackson.

KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — M. JACKSON/P. McCARTNEY

HOTS: Bar-Kays, Wuf Ticket, One Way, Commodores, R. Parker, G. Jones, S.O.S. Band, Con Funk Shun, DeBarge. ADDS: Brothers Johnson, B. White, Culture Club, M. Joseph, Toto, Musical Youth, Madonna.

KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — M. GAYE

HOTS: M. Jackson/P. McCartney, Vanity 6, T. Brunson, C. Khan, E. King, L. Richie, Grand Master Flash, Prince, Janet Jackson. ADDS: DeBarge, Bloodstone, Planet Patrol, Rod, Wolf, A. Silas, Hunt's Determination, Whodini. LP ADDS: A. Myers, L.J. Reynolds, Enchantment, P. Austin, B. Nunn.

WLou — LOUISVILLE — NEAL OREA, PD — #1 — M. JACKSON/P. McCARTNEY

HOTS: C. Khan, B. White, E. King, A. Franklin, G. Jones, Kool & The Gang, GQ, Shock, F. Payne, Alfonzo, Lanier & Co., L. Richie, H. Ray, Chic, M. Gaye, S.O.S. Band, T. Davis, R. Parker, T. Brunson, A. Silas. ADDS: Brothers Johnson, C. Carlton, Mikki, Warp 9, P. Williams, Wrecking Crew, D.&B. Street. LP ADDS: G. Jones.

WDIA — MEMPHIS — CARL CONNER, PD

HOTS: Bar-Kays, Prince, M. Gaye, L. Richie, T. Davis, DeBarge, Lanier & Co., R. Parker, M. Jackson/P. McCartney, C. Khan, G. Jones, T. Brunson, E. King. ADDS: G. Washington, J. Taylor, T. Basil. LP ADDS: Michael Jackson.

WEDR — MIAMI — GEORGE JONES, PD — #1 — M. GAYE

HOTS: D. Ross, S.O.S. Band, Planet Patrol, G. Clinton, W. Hutch, Prince, Bar-Kays, One Way, Janet Jackson, S. Johnson, G. Jones, C. Khan, Whodini, R. Fields, Kool & The Gang, D. Washington, Dr. Jekyll & Mr. Hyde, M. Joseph, T. Davis, Musical Youth. ADDS: Kchemistry, Cashmere, Commodores, Goodie, Bloodstone, Webboes, D.&B. Street, Lemelle, Nairobi, C. Carlton, Slave. LP ADDS: Michael Jackson, Cheri, Material, M. Reynolds, Musical Youth.

WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — M. GAYE

HOTS: M. Jackson/P. McCartney, L. Richie, Hall & Oates, Janet Jackson, T. Basil, T. Brunson, G. Jones, Wuf Ticket, P. Gabriel, P. Austin, C. Khan, Brothers Johnson, D. Fagen, Clash, Bar-Kays, Chocolate Milk, Joe Jackson, The Time, A. Franklin, Kool & The Gang. ADDS: Material, Men At Work, Webboes, Jonzun Crew, Hot Chocolate, D. Summer, In Deep, Spinners, Frida, S. Woods.

WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — M. GAYE

HOTS: S.O.S. Band, M. Jackson/P. McCartney, T. Brunson, L. Richie, Charlene/S. Wonder, One Way, Shakatak, Valentine Brothers, Brothers Johnson, Midnight Star, G. Clinton, M. Joseph, T. Davis, Louisiana Purchase, G. Washington, Kleever, Yarbrough & Peoples, P. Bryson. ADDS: Bloodstone, Ashford & Simpson, Imagination, Klique, C. Lynn, Toto.

WRKS — NEW YORK — BARRY MAYO, PD — #1 — M. GAYE

JUMPS: 8 To 5 — M. Jackson/P. McCartney, 9 To 6 — Madonna, 18 To 11 — Jermaine Jackson, 16 To 13 — M. Moore, 23 To 19 — C. Williams, 28 To 21 — Janet Jackson, Ex To 26 — Lace, Ex To 29 — Nairobi, Ex To 30 — Commodores. ADDS: P. Brown, Musical Youth, T. Lee, G. Washington, In Deep, E. King. LP ADDS: R. Fields.

WRAP — NORFOLK — CHESTER BENTON, PD — #1 — PRINCE

HOTS: M. Gaye, L. Richie, Zapp, S. Charles, A. Jarreau/R. Crawford, S.O.S. Band, Grand Master Flash, Janet Jackson, M. Jackson/P. McCartney. ADDS: Melle & Duke, Space Kadee, M. Moore, Yarbrough & Peoples, Dr. Jekyll & Mr. Hyde, Bloodstone, B. Summers, J. Carn, M. Cleveland. LP ADDS: Con Funk Shun, R. Winters, Kleever.

KDIA — OAKLAND — JEFF HARRISON, PD — #1 — E. KING

HOTS: T. Brunson, S.O.S. Band, Brothers Johnson, Con Funk Shun, A. Franklin, C. Khan, M. Gaye, M. Jackson/P. McCartney, Janet Jackson, Jermaine Jackson, One Way. ADDS: Wolf, T. Basil, Wuf Ticket, R. Winters. LP ADD: Michael Jackson.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — M. JACKSON/P. McCARTNEY

HOTS: M. Gaye, L. Richie, B. Collins, Grand Master Flash, G. Clinton, D. Warwick, T. Brunson, G. Jones, Prince, Kool & The Gang, S. Charles, C. Khan, D. Fagen, G. Washington, Janet Jackson, A. Mouzon, Bar-Kays, S. Johnson, R. Parker. ADDS: Musical Youth, Bobby M., Jonzun Crew, L. Ritenour, Central Line, S. Payne, W. Jackson, S. Redd. LP ADDS: The Jammers, S.O.S. Band.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — M. GAYE

HOTS: M. Jackson/P. McCartney, L. Richie, Prince, E. King, H. Johnson, Con Funk Shun, R. Winters, S.O.S. Band, Janet Jackson. ADDS: J. Taylor, S. Christopher, Weather Girls, D. Fagen, T. Davis, Klique, Bloodstone.

KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — L. RICHIE

HOTS: M. Gaye, M. Jackson/P. McCartney, Prince, Janet Jackson, Kool & The Gang, S. Charles, Bar-Kays, P. Austin, Planet Patrol, Grand Master Flash, T. Brunson, T. Davis, Lanier & Co., S. Christopher, Gap Band, Vanity 6, Brothers Johnson, E. King, M. Nightingale. ADDS: L. Vandross, Isley Brothers, D. Summer, D.&B. Street.

OK 100 — WASHINGTON, D.C. — JON TURK, MD — #1 — M. GAYE

HOTS: Kool & The Gang, Janet Jackson, Jermaine Jackson, S. Charles, One Way, Skyy, Brothers Johnson, H. Johnson, Zapp, S.O.S. Band, D. Ross, Valentine Brothers, D. Train, M. Jackson/P. McCartney, T. Brunson, Bar-Kays, D. Warwick. ADDS: J. Osborne, Gap Band, C. Lynn, Spinners, Musical Youth, F. Smith, In Deep. LP ADDS: Mandrill, R. Fields.

WKYS — WASHINGTON, D.C. — DONNIE SIMPSON, PD — #1 — M. GAYE

HOTS: Vanity 6, S. Lattisaw, Trouble Funk, S.O.S. Band, L. Vandross, E. King, G. Jones, D. Warwick, Kool & The Gang, Prince, R. Parker, M. Jackson/P. McCartney, D. Ross, T. Brunson, Bar-Kays, Janet Jackson, L. Richie, Prince, J. Cocker/J. Warnes, Valentine Brothers, A. Myers, D. Fagen, Tavares, Charlene/S. Wonder, Starpoint, L. Branigan, A. Jarreau/R. Crawford, Spinners, Joe Jackson, C. Khan, Skyy, Musical Youth.



FRENCH APACHE — WEA Filipacchi recording artist Michel Berger recently formed his own label, Apache. The new French label debuted with a double live LP by Berger's wife, France Gall. Pictured in WEA's Paris Office are (l-r): Gall; Christine Clerc, executive assistant to WEA Filipacchi vice president Bernard de Bosson; Berger; Paul Boubllin, attorney, WEA; Geoffrey du Laz, managing director, WEA; and Patrick Villaret, manager of Barclay Morris.

Economic, Political Problems Slow Record Industry Sales In Argentina

by Miguel Smirnoff

BUENOS AIRES — Disappointing sales figures during last year, increased costs of operation and material, the fall of the peso against the dollar, the Malvinas War and uncertainty over the political situation combined to thwart growth in the Argentinian record industry during 1982.

Prime factors in this downswing in the entertainment industry were 200% inflation during the year and the near 50% devaluation of the peso against the dollar. While inflation slowed spending for many consumers, the devaluation of the peso made their money less significant in the marketplace.

Price increases on albums were a significant result of inflation and the devaluation of the peso, with the average price of an album being set at 330,000 pesos, roughly 6 to 10% of the monthly income of the average consumer. Budget albums and cassettes being discontinued because of the high cost of raw material was another symptom of the inflationary syndrome here.

Figures from the Chamber of Record Producers show that single records have practically disappeared in the market, with sales averaging 22,000 units a month for the entire industry. Albums, which historically averaged 800,000 units a month, sold about 250,000 units per month in 1982. Cassettes, however, have maintained respectable sales at between 600,000 and 800,000 units per month.

Some products were scarce during the year, particularly import titles and cassettes which were blocked from the country due to the South Atlantic conflict.

There were some events that reflected a commitment to salvaging the industry, such as the development of several sales and distribution pacts by major multi-national companies.

The main event of the first half of 1982 was PolyGram entering an agreement with RCA here for record pressing, sales and distribution, although the company will continue its A&R and promotion functions.

The new deal meant further growth for RCA, which is already distributing Microfon here along with three other labels, giving the company the largest share of the market.

Although Hecio Cuomo resigned as president of the company, CBS continued its growth with acquisition of Industrias Musicales Argentinas for a distribution deal and the signing of Distribuidora Belgrano, formerly a one-stop which is now increasing its market coverage with larger sales and promotion forces. The company has been distributing rock and classical titles on the Raviol and Bang Bang labels and kiddie recordings under the WK banner.

Another major international company, WEA, also pacted with an Argentinian firm, Interdisc, which also signed independent producer Daniel Grinbank, previously with Distribuidora Belgrano.

Birth of the Supermercado del Disco, a non-profit organization formed by the six major labels in the country was also an important development during 1982. It began with a store in downtown Buenos Aires and became successful enough to capture two percent of the entire market, which led to a branch opening in Cordoba.

Perhaps the brightest spot in the depressed industry was the success of local artists, who tallied greater sales for companies than did imported product. Topping the list in 1982 was Mercedes Sosa, whose double-LP release sold more than 130,000 units.

Juan Carlos Baglietto and Sandra Mihanovich sold more than 70,000 copies of their albums while several other artists sold in the range of 30,000 units, which garnered them Golden Record awards by the local industry board.

Although there was a plethora of maladies plaguing the Argentina record industry, there was marked growth in the pairing of domestic and international companies and a strong showing by local artists. As one executive for a major company put it: "God is my pilot."

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — Spanish chanter **Jose Velez** has been the visitor of the week in Buenos Aires, appearing on promotional TV stints and radio interviews along a hurried schedule prepared by the Discosa people. The same company recently had a visit by **Pequena Compania**, another Spanish group coming from Lima, Peru (where they attended the OTI Song Festival) and they also were available for exposure through the media.

CBS hosted a party at the El Chalchalero folk nitery to unveil new albums recorded by **Eduardo Falu** (his first LP for the label) and **Julia Elena Davalos**. Julia Elena is traveling this week to her native province, Salta, to take part in a music homage to her late father, **Jaime Davalos**, one of the biggest native poets in this country.

RCA artist **Lito Nebbia** appeared at the Obras Stadium last week to SRO crowds, with the performance being recorded for a live album to be marketed next month. The company is expecting in February the visit by **John Denver**, and in March the arrival of **Evelyn King**.

Microfon awarded its songstress **Sandra Mihanovich** a platinum record for exceeding 60,000 units of her recent album, produced by **Ricardo Kleinman**. Actually, the album is over the 70,000 level, and Sandra unveiled at the party her new song for a single, titled "Let's Make Love."

EMI will be moving its offices to new headquarters and reuniting its facilities under one roof. The company has been storing records and tapes in a building which was formerly intended to be a record pressing factory, in General Pacheco, about 40 miles north of Buenos Aires, but the plans were scrapped when the turn of the market from records to tapes made it unnecessary. The new address, effective April or May, 1983, will be Av. San Martin 3590, Florida, Pcia. de Buenos Aires.

PolyGram is obtaining good results with the new album cut by **Sergio Denis**, who is becoming increasingly popular, although he has been always a front page artist in this market. The new album by folk story teller **Luis Landriscina** is also faring high in the charts.

miguel smirnoff

Canada

OTTAWA — Rarely a year goes by when the best of list isn't missed by a week or two because of vacationing (this year in Honolulu for some marathoning), but Top 10 picks for these ears in 1982 were (in order): **Joe Jackson's** "Night And Day," **Warren Zevon's** "The Envoy," **Pete Townshend's** "All The Best Cowboys Have Chinese Eyes," **Richard and Linda Thompson's** "Shoot Out The Lights," **ABC's** "Lexicon Of Love," **Kate Bush's** "The Dreaming," **Little Steven and the Disciples of Soul's** "Men Without Women," **Elvis Costello's** "Imperial Bedroom," **Roxy**

Music's "Avalon," **Rough Trade's** "Shak'n' The Foundation" (on True North, the only Canadian pick among the 10) and **Steel Pulse's** "True Democracy." apart from the Rough Trade disc, their third in Canada and not released yet in the U.S., there were other excellent domestic picks that came close to making my list. **Kate and Anna McCarrigle's** "Love Over And Over" was the best among them, but other promising efforts were turned in by **Leggatt, David Roberts, Cowan, Harlequin** and **The Payolas**. All deserve to be international hits, although none of them have cracked it so far. Expect big things this year from **Bryan Adams** and possibly (as a real darkhorse) a Toronto-based rhythm-heavy group called **The Boys Brigade**. The year did not turn into the bonanza for Canadian artists abroad that had been expected, but **Loverboy** kept both its albums on the charts all year and **Rush** and **April Wine** both made respectable showings. A platinum disc is expected shortly for **ABC's** "Lexicon Of Love" in Canada... Debut from **The Tenants**, the new CBS signing, slated imminently.

kirk lapointe

United Kingdom

LONDON — Despite the recession, the music business Christmas party season was in full swing leading up to Xmas eve with all the majors and many independent labels pushing the boat out. The retail trade reported an excellent week with major album sales up over last year. This year's major Christmas sellers included **Duran Duran's** "Rio LP," the **John Lennon Collection**, **Olivia Newton-John's** "Greatest Hits," and other big Xmas sellers by **Culture Club, Human League, Soft Cell, Donna Summer, Dexy's Midnight Runners** and **Phil Collins**. Summing up the Xmas period up for retailers, RAVRO (Record & Video Retailers Organization) chairman **Alan Davison** was reported to have said: "This year has been livelier than last year and the reason is that the industry has released a lot of big albums earlier than usual. I think the video novelty is wearing off a bit and people are getting fed up with sitting on their backsides and watching TV, so they are turning back to music, and the old hi-fi is coming back into favor."

The first successful action by a record company against a "Rent-A-Disc" business in the U.K. ensued recently when EMI took legal action to stop a High Street record lending library from trading in Braintree, Devon. EMI obtained a High Court injunction banning the hiring out of records from Record Wise in Braintree. The judge who made the order, **Mr. Justice Harman**, said, "this practice is very damaging to EMI" and ordered an inquiry into damages suffered by EMI through breach of contract as the library was also part of an ordinary record retail store. An EMI spokesperson recently said that if other retailers were found to be hiring out their records, court orders would be sought against them.

nick underwood

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 Entre La Espada Y La Pared — Manzanilla — Music Hall
- 2 Yo Tengo Un Amlgo — Luz Esther Benitez — Interdisc — Luisa Maria Guell — Music Hall
- 3 Dueno De Nada — Jose Luis Rodriguez — CBS
- 4 Olvidame — Pimpinela — CBS
- 5 Nathalie — Julio Iglesias — CBS
- 6 Es Una Mentira — Los Barbaros — RCA
- 7 Vos, Yo, Uno Mas Uno — Sandra Mihanovich — Microfon
- 8 Ojo De Tigre — Survivor — PolyGram
- 9 La Marcha De La Bronca — Pedro y Pablo — Music Hall
- 10 El Amor Desolado — Antonio Grimau — Music Hall

TOP TEN LPs

- 1 Alegria Alegria — Quinteto Imperial — RCA
- 2 Fiesta Latinoamericana — Cuarteto Imperial — CBS
- 3 Escenas De Amor — Jose Feliciano — Motown/Interdisc
- 4 Momentos — Julio Iglesias — CBS
- 5 Como Un Pajaro Libre — Mercedes Sosa — PolyGram
- 6 Actuar Para Vivir — Juan Carlos Baglietto — EMI
- 7 Sandra Mihanovich — Sandra Mihanovich — Microfon
- 8 Las Estrellas — Varios — Microfon
- 9 Pimpinela — Pimpinela — CBS
- 10 Soles — Marilina Ross — CBS

—Prensario

Australia

TOP TEN 45s

- 1 Pass The Dutchie — Musical Youth — MCA
- 2 Do You Really Want To Hurt Me — Culture Club — Virgin
- 3 Solid Rock — Goanna — WEA
- 4 Maneater — Daryl Hall & John Oates — RCA
- 5 Come On Eileen — Dexy's Midnight Runners — Mercury
- 6 Rock The Casbah — The Clash — Epic
- 7 This Guy's In Love (With You) — The Reels — RCA
- 8 Dr. Heckyll & Mr. Jive — Men At Work — CBS
- 9 The Girl Is Mine — Michael Jackson/Paul McCartney — Epic
- 10 Hey Little Girl — Icehouse — Regular

TOP TEN LPs

- 1 Love Over Gold — Dire Straits — Vertigo
- 2 Famous Last Words — Supertramp — A&M
- 3 Spirit Of Place — Goanna — WEA
- 4 Primitive Man — Icehouse — Regular
- 5 10,9,8,7,6,5,4,3,2,1 — Midnight Oil — CBS
- 6 Hottest Hits — Hot Chocolate — Rak
- 7 H2O — Daryl Hall & John Oates — RCA
- 8 The Nylon Curtain — Billy Joel — CBS
- 9 Heartlight — Neil Diamond — CBS
- 10 Shaboo Shooobah — INXS — WEA

—Kent Music Report

United Kingdom

TOP TEN 45s

- 1 Beat Surrender — The Jam — Polydor
- 2 Time — The Culture Club — Virgin
- 3 Mirror Man — The Human League — Virgin
- 4 Save Your Love — Renee & Renato — Hollywood
- 5 Young Guns (Go For It) — Wham! — Innersvision
- 6 Truly — Lionel Richie — Motown
- 7 Our House — Madness — Stiff
- 8 Best Years Of Our Lives — Modern Romance — WEA
- 9 Wishing (If I Had A Picture Of You) — A Flock Of Seagulls — Jive
- 10 Living On The Ceiling — Blancmange — London

TOP TEN LPs

- 1 The Singles — ABBA — Epic
- 2 The John Lennon Collection — Parlophone
- 3 Coda — Led Zeppelin — Swan Song
- 4 Heartbreaker — Dionne Warwick — Arista
- 5 Rio — Duran Duran — EMI
- 6 Midnight Love — Marvin Gaye — CBS
- 7 Hello, I Must Be Going! — Phil Collins — Virgin
- 8 Singles — 45's And Under — Squeeze — A&M
- 9 Pearls 2 — Elkie Brooks — A&M
- 10 From The Makers Of... — Status Quo — Vertigo

—Melody Maker

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CASH BOX TOP 100 ALBUMS

January 8, 1983

Title, Artist, Label, Number, Distributor

Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart	
	12/25	Chart		12/25	Chart		12/25	Chart
1 BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37978) CBS	—	3 25	35 WORD OF MOUTH TONI BASIL (Chrysalis CHR 1410) IND	8.98	39 10	68 SPECIAL BEAT SERVICE THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	8.98	75 10
2 LIONEL RICHIE (Motown 6007 ML) IND	8.98	2 10	36 CHRISTMAS THE OAK RIDGE BOYS (MCA-5365) MCA	8.98	49 6	69 TO THE MAX CON FUNK SHUN (Mercury SRM-1-4067) POL	8.98	72 7
3 BUILT FOR SPEED STRAY CATS (EMI America ST-17070) CAP	8.98	1 27	37 LOVE OVER GOLD DIRE STRAITS (Warnar Bros. 9 23728-1) WEA	8.98	24 12	70 ASIA (Gaffan GHS 2008) WEA	8.98	68 39
4 H2 O DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	—	5 9	38 WINDS OF CHANGE JEFFERSON STARSHIP (Grunt BXL1-4372) RCA	8.98	35 9	71 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO-51124) CAP	8.98	59 23
5 GET NERVOUS PAT BENATAR (Chrysalis CHR 1396) IND	8.98	6 6	39 CHICAGO 16 CHICAGO (Full Moon/Warnar Bros. 9-23689-1) WEA	8.98	36 28	72 IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warnar Bros. 9 23703-1) WEA	8.98	57 18
6 CODA LED ZEPPELIN (Swan Song/Atco 7 90051-1) WEA	8.98	9 2	40 SCREAMING FOR VENGEANCE JUDAS PRIEST (Columbia FC 38160) CBS	—	41 24	73 CHAKA KHAN (Warnar Bros. 9 23729-1) WEA	8.98	82 3
7 MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197) CBS	—	8 6	41 JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	—	40 31	74 12 GREATEST HITS VOL. II NEIL D'AMOND (Columbia TC 38066) CBS	—	71 31
8 FAMOUS LAST WORDS SUPERTRAMP (A&M SP-3732) RCA	8.98	4 7	42 PROPOSITIONS BAR-KAYS (Mercury SRM-1-4065) POL	8.98	46 7	75 WW II WAYLON AND WILLIE (RCA AHL 1-4455) RCA	8.98	76 10
9 NIGHT AND DAY JOE JACKSON (A&M SP-4906) RCA	8.98	7 24	43 BRANIGAN LAURA BRANIGAN (Atlantic SD 19288) WEA	8.98	47 17	76 AN OFFICER AND A GENTLEMAN ORIGINAL SOUNDTRACK (Island/Atco 7 90017-1) WEA	8.98	52 10
10 THE NYLON CURTAIN BILLY JOEL (Columbia TC 38200) CBS	—	10 11	44 TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244) CAP	8.98	44 8	77 EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AL 9599) IND	8.98	69 28
11 LONG AFTER DARK TOM PETTY AND THE HEARTBREAKERS (Backstreet BSR-5360) MCA	8.98	12 6	45 HEARTBREAKER DIONNE WARWICK (Arista AL 9609) IND	8.98	38 10	78 20 GREATEST HITS THE BEATLES (Capitol SV-12245) CAP	9.98	88 8
12 THE NIGHTFLY DONALD FAGEN (Warnar Bros. 9 23696-1)	8.98	11 9	46 WORLDS APART SAGA (Portrait ARR 38246) CBS	—	51 9	79 A FLOCK OF SEAGULLS (Jiva/Arista VA 66000) IND	8.98	64 32
13 EMOTIONS IN MOTION BILLY SQUIER (Capitol ST-12217) CAP	8.98	14 21	47 OH, NO! IT'S DEVO DEVO (Warnar Bros. 9 23741-1) WEA	8.98	48 6	80 JANET JACKSON (A&M SP-6-4907) RCA	6.98	86 9
14 GREATEST HITS DAN FOGELBERG (Full Moon/Epic QE 38308) CBS	—	15 7	48 ALL THE GREAT HITS COMMODORES (Motown 6028ML) IND	8.98	54 4	81 HOOKED ON SWING LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343) RCA	8.98	73 44
15 THRILLER MICHAEL JACKSON (Epic QE 38112) CBS	—	— 1	49 SIGNALS RUSH (Mercury SRM-1-4063) POL	8.98	31 13	82 THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 80215-1) WEA	8.98	90 3
16 COMBAT ROCK THE CLASH (Epic FE 37689) CBS	—	17 29	50 GREATEST HITS LITTLE RIVER BAND (Capitol ST-12247) CAP	8.98	61 4	83 LIVING MY LIFE GRACE JONES (Island/Atco 7 90018-1) WEA	8.98	95 3
17 OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	8.98	13 13	51 GREATEST HITS, VOLUME 2 EAGLES (Asylum 9 60205-1) WEA	8.98	45 7	84 VANITY 6 (Warnar Bros. 9 23716-1) WEA	8.98	60 13
18 HELLO, I MUST BE GOING PHIL COLLINS (Atlantic 80035-1) WEA	8.98	19 5	52 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	—	53 39	85 REACH RICHARD SIMMONS (Elektra E1-60122F) WEA	10.98	74 30
19 AMERICAN FOOL JOHN COUGAR (Riva RVL 7501) POL	8.98	16 34	53 NEBRASKA BRUCE SPRINGSTEEN (Columbia TC 38258) CBS	—	37 12	86 CHRISTMAS WISHES ANNE MURRAY (Capitol SN-16232) CAP	5.98	111 4
20 HEARTLIGHT NEIL DIAMOND (Columbia TC 38359) CBS	—	18 11	54 PETER GABRIEL (Gaffan GHS 2011) WEA	8.98	50 13	87 GREATEST HITS DOLLY PARTON (RCA AHL 1-4422) RCA	8.98	81 12
21 SPRING SESSION M MISSING PERSONS (Capitol ST-12228) CAP	8.98	23 9	55 SILK ELECTRIC DIANA ROSS (RCA AFL1-4384) RCA	8.98	43 10	88 NO CONTROL EDDIE MONEY (Columbia FC 37960) CBS	—	77 25
22 DAYLIGHT AGAIN CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	8.98	21 24	56 GET CLOSER LINDA RONSTADT (Asylum 9 60185-1) WEA	8.98	42 11	89 AEROBIC SHAPE-UP JOANIE GREGGAINS (Parade/Petar Pan 104) IND	8.98	91 37
23 1999 PRINCE (Warnar Bros. 9 23720-1F) WEA	10.98	25 6	57 HERE COMES THE NIGHT BARRY MANILOW (Arista AL 9610) IND	8.98	80 3	90 MORE JAZZERCISE JUDI SHEPPARD MISSETT (MCA-5375) MCA	8.98	96 7
24 I CAN'T STAND STILL DON HENLEY (Asylum EL-60048) WEA	8.98	22 17	58 ABSOLUTELY LIVE ROD STEWART (Warnar Bros. 9 23743-1G) WEA	11.98	58 6	91 WHAT TIME IS IT? THE TIME (Warnar Bros. 9 23701-1) WEA	8.98	84 15
25 SPEAK OF THE DEVIL OZZY OSBOURNE (Jet ZX2 38350) CBS	—	32 3	59 IT'S HARD THE WHO (Warnar Bros. 9 23731-1) WEA	8.98	55 15	92 GET LOOSE EVELYN KING (RCA AFL1-4337) RCA	8.98	79 16
26 THE JOHN LENNON COLLECTION (Gaffan GHSP 2023) WEA	9.98	30 5	60 THE SINGLES ABBA (Atlantic 80036-1-G) WEA	11.98	83 3	93 QUIET LIES JUICE NEWTON (Capitol ST-12210) CAP	8.98	85 31
27 LEXICON OF LOVE ABC (Mercury SRM-1-4059) POL	8.98	27 17	61 GET LUCKY LOVERBOY (Columbia FC 37638) CBS	—	56 59	94 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930) RCA	8.98	92 94
28 WILD THINGS RUN FAST JONI MITCHELL (Gaffan GHS 2019) WEA	8.98	28 6	62 ANNIE ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS	—	62 32	95 LAST DATE EMMYLOU HARRIS (Warnar Bros. 9 23740-1) WEA	8.98	70 8
29 SHOWTIME THE J. GEILS BAND (EMI America SO-17087) CAP	8.98	34 4	63 HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4373) RCA	8.98	63 22	96 I ADVANCE MASKED ANDY SUMMERS & ROBERT FRIPP (A&M SP-4913) RCA	8.98	94 10
30 FRIEND OR FOE ADAM ANT (Epic ARE 38370) CBS	—	33 9	64 IV TOTO (Columbia FC 37728) CBS	—	78 37	97 DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241) CAP	8.98	105 4
31 RECORDS FOREIGNER (Atlantic 7 80999-1) WEA	8.98	— 1	65 AS ONE KOOL & THE GANG (Da-Lita DSR 8505) POL	8.98	65 13	98 TRUE LOVE CRYSTAL GAYLE (Elektra 9 60200-1) WEA	8.98	98 5
32 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229) RCA	8.98	29 41	66 HIGH ADVENTURE KENNY LOGGINS (Columbia TC 38127) CBS	—	66 15	99 SKYYJAMMER SKYY (Salsoul SA-8555) RCA	8.98	102 6
33 MIRAGE FLEETWOOD MAC (Warnar Bros. 9 23607-1) WEA	8.98	26 24	67 GONE TROPPO GEORGE HARRISON (Dark Horse 9 23734-1) WEA	8.98	67 8	100 GREATEST HITS RAY PARKER, JR. (Arista AL 9612) IND	8.98	135 3

Cashbox Top Albums/101 to 200

January 8, 1983

	Weeks On Chart	12/25
101 JEFFREY OSBORNE	97	28
102 THE JAZZ SINGER	108	8
103 THE MESSAGE	93	11
104 E.T. THE EXTRA-TERRESTRIAL	118	4
105 CHRISTMAS	122	4
106 CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND	99	8
107 RADIO ROMANCE	101	8
108 A COUNTRY CHRISTMAS	125	4
109 CREATURES OF THE NIGHT	120	4
110 PICTURES AT ELEVEN	112	23
111 FOREVER NOW	100	11
112 INCOGNITO	107	11
113 RIT/2	114	5
114 WILD NIGHT	87	10
115 NO-MAN'S LAND	126	4
116 RUN FOR THE ROSES	110	7
117 S.O.S. III	127	5
118 IT'S ALRIGHT	132	4
119 KISSING TO BE CLEVER	140	3
120 PRETTY PAPER	89	28
121 NO FUN ALOUD	106	21
122 JUMP TO IT	116	22
123 THREE LOCK BOX	134	115
124 THE OTHER SIDE OF THE RAINBOW	113	7
125 SHANGO	103	17
126 E.T. THE EXTRA-TERRESTRIAL	128	27
127 HIGHWAYS & HEARTACHES	104	13
128 EYE OF THE TIGER	116	22
129 EVERY HOME SHOULD HAVE ONE	154	5
130 GREATEST HITS	134	115
131 I COULD RULE THE WORLD IF I COULD GET THE PARTS	141	4
132 SUCCESS HASN'T SPOILED ME YET	138	40
133 HIMSELF	156	3

	Weeks On Chart	12/25
134 CHRISTMAS ALBUM	147	4
135 SINGLES — 45's AND UNDER	149	3
136 MEN WITHOUT WOMEN	115	7
137 DECEMBER	1	1
138 HANK WILLIAMS, JR.'S GREATEST HITS	117	12
139 TONGUE IN CHIC	139	5
140 NOW AND FOREVER	129	28
141 AEROBIC SHAPE-UP II	1	1
142 ABACADABRA	123	27
143 CUT	153	4
144 ESCAPE	131	73
145 ZAPP II	109	21
146 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	150	67
147 O HOLY NIGHT	157	4
148 UTOPIA	133	12
149 BLAST!	159	2
150 SOMETHING'S GOING ON	155	7
151 CHARIOTS OF FIRE	137	63
152 HOOKED ON CLASSICS	144	58
153 GAP BAND IV	121	29
154 ANNE MURRAY'S GREATEST HITS	158	147
155 VACATION	119	20
156 RIO	171	2
157 MERRY CHRISTMAS	163	4
158 VISIONS OF THE LITE	166	2
159 BLACKOUT	146	40
160 TOUR DE FORCE — "LIVE"	143	5
161 JUST SYLVIA	142	20
162 JUST AIN'T GOOD ENOUGH	162	6
163 ALL FOUR ONE	151	35
164 THREE SIDES LIVE	166	27
165 SHUTTERED ROOM	165	11
166 CHRISTMAS CARD	173	3

	Weeks On Chart	12/25
167 USED TO BE	169	5
168 CAROL HENSEL'S EXERCISE & DANCE PROGRAM — VOLUME 3	177	2
169 GRAND SLAM	170	6
170 THE PARTY'S OVER	148	7
171 PAT TRAVERS' BLACK PEARL	124	8
172 COMPUTER GAMES	172	4
173 MEMORIES OF CHRISTMAS	178	3
174 FRICTION	175	4
175 A CHRISTMAS TOGETHER	184	2
176 HARD TIMES	176	3
177 OPUS X	180	2
178 BIGGEST HITS	1	1
179 VOYEUR	181	15
180 MERRY CHRISTMAS	187	2
181 THE BITTEREST PILL (I EVER HAD TO SWALLOW)	182	3
182 A CHIPMUNK CHRISTMAS	188	3
183 VANDENBERG	1	1
184 IN THE MOOD FOR SOMETHING RUDE	185	3
185 VIEW FROM THE GROUND	130	16
186 DIARY OF A MADMAN	189	58
187 DIVER DOWN	195	34
188 TURNED ON CHRISTMAS	190	3
189 DONNA SUMMER	136	21
190 WALT DISNEY PRODUCTIONS' MOUSERCISE	160	41
191 MADNESS, MONEY AND MUSIC	164	12
192 PERFECT STRANGER	152	8
193 SECOND TO NUNN	161	10
194 STEEL BREEZE	174	14
195 THE HIGH AND THE MIGHTY	145	8
196 ROCK IN A HARD PLACE	179	15
197 LET ME TICKLE YOUR FANCY	197	21
198 GREATEST HITS	193	6
199 UPSTAIRS AT ERIC'S	194	14
200 WIN THIS RECORD	167	12

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Country Christmas	108	Commodores	48	Gayle, Crystal	98	Little River Band	50	Plant, Robert	110	Stray Cats	3
A Flock of Seagulls	79	Con Funk Shun	69	Genesis	164	Little Steven	136	Pointer Sisters	198	Steisand, Barbra	13
ABBA	60	Cosby, Bill	133	Go-Go's	155	Loggins, Kenny	66	Presley, Elvis	173	Summer, Donna	189
ABC	27	Cougar, John	19	Golden Earring	143	Loverboy	61	Prince	23	Summers & Fripp	96
Aerobics (Greggains)	89, 141	Crosby, Bing	15	Grand Master Flash	103	Lovich, Lene	115	Psychedelic Furs	111	Supertramp	8
Aerobics (Hensel)	168	Crosby, Stills & Nash	22	Hegar, Sammy	123	Manhattan Swing Orchestra	81	Rabbitt, Eddie	107	Survivor	128
Aerobics (Missett)	90	Culture Club	119	Hall & Oates	4	Manilow, Barry	57	Richie, Lionel	2	Sylvia	161
Aerosmith	196	Denver, John & Muppets	175	Harris, Emmylou	95	Mathis, Johnny	180	Ritenour, Lee	113	Talk Talk	170
Air Supply	140	Devo	47	Harrison, George	67	McDonald, Michael	72	Robbins, Marty	178	Taylor, Johnnie	162
Alabama	32, 94	Diamond, Nell	20, 74, 102	Henley, Don	24	Men At Work	1	Rogers, Kenny	71, 105, 130	Time	91
America	185	Di Meola, Al	160	Henry Hadaway Orch	188	Miller, Steve	142	Ronstadt, Linda	56	Toto	64
Ant, Adam	30	Dire Straits	37	Iris, Donnie	195	Missing Persons	21	Ross, Diana	55	Travers, Pat	171
Asia	70	Duran Duran	156	J. Geils Band	29	Mitchell, Joni	28	Royal Philharmonic Orch	63, 152	Utopia	148
Austin, Patti	129	E.T. Storybook	104	Jackson, Janet	80	Money, Eddie	88	Rush	49	Van Halen	187
Bar-Kays	42	Fleetwood Mac	33	Jackson, Jermaine	197	Moore, Melba	124	S.O.S. Band	117	Vandenberg	183
Basil, Toni	35	Fogelberg, Dan	14	Jackson, Joe	9	Motels	163	Saga	46	Vanity 6	84
Beatles	78	Foghat	184	Jackson, Michael	15	Mousercise	190	Santana	125	Vandross, Luther	34
Benatar, Pat	5	Fonda, Jane	41	Jackson, Millie	176	Murray, Anne	86, 154	Scorpions	159	Waitresses	131
Branigan, Laura	43	Foreigner	31	Jam	181	Nelson, Willie	52, 120, 146	Sheppard, T.G.	192	Warwick, Dionne	45
Brothers Johnson	149	Franklin, Aretha	122	Jefferson Starship	38	Newton, Juice	93	Simmons, Richard	85	Washington, Grover	82
Bryson, Peabo	97	Frey, Glenn	121	Joel, Billy	10	Newton-John, Olivia	17	Skaggs, Ricky	127	Waylon And Willie	75
Carnes, Kim	179	Gabriel, Peter	54	Jones, Grace	83	Nunn, Bobby	193	Sky	99	Who	59
Casino Lights	106	Gap Band	153	Journey	144	Oak Ridge Boys	36	Slave	158	Williams, Hank	138
Charlene	167	Garcia, Jerry	116	Judas Priest	40	One Way	114	Spinners	169	Winston, George	137
Chic	139	Gaye, Marvin	7	Khan, Chaka	73	Ono, Yoko	118	Springsteen, Bruce	53	Yaz	199
Chicago	39	King, Evelyn	92	King, Evelyn	92	Osborne, Jeffrey	101	Spyro Gyra	112	Zapp	145
Chilliwack	177	Kiss	109	Kiss	109	Osbourne, Ozzy	25, 186	Springfield, Rick	132		
Chipmunks	182	Klugh/James	44	Kool & The Gang	65	Parker, Ray	100	Squeeze	135	SOUNDTRACKS	
Chocolate Milk	174	Led Zeppelin	6	Lennon, John	26	Parsons, Alan	77	Squier, Billy	13	An Officer and	76
Clash	16	Lindley, David	200	Lennon, John	26	Parton, Dolly	87	Stallier Brothers	166	Annie	62
Clinton, George	172			Lindley, David	200	Paverotti, Luciano	147	Steel Breeze	194	Chariots Of Fire	151
Collins, Phil	18					Petty, Tom	11	Stewart, Rod	58	E.T.	126

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MEDIA AWARDS — Kenny and Marianne Rogers recently presented awards to winners of the 1982 World Hunger Media Awards (which they sponsored) during ceremonies at the United Nations Plaza Hotel in New York City. Pictured standing are (l-r): Kent Kobersteen, Minneapolis Tribune; Gene Reynolds, MTM Prods.; Dr. John Robson; Frances Moore Lappe; Kenny Rogers; Marianne Rogers; Barbara Gordon; Leigh Wharton; Bill Wendling, WTBS; and Bill Elder, WML-TV. Pictured seated are (l-r): Tom Peterson and Gary Gundersen, Seeds Magazine; actor Eddie Albert; Richard Harley, Christian Science Monitor; Charles Anzalone, Binghamton Sun Bulletin; and Scott Ferguson, WTBS.

Video Hoopla At Winter CES

(continued from page 20)

In addition, Vestron will be featuring the cassette "How To Beat Home Video Games," with former Games Magazine editor Philip Wiswell, at its booth, setting up *E.T.* and *Raiders of the Lost Ark* video games to demonstrate the three-volume series.

Lastly, Vestron will be offering VidAmerica's new low-priced Affordable Collectibles series of films at the show as the result of a new marketing and distribution agreement with the Video Corp. of America home video subsidiary.

MGM/UA Home Video

Although MGM/UA won't be exhibiting at this CES, representatives will be meeting with distributors during the course of the show and the company will have a hospitality suite in the MGM Grand Hotel, where you can go if you want to hear about the company's January schedule. If for some reason you can't make it, we'll tell you that among the first month releases are *Diva*, *The Cincinnati Kid*, *The Great Space Coaster Supershow*, the classic musical *Singin' In The Rain*, *Lady Chatterly's Lover*, and *Enter The Ninja*.

MGM/UA, as distributor for Family

Home Entertainment, is participating in a push behind recent FHE titles *Bumby #5* and the animated *Strawberry Shortcake In The Big Apple City*, especially the latter with its \$29.95 retail price. Also part of the push in family and children's fare is the MGM/UA title, *Who's Afraid Of Opera* with Joan Sutherland.

Paramount Home Video

Paramount, still flush with the success of *Star Trek II: The Wrath of Khan* (the company recently announced that the \$39.95 test priced cassette has sold 109,000 units), will continue its push on Khan and announce its forthcoming titles *Friday the 13th III*, *Godzilla Vs. The Monster Zero* and *Vic Braden's Tennis*, a sports how-to. Look for further announcements to be made at the show.

RCA/Columbia Pictures Home Video

According to vice president and general manager Robert Blattner II, "Traditionally we have not used CES as a forum to announce new titles but rather as an easy way to talk with our distributors. We'll be meeting with each of our distributors individually at the 1983 Winter CES." You might also expect the announcement of new titles, although the information was not available at presstime.

Nashville Publishers Say Low Record Sales Will Offset Mechanicals Hike

(continued from page 21)

published by Tree, he is asked quite often to give a reduced rate for "controlled copyrights" or for a multiple number of cuts.

While he admitted that at one time he had granted special mechanical rates in those circumstances, that is no longer a practice that he engages in. "I have never found any justification for (reduced) rates," stated Killen. "They've been a fact of life for a long time in our industry, but I can't find any justification for it because it's all passed along to the consumer anyway. If I give them a quarter of a cent off the rate that I charge them, they're just going to put it in their pocket. I don't blame them for wanting to make all the profit they can, but we all have to live."

New Records Only

Even with the increase at the first of the year, the new statutory rate will be applied only to records that are cut after Jan. 1, according to Sue Patton, vice president of Tom Collins Music. Patton said that records recorded between July 1, 1981 and the end of 1982 will still receive the 4 cent mechanical rate, and records recorded before that will receive whatever rate was in effect when the license was signed.

In spite of the increase, its effects will vary from record to record, and, Patton said, a perfect example is the difference between Steve Warner's "Kansas City Lights," a record she termed an "airplay hit," and Sylvia's "Nobody," which just went gold. Patton felt that "Kansas City Lights," which experienced "slow sales," will see its income largely from radio airplay, whereas the return from "Nobody" should come fairly equally split between mechanical income and performance royalties. In either case, she said, with the state of reserves and the time lapse between the actual release date and the advent of a significant volume of sales, the major income from any record takes six months to one year from its release date to determine just how successful the record was in terms of income.

Jim Malloy, president of Debdave/Briarpatch, suggested that with the presence of bootleggers, the full impact of the hike in mechanical royalties can never be realized,

especially on "hot product like REO Speedwagon or Eddie Rabbitt." He said, though, that in the case of Rabbitt, who writes most of the material that he records, the record label will be unable to increase the reserves rate because his contract with his label has a "return clause" and if that clause is neglected, Rabbitt has grounds to break his contract, but he said that the "little artists (assuming they're singer/songwriters also) won't get paid right."

He further noted that new or developing singer/songwriters, such as Debdave's Tom Schuyler, who just signed with Capitol Records, have to give a special discounted royalty rate to the record label, and Malloy said that a similar rate had been granted to Elektra when for the first five years that Rabbitt was signed to the label, although that rate has since been waived.

Still, Malloy insisted that the increase in royalties is "going to help," and felt that an upswing in record sales (he is expecting one in 1983) will make that increase even more noticeable.

RCA Issuing EPs In Country Market

(continued from page 21)

shrink wrap. RCA indicated that the series will be an ongoing project with new releases to appear on a quarterly basis or every six months, depending on the success of the initial packages. Newly signed artists David Willis and Marlow Tackett were cited as perfect examples of the type of performers who can be expected to appear in future country EPs.

The move will no doubt bring further consideration of the EP by other labels such as PolyGram, CBS and Capitol/EMI-Liberty, which have been mulling new methods of selling records (**Cash Box**, Dec. 4).

RCA is introducing the series after one year of research involving focus groups and retail studies, but the series will not affect the label's efforts to market two-hit singles, such as the Earl Thomas Conley disc, which featured both "Somewhere Between Right And Wrong" and "Fire & Smoke."

CASH BOX

January 8, 1983



CONGRATULATIONS — Albert M. Rodstein (second from right), co-chairman of the Vending and Food Service Division of the State of Israel Bonds, and chairman of Banner Specialty Company (Jenkintown, Penn.), recently received the noted Bonds Industry Award. The presentation was made by news correspondent Robert St. John (center) during a Philadelphia area gathering that was being held to support a national Bonds Tribute Dinner, in Chicago, honoring Bally Manufacturing Corp. president Robert E. Mullane. Co-chairmen who participated in the event were (l-r): Morris Zacher, Banner president Alan Bruck and Frank Ash of Active Amusement.

City Officials Play Video Games During Los Angeles Conference

LOS ANGELES — At the recent National League of Cities convention held here, The Amusement Game Manufacturers Assn. (GMA), in cooperation with distributors and operators, sponsored a booth equipped with a full assortment of video games for free play by attending city officials from around the country.

As the third major step in its 1982 government relations program, AGMA attended this national convention of elected city officials in an effort to begin a dialogue with those governmental decision makers in whose hands much of the industry's future fate lies, according to Glenn Braswell, executive director

(continued on page 36)

Japan Upholds C'right Protection For Video Games

CHICAGO — Joseph Robbins, president of the Amusement Game Manufacturers Assn, received word recently from a Japanese manufacturer informing him of a Tokyo District Court ruling stating that computer related software should be considered literary work and is subject to protection under copyright laws. The telex received by Robbins was from Michael Kogan of Taito Corporation of Japan and it read in part, "this landmark decision in Japan would pave the way for quicker decisions and establishes better copyright protection for game manufacturers."

Commenting on the decision, Robbins called the action "a turning point in the protection of copyrights by manufacturers worldwide." He stated further that "it tends to put pirates of all countries on notice that manufacturers are intent on protecting their copyrights."

"The announcement of this court decision," he added, "comes on the eve of a public announcement by the U.S. manufacturers regarding their copyright protection plans for 1983."

"Manufacturers of all countries should be heartened by this decision and renew their efforts to protect their legal rights in all jurisdictions of the globe," said Robbins.

A meeting of international manufacturers was attempted in conjunction with the recent

(continued on page 36)

CONTENTS

Industry Calendar	36
Industry News	36
Jukebox Programmer	38
New Equipment	37

COIN MACHINE

INDUSTRY NEWS



HOLIDAY SPIRIT — The Veterans Administration Hospitals and a variety of children's hospitals were among the many organizations to receive a special Christmas gift from Atari — coin-video games. The company donated over 400 "free-play" games to San Francisco Bay Area and Baltimore, Md. charities. San Francisco Bay Area charities included the Menlo Park (upper right) and Palo Alto (lower right) chapters of the Veterans Administration hospitals; The Chandler Tripp School for orthopedically handicapped children in San Jose (upper left) and the Shriners Hospital for Crippled Children in San Francisco (lower left).

Atari Donates Video Games To Several Hospitals, Charitable Organizations

MILPITAS, Calif. — In the spirit of the holiday season, Atari, Inc. announced the gift of over 200 coin video games to San Francisco Bay Area charities and other special organizations.

"We were looking for a way to put something back into the communities that helped give Atari its start ten years ago," said John S. Farrand, president of Atari's Coin Video Games Division. "These gifts are our way of saying thanks."

Among the organizations to receive the games are the Christmas Exchange of Santa Clara County and the Holiday Project, which represent such special groups as children's hospitals, homes for children and families in transition, and various treatment centers for physically and mentally handicapped individuals.

Marion Tibbits, director of the Christmas Exchange, commented on the gifts. "These games are wonderful Christmas presents to provide entertainment to groups like the handicapped and underprivileged in the Bay Area."

The Red Cross is also involved in the video giveaway, the games going to the Veterans Administration in Menlo Park, Calif. Several YMCAs in the Bay Area will receive games to help fulfill the recreational needs of the children who visit them.

In addition to the Bay Area game distribution, 250 games will be given to the "Magic

Me" project of the Community Foundation of the Greater Baltimore Area in Maryland. "Magic Me" is a group of children who regularly visit a network of Baltimore nursing homes, providing friendship and love to the residents.

All games will be placed on "free play" and will be used solely for entertainment purposes.

Atari is a leading designer and manufacturer of home video games, coin video games and home computers, programs and peripherals for a variety of applications. The company is a wholly-owned subsidiary of Warner Communications, Inc.

CALENDAR

Feb. 20-22: So. Carolina Coin Operators Assn.; state convention; Holiday Inn/City Center; Columbia.

Feb. 21-23: Pacific Amusement Operators Show; annual trade show; Fairmont Hotel; San Francisco.

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

April 7-10: Florida Amusement Vending Assn., state convention; Curtis Hixon Hall; Tampa.

April 22-24: NAMA Western Convention Assn.; annual convention; Anaheim, Calif.

April 30-May 1: Pennsylvania Amusement & Music Machine Assn.; state convention; Greater Pittsburgh Merchandise Mart/Expo Center; Monroeville.

Oct. 28-30: Amusement & Music Operators Assn.; annual exposition; The Rivergate; New Orleans.

Oct. 13-16: NAMA National Convention; annual convention; McCormick Place; Chicago.

June 9-11; Illinois Coin Machine Operators Assn.; state convention; Holidome; Springfield.

June 16-18; Ohio Music & Amusement Assn., annual convention; Hyatt Regency Columbus; Columbus.

Bally Midway Files Copyright Suit In Los Angeles

CHICAGO — Bally Midway Mfg. Co. recently filed a civil lawsuit against Austin Communications, Ontario; Teleco Technology Industries, Anaheim; and SJS Publishing, Ontario (all in the Los Angeles, California area). According to the company, the action was brought against the defendants for alleged infringement of Bally Midway's copyright and trademark rights in the popular "Pac-Man" name and characters resulting from the defendants' sale of "counterfeit telephones in the Pac-Man image." The U.S. District Court in Los Angeles reportedly issued a temporary restraining order and expedited pretrial discovery and impoundment orders against each of the defendants on Nov. 22, 1982.

PAMMA Announces Annual Meeting

CHICAGO — The Pennsylvania Amusement and Music Machine Assn. (PAMMA), the newly formed state organization, has scheduled its first annual Exposition of Music & Games for April 30 - May 1, at The Greater Pittsburgh Merchandise Mart/Expo Center in Monroeville, Penn. Expo chairman Domenick Salvatore (The Machine Shop-Pittsburgh) anticipates a full turnout of major manufacturers' representatives at the show.

This progressive, new state association was organized less than a year ago and has already realized a significant increase in membership. As noted by association officials, the "phenomenal growth" of PAMMA within the past year clearly demonstrates a "rapidly expanding industry committed to being responsive to legitimate concerns of the communities in which they do business." In the short period

The U.S. Marshal conducted the impoundments on Dec. 1, 1982 and seized approximately 3000 "Pick-Me Phone" telephones from the three defendants as infringing Bally Midway's copyrights and trademarks.

Bally Midway has an extensive merchandise licensing program for the Pac-Man name and characters which now includes over 89 licensees manufacturing and selling over 450 products. Among these is American Telecommunications, Inc. of El Monte, Calif., which manufactures and sells a licensed telephone in the Pac-Man image.

Bally Midway has had an active enforcement program against infringers of its video game and merchandise rights. Over 40 suits have been brought against such infringers. In most instances, the company has obtained not only preliminary injunctions and impoundment orders, but favorable settlements including damages, operating profits and attorney's fees and costs as well.

of its existence PAMMA has "continually worked to assure that its industry remains clean and wholesome and is recognized for its significant contributions to society and the economy."

Seminars Slated

In addition to an equipment exhibit, the PAMMA exposition will offer a full schedule of seminars dealing with industry problems, service and other pertinent topics relative to the current operating environment.

Exhibit hours will be held on Saturday, April 30 from 2:00 p.m. until 6:00 p.m. and on Sunday, May 1 from 12:00 noon until 4:00 p.m.

Further information about the convention may be obtained by contacting Judith A. Martin, at 16 E. Broad St., Suite 901, Columbus, Ohio 43215 or phoning (614) 221-8600.

City Officials Play Video Games In L.A.

(continued from page 35)
of AGMA.

"The National League of Cities was the most successful event of 1982," commented Braswell. "In a short three days, industry representatives were able to discuss issues of mutual concern with city officials from a greater variety of jurisdictions than could have been achieved in many months of road travel."

New Sources Of Revenue

Braswell said "certain trends among the cities were painfully clear to the industry representatives." First of all, he pointed out, there is a great search by governmental officials, at all levels, for new sources of revenue. Video games will be a prime target in 1983. Secondly, many city officials are of the opinion that games should not be banned, but simply be regulated for purposes of control. In this regard, many industry officials found the city decision makers to be surprised upon learning that the amusement game industry is not opposed to regulations per se, but only opposed to those that are unreasonable, unbearably restrictive and confiscatory in nature.

As was the case with the National Assn. of Counties convention and the National Conference of State Legislatures, the AGMA found a great resource of positive attitude

Copyright Protection

(continued from page 35)

trade show in Tokyo but was cancelled due to logistical difficulties, but preliminary plans are underway to reschedule such an event for the Frankfurt show in Germany, with Jan. 19, 1983 as the current target date.

"This Japanese court decision underscores the need for an international meeting of manufacturers on this subject," Robbins concluded.

among elected officials, according to Braswell. "However," he said, "it will become wasted if we, as an industry, do not speak up for ourselves, become politically active and take steps to capture, cultivate and prolong our basic friendships in government."

Valley Holds AMOA Drawing For Ops

CHICAGO — To highlight their participation in the recent AMOA convention Nov. 18-20, 1982, The Valley Company sponsored an "operators only" prize drawing, which was held at the close of the show. Prizes consisted exclusively of Valley products and more than 2000 coin machine operators registered for the drawing.

The first prize, a new Valley Cougar Cheyenne coin-operated pool table, was won by Ron Don Amusements of Durham, N.C. A Valley Tiger Cat Bumper Pool table was the second prize, which was won by Lee Amusement of Kansas City, Mo. High Country Games of Laramie, Wyo. was the winner of the third prize, a Valley Exe-Cue-Tive pool table desk.

Each of the fourth through tenth prizes was made up of a dozen Valley Ltd. cues — American-made, one piece, hard maple shafts and selected imported hardwood butts. The seven winners were: Kiski Coin Machine Company of Apollo, Penn.; Stringer Amusement Company of Lucedale, Miss.; Jim Wakefield of Riverton, Wyo.; Castle Music of New Castle, Penn.; Williamson Music Company of Menomonee, Wisc.; F & F Vending Service of Bryan, Tex. and Jagor Company of Kaukauna, Wisc.

"Our congratulations to the winners, along with our thanks to them and to all the operators who selected Valley as 1982's most popular pool table," commented Chuck Milhem, Valley president.



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INDUSTRY NEWS

New Equipment

Show Stopper

Among the outstanding new products displayed at the recent AMOA convention was the new Gottlieb video game, "Q*bert," which attracted heavy traffic and rave reviews at the Gottlieb exhibit.



The game's main character is Q*bert, who begins play atop a 3-dimensional pyramid of vividly colored blocks. He must hop onto the top of each block in the pyramid and change its color to the object color which is in constant display at the side of the screen.

Q*bert's task, however, is complicated by several sinister characters known as Slick, Sam, Ugg, Wrong-Way and Coily, who is the most sinister of all. All characters, except Coily, begin on the top block bounce their way down and off the bottom of the pyramid. Coily, though, pauses at the bottom of the pyramid and then begins to chase Q*bert, who can only escape him by luring him to the edge of the pyramid and leaping onto one of several flying disks, which take Q*bert back to the top block. As the action continues Coily attempts to follow Q*bert and jumps off the edge of the pyramid and off the bottom of the screen, earning bonus points.

Subsequent levels require Q*bert first to change each block to an intermediate color and then to the object color, making him hop on each block twice. There are nine levels in all, with each level having four rounds, making a total of 36 separate screens. Players maneuver Q*bert with a single 4-way joystick, and one or two persons can play the game.

At the operator's option, players can begin with from three to five Q*berts and earn additional Q*berts at scores from 6,000 to 11,000 points. Other operator options include the speed level of the game, which can be set for moderate or fast speed, and the extensive coin credit combinations available.

Ghoulish Fun

Chasing notorious monsters through creepy castles, haunted houses and spooky graveyards is just part of the fun as SEGA's "Monster Bash" challenges players of all ages with an intriguing and skillful hunt after Dracula, Frankenstein and Chameleon Man in a thrilling cartoon adventure game.

The new game features colorful graphic characters in three exciting

scenes of hunt-and-hide, with the player fighting off defending bats, wolfmen and spiders as he seeks to destroy Dracula, Frankenstein and Chameleon Man with a SuperZap. Light-hearted, suspenseful music and sounds add to the fun and heighten player interest and intrigue.

In the first scene, the player hero of the game — Little Red — a wiley red-headed boy, chases the vicious Dracula throughout his five story haunted house. Up and down staircases and through Warp Doors leading to secret passageways, Little Red zaps defending bats while attempting to light candles in certain rooms. When one of the candles is lit, a magic sword flashes with mystical powers.

As with Dracula, Frankenstein can only be eliminated by use of a SuperZap, so watch the moving cloud, it is your SuperZap timer.

After defeating Dracula and Frankenstein, it's on to the greatest challenge yet — to dispatch the tricky Chameleon Man and his horde of spiders.

Entering the spooky graveyard, Little Red finds that only one candle is available for lighting, and it is in a crypt guarded by the giant spiders. The spiders may be tricky — but not as tricky as Chameleon Man whose color changes to match the background so that he disappears. To make Chameleon Man visible, the player can pass over one of three color-change spots. These color-change spots change the background and make Chameleon Man visible again.



An added danger is Chameleon Man's long tongue, which can reach out far distances and defeat Little Red without warning, or to block a SuperZap. As before, Little Red must light the candle and touch the flashing magic sword, to obtain SuperZap power. Destroying Chameleon Man with a well-placed SuperZap ends the round. Each succeeding round of play presents the three scenes with faster, smarter and more numerous monsters and guards.

Join The Force

"Join The Atari Force: Code Name 'Liberator.'"

So begins the challenge — and the adventure — of Atari's new coin video game, "Liberator."

The evil Malaglon army has invaded many friendly star systems and the Liberator is leading a squad of four drone ships in the fight to destroy the enemy's bases. The Atari Force, led by Commander Martin Champion has joined the Liberator in his fight against the evil, and from the cockpit of Scanner One, the Atari Force spacecraft, they direct the drone ships in their attack from the four corners of the screen.

As game play begins, the player, as the Liberator, finds himself in deep space. A warning from Commander Champion flashes across the screen — enemy ships are in the immediate area and will try to destroy the drone ships. The Liberator must counterattack and destroy the enemy scouts, using the new Midi Trak-Ball to control a cursor that appears on the screen.

The cursor marks the spot where a laser, fired by the drone ships, will explode. The laser beam itself is released by pressing the fire button. Once the scout ships are destroyed, the Liberator

can get on with his mission: to destroy the red flashing missile bases on the invaded planets and to protect his drone ships from enemy spacecraft and incoming missiles. For protection, the



Liberator is armed with a shield button. Each drone is protected by a shield with four charges per round of play, and every time the shield button is pushed all shields on the screen lose a charge.

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