

CASHBOX

January 15, 1983

NEWSPAPER \$3.00

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NEW FACES TO WATCH
Heaven

MARKETING: FOCUS OF NARM '83
PRICING: CBS REVISION, WEA UPDATE
RECORD RENTALS: PHILLY DEALERS BOW PLANS
VIDEO GAMES: USED MARKET OPENS UP
PUBLISHING: JUDGE SIGNS BLANKET FEE ORDER

Earl Klugh and Bob James



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Movin' On

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CASH BOX

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EDITORIAL Getting Down To Business

As we begin the New Year, it is good to see the industry really facing up to the challenge of staying afloat during these hard times. With the entire industrial world in a state of recession, now more than ever is it necessary to forge ahead with aggressive marketing plans designed to capture a share of the constantly dwindling supply of consumer dollars out there.

In that light, WEA's catalog list price reduction, some facets of CBS's new pricing structure and the announcement that the annual National Assn. of Recording Merchandisers (NARM) convention will focus on the actual marketing of prerecorded music product, plus new lines like the Compact Disc (CD), video, home video games and so on are certainly steps in the right direction. The American auto industry was decimated by Japanese and European

competitors who responded more quickly to the needs of the consumer, but steps like those mentioned above could prevent the same thing from happening to the music industry.

After all, music and all of the other ancillary products are leisure time goods, luxuries, if you will. In spite of everything music merchants, artists and manufacturers may say, when the consumer's money gets short, food, gasoline, housing, clothing and other necessities will take priority over music.

Therefore, aggressive, price- and quality-conscious marketing strategies will be needed to keep the customer coming back. Very rarely today is there the song or act that will sell by itself. It is more competitive than ever out there, and hard work is the only way to prevail... So let's get down to business.

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ON THE COVER

In that twilight zone where jazz touches the fringes of pop acceptance, there are no two more qualified inhabitants than guitarist Earl Klugh and keyboardist Bob James, whose mutual distinction has come to fruition on the Capitol Records LP, "Two Of A Kind."



The album, which is the second pairing of these formidable performer/composer talents, reached #1 on the Cash Box Jazz Album chart and was nearly a Top 40 selling Pop LP during the holiday season.

Since the "One On One" LP in 1981 teamed the multi-talented duo, each has continued to advance as a soloist, gaining popularity far beyond the parameters of jazz and developing a following ranging from easy-listening to the core of their music seedbed -- jazz. Their diversity as individuals and as a team was honestly earned through recordings and performance on a variety of levels and with a spectrum of people.

With "Two Of A Kind," Klugh and James illustrate how the dynamics of a music like jazz can be made accessible to pop sensibilities and create something new in the process.

TOP POP DEBUTS

SINGLES	54	YOU ARE — Lionel Richie — Motown
ALBUMS	9	THE DISTANCE — Bob Seger & The Silver Bullet Band — Capitol

POP SINGLE
MANEATER Daryl Hall & John Oates RCA
B/C SINGLE
PUT IT IN A MAGAZINE Sonny Charles HighRise
COUNTRY SINGLE
GOING WHERE THE LONELY GO Merle Haggard Epic
JAZZ
THE BEST IS YET TO COME Grover Washington Jr. Elektra

NUMBER ONES



Sonny Charles

POP ALBUM
BUSINESS AS USUAL Men At Work Columbia
B/C ALBUM
THRILLER Michael Jackson Epic
COUNTRY ALBUM
MOUNTAIN MUSIC Alabama RCA
GOSPEL
PRECIOUS LORD Al Green Hi/Myrrh

CASH BOX TOP 100 SINGLES

January 15, 1983

	Weeks On 1/8 Chart		Weeks On 1/8 Chart		Weeks On 1/8 Chart
1 MANEATER DARYL HALL & JOHN OATES (RCA PB 13354)	1	14	35 GLORIA LAURA BRANIGAN (Atlantic 4048)	21	29
2 DOWN UNDER MEN AT WORK (Columbia 38-03354)	5	11	36 BAD BOY RAY PARKER, JR. (Arista AS 1030)	42	8
3 THE GIRL IS MINE MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)	3	11	37 TWO LESS LONELY PEOPLE IN THE WORLD AIR SUPPLY (Arista AS 1004)	40	10
4 MICKEY TONI BASIL (Chrysalis 2638)	2	19	38 DOES IT MAKE YOU REMEMBER KIM CARNES (EMI America B-8147)	39	11
5 DIRTY LAUNDRY DON HENLEY (Asylum 7-69894)	5	12	39 SPACE AGE LOVE SONG A FLOCK OF SEAGULLS (Jive/Arista VS2003)	43	9
6 SEXUAL HEALING MARVIN GAYE (Columbia 38-03302)	8	12	40 MEMORY BARRY MANILOW (Arista AS 1025)	44	9
7 IT'S RAINING AGAIN SUPERTRAMP (A&M 2502)	7	12	41 SHADOWS OF THE NIGHT PAT BENATAR (Chrysalis CHS 2647)	13	13
8 TRULY LIONEL RICHIE (Motown 1644)	4	15	42 MUSCLES DIANA ROSS (RCA PB-13348)	12	16
9 THE LOOK OF LOVE (PART ONE) ABC (Mercury/PolyGram 76168)	9	19	43 YOUR LOVE IS DRIVING ME CRAZY SAMMY HAGAR (Geffen 7-29816)	48	7
10 AFRICA TOTO (Columbia 38-03335)	14	12	44 UP WHERE WE BELONG JOE COCKER AND JENNIFER WARNES (Island/Atco 79996)	41	21
11 BABY, COME TO ME PATTI AUSTIN (West/Warner Bros. OWE50036)	17	16	45 I KNOW THERE'S SOMETHING GOING ON FRIDA (Atlantic 7-89984)	49	11
12 ROCK THIS TOWN STRAY CATS (EMI America B-8132)	11	18	46 STRAY CAT STRUT STRAY CATS (EMI America B-8122)	78	4
13 STEPPIN' OUT JOE JACKSON (A&M 2428)	10	22	47 ALL THOSE LIES GLENN FREY (Asylum 7-69857)	53	6
14 YOU CAN'T HURRY LOVE PHIL COLLINS (Atlantic 7-89923)	16	11	48 BE MY LADY JEFFERSON STARSHIP (Grun/Atco FB-13359)	26	15
15 THE OTHER GUY LITTLE RIVER BAND (Capitol B-5185)	18	9	49 I KNEW YOU WHEN LINDA RONSTADT (Asylum 7-69853)	58	6
16 HEARTBREAKER DIONNE WARWICK (Arista AS 1015)	15	15	50 TWILIGHT ZONE GOLDEN EARRING (21/PolyGram T1103)	55	8
17 YOU GOT LUCKY TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52144)	19	10	51 RIGHT BEFORE YOUR EYES AMERICA (Capitol B-5177)	56	8
18 ROCK THE CASBAH THE CLASH (Epic 34-03245)	20	15	52 ON THE LOOSE SAGA (Portrait/CBS 37-03359)	59	7
19 GOODY TWO SHOES ADAM ANT (Epic 34-03367)	25	9	53 NOBODY SYLVIA (RCA PB-13223)	47	22
20 HEART TO HEART KENNY LOGGINS (Columbia 38-03377)	24	8	54 YOU ARE LIONEL RICHIE (Motown 1657)	—	1
21 SHAME ON THE MOON BOB SEGER & THE SILVER BULLET BAND (Capitol B-5187)	31	5	55 PASS THE DUTCHIE MUSICAL YOUTH (MCA-52149)	75	5
22 HAND TO HOLD ON TO JOHN COUGAR (Riva/PolyGram R211)	22	11	56 PUT IT IN A MAGAZINE SONNY CHARLES (Highrise SHR-2001)	61	8
23 ON THE WINGS OF LOVE JEFFREY OSBORNE (A&M 2434)	23	16	57 THE WOMAN IN ME DONNA SUMMER (Geffen 7-29805)	65	5
24 DO YOU REALLY WANT TO HURT ME CULTURE CLUB (Epic 34-03368)	45	7	58 PSYCHOBABBLE THE ALAN PARSONS PROJECT (Arista AS 1029)	63	7
25 WHAT ABOUT ME MOVING PICTURES (Network/Elektra 7-69952)	27	18	59 BACK ON THE CHAIN GANG PRETENDERS (Sire 7-29840)	74	5
26 ALLENTOWN BILLY JOEL (Columbia 38-03413)	35	8	60 1999 PRINCE (Warner Bros. 7-29896)	46	11
27 YOU AND I EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)	29	14	61 WHATCHA GONNA DO CHILLIWACK (Millennium/RCA TB-13110)	—	1
28 A PENNY FOR YOUR THOUGHTS TAVARES (RCA PB-13292)	28	17	62 FUNNY HOW TIME SLIPS AWAY SPINNERS (Atlantic 7-89922)	66	7
29 LET'S GO DANCIN' (OOH LA, LA, LA) KOOL & THE GANG (De-Lite/PolyGram DE824)	30	12	63 EVERYBODY WANTS YOU BILLY SQUIER (Capitol B-5163)	52	18
30 I DO THE J. GEILS BAND (EMI America B-8148)	33	9	64 HUNGRY LIKE THE WOLF DURAN DURAN (Capitol B-5195)	83	4
31 LOVE IN STORE FLEETWOOD MAC (Warner Bros. 7-29848)	34	8	65 GOODBYE TO YOU SCANDAL (Columbia 38-03234)	60	10
32 HEART OF THE NIGHT JUICE NEWTON (Capitol B-5192)	38	8	66 I.G.Y. (WHAT A BEAUTIFUL WORLD) DONALD FAGEN (Warner Bros. 7-29900)	51	15
33 I GOTTA TRY MICHAEL McDONALD (Warner Bros. 7-29861)	36	10	67 MISSING YOU DAN FOGELBERG (Full Moon/CBS 34-03289)	50	15
34 SHOCK THE MONKEY PETER GABRIEL (Geffen 7-29883)	37	12			
68 I'M ALIVE NEIL DIAMOND (Columbia 38-03503)	—	1			
69 HEARTLIGHT NEIL DIAMOND (Columbia 18-03219)	54	19			
70 GIVE IT UP THE STEVE MILLER BAND (Capitol B-5194)	73	8			
71 USED TO BE CHARLENE & STEVIE WONDER (Motown 1650)	62	12			
72 SOUTHERN CROSS CROSBY, STILLS & NASH (Atlantic 7-89969)	64	18			
73 WHO CAN IT BE NOW? MEN AT WORK (Columbia 18-02888)	68	28			
74 BREAKING US IN TWO JOE JACKSON (A&M 2510)	—	1			
75 ALL TOUCH ROUGH TRADE (Boardwalk NB-11-167-7)	79	5			
76 YOUNG LOVE JANET JACKSON (A&M 2440)	80	5			
77 SHOOT FOR THE MOON POCO (Atlantic 7-89919)	86	4			
78 DON'T STOP TRYING RODWAY (Millennium/RCA 13111)	82	5			
79 FOREVER LITTLE STEVEN AND THE DISCIPLES OF SOUL (EMI America B-8144)	87	4			
80 EMINENCE FRONT THE WHO (Warner Bros. 7-29814)	88	4			
81 TIED UP OLIVIA NEWTON-JOHN (MCA-52155)	—	1			
82 PAPA WAS A ROLLIN' STONE WOLF (Constellation/Elektra 7-69849)	90	4			
83 JUMP LOVERBOY (Columbia 38-03346)	71	7			
84 THE BLUES RANDY NEWMAN and PAUL SIMON (Warner Bros. 7-29803)	—	1			
85 I CAN'T STAND STILL DON HENLEY (Asylum 7-69931)	—	1			
86 BURNING HEART VANDENBERG (Atco 7-99947)	96	4			
87 WINDOWS MISSING PERSONS (Capitol B-5200)	—	1			
88 DREAMIN' IS EASY STEEL BREEZE (RCA PB-13427)	—	1			
89 ARE YOU GETTING ENOUGH HAPPINESS HOT CHOCOLATE (EMI-America 8143)	—	1			
90 GOT TO BE THERE CHAKA KHAN (Warner Bros. 7-29881)	—	1			
91 HEART ATTACK OLIVIA NEWTON-JOHN (MCA-52100)	57	20			
92 PAINTED PICTURE COMMODORES (Motown 1651)	76	8			
93 I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR) MICHAEL McDONALD (Warner Bros. 7-29933)	67	24			
94 CROSS MY HEART LEE RITENOUR (Elektra 7-69892)	81	8			
95 THEME FROM DYNASTY BILL CONTI (Arista AS 1021)	72	9			
96 THE ELVIS MEDLEY ELVIS PRESLEY (RCA PB-13351)	89	9			
97 DESTINATION UNKNOWN MISSING PERSONS (Capitol B-5161)	69	15			
98 A LOVE SONG KENNY ROGERS (Liberty B-1485)	84	15			
99 ALWAYS FIREBALL (Atlantic 7-89916)	—	1			
100 LOVE ME TOMORROW CHICAGO (Full Moon/Warner Bros. 7-29911)	70	17			

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Love Song (Music Corp. Of America/Sycamore Valley — BMI)	98	Give It Up (Sailor — ASCAP)	70	Jump (Irving/Adams Calypso Tunes/Blackwood/Dean Of Music/Duke Reno — ASCAP)	83	Shock The Monkey (Peter Gabriel Ltd. — ASCAP)	34
A Penny For (Kenny Nolan/Downtown — ASCAP)	28	Gloria (Sugarsongs — BMI)	35	Let's Go Dancin' (Delightful — BMI/Double F — ASCAP)	29	Shoot For The Moon (Pirooting — ASCAP)	77
Africa (Hudmar/Cowbella — ASCAP)	10	Goodbye To You (Zacko Songs)	65	Love In Store (Fleetwood Mac — BMI)	31	Southern Cross (Kenwon/CatPatch — BMI/Gold Hill — ASCAP)	72
All Those Lies (Red Cloud — ASCAP)	47	Goody Two Shoes (EMI/Colgems-EMI — ASCAP)	19	Love Me Tomorrow (Double Virgofoster Frees/Irving — BMI)	100	Space Age Love Song (Zomba Ent. — BMI)	39
All Touch (Mummy Dust/Joan Tone Musik — ASCAP)	75	Got To Be There (Jobete/Glenwood — ASCAP)	90	Maneater (Fust Buzza/Hot-Cha/Unichappell — BMI)	1	Steppin' Out (Albion — ASCAP)	13
Alltown (Joel Songs — BMI)	26	Hand To Hold On To (Riva — ASCAP)	22	Memory (Koppelman — Bandier/Deco — BMI)	40	Stray Cat Strut (Zomba Ent. — BMI)	46
Always (Fumunda/Big Fat — BMI)	99	Heart Attack (Stephen A. Kipner/April/Paul Bliss — ASCAP)	91	Mickie (Chinnichap/Careers — BMI)	4	The Blues (Six Pictures — BMI)	84
Are You Getting Enough (Finchley — ASCAP)	89	Heart Of The Night (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI/ASCAP)	32	Missing You (Hickory Grove — ASCAP)	67	The Girl Is Mine (Mijac — BMI)	3
Baby, Come To Me (Rodsongs — PRS/Admin. by Almo — ASCAP)	11	Heart To Heart (Milk Money/Genevieve — ASCAP/Foster Frees — BMI)	20	Muscles (Mijac — BMI)	42	The Look Of Love (Virgin/Chappell — ASCAP)	9
Back On The Chain (Al Gallico — BMI)	59	Heartbreaker (Gibb Brothers Adm. by Unichappell — BMI)	16	1999 (Controversary — ASCAP)	40	The Other Guy (Screen Gems — EMI/BMI)	15
Bad Boy (Raydiola — ASCAP)	36	Heartlight (Stonebridge/New Hidden Valley — ASCAP/Carole Bayer Sager — BMI)	69	Nobody (Tom Collins — BMI)	53	The Woman In Me (Warner-Tamerlane/Rashida/Flying Dutchman/Sweet Harmony — ASCAP)	57
Be My Lady (Allen — BMI)	48	Hungry Like The Wolf (Tritec Ltd.)	64	On The Loose (Pocket — ASCAP)	52	Theme From Dynasty (SVO — ASCAP)	95
Breaking Us In Two (Albion — ASCAP)	74	I.G.Y. (Freejunkt — ASCAP)	66	On The Wings (Lincoln Pond/Almo/March 9 — ASCAP)	23	Tied Up (John Farrar/Rit Of Habeas — BMI/ASCAP)	81
Burning Heart (WB Music — ASCAP)	86	I Know You When (Lowery — BMI)	93	Painted Picture (Walter Orange/Snosie — ASCAP)	92	Truly (Brockman — BMI)	8
Cross My Heart (Rit Of Habeas — ASCAP/Captain Fingers — BMI)	94	I Know There's (Russ Ballard Ltd./Island Ltd.)	45	Papa Was A Rollin (Stone Diamond — BMI)	82	Twilight Zone (Fever — ASCAP)	50
Destination Unknown (Private Life/Life After Music/Private Parts — ASCAP/BMI)	97	I'm Alive (Stonebridge — ASCAP/Foster Frees — BMI)	68	Pass The Dutchie (Virgin/Hal Shaper — ASCAP)	55	Two Less Loney (Uknaft/Big Parade — BMI)	37
Dirty Laundry (Cass Country/Kortchmar — ASCAP)	5	It's Raining Again (Delicate — ASCAP)	7	Psychobabble (Woolfsongs/Careers — BMI)	58	Up Where We (Famous — ASCAP/Ensign — BMI)	44
Do You Really Want (Virgin/Chappell — ASCAP)	24			Put It In (Pari-Wex/Sun Hill — ASCAP)	56	Used To Be (Stone Diamond — BMI)	71
Does It Make (Moonwindow — ASCAP)	38			Right Before (Mark-Cain — CAPAC)	51	What About Me (Australian Tumbleweed — BMI)	25
Don't Stop Trying (Carbert — BMI/Four Moons — ASCAP)	78			Rock The Casbah (Ninaden Ltd. — PRS)	18	Whatcha Gonna Do (ATV Of Canada/Some sung Songs/18 Karat Gold/P.R.O. — BMI)	61
Down Under (Blackwood — BMI)	2			Rock This Town (Zomba — BMI)	12	Who Can It Be (April Music Pty. — BMI)	73
Dreamin' Is Easy (Toneman/Wood street — ASCAP)	88			Sexual Healing (April — ASCAP)	6	Windows (Private Life/Life After Music — ASCAP)	87
Elvis Medley (Various — BMI/ASCAP)	96			Shadows Of The Night (Inner Santum — BMI)	41	You And I (Four Way — ASCAP)	27
Eminence Front (Towser Tunes — BMI)	80			Shame On The Moon (Coolwell/Granite — ASCAP)	21	You Are (Brockman — ASCAP)	54
Everybody Wants You (Songs Of The Knight — BMI)	63					You Can't Hurry Love (Stone Agate — BMI)	14
Forever (Blue Midnight — ASCAP)	79					You Got Lucky (Gone Gator/Wild Gator — ASCAP)	17
Funny How Time Slips (Tree/Tree Group — BMI)	62					Young Love (A La Mode/Arista — ASCAP)	76
						You're Love Is Driving (Warner Bros./Benine — ASCAP)	43



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

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THE INTERNATIONAL MUSIC-RECORD WEEKLY

Cash Box, in conjunction with Mel Tillis Enterprises, is proud to announce "The Magic Of Mel Tillis", a special supplement that will be published in our January 29, 1983 issue. This tribute to one of the entertainment industry's most respected artists will cover both the domestic and international markets, with bonus distribution at MIDEM in Cannes, France January 24-28, 1983.

Mel's influence in the music business spans over 25 years, and Cash Box will highlight all sides of his multi-faceted career -- from songwriter to artist, entertainer, businessman, and farmer.

We are sure you will want to participate in this exciting tribute to a great man.

Sincerely,

A handwritten signature in cursive script that reads "George Albert". The signature is written in dark ink and is positioned above the typed name.

George Albert
President and Publisher

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Marketing Is Focus Of 25th Annual NARM Convention

by Richard Imamura

LOS ANGELES — Shifting from the emphasis on the fight against home taping and the various forms of illegal product at last year's gathering, the 25th annual National Assn. of Recording Merchandisers (NARM) convention will focus on the nuts-and-bolts issues surrounding the actual marketing of prerecorded music and video. Themed "NARM Markets Music," the convention, set for April 10-14 at the Fontainebleau Hilton Hotel in Miami Beach, will feature an agenda heavily weighted towards such programs and topics as the "Gift of Music" and Grammy Awards campaigns, the introduction of the Compact Disc (CD), pricing and cassette packaging.

Unlike last year's convention, when the "Betamax case" and the Mathias Amendment caused much of energy and time to be devoted to home taping and other copyright-oriented issues (**Cash Box**, April 3, April 10, 1982), this year's program has been tailored to address specific marketing topics. "NARM Markets Music," the convention theme, embodies the very method in which this association will respond to the industry's top priority: that of selling more records and prerecorded tapes," said

NARM executive vice president Joe Cohen. "NARM will market music, and the convention program clearly shows how."

The marketing-oriented thrust of the convention will be evident from the opening business session, April 11, which will feature a slate of topics ranging from the analyzed results of the just-completed market test of the Gift of Music TV ads and the "Discover Grammy Music" campaign (which will be winding down following the Feb. 23 telecast of the awards show) to the introduction of the CD and the use of MTV as a promotional vehicle.

Analysis Of Promotions

Analysis of the Gift of Music test and the Discover Grammy Music campaigns will also include discussion on how to go about expanding both in the future. The plans for the Gift of Music campaign will center on expansion within the test markets first, then on to the national level. In the area of awards shows, both the 1984 Grammy program and further application of the push to other televised awards shows will be covered.

The CD discussions will focus primarily on merchandising and packaging angles. In addition, NARM will release the industry sales statistics gathered over 1982 by its members, which will be analyzed from a marketing point of view. The statistics will also be used in the presentation of such topics as the marketing of midlines and the

(continued on page 13)

Philadelphia Retailers Begin Controversial Rental Program

by Michael Martinez

LOS ANGELES — A majority of the members of the Independent Retailers Protective Assn. (IRPA), a group of small, Philadelphia-area record retailers, will implement album rental programs at their stores, a move they say is aimed at countering a lack of record company advertising and merchandising support.

Ten of IRPA's 15 member store owners moved to endorse and start rental programs during a Dec. 19, 1982 meeting. Only one of the stores began record renting prior to the meeting, but the rest are expected to commence rental plans by the first week of February.

According to one of IRPA's founding members, Bruce Webb, owner of Webb's Department Store, "Only two percent of all the ad money for radio time buys go to black dealers in Philadelphia, and not all black dealers get part of that two percent. The rest goes to downtown stores, the ones that lowball."

"We had to find a way to bring people into our neighborhood stores. We needed a vehicle that would stop some of those dollars from leaving our neighborhood."

Webb added that he would begin an advertising campaign on radio and in local

black newspapers to publicize the new service and said he anticipates other IRPA dealers starting rental programs will join the promotion effort.

While he maintained that increased promotion through rentals was the prime motivation for beginning record rentals, Webb also said that developing greater store traffic to offset sagging sales and offering consumers an opportunity to preview a record before purchase were other factors behind the decision.

Rental Prices

At Webb's outlet, members can join a renters club for a first time \$1.50 fee. Rented records cost \$3.50 for an initial 48-hour period along with a \$5 deposit. Based on an agreement signed by the consumer, late charges of 75 cents a day are assessed up to five days when the agreement becomes void. The first time membership fee entitles consumers to a complimentary, 40-minute name brand blank tape.

Although record rental shops have yet to gain a solid foothold in the U.S., their proliferation worldwide is viewed with concern by many in the industry who contend that rentals contribute to the home taping problem. The situation in Japan is cited as

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'83 Winter CES Focuses On Issue Of Future Growth

by Michael Glynn

LAS VEGAS — If the 1983 Winter Consumer Electronics Show (CES), which opened here Jan. 6 to a record 65,975 registered attendees, had a theme, it might well be "Look Toward The Future." At least that was the message imparted to the crowd that filled the Las Vegas Convention Center's Gold Room for the CES Outlook '83 Conference.

In his opening presentation, "'82 In Review: Prospects for '83," RCA Consumer Electronics' William E. Boss, vice president of the Electronics Industries Assn. Consumer Electronics Group (EIA/CEG), noted that "even in a sluggish economy," consumer electronics, now a \$20 billion industry, "managed to grow by about 30% last year." He pointed out, "Of course, we

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LOVING EVERY MINUTE — Mercury/PolyGram ABC recently met with label executives after a show at the Palladium in New York. The group was playing in support of its current 12", "The Look Of Love." Pictured in the **back row** are (l-r): Len Eppard, vice president, press & video communications, PolyGram; Derek Shulman, national manager, rock department, PolyGram; Bill Cataldo, director, national promotion, PolyGram; and Randy Roberts, director, national singles, PolyGram. Pictured in the **middle row** are (l-r): Bill Gerber, ABC's manager; Bob Edson, vice president, national promotion, PolyGram; Jim Lewis, vice president, marketing, PolyGram; and David Palmer of the group. Pictured in the **front row** are (l-r): Jerry Jaffe, vice president, rock department, PolyGram; Mark White of the group; Guenter Hensler, president/chief operating officer, PolyGram; and Martin Fry and Stephen Singleton of the group.

Mixed Response To CBS Pricing Revision Letter

by Fred Goodman

NEW YORK — A newly implemented CBS Records pricing structure, which favors record stores while hiking prices to department and discount stores, is being hailed by record store owners and railed by rack jobbers and one-stops.

The new system, which reduces the number of customer pricing categories from eight to two, allows all accounts whose primary business is the selling of records to purchase CBS product in box lots at sub-distributor prices. One-stops contacted by **Cash Box** fear this will redirect their accounts' business to CBS. Additionally, accounts not ordering titles in box lots will pay a loose price, in effect raising the price of catalog for wholesalers. The new price structure

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Dealers Go As Low As \$4.99 On Discounted WEA Catalog

by Jeffrey Ressler

LOS ANGELES — As a result of the WEA price change that dropped suggested \$8.98 list on 1,100 frontline catalog LPs and cassettes to \$6.98, effective Jan. 3, many retailers are cutting their own prices on the product down to \$4.99 for special sales campaigns beginning later this month to heighten consumer awareness of the new pricing program. Prompted by consumer "price sensitivity and resistance," the WEA reduction will be aggressively promoted by the Warner Communications, Inc., (WCI) labels under the banner "WEA Rolls Back Prices" and should start becoming visible in stores once outlets sell off a lion's share of their existing \$8.98-priced stock.

While some retail stores are taking a "wait-and-see" attitude regarding pricing in order to beat out their competition, most chains questioned in a **Cash Box** survey replied that their initial price will be in the

\$4.99-5.99 range, with future standard shelf price for the catalog items going between \$5.99 and \$6.98. All of the music merchants queried stated there will be a major push of the merchandise via strong media advertising.

Variable Pricing

"We've been anticipating this and will start advertising heavily during January, as well as merchandising the product with a lot of razzle-dazzle in stores," remarked West Coast-based Tower Records president Russ Solomon, whose record shops will carry the \$6.98 albums for \$4.99 initially before marking them up to variable prices in the \$5.99-6.98 span. "We're going all-out," he exclaimed, "the whole magilla."

Across the country, Washington, D.C.-based Waxie Maxie's 18 stores plan to go "whole-hog" with "intense" advertising once they've sold off the bulk of their current inventory this month. "We're kind of easing into the change," said the chain's

record buyer, Kenny Dobin, who added that the \$6.98 catalog product should be on sale by mid-month at an "attractive price, probably under five dollars." According to Dobin, the promotion will last "a few weeks, and then we'll see how it goes" before any firm date is planned for establishing the product at a new shelf price. Dobin predicts "a favorable effect, both short- and long-term," for the WEA experiment.

Atlanta-based Turtles Records & Tapes will start selling the newly priced \$6.98s at either \$5.49 or \$5.98 at shelf levels, preceded by a promotion at the end of January where the items will go for \$4.99 or \$5.49. Turtles president Al Levenson said, "I like the price change, I wish all records would go down to \$3.00. It's a lot better than them going up in price."

At the Stark/Camelot chain, buyer Joe Bressi is reacting to the price drop with a more cautious attitude, seeing what happens with the competition and "recovering" from the holiday season before going ahead with any promotions or sales strategies. "We'll gear up for it in a month or so," he commented. "Because we had such

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RIAA Audio, Vid Certifications Dip Slightly During '82

NEW YORK — Platinum and gold certifications in 1982 for both records and video were down from 1981 totals, according to the Recording Industry Assn. of America (RIAA). The platinum LP/tape total of 58 in 1982 was 3.4% below the 60 in 1981, though 1982's four platinum singles were twice as many as the two from last year's total. Gold LP/tape awards totalled 128 in 1982, 16.4% less than the 153 in 1981. Gold singles also declined 25% to 24 in 1982 from 32 in 1981.

RIAA/Video, RIAA's video division, certified four platinum and 33 gold video awards, down from five platinum and 37 gold awards in 1981.

Both new and established acts representing all categories of music received awards in 1982. New acts included two of the year's top sellers in Asia

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BUSINESS NOTES

CBS Bows Int'l Video Game Wins

NEW YORK — CBS has formed a new unit to distribute video game consoles, cartridges and home computer software outside the U.S., Canada and Japan. The new unit, to be known as CBS Electronics and set to open in the first quarter of this year, is a joint venture of CBS Records International (CRI) and CBS Toys International.

Products to be marketed by CBS Electronics will initially be created by CBS Video Games, CBS Software, Coleco Industries and other licensors. The unit will also market and distribute products created under license from Bally Manufacturing Corp., K-Byte and other licensors. At least 20 video game cartridges are scheduled to be introduced to the international market by CBS Electronics in 1983. They will be issued in three formats: Atari, Mattel Intellivision, and CBS — ColecoVision. CBS Software titles will be initially available on the Atari 400/800 and Commodore Vic 20 formats, with the possible addition of future formats.

CBS Toys International will conduct the activities of CBS Electronics in France, Germany and the U.K. CRI will be responsible for the activities in all other foreign territories except for Japan and Canada. CRI will also market CBS Electronics product to record retailers in territories covered by CBS Toys International.

CBS Electronics' operations will be jointly headed by U.K.-based Thomas F. Meakin, vice president, CBS Electronics and CBS Toys International, and by New York-based Norman Stollman, vice president and general manager, CBS Electronics, CRI.

"CBS has for many years been a strong international distributor of entertainment and educational product," CRI president Allen Davis said of the new venture. "CBS's success in this area has been proven in records and tapes, broadcasting, toys and publishing. Now, we will be adding the exciting new product lines of video games, cartridges and home computer software to an area where we have already had accomplishment in the past."

Benjamin Ordover, president, CBS Toys division added: "The foreign markets for video games and home computer software are just beginning to open up and should grow very rapidly in the years ahead. By utilizing the distribution strengths of CBS Records International and CBS Toys — and the strong product lines from our licensing agreements with such companies as Coleco and Bally, as well as products from CBS Video Games and CBS Software — we feel that CBS Electronics should be well-positioned to take a leadership role in serving international markets as they develop."

AGM Formed To Aid Gospel Publishers

NASHVILLE — In an effort to centralize and unify the gospel publishing community, a newly-formed organization representing both the publishing and recording factions of the industry recently held its first meeting in Nashville. Calling itself the Administrators of Gospel Music (AGM), the association is the brainchild of Helen Pool of Singspiration Music and Waverly Conlan of Word, Inc.

The AGM hopes to increase the awareness and understanding of the problems, complexities and changes in the licensing and administration of gospel copyrights, and heightening gospel industry members' expertise in such fields as performing rights and synchronization rights. A two-day council was attended by representatives of the Benson Company, Sparrow Records, the Baptist Sunday School Board, Cherry Lane Music, Maranatha! Music, Dawn Treader/Straightway Music, Word, Inc., Singspiration Music, the Word Music Group, Puritoy Publishing and Lorenz Creative Services/Triune Music. Also attending were representatives from the three performing rights agencies — the American Society of Composers, Authors and Publishers (ASCAP), Broadcast Music, Inc. (BMI) and SESAC.

One of the first projects undertaken by the coalition is the establishment of a "round-robin" packet that is being circulated among the members, giving each an opportunity to disseminate information to the other members about intricacies and fine points within the copyright licensing area. Although it currently has no home office, the AGM is being headed by Pool through her Michigan-based company. The telephone number is (616) 459-6900.

RIAA/Video Board Names Two New Members

NEW YORK — Jim Jimirro, president of Walt Disney Telecommunications and Non-Theatrical Co., and Lawrence Hilford, president and chief executive officer of CBS/Fox Video, have been elected to two-year terms on the RIAA/Video council, the 15-member governing board of the video division of the Recording Industry Assn. of America (RIAA).

Jimirro joined Walt Disney Prods. in 1973 as director of international sales for the Walt Disney Educational Media Co. He was transferred to the Burbank-based Disney studios eight months later, when he became executive vice president of the company. He assumed his current position in June 1980.

Hilford most recently was a management consultant for Rainbow Programming Services before being named to his current post at CBS/Fox Video. He has also been senior vice president at Columbia Pictures Industries, executive vice president at Viacom International and has held executive positions at Cartridge Rental Network, Screen Gems International and CBS Enterprises.

Founded in June 1980 as an autonomous division of the RIAA, RIAA/Video is specifically concerned with the changing needs and problems of U.S. firms that create and market home video recordings for family entertainment. Its chairman and two other board members also serve on the RIAA board of directors.

Gibb Brothers Pact With Chappell Music Group

NEW YORK — Songwriters and recording artists Barry, Robin and Maurice Gibb (also known as the Bee Gees) have entered into a worldwide publishing administration agreement between Gibb Bros. Music and Chappell Music Group. The new pact covers most of their songs dating from "New York Mining Disaster 1941" to such future compositions as the soundtrack for the *Saturday Night Fever* sequel, *Stayin' Alive*, which began filming this week in New York. Gibb Bros. Music will be administered by Unichappell Music (BMI) in the U.S. and Canada and by Chappell International for the rest of the world.

The Gibb Bros. early catalog includes such tunes as "New York Mining Disaster 1941," "To Love Somebody," "Massachusetts," "Lonely Days," and "How Can You Mend a Broken Heart."

Their more recent hits as performers came from *Saturday Night Fever* and include "How Deep Is Your Love," "Stayin' Alive" and "Night Fever."

Their works have also been performed by other artists, including Frankie Valli, Barbra Streisand and Dionne Warwick, who has a current hit with "Heartbreaker."

Proliferation Of Titles Boosts Used Vid Game Sales

by Jim Bessman

NEW YORK — The home video game explosion has spawned a new cottage industry: used video game stores.

According to store keepers who carry used video games, the business has arisen only within the past year, largely due to customer boredom with old titles together with the steadily increasing sophistication of new cartridges and consoles. While dealers vary in their appraisal of the potential of the used game business, most agree that with the proliferation of manufacturers and titles, there will be a vast supply of used product available to merchandise.

Finding stores that deal in used games is difficult — even major retailers of new games were unaware of their existence and few used games stores advertise.

Forest Hills Used Video Game Cartridges, Inc. in Forest Hills, N.Y., however, has discovered that once the word does get out, customers start flooding in. "After we were on Eyewitness News the phones didn't stop ringing for four straight hours," said Bob Schwartz, co-owner of the store which operates within his 1,200 sq. ft. used paperback book store Forest Hills Discount Books.

Schwartz and partner Neil Levin started in used games a year ago, when the idea

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KROQ, WPLJ Up In L.A., NYC Arbs For Fall 1982

by Larry Riggs

NEW YORK — New wave Top 40 station KROQ/Los Angeles became the dominant rock station in its market, and AOR outlet WPLJ regained its leadership of the New York rock market in the Fall 1982 Arbitron ratings sweep. Format-wise, AOR stations showed a generally good book, and new music stations began to establish themselves. In contrast, traditional urban contemporary (U/C) leaders began to be replaced by their competitors.

One notable story took place in Los Angeles, where KROQ garnered a 3.9 share after two successive books of 3.7. It overtook traditional rocker KLOS, which remained steady at 3.7 and KMET, which jumped up to tie it, after a 3.4 summer book. Talk station KABC remained the market leader, although its share fell three whole points to 5.6, most likely because of a lack of Dodger baseball broadcasts.

Top 40 shares also changed hands in the same period, as KIIS jumped up to capture

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Judge Inks Order Enacting Interim TV Licensing Fee

NEW YORK — Nearly six months after his initial decision against blanket licensing was handed down, Federal District Court Lee Gagliardi last week signed the order enacting an interim fee in what has come to be known as the "Buffalo Broadcasting case." Under the terms of the order, both Broadcast Music, Inc. (BMI) and the American Society of Composers, Authors and Publishers (ASCAP) will be allowed to continue their blanket licensing of local television stations for at least another year while a new method of payment is being prepared.

In signing the order, Judge Gagliardi put into motion his Aug. 19, 1982, ruling in favor

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REVIEWS

ALBUMS

OUT OF THE BOX



NEVER SURRENDER — Triumph — RCA — AFL1 4382 — Producers: Triumph and David Thoener — List: 8.98 — Bar Coded

Like Journey, Styx and Rush, Triumph has become one of the AOR staples of the early-'80s, and this LP from the well-olled Canadian rock machine should prove to be an immediate chart-climber. Anthems of defiance, anti-war screamers and songs of love possessed reign supreme on the disc, and the power-chord trio's explosive live show action is superbly transferred to this in-studio recording. Ric Emmett's axe assault, Mike Levine's layered keyboards and bass rhythms and Gil Moore's booming percussion have rarely been tighter.

FEATURE PICKS

POP

HOOKED ON ROCK CLASSICS — London Symphony Orchestra and the Royal Choral Society — RCA AFL1-4608 — Producers: Jeff Jarratt and Don Reedman — List: 8.98 — Bar Coded

In the latest from RCA and K-tel's "Hooked On . . ." series, they've given consumers classical renditions of such rock 'n' roll hits as "Get Back," "Paint It Black" and "Ruby Tuesday"; B/C classics like "Standing In The Shadows of Love" and "Reach Out I'll Be There"; and contemporary pop smashes like "Eye of the Tiger" and "Baker Street." Of course, there's a medley of all the songs to start things off, arranged and conducted by the Arthur Fiedler of AM Top 40, Louis Clark.

PLASTIC SURGERY DISASTERS — Dead Kennedys — Alternative Tentacles/Faulty Virus 27 — Producers: Thom Wilson and Dead Kennedys — List: 8.98

Anarchy In the U.S.A. is the battle cry of Dead Kennedys' newest album, and the San Francisco revolutionary hardcore band has lost none of its biting wit since first appearing on progressive airwaves with shock-rockers like "California Uber Alles" and "Holiday In Cambodia." This DK outing sees lead vocalist Jello Biafra & Co. tackle such topics as federal plots ("Government Flu"), bourgeois collegiality ("Terminal Preppie") and El Salvadorian death squads ("Bleed For Me"). Real coup-coup stuff here.

MUSIC FOR A NEW SOCIETY — John Cale — Ze/Passport PB 6019 — Producer: John Cale — List: 8.98

After previous hard-edged rock sets for A&M and IRS, former Velvet Undergrounder Cale slows it down with a moody and haunting collection of tunes, including a remake of perhaps his most beautiful

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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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REVIEWS

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ballad, "Close Watch." The one clinker in an otherwise illuminating, introspective work is the last cut, "Rise, Sam and Rimsky Korsakov," a rambling and indulgent tonepoem by Cale's wife, Rise, emoted against a background of prerecorded Russian classical music.

BLONDES — John Stewart — Allegiance AV 431 — Producer: John Stewart — List: 8.98

Stewart, a former member of the folk act The Kingston Trio, had a hit called "Gold" a while back when he was on RSO; now he's returned on the fledgling Allegiance label with an array of mellow rockers about California sun goddesses, including "Jenny Was a Dream Girl" and "The Queen of Hollywood High." Fleetwood Mac's Lindsey Buckingham and Linda Ronstadt sing accompaniment on the respective cuts. Well-suited for soft pop and country-rock fanatics.

BLACK CONTEMPORARY

LOVE'S ON OUR SIDE — Jerry Knight — A&M SP-4877 — Producers: Leon Haywood, Jerry Knight and F. Byron Clark — List: 8.98 — Bar Coded

Jerry Knight's first major step in the industry came when he played bass on Bobby Day's "Rockin' Robin," and since then he went on to form Raydio with Ray Parker and stepped out as a solo artist scoring best with last year's monster dance floor record, "Perfect Fit." On his latest sojourn, the multi-instrumentalist — he plays electronic keyboards, bass, guitar and piano — wrote all the compositions and co-produced the second side, filled with ballads and body shakers. The first side is all dancers, produced by the disco-slanted singer Leon Haywood.

KEITH KILLGO — BWI BW1124 — Producers: Kelth Killgo, Joe Hall III and Orville Saunders — List: 4.99

A founding member of the Donald Byrd and George Duke-produced crossover team The Blackbyrds, which earned three gold LPs during the 1970s, multi-faceted Killgo's initial solo flight is a four-song EP rich with smooth textures derived from jazz, pop, soul and R&B idioms. Included on the mini-album's first side are three tracks, including a glossy version of Tommy James & The Shondells' "Crystal Blue Persuasion," while side two is reserved for a self-penned, dance-oriented cut, "When the Lights Are Out (Make It Right)."

NEW AND DEVELOPING

ABOVE THE FRUITED PLAIN — Polyrock — PVC 6901 — Producer: Billy Robertson — List: 5.98

Following several synthesized symphonic pop collaborations produced by avant garde keyboardist Philip Glass, Polyrock employs new knobman Billy Robertson for this five-song effort, coming up with a Kraftwerk/Human League-type sound that's hook-heavy as well as competently computerized. "Indian Song" and "Call Of The Wild," the two instrumental numbers on the LP, provide listeners with dreamy, neo-psychedelic overtones, while "Working on My Love" and "Broken China" reveal the band's more commercial songwriting talents. Highly recommended for fans of progressive rock.

MARC MONROE AND SILENTYPE — Fish Ranch FR 301 — Producers: Marc Monroe and Francisco Agullar — List: 5.98

Santa Monica, Calif.-based Fish Ranch Records debuts Marc Monroe with this waxing filled with sparse new rock instrumentation and emotional vocal delivery, but gossamer-thin lyrics that unfortunately hinder the catchy melodies. Of the six songs included on the mini-album, the two romancers, "Sweet Feel" and "I Know (You Got Me)" stand out and should be checked into by AOR programmers seeking fresh adds to their schedule.

I AND I SURVIVE/DESTROY BABYLON — Bad Brains — Important BBR 003 — Producers: Rick Ocasek and Bad Brains — List: 5.98

One of the prime proponents of alternative reggae, Bad Brains has received the aid of Cars leader Ric Ocasek for this sour-song EP, which was recorded at his Syncro Sound studio in Boston. Side one is filled with three songs done in a hard rock framework, full of axe grinds and manic vocals, but the flip side is done in traditional island format, with swaying riddims and a Caribbean backbeat.

EGOSLAVIA — 9½x16 911S14 — Producers: Egoslava and Nick Koumoutseas — List: 5.98

This Washington, D.C., quartet's debut platter tosses out a melange of pseudopunk, neo-funk and garage band junk riffs that has an intriguing, yet tense, flow. Drumwork courtesy of Sally Ven-Yu Berg adds snap to the seven-song, avant garde exercise, which is as suitable for dance-club action as it is for a bizarre headphone experience.

NEW FACES TO WATCH**Heaven**

The tragic death of AC/DC's Bon Scott several years ago left a spot open in one of the world's premier metal bands that both seasoned wailers and even a number of aspiring young shriekers were soon clamoring to fill. As the story goes, however, the field was quickly narrowed down to Brian Johnson, the leader of a modestly successful band called Geordie, and a young singer from an obscure Adelaide, Australia, outfit known as Fat Lip. The outcome is musical history, as Johnson was chosen in time to record two of AC/DC's biggest albums ever, "Back In Black" and "For Those About To Rock."

And what becomes of the other contender? Well, you might say that what was AC/DC's loss became Heaven's gain. No, the singer, Alan Fryer, didn't die but rather, with a few of his Adelaide mates, including former Fat Lip bassist Laurie Marlow, drummer Joe Turtur and lead guitarist Kelly from Aussie cult favorites Swanee, formed the core of the present Brighton/Columbia recording group Heaven. With its newest member, rhythm guitarist Mick Cocks from fellow Down Under headbangers Rose Tattoo, the quintet has come up with a debut album, "Bent," that marks Heaven as one of the scrappiest new metal bands on the heap.

All of which is reason enough for Fryer, an ebullient young man whose fondness for ex-Deep Purple shouter Ian Gillan can be heard in his singing, not to be too disappointed in having lost the AC/DC gig. "I still feel it's a feather in my cap since Brian and I were the only two who were really considered to replace Bon," says the Scottish-born lad, who retains his brogue even after

SINGLES OUT OF THE BOX

SURVIVOR (Scotti Brothers ZS4 03485) The One That Really Matters (3:30) (WB Music/Easy Action Music — ASCAP) (J. Peterik) (Producers: J. Peterik, F. Sullivan)

"Eye Of The Tiger" is a tough act to follow, but Survivor has pulled it off with this one, cementing its identity as a power-packed unit. Superior vocals, a Boston-like guitar break and a massive wall of amplified drive combine to make "The One That Really Matters" live up to its title.

FEATURE PICKS**POP**

OLIVIA NEWTON-JOHN (MCA-52155)

Tied Up — 4:08 (John Farrar Music/Rit of Habeas Music BMI/ASCAP) (J. Farrar, L. Ritenour) (Producer: J. Farrar)

This second "new song" from "Olivia's Greatest Hits, Vol. 2" isn't as exclamatory as "Heart Attack," but offers more serious listening in its melodic twists and turns. It starts out with a slow simmer. Then

living in Australia for 14 years.

After the auditions, Fryer and the rest of Fat Lip relocated from Adelaide to Sydney, where they played the pubs for two months before some personnel changes that brought in Turtur and, later, Cocks, officially forming as Heaven, appropriately enough, on Guy Fawkes Day 1980. Having been together "two explosive years," as Fryer puts it, Heaven has evolved into a "tough little outfit."

"I don't think, personally, that Heaven sounds like any other band," said Fryer. "We have a real street sound. Once you lose track of the punters, you lose the magic." And Fryer himself refrains from describing Heaven's music as "heavy metal," feeling that it's too limiting. "Heavy metal, that's just a tag... We just play solid, heavy rock 'n' roll with good melodies. We even have a song called 'The Ballad' that starts off nice and then blows 'em away."

Heaven paid its dues playing for "the punters" in both the smallest and largest pubs in Sydney and other antipodean locales. Fryer recollected, "Men At Work used to open for us, how's that? They deserve to be where they are... Colin (Hay, lead singer for Men At Work), he's a Scot."

Eighteen months after the band's start, Heaven had recorded its first single and album, produced by John Bee for Deluxe Records, the label started by Australian manager Michael Browning, who, ironically enough, had been involved with launching the career of AC/DC more than half a decade earlier.

Now, out to conquer America, Heaven couldn't be happier with the challenge, in addition to the opportunities and good fortune that's come its way. Just prior to the launch of a seven week tour opening for Judas Priest, Fryer, fingers crossed, stated, "Things are really going well. Rock stations are beginning to play the single, 'In The Beginning,' off the album and I hear that MTV has been playing our video three times a day."

producer and co-writer John Farrar adroitly adds more voices and instruments, until by song's end, the simmer boils over.

STEEL BREEZE (RCA JH-13427)

Dreamin' Is Easy (2:58) (Toneman Music Co./Wood Street Music, Inc. — ASCAP) (K. Goorabian) (Producer: K. Fowley)

"Dreamin' Is Easy" proclaims Steel Breeze lead singer Ric Jacobs, as he spearheads the follow-up to "You Don't Want Me Anymore" with another brightly crafted pop-rock. Guitarist Ken Goorabian's tune is propelled by Rod Toner's background keyboard washes and the group's sunny backup harmonies.

KISS (Casablanca NB 2365)

I Love It Loud (3:27) (Kiss — ASCAP/Streetbeat Music — BMI) (G. Simmons, V. Cusano) (Producers: M. J. Jackson, P. Stanley, G. Simmons)

The self-proclaimed "loudest band in rock 'n' roll" sticks to the basics in theme and delivery on this first single from the "Creatures Of The Night" LP. Drummer Eric Carr's primitive drum throb, the group's tribal cries and co-writer Gene Simmons' fierce lead vocal set a scene where "the jungle is the only rule."

BLACK CONTEMPORARY

T.S. MONK (Mirage 7-99925)

Human (3:40) (Blackwood Music, Inc. — BMI) (B. Monk, Y. Fletcher) (Producer: Eric Mercury/North American Mercury, Inc.)

The title track of Monk's latest LP and a groove ballad replete with nature imagery describes just what it is to be "humble." Feeling that children have the best perspective on the subject, Monk adds a kid's chorus midway, while handclaps and steel drums lend weight to the airy melody.

ALFIE SILAS (RCA JH-13387)

There I Go (3:59) (ATV Music — BMI) (J.L. Parker, B. Potter) (Producers: J.L. Parker, B. Potter)

Newcomer Alfie Silas demonstrates her abilities as a torch balladeer on this A/C-slanted single. A former back-up vocalist for Martha Reeves and Gino Vanelli, Silas is clearly ready to make her own bid, and the comfort she exhibits in this orchestrated context leaves no doubt that she's a professional of the highest order.

NEW AND DEVELOPING

DEXY'S MIDNIGHT RUNNERS (Mercury 76189)

Come On Eileen (3:28) (Colgems-EMI Music, Inc. — ASCAP) (Rowland, Paterson, Adams)

(Producers: C. Langer, A. Winstanley)

The best selling single in Great Britain last year, "Come On Eileen" is also Dexy's American debut, and a breezy amalgam of romanticism, traditional Irish folk music and pop Express fiddlers puts a nostalgic quaver behind the delicate tenor of vocalist/leader Kevin Rowland.

MELLE MEL & DUKE BOOTEE (Sugar Hill SH792-A)

Message II (Survival) (4:03) (Sugar Hill Music Publ. Ltd. — BMI) (S. Robinson, M. Glover, J. Robinson, Jr.) (Producers: Sylvia Inc. & J. Robinson, Jr.)

While not nearly as socially or musically provocative as the first "Message," as rendered by Grandmaster Flash et al, this synthesizer and bass laden ditty can't miss as a dance rocker if it tried. Quirky synth lines, which have become the benchmark of Sugar Hill's rap style, and the newer approach to social-conscious lyrics still combine here for a hot B/C radio and dance club staple.

INTERNATIONAL PROFILE

Jose Feliciano: Veteran Artist's LP In Spanish Hits Big In Int'l Markets

by Jeffrey Ressler



Jose Feliciano

LOS ANGELES — Acoustic guitar virtuoso. Internationally renowned superstar singer. Dramatic television actor. Jose Feliciano can lay claim to all of these titles, and with the release of his new LP, "Escenas De Amor," he adds yet another credit to his career. The winner of two Grammy awards and 35 gold albums has become the first artist to debut an album on the recently formed Motown Latino label, and the results so far have been staggering, exceeding both the record company's and Feliciano's wildest expectations.

The LP has already gone gold in Columbia and Venezuela, as well as racking up top chart distinctions in Argentina, Spain and, surprisingly enough, Greece and Austria. To date, the LP has sold roughly 450,000 units.

The story of Feliciano's initial ascent into the musical limelight has already been documented. Everyone familiar with contemporary pop has probably heard how the performer, blind since birth, emerged from the tenements of Spanish Harlem as a self-taught guitarist and burst into worldwide

stardom with a powerful rendition of the Doors' "Light My Fire" in 1968. Since that time he's copped a massive amount of awards from *Guitar Player* and *Playboy* magazines, among others, and has gone on to perform a series of hits including the theme from the TV show *Chico & The Man* and the Christmas standard, "Feliz Navidad." With the release of "Escenas De Amor," Feliciano has returned to his roots in Spanish music, but the trek to get back was a long and arduous one.

"The album evolved around five years ago," explains Feliciano, "when Leonardo

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Oaks, Aretha Franklin Top Nominees For 10th American Music Awards

by Jeffrey Ressler

LOS ANGELES — Final arrangements are being readied for the 10th annual American Music Awards, which will be telecast "live" on a two-hour special Monday, Jan. 17, 1983, at 9-11 p.m. (Eastern and Pacific Time) over the ABC Television Network. The show, taking place at the Shrine Auditorium here, will include the presentation of 15 awards — five in each of three categories: pop/rock, country and soul — as well as several musical performances and

Werman Named Senior VP, A&R, At Elektra/Asylum

LOS ANGELES — Tom Werman has been appointed to the post of senior vice president of A&R for Elektra/Asylum Records. In his new position, the former Epic Records executive will be responsible for all A&R activity at the label and will also produce at least two albums a year for E/A.

The 37-year-old Werman, who will now be based at the company's L.A. headquarters, most recently served as vice president/executive producer, for Epic, a post he held since 1979. He joined the CBS Records group in 1971 as assistant to Epic's East Coast A&R director. Between that time and 1980, Werman signed such acts as REO Speedwagon, Ted Nugent, Cheap Trick, Boston (along with Lennie Petze) and Molly Hatchet. He also produced 26 albums for Epic and other CBS labels between 1976 and 1982.



Tom Werman

special tribute segments.

Leading the field of nominees is the Oak Ridge Boys group and Aretha Franklin, each nominated for three different awards. Those nominated for two honors are Paul McCartney, Fleetwood Mac, Willie Nelson, Lionel Richie, Stevie Wonder, Diana Ross, Alabama, Rick James, Kenny Rogers, Sylvia and Evelyn King.

Hosting the program, a production of Dick Clark Teleshows, Inc., will be Mac Davis, Melissa Manchester and Franklin. Musical guest spots will feature John Cougar & Mitch Ryder (who'll duet on "Big Time" from Ryder's forthcoming LP produced by Cougar), The Gap Band, Hall & Oates (on a New York remote), Oak Ridge Boys, The Statler Brothers and Stray Cats. Presenters include Marvin Gaye, Gary U.S. Bonds, Patti Austin, Laura Branigan, Captain & Tennille, Charlene, Sheena Easton, the Go-Go's James Ingram, Jermaine Jackson, Rick James, Evelyn King, Ray Parker Jr., Tony Orlando, Stevie Nicks, Roger Miller, Lou Rawls, Helen Reddy, T.G. Sheppard, Sylvia, Charly McClain, Deniece Williams and Moon Unit Zappa.

Special retrospectives are slated to highlight the awards presentation, due to the 10th Anniversary focus of the broadcast. Barry Manilow will preside over a look back at past male pop/rock vocalist winners; Willie Nelson is set to narrate a clip about groups that appeared on past American Music Awards shows; and Lionel Richie is scheduled to recount previous winners of the "Award of Merit." This achievement, presented to a member of the recording industry for "outstanding contributions over a long period of time to the musical entertainment of the American public," has been given to Bing Crosby, Berry Gordy, Jr., Perry Como, Ella Fitzgerald, Johnny Cash, Irving Berlin, Benny Goodman, Stevie Wonder and Chuck Berry in the past.

Nominees for the American Music Awards are chosen from the year-end sales charts of the major music business publications. Winners are selected by the public, based on a sampling of 30,000 record buyers, taking into consideration demographic factors such as geographic location, age, sex and ethnic origin. Results of the voting, checked by the accounting firm of Peat, Marwick & Mitchell, are kept under wraps until the live presentation of

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Little Steven & The Disciples Of Soul

THE ROXY, L.A. — Nestled in the Hollywood/Beverly Hills corner of Sunset Blvd., the art deco Roxy nightclub is a far cry from the sweaty swampland bars in places like Brick Town and Seaside, N.J., where Steve Van Zant first learned his craft, playing Motown and Stax/Volt tunes with a tough rock approach. But filled with a devotion to R&B, a fascination with pop icons including Dylan and Keith Richards, and a stage stance coming on like a cross between the Keitel and DeNiro characters in Marty Scorsese's *Mean Streets*, Van Zant recently played a series of gigs here that projected the passion and urgency of classic soul enveloped in a modern, hard-driving sound.

Over the years, the guitarist/composer/producer has worn a number of guises; in his work with the E Street Band, he's known as Miami Steve; when he guided the career of Southside Johnny & The Asbury Jukes through three brilliant albums, he sometimes used the nom-de-plume of Sugar Miami Steve. But his latest incarnation as Little Steven, leader of The Disciples of Soul, has to be his most elaborate and compelling to date. Since he updates Duke Ellington's instrumental "Caravan" in an afro-latino groove, struts through Smokey Robinson & The Miracles' "Can I Get A Witness," jams on a medley of self-penned Jukes numbers, blasts a cover of Aretha's "Respect" or wails on "Lyn' In A Bed of Fire" from his debut solo disc, "Men Without Women," Van Zant and his paisanos have a fully realized performance that has patrons here dancing, thinking and feeling.

While Van Zant's instrumental skills reflected his raw roots and his vocals sometimes seemed lost in the mix among the horn section and the exciting percussion skills of Alvin Ailey dance troupe accompanist Monti Louis Ellison, the power of his music nevertheless emerged intact.

The show ended on a particularly dramatic note when the group came back for a final encore, and Van Zant reminded the crowd that a great man had been lost two years ago on that night, Dec. 8., before delivering an emotionally-wrenching version of the Lennon/Ono carol "Happy Xmas (War Is Over)." **jeffrey resner**

Lester Bowie's "Root To The Source"

THE PUBLIC THEATER, NYC — For some inexplicable reason, the palace revolt led on the jazz avant garde by Chicago's Assn. for the Advancement of Creative Music (AACM) in the late-'60s included few trumpeters. While saxophonists like Roscoe Mitchell, Julius Hemphill, Oliver Lake, Joseph Jarman and David Murray challenged the new wave's slavish and often amateurish aping of John Coltrane, few came forward to challenge the precepts of latter-day trumpeters. The major exception was the Art Ensemble of Chicago's Lester Bowie, and even today he ranks as one of the few trumpet stylists living on the edge.

Although having made his name in the experimental sphere, Bowie learned and earned his chops as a member of numerous soul revues, backing vocalists such as Wilson Pickett, Johnny Taylor and his own first wife, Fontella Bass. Those roots, as well as their source — gospel music — were in full evidence when Bowie returned here with his eight-piece ensemble for his first Public Theater gig in over a

year. Offering more than an historical review, Bowie exhibited a myriad of influences and filtered them through his own still-radical vision, presenting a program that was both sweetly nostalgic and challenging in its vision.

Employing humor and affection as the glue, the trumpeter constructed an overview of African/American musical history. Drawing on the talents of vocalists David Peaston and Martha and Fontella Bass, Bowie was able to direct a program that glided effortlessly from soul-shattering gospel through a honeyed "God Bless The Child" to a down-and-dirty cover of Fontella's "Rescue Me." Musicians Ari Brown, Fred Williams, Albert Dailey and Phillip Wilson were unfaltering in their support, regardless of the setting. Bowie's own alternately quizzical, humorous, soulful and probing solos offered appropriate colors. His refusal to limit the role of the trumpet was most dramatically demonstrated during the concert's opener, when filling his trumpet valves with water, he provided a gurgling background for actor Avery Brooks' reading of a poem about the Niger River.

Armed with the humor of a Dizzy Gillespie, the vision of a Fats Navarro and the chops of a Kenny Durham, Lester Bowie has always been a trumpeter of immense capabilities. At the Public, those capabilities were translated into an astounding performance. **fred goodman**

Hiroshima

THE ROXY, L.A. — Ringing in the New Year for the third consecutive year here at The Roxy, Hiroshima put on its best gala yet. In what has grown into an annual party, Hiroshima went all out — presenting a mix of old favorites and new material slated for its upcoming Epic LP, a wide array of friends and Janice Azuma's dance troupe to come up with a very good time for all.

The group — led by Dan Kuramoto on woodwinds and Jun Okida on the koto — has matured into a tight, exciting unit over the years, and the arrangements presented New Year's Eve projected a strong, yet subtle sound that gave even the most familiar songs a fresh new feel.

With the audience filled with a number of people that have followed the band locally for the past 10 years, signature songs like Okida's koto showcase, "Kokoro," "Dada," "Lion Dance" and "Cruisin' J-Town" (J-Town, or Japanese Town, is the Japanese district in downtown L.A.) drew enthusiastic responses, especially heightened by the new arrangements.

In addition, new songs like "Yozakura," "Obon" (not really new, but unreleased) and Okida's writing debut, "Distant Stranger" (performed with group keyboardist Derek Nakamoto) added to the festive air. And throughout the show, the entire group — singer Teri Kusumoto, percussionist/singer Jess Acuna, guitarist Peter Hata, taiko drummer Johnny Mori, bassist Dean Cortez and drummer Danny Yamamoto, in addition to Kuramoto, Okida and Nakamoto — kept up their own banter with the audience.

And then there were the guests. As usual, Janice Marie Johnson of Taste of Honey gave her New Year's rendition of "Sukiyaki" (a particular favorite of the crowd); then bassist Alphonso Johnson came on and did his number. Marilyn Scott, jingle singer for local radio station KJLH, added her own song, "Dreams of Tomorrow," and the surprise of the evening, local TV sportscaster Roy Firestone gave an enthusiastic rendition of "Betcha By Golly Wow." Session singer Jim Gilstrap and Japanese shakuhachi player Kazu Matsui also joined the throng on stage. **richard imamura**

Allegiance Opens, Negotiates For Takoma Label

LOS ANGELES — Newly formed Allegiance Records recently announced it was concluding negotiations with Chrysalis Records for purchase of the Takoma label's existing catalog. The announcement comes in the wake of Chrysalis' leaving independent distribution for the CBS branch network (see separate story).

Stressing that the negotiations have been in progress for several months, Allegiance president Bill Valenziano said, "Takoma's existing catalog will now remain in the independent distribution system, continuing the existing relationship with distributors and retailers."

Valenziano, who has held key positions with Arista, Capitol and Island over the past 21 years, said that Allegiance plans to include new releases by first time artists on the Takoma label in addition to established Takoma acts and name performers.

"To broaden the appeal, we wish to add a degree of commerciality to what has previously been considered an esoteric label," Valenziano said, adding that such marketing plans, which will include promotions with key radio and retail outlets, will be announced upon completion of the deal with Chrysalis.

Other key executives at the new Allegiance label include Marty Goldrod, executive vice president and general manager, who will be responsible for the label's promotion activity. Goldrod comes to Allegiance with experience at Arista, Capitol, Mercury and Polydor. Howard

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EXECUTIVES ON THE MOVE

PolyGram Promotes Drosins — Patti Drosins has been promoted to director of advertising administration for PolyGram Records, Inc. She joined PolyGram in 1979 as Polydor's customer service administrator, was promoted to Mercury Records' advertising administrator, and then became advertising administrator for PolyGram.

Wolk Named At Arista — Arista Records has announced that Nate Wolk has been appointed Midwest regional marketing director. Prior to joining Arista, he was branch manager for CBS Records in Cincinnati.

RCA Names Brubaker — Appointment of Roy T. Brubaker as director, technical services for RCA VideoDiscs has been announced. He previously was vice president and general manager of WQED West, Inc., a company which performed post production services for the National Geographic television specials.

Changes At Warner Amex — Debra Stephens has been named regional manager, western region, Warner Amex Satellite Entertainment Company. Prior to joining WASEC, she was with CBS Inc. where she held various sales positions, first as Los Angeles sales manager, CBS-FM, and then national sales manager for KNX-FM. And Ronald Hurdle has been named regional manager, southwestern region. He comes to WASEC from Warner Amex Cable Communications Inc., Dallas, Texas, where he held successive posts from marketing manager, direct sales, to sales administration manager. Bill Hart has been appointed to regional manager, southwestern region. Prior to joining WASEC, he was sales manager with Cable Atlanta. Before that, he was a cable salesman with Area Cablevision (ATC), Jacksonville.

Disneyland Names Pavlacka — Disneyland Records has announced the hiring of Bob Goemann as Disneyland's northeastern regional sales manager. The northeastern territory extends from Maine to Maryland.

SESAC Names Verster — Karen L. de Balbian Verster has been named manager of advertising and public relations services at SESAC. Before this, she was affiliated with Gordon and Shortt Advertising and the Human Research Laboratories.

Garfield Joins Kragen — Kragen and Company has announced the addition of Wendy Garfield to the staff. She has assumed the position of assistant to the vice president of creative services. She was previously West Coast public relations coordinator for ASCAP.

CBS, Chrysalis Formally Disclose Distribution Pact

LOS ANGELES — Culminating weeks of speculation, CBS Records and Chrysalis Records jointly announced some details of their recent agreement calling for CBS, through its Epic label, to begin distributing Chrysalis product in the U.S.

Chrysalis replaces its web of independent distributors, but remains an independent company with the option of using the promotion, marketing and merchandising staffs and facilities of CBS.

Label co-chairman Terry Ellis will assume the duties of Chrysalis president, a position which Sal Licata held for four years before resigning last month. According to a label spokesperson, Ellis will relocate from London to New York to head up the new Chrysalis headquarters, which is shifting from the West Coast.

Other key Chrysalis marketing and promotion personnel in the New York headquarters, as well as staffers to operate from the smaller Los Angeles satellite office, were not set at press time, although the announcement from Chrysalis said that key personnel from Chrysalis staff have been offered an opportunity to relocate to New York.

Cataloging numbers for all the label's records and tapes to be distributed by CBS will be immediately changed to distinguish from product previously distributed by the indies. The original identifying four numbers attached by Chrysalis will remain on the product but be preceded by the number "4." The prefix will be FV for albums and FVT for cassettes.

Regarding return of Chrysalis product distributed by independent distributors, for the first 120 days (four months) of 1983, CBS will accept returns only from the former Chrysalis distributors at the distributors' price. Beginning March 1, CBS will open up the return system to allow direct exchanges from its own retail accounts for credit at the same former independent distributor price.

Commenting on the new arrangement with Chrysalis, Dick Asher, deputy president/chief operating officer, CBS Records, said, "We are delighted to have the opportunity to work with Terry and Chris (Wright, label co-chairman) and their artists and staff. I have long admired Chrysalis for its high creative standards,

and its consistent ability to sign talented, innovative artists with strong commercial appeal."

Ellis said in the statement, "Chrysalis has made the move to New York, and this change in distribution, so that we may be able to perform more efficiently and effectively the function for which we are known, that is to discover, launch, and develop careers.

"We at Chrysalis," he continued, "have always respected the strength of the CBS distribution system. We are very happy indeed that with Dick Asher we have found a way to combine our strengths in a unique manner for the benefit of our artists and hopefully, by example, the record industry as a whole."

Speaking to the label's departure from independent distribution after six years Ellis said, "I have nothing but praise for the ability and integrity of the independent distributors with whom we have been involved. Chris Wright and I are sorry that the growth and development of Chrysalis Records, Inc. demands this change in our relationship."

Summing up the new agreement and prospects for the future, the Chrysalis chief said, "This is a very exciting time for Chrysalis... We have just had the best month in our history and have established a new star in Toni Basil. The move to New York for us is an entirely logical one which has been under consideration for some time."

Schwartz Bros. Posts Sales Increases For Third Quarter, 1982

NEW YORK — Schwartz Bros., Inc., last week reported an increase in sales and net income for both the third quarter and nine months ended Oct. 31, 1982. Sales of \$32.9 million for the nine-month period were up 5.5% from \$31.2 million one year earlier. After tax earnings rose to \$14,009, or two cents per share, from \$10,907, or one cent per share, for the prior year period.

For the three months ended Oct. 31, 1982, sales of \$11.4 million produced net earnings of \$6,751, or one cent per share, up from sales of \$11.1 million for the comparable 1981 quarter and net earnings of \$659, negligible on a per share basis. The company attributed the increased sales to heightened consumer interest in video products and video games.

Schwartz Bros. is a distributor and retailer of prerecorded records and tapes.



Paul Cooper

Cooper Named VP, West Coast GM At Atlantic

LOS ANGELES — Paul Cooper has been named to the post of vice president/West Coast general manager for Atlantic Records. Cooper, who is based at the label's Los Angeles office, was promoted from his previous position as director of creative services.

In his new position, Cooper will be involved in career development, working with artists and their managers and attorneys. He will also work in the A&R area with Atlantic artists based and/or working on the West Coast. Finally, he will head the day-to-day operations of the label's Los Angeles office.

Cooper joined Atlantic in 1978 as national director of publicity. He was promoted to director of creative services in August 1980. Prior to joining Atlantic, Cooper held the post of director of creative services at Little David Records for five

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Roger Bowling

1943-1982

The Songs Live On



RIAA Audio, Vid Certifications Dip Slightly During '82

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and Men At Work. Platinum debut albums were also earned by Quarterflash, Stray Cats, Survivor and the Go-Go's. On the other end of the spectrum, superstar acts like the Beatles, Beach Boys, Chicago, Neil Diamond, Elton John, the Who, Linda Ronstadt, Barbra Streisand, and Olivia Newton-John all increased their platinum and gold collections, while John Cougar also collected platinum.

On the country side, Alabama and Willie Nelson led the way with two platinum album awards each, with the Oak Ridge Boys and Kenny Rogers also receiving multiple awards. The Gap Band was the only black group with a platinum album, though Marvin Gaye's comeback LP, Diana Ross' "Why Do Fools Fall In Love" and Lionel Richie's solo debut also scored platinum. The Bar Kays, Cameo, Rick James, Evelyn King, Ray Parker and Prince received gold albums, and both the Time and Diana Ross received two gold album awards apiece.

Gold albums also went to heavy rock groups April Wine, Def Leppard and Judas Priest.

Three dance/exercise albums went gold, including Richard Simmons' "Reach," which also went platinum. Eight soundtrack albums received awards, including *Chariots Of Fire* and *Annie*, both of which went platinum.

December Certifications

The 1982 platinum and gold totals included December certifications, which showed nine platinum albums, down from 11 in December 1981, and 16 gold albums, down from 17 last December. The month's four gold singles were one better than the previous December's.

Certified both platinum and gold in December 1982, were Lionel Richie's self-titled album on Motown Records; "H2O" by RCA recording group Hall & Oates; and Marvin Gaye's "Midnight Love" on Columbia. The other platinum awards were "Built For Speed" by EMI America recording group Stray Cats; "The Nylon Curtain" by Columbia recording artist Billy Joel; "16" by Full Moon/Warner Bros. recording group Chicago; "Heartlight" by Columbia recording artist Neil Diamond; "Toto IV" on Columbia; and "Gap Band IV" on

PolyGram.

Other gold album awards were A Flock of Seagulls' self-titled debut on Jive/Arista; "Astral Sounds/A Natural High" by Mark Beshara on the Dr. Mark Presents cassette-only label; "I Can't Stand Still" by Elektra/Asylum recording artist Don Henley; "No Fun Aloud" by Elektra/Asylum recording artist Glen Frey; "Get Loose" by RCA recording artist Evelyn King; "Silk Electric" by RCA recording artist Diana Ross; "The Nightfly" by Warner Bros. recording artist Donald Fagen; "A Merry Mancini Christmas" by RCA recording artist Henry Mancini; "High & Dry" by Mercury/PolyGram recording group Def Leppard; "Christmas" by MCA recording group the Oak Ridge Boys; "Greatest Hits" by Epic recording artist Dan Fogelberg; "All Time Greatest Hits" by the late Columbia recording artist Marty Robbins; and "All Time Greatest Hits" by Columbia recording artist Ray Price.

The gold singles certified for December were Richie's "Truly," Gaye's "Sexual Healing," "Nobody" by RCA recording artist Sylvia; and "Mickey" by Chrysalis recording artist Toni Basil.

Video Awards

Highlights of 1982's video certifications included a January gold award to *Mary Poppins*, the first to a videocassette based on the new certification criteria of combined sales and rentals. In March, the first videodisc-only gold awards went to 10 feature films from RCA SelectaVision VideoDiscs. July saw the first rentals-only videocassette awards, and in August, Walt Disney Home Video received the first gold award for a special promotion for videocassette sales of its *Disney American Summer Cartoon Sales Promotion*.

The year's video certification totals included the eight gold video awards and one platinum award for December 1982, which doubles the four gold in December 1981. There were no platinum awards in December of last year.

MGM/United Artists Home Video reaped seven of December's eight gold awards for combined videocassette/videodisc sales of *Clash Of The Titans*, *Forbidden Planet*, *Network*, *Poltergeist*, *That's Entertainment*, *The Champ* and *The Formula*. The other gold award was for Walt Disney's videocassette sales of *A Walt Disney Christmas*, 1982.

December's only platinum award went to MGM/UA for combined videocassette/videodisc sales of *The Wizard Of Oz*.

Marketing Is Focus Of 25th NARM

(continued from page 7)

use of alternative product lines.

The following business sessions (April 12-13) will feature panel discussions and workshops on specific topics including tape merchandising, packaging and pricing; the merchandising of children's and classical product; the needs and desires of artist managers; the interrelationship between radio and the recorded music industry; and the new potentials of video, home video games and home computers.

Much of the discussion on the tape topics will probably focus on specific issues raised at the NARM Retailers Advisory Committee meeting and the NARM Rack Jobbers Advisory Committee last year. In the area of packaging, the retailers expressed their preference for a standard 6" x 12" box (Cash Box, Oct. 16, 1982), while the rack jobbers passed a resolution in favor of a 4" x 12" box (Cash Box, Nov. 6, 1982).

In addition, the retailers specifically and the rack jobbers by implication both expressed concern over the issue of pricing, with one label executive at the retailers' meeting saying the three most important problems facing the industry today are "pricing, pricing and pricing" (Cash Box, Oct. 16, 1982).

Another area to be covered (surely

reflecting its growing importance to music dealers) will be the merchandising of prerecorded video, home video games and home computer software. With more and more music dealers beginning to carry the product and the proliferation of suppliers, a major effort will be made to acquaint participants with the various programs and product offered.

In addition, the convention will once again offer an exhibit area that will showcase a variety of products and services, such new products as the CD, various home video games and possibly audio hardware and AM stereo units will be among the highlights.

The convention will be topped off with the annual NARM Gift of Music Awards Banquet recognizing the top selling product of 1982 (based strictly on sales reports compiled from NARM members), as well as the traditional slate of galas, luncheons and receptions.

Commenting on the upcoming convention, newly appointed NARM vice president Dan Davis (Cash Box, Dec. 25, 1982) said, "This is undoubtedly the most exciting time of the year to enter the NARM picture. I have for many years attended the convention as a participant, but the prospect of

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TOP 30 ALBUMS

Rank	Album	Weeks On Chart		Rank	Album	Weeks On Chart	
		1/8	Chart			1/8	Chart
1	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	3	6	16	WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1)	12	26
2	TWO OF A KIND EARL KLUUGH/BOB JAMES (Capitol ST-12244)	1	11	17	CASCADES AZYMUTH (Milestone M-9109)	29	4
3	INCOGNITO SPYHO GYRA (MCA 5368)	5	14	18	LET ME KNOW YOU STANLEY CLARKE (Epic FE 38086)	15	22
4	CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	2	12	19	LIVE AT THE PLUGGED NICKEL MILES DAVIS (Columbia C2 38266)	18	9
5	RIT/2 LEE RITENOUR (Elektra 9 60186-1)	4	8	20	DESIRE TOM SCOTT (Musician/Elektra 9 60162-1)	21	20
6	LEARNING TO LOVE RODNEY FRANKLIN (Columbia FC 35198)	9	8	21	WINTER INTO SPRING GEORGE WINSTON (Windham Hill C-1019)	24	25
7	TOUR DE FORCE — "LIVE" AL DI MEOLA (Columbia FC 38373)	7	8	22	RADIANCE JEFF TYZIK (Capitol ST-12224)	25	13
8	AS WE SPEAK DAVID SANBORN (Warner Bros. 9 23650-1)	8	29	23	70 MILES YOUNG CHUCK MANGIONE (A&M SP-4911)	23	4
9	OFFRAMP PAT METHENY GROUP (ECM-1-1216)	6	35	24	TOUCH THE FEELING STIX HOOPER (MCA-5374)	27	10
10	HOME AGAIN STANLEY TURRENTINE (Elektra 9 60201-1)	10	7	25	WORDS, SOUNDS, COLORS, AND SHAPES DONALD BYRD and 125TH STREET, N.Y.C. (Elektra 9 60188-1)	28	13
11	DECEMBER GEORGE WINSTON (Windham Hill C-1025)	17	5	26	MOVING TARGET GIL SCOTT-HERON (Arista AL 9506)	22	13
12	CHANCE ENCOUNTER RAMSEY LEWIS (Columbia FC 38294)	13	9	27	HANDS DOWN BOB JAMES (Tappan Zee/Columbia FC 38067)	19	28
13	OFF THE TOP JIMMY SMITH (Musician/Elektra 9 60175-1)	14	21	28	LOTUS FLOWER WOODY SHAW (Enja 4018)	20	7
14	KENNY G (Arista AL 9608)	11	14	29	EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Warner Bros. QWS 3691)	—	1
15	EARTHBORN PASSPORT (Atlantic 89034-1)	16	7	30	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	26	74

ON JAZZ

INDIES FIRE FIRST VOLLEY — Who will we be looking to for jazz in '83? If this year's first batch of releases is any indication, most of the action will be coming from the small, independent jazz specialty labels. While the majors continue to dominate the Cash Box Jazz chart with A/C crossover fare, and Elektra/Musician, PolyGram Classics and Columbia's jazz department have promised continued and vigorous programs, there seems little doubt that jazz at most major labels has been counted as a casualty in the ever-raging battle against the bottom line. And while the recent defection of Chrysalis to CBS is raising questions about the role of independent distributors in the rock world, independent jazz labels are pouring forth product at an astounding rate, seemingly unabated by talk of impending recessionary doom. Very possibly, the stage is being set



ARTIST TO ARTIST — Elektra/Asylum recording artist Grover Washington, Jr. (l) recently visited labelmate Bobby McFerrin of Elektra/Musician while the latter was working out at Sigma Sound Studios in Philadelphia, Washington's home base.

for a return to the heyday of the jazz indies, and before the decade reaches its mid-point, we may be seeing a situation not unlike that of the '40s, '50s and '60s when labels like Savoy, Prestige, Verve and Blue Note ruled the jazz roost. Unable to master the mathematics of smaller numbers, the hit-oriented majors are being forced to cut bait. New jazz labels with a strong sense of identity are presently few and far between, although the New York-based Gramavision shows every intention of being a heavy contender in this sphere with recent signing of Jay Hoggard, James Newton, Harvie Swartz, Jerome Harris, Bob Moses and Pheroan ak Laff. But until the smoke clears, there will be plenty of independents vying for slots in the changing marketplace. Herewith, a few of the independent releases that arrived on the cusp of the year from both new and veteran labels, perhaps offering a glimpse of things to come in '83. Over the years, New York's Muse label has quietly built one of the most impressive jazz catalogs around. Label honcho Joe Fields kicks off the year with a trio of diverse titles, highlighted by "The 3R's" featuring Red Rodney with Richie Cole and Ricky Ford. Rounding out the release are "The Artistry of Mark Murphy," featuring the vocalist with George Mraz, Tom Harrell, Ben Aronov, Gerry Nlewood, Jimmy Madison and Mark Egan, all under the direction of Dave Mathews, and "Bleeker Street" by guitarist Vic Juris, featuring Mike Richmond, Eric Kloss, Mike Nock, Terry Silverlight and Gil Goldstein. . . Down in Dixie, Gus Statlas' Georgia-based Progressive Records is offering "Extraordinary" by drummer Don Lamond and his Big Swing Band and the debut of pianist Laurie Altman and his quintet on "For Now At Least" . . . From Washington, D.C., comes the debut album of alto man Arnold Sterling. Entitled "Here's Brother Sterling," the JazzAmerica Marketing album gives the Jimmy McGriff sideman and former Sonny Stitt student a

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New CBS Price Policy Draws Wide Response From Dealers

(continued from page 7)

will also spell a slight price increase for rack jobbers and a significant one for discount stores like Alexanders and Target already dealing directly with CBS.

Commenting on the new pricing structure, Paul Smith, senior vice president and general manager of marketing, CBS Records, said: "Our best interests, and we feel the industry's, are tied to people whose livelihood is directly tied to the sale of music, as opposed to those people who could if need be use records as a loss-leader just to sell something else."

Lauding the move was Russ Solomon, president of the 32-store Tower Records chain. Describing the structure as "a well thought-out plan," Solomon said that it was "about time the record companies began facing facts."

Somewhat less enthusiastic, although decidedly upbeat, was Brian Poehner, album buyer for the 23-store Turtles Records chain of Georgia. "This will definitely help us," he said, although adding that he hasn't really had a chance to mull it over yet. Similarly, Vance Taylor, manager for one of Leisure Landing's three Louisiana record stores, predicted it would help his outlet on hit product and regional breakouts, but would hurt him on specialty items. "We sell more catalog than we do box lots," said Taylor. "It's sort of like robbing Peter to pay Paul."

However, the price equalization plan has stirred ire among wholesalers.

Wholesalers Angry

"They're trying to force wholesalers, rack jobbers and one-stops out of business," said Russ Porteus, buyer and operations manager of the Washington-based General Record Service, which racks 313 accounts. "This is the dirtiest thing a manufacturer has ever tried to pull off. It will probably put a few people out of business."

Jerry Richman, president of the Pennsauken, N.J.-based Richman Bros. Records Inc., which is both a distributor and a one-stop, was equally direct in his assessment of the new program. "It means they're eliminating one-stops," he said. "Where is there any question about it? You should really ask what's going to happen to CBS. Are they going to increase their sales staff four times? Increase their warehouses? Increase everything because now they're going to have a million orders coming in from all over? Any store I have any dealings with will now order direct because it's the same price, they don't need a central warehouse, and it's shipped direct."

Aside from objecting to equalizing box lot prices between wholesalers and retailers, Richman voiced concern over the effective two percent price rise of catalog ti-

ties that loose price charges will bring. "Every company has taken a survey and found that their catalog sales are off 50-60%," said Richman. "And here CBS has taken their catalog and raised it two percent."

Catalog Problems

Brian Harden, manager of Omaha, Neb.-based Records and Tapes, Inc., a one-stop and rack jobber, also saw trouble for his catalog business. "With this sort of deal," he said, "if we start buying more box lot quantities — let's say catalog items like Dan Fogelberg, Meatloaf and Tommy Bolan — our annual turn goes down, and it becomes more expensive for us." Harden estimated that his full inventory turns over eight times a year, and that 78% of his record sales comes from catalog product. "It's got to be a concern to me," he said. "I'm going to have to rack my brain to try and come up with some sort of hybrid percentage increase that truly reflects this change."

CBS's Smith denied that the company was seeking to slow sales of catalog titles. "We don't want to discourage the sale of loose product where appropriate," he said. "It's an important part of our business." He added that the new policy was not intended as a way of squeezing out one-stops. "We have no intentions of going after his customer base, which we feel is primarily smaller retailers. We don't see any advantage in it."

Won't Buy Boxes

Records and Tapes' Harden agreed. "I don't think most individual dealers out there are in a position to buy box lot quantities," he said. However, he expressed doubt that he would now have anything to offer his one-stop customers that CBS doesn't. "It looks like they're eliminating a legitimate sub-distributor plan," he said.

Along with the new customer price groupings, CBS revealed that it will be consolidating groupings for return allowances from eight to three; issuing all exchange credits at carton lot price minus any discount; and placing a 15% exchange ceiling on all "oldies" singles.

The price of single-album 8-tracks has been reduced to \$3.00 for all accounts in an effort to sell through the remaining CBS stock. Smith said that the company will cease manufacturing 8-tracks for stock and will only go to press on them if "somebody wants to special order in meaningful quantities." He added that he considered 500 pieces of a single title to be a meaningful quantity.

Cutout List Publicized

Also included in the policy statement was the news that CBS will now begin printing cutout lists and allow customers six months to return listed titles. Additionally, the company is adding 40 new titles to its Nice Price midline series during January.

American Music Awards Nominees

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the awards ceremony.

Artists nominated for the American Music Awards are:

POP/ROCK

Favorite Male Vocalist — John Cougar, Paul McCartney, Rick Springfield.

Favorite Female Vocalist — Olivia Newton-John, Stevie Nicks, Diana Ross.

Favorite Group — Fleetwood Mac, Hall & Oates, J. Geils Band.

Favorite Single — "Ebony And Ivory," Paul McCartney with Stevie Wonder; "Eye Of The Tiger," Survivor; "Truly," Lionel Richie.

Favorite Album — "Always On My Mind," Willie Nelson; "Escape," Journey; "Mirage," Fleetwood Mac.

COUNTRY

Favorite Male Vocalist — Charley Pride, Kenny Rogers, Conway Twitty.

Favorite Female Vocalist — Emmylou

Harris, Barbara Mandrell, Sylvia.

Favorite Group — Alabama, Oak Ridge Boys, Statler Brothers.

Favorite Single — "Bobbie Sue," Oak Ridge Boys; "Love Will Turn You Around," Kenny Rogers; "Nobody," Sylvia.

Favorite Album — "Always On My Mind," Willie Nelson; "Fancy Free," Oak Ridge Boys; "Mountain Music," Alabama.

SOUL

Favorite Male Vocalist — Rick James, Lionel Richie, Stevie Wonder.

Favorite Female Vocalist — Aretha Franklin, Evelyn King, Diana Ross.

Favorite Group — Gap Band, Kool & The Gang, The Time.

Favorite Single — "Jump To It," Aretha Franklin; "Love Come Down," Evelyn King; "Sexual Healing," Marvin Gaye.

Favorite Album — "Jump To It," Aretha Franklin; "Original Musicquarium I," Stevie Wonder; "Throwin' Down," Rick James.

COAST TO COAST

EAST COASTINGS — Although no official statement was forthcoming at presstime, industry sources confirmed that RCA Records will undertake a major realignment of its branch system. Markets affected are Denver, Detroit, Philadelphia and Miami. It appears that the realignment will involve at least the closing of those regional offices, but the future of the branches themselves was still uncertain at presstime. The move is expected within the next two weeks or so . . . Upper Manhattan's Harkness House recently played host to an unusual entourage when guitarist/bandleader **Miami Steve Van Zandt** and girlfriend **Maureen Santora** tied the knot there on New Year's Eve . . . Comings & Goings: **Jules "Jules & The Polar Bears" Shear** has inked with EMI America. His debut disc for the label will be produced by **Todd Rundgren**, whose own solo LP, "The Ever Popular Tortured Artist Effect," has just been released by Bearsville . . . Mirage records has signed guitarist **Gary Moore**, and his "Corridors Of Power" album has been scheduled for a February release . . . New York dance indie Profile Records has signed vibraphonist **Craig Peyton**. His initial release for the label, "Be Thankful For What You Got," will ship in late January . . . **Sandy Miller**, manager of Chappell International has departed the publishing firm. She can be reached at (212) 879-1034 . . . A deal has yet to be cut for the would-be comeback album of Motor City screamer **Mitch Ryder**. The **John Cougar**-produced disc will feature both the **Detroit Wheels** and Cougar's band . . . More Motor City madness: latest buzz from Detroit has crooner **Mel Torme** guesting on the next **Was (Not Was)** album. Meanwhile, band co-leader **Don Was** reportedly turned down an offer to produce the next **Marshall Crenshaw** album because of commitments to other projects. **Steve Lillywhite** gets the nod instead . . . Capitol recording group **The Plasmatics** and their Raging Rhino Entertainment outfit hosted a bash at New York's Franklin Furnace last week to celebrate publication of their chronicle, **Plasmatics: Your Heart In Your Mouth!** A disparate crowd including **Melanie** and **Joey Ramone** watched agog as vocalist **Wendy O. Williams** did her thing for the television cameras (her thing being chainsawing a wall and destroying a TV set), all in the name of promotion. By-the-by, the book was authored by **Creem Magazine** critic **Edouard Dauphin**, known in another life as **Cash Box** staffer **Ed Kelleher**. Plasmatics manager **Rod Swenson** tells *Coast To Coast* that the book's first distribution will be exclusively to record stores via Rock Read.



NONA'S MATERIAL WORLD — Singer Nona Hendryx (l) puts the finishing touches on her RCA debut album, "Nona." Pictured with Hendryx are Michael Beinhorn (c) and Bill Laswell, who produced the group Material's LP.

fred Goodman

POINTS WEST — Bread & Roses, the Marin County-based non-profit group that takes live entertainment to folks confined in institutions, sponsored a post-New Years show Jan. 8 featuring **Boz Scaggs**, **Maze** and **Cesar's Latin All Star Band** at the dining hall of San Quentin Prison. A leaflet inviting press to the show warned: "Please DO NOT wear blue" . . . Allegiance Records recently announced that, subject to final agreement with Chrysalis, it will buy the existing catalog of the Takoma label, which includes recordings by **John Fahey**, **Swamp Dog** and the **Sir Douglas Quintet**. Negotiations for the purchase, which have reportedly been going on for several months prior to Chrysalis' move to enter the CBS family of labels, call for Takoma to continue its indie distribution and issue new product by first time artists, established Takoma acts and "name performers to be announced" . . . **Urbatons**, **Cult Heroes**, **Non-Fiction** and **Mike Gould & the Gene Pool Band** are some of the dozen Michigan rockers making an appearance on "Cruisin' Ann Arbor," an anthology of the city's eclectic acts captured in concert at Joe's Star Lounge Sept. 15-18 last year. . . . A 3-D movie musical, **Rock 'n' Roll Hotel**, will see Columbia performer **Rachel Sweet** make her feature film debut. The pic, slated for a summer release, stars **Dick Shawn** and **Donna McKechnie**, and should have several Sweet-penned songs included on the soundtrack . . . Transcripts of an interview **John Lennon** and **Yoko Ono** gave to BBC correspondent **Andy Peebles** just 48 hours before Lennon's murder will be published in trade paperback form by Dell/Fred Jordan this month under the title **The Last Lennon Tapes** . . . **The Bangles'** first EP, a four-song "12" by Britain's rowdy **Anti-Nowhere League**, and "An Adjustment to Society" by **Kraut** kicks off Faulty Products' initial '83 releases, which are geared to ship mid-month . . . **Elvin Bishop**, **Dave Mason**, **Jesse Colln Young** and **Jack Mack & The Heart Attack** are a few of the shows upcoming at the South Bay's "awesome" new entertainment facility called Stargaze. Besides a main showroom that seats 500, the complex also houses a 350-capacity clubroom complete with dance floor and 20-foot diagonal vid screen, a record/tape/video store, a refreshment area and an amusement arcade. Sold-out concerts in the showroom will be videoed into the clubroom, where seats will be available at reduced prices. For further information about the Northern California music mall, phone (415) 797-7794 . . . Jan. 26 has supposedly been pegged as the release date of the **Doobie Brothers'** farewell LP recorded live on its recent tour . . . Sources say **Irving Azoff** has commissioned a screenplay that's a spoof of those serious high school movies like **The Blackboard Jungle**, **Up the Down Staircase** and **To Sir With Love**. Fast Times at Carnaris High? . . . San Francisco's **GO!** Records, which unshackled the subterranean compilation LP "Rat Music for Rat People" (with the **Dead Kennedys**, **Filpper**, **T.S.O.L.**, **Bad Brains**, **Black Flag**, ad nauseum), has a few projects planned for early '83: a collection of material from the **Avengers** archives, a single by vocalist **Esmeralda** called "Poverty" and 45 and 33 releases by **Moev**. **jeffrey resner**



DREAM WEAVERS — Ruby Records' Dream Syndicate recently wrapped up its first West Coast tour opening for the **Psychodelic Furs**. After the show, the Syndicate's axesmith, **John Precoda** (l) chit-chatted shoptalk with **Furry** guitarist **John Ashton**.

TOP 30 VIDEOCASSETTES

	Weeks On 1/8 Chart		Weeks On 1/8 Chart
1 STAR TREK II: THE WRATH OF KHAN Paramount Home Video PA 1180	1 7	16 STAR WARS CBS/Fox 1136	17 31
2 ROCKY III CBS/FOX TW 4708	5 3	17 CONAN THE BARBARIAN MCA Distributing Corporation 77016	13 16
3 FIREFOX Warner Home Video 11215	3 7	18 THE COMPLETE BEATLES MGM/UA 00166	15 10
4 RICHARD PRYOR LIVE ON SUNSET STRIP RCA/Columbia Home Video 10469	4 5	19 QUEST FOR FIRE CBS/Fox 1146	16 11
5 TRON Walt Disney WD 122	9 3	20 ON GOLDEN POND CBS/Fox 0037	21 32
6 POLTERGEIST MGM/UA 00184	12 3	21 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corporation 042	25 28
7 VICTOR VICTORIA MGM/UA 0051	2 9	22 REDS Paramount Home Video PA 1180	— 1
8 ANNIE RCA/Columbia Home Video 10008	14 4	23 DEATH WISH II Warner Home Video 26032	23 14
9 THE THING MCA Distributing Corp. 77009	6 7	24 THE SWORD AND THE SORCERER MCA Distributing Corporation 71010	22 10
10 THE BEST LITTLE WHOREHOUSE IN TEXAS MCA 77014	15 3	25 DEATHTRAP Warner Home Video 11256	20 14
11 DINER MGM/UA 00184	7 6	26 THE AMATEUR CBS/Fox 1147	26 10
12 PLAYBOY, THE MAGAZINE, VOL. 1 CBS/Fox 6201	11 6	27 ARTHUR Warner Home Video 72020	29 36
13 MISSING MCA 77009	19 3	28 MEGAFORCE CBS/Fox 1162	24 6
14 AUTHOR, AUTHOR CBS/Fox Video 1181	10 8	29 DEAD MEN DON'T WEAR PLAID MCA Distributing Corporation 77011	27 10
15 ESCAPE FROM NEW YORK Embassy BA 1607	6 8	30 MONTY PYTHON AND THE HOLY GRAIL RCA/Columbia Home Video 10127	28 6

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; Warehouse-National; Video Showroom-Louisville; Erol's Video-Cincinnati; 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.

- BLADE RUNNER**
Cassette—Embassy BA 1380 . . . \$39.95
- AN OFFICER AND A GENTLEMAN**
Cassette—Paramount 1467 . . . \$39.95
- THE WAY WE WERE**
Cassette—RCA/Columbia 10559 . . \$69.95
- DR. STRANGELOVE**
Cassette—RCA/Columbia 10182 . . \$69.95
- JABBERWOCKY**
Cassette—RCA/Columbia 3116 . . . \$69.95
- THANK GOD IT'S FRIDAY**
Cassette—RCA/Columbia 10547 . . \$59.95
- FORTY CARATS**
Cassette—RCA/Columbia 10208 . . \$59.95
- THE HELLSTROM CHRONICLES**
Cassette—RCA/Columbia 3102 . . . \$59.95
- GOING PLACES**
Cassette—RCA/Columbia 3080 . . . \$59.95
- FRENCH DETECTIVE**
Cassette—RCA/Columbia 8400 . . . \$59.95



Blade Runner

Winter CES

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all know that the bulk of that growth was in the glamour products — computers, games and telephones."

Utilizing a slide display, he showed that the U.S. market for home computers (which he called "the blazing star in the consumer electronics firmament") is expected to be more than \$2 billion for both hardware and software by mid-decade, with an even sharper climb projected towards the end of the '80s. Although the increases were not quite as dramatic, video games sales to dealers (in units) leapt from 400,000 in 1979 to 6.7 million in 1982. And telephone related devices like cordless units and answering machines also posted strong gains (cordless phone sales rising from 232,000 in 1981 to 620,000 in 1982 and answering machines growing from 60,000 in 1980 to 850,000 in 1982).

However, as he noted tellingly earlier in his address, there have in the past been "breakdowns and dislocations as public taste has changed or changing technology has made last year's glamour product obsolete." Indeed, the most recent example of this can be seen in the problems experienced by consumer audio in the face of video's challenge.

As sales figures painfully indicate, several audio product categories are no longer enjoying the growth of the late '70s in the first years of this decade — in fact, a few are anticipated to show even further

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SOUNDVIEWS

PRERECORDED VIDEOCASSETTES: HEADIN' DOWN TO \$39.95? — As we hinted last week in our 1983 Winter CES prerecorded videocassette software story "Hoopla, Surprises In Home Video Expected At CES," more manufacturers will be announcing the release of product at the \$39.95 price point (**Cash Box**, Jan. 8). Well, a few let the cat out of the bag before the annual trip to the country's gambling mecca. Although Paramount execs wouldn't confirm the news prior to an official proclamation set for Jan. 6 at Caesar's Palace, it's common knowledge now that the company is releasing *An Officer And A Gentleman* at \$39.95 as an encore to *Star Trek II: The Wrath of Khan* (. . . the company has even begun to take out ads that state that *Officer* . . . will be released at \$39.95 suggested retail "in time for a big Valentine's Day promotion on Feb.



PHYSICAL ON HBO — MCA recording artist Olivia Newton-John stretches out physically during a number in her Standing Room Only concert presentation for Home Box Office. The program debuts Jan. 23 at 8:00 p.m. on the nationwide cable service.

14th"). Embassy Home Entertainment has also revealed that it will be releasing *Blade Runner* the same month at \$39.95 (the first home video version featuring scenes edited out of the theatrical release). And now, MCA Videocassette indicates that February will be an "all \$39.95 month" for the company, featuring *Homework*, starring *Joan (Dynasty) Collins*, along with its first double feature cassette (two films with *Bela Lugosi* and *Boris Karloff*, 1934's *The Black Cat* and 1935's *The Raven*) and the musical *Alice In Wonderland* as performed by the **Children's Theater of Minneapolis**. Two companies are debuting budget-priced lines for below \$40, as previously stated, Thorn EMI and VidAmerica are using the CES as a platform to launch their "Collector's Series" and "Affordable Collectables," respectively. You can be sure that execs from suppliers who are presently testing reduced prices will be buttonholed by press, dealers and distributors as to whether they plan to travel a similar route in the near future.

TALL AND TOOTHsome AT CES — How do you follow up an appearance by **Darth Vader**? That was the problem the 20th Fox Video people were faced with for this CES, but rising to the occasion, so to speak, they managed to come up with someone who is equally fearsome and towering as the *Star Wars* villain. The 7' 2" actor **Richard Kiel**, who played the metal-fanged "Jaws" in the 20th *James Bond* title *The Spy Who Loved Me* and reappeared in *Moonraker*, was on hand at CBS/Fox's booth Jan. 8 signing autographs and taking pictures with show attendees who dropped by. Kiel's appearance at the show heralds the start of a major promotion by CBS/Fox in support of the seven Bond films released by the company to the home video market thus far.

MEETINGS, MEETINGS, MEETINGS — Meetings, both formal and informal, are always plentiful at the CES, and this particular show is no exception. Of course, video suppliers will be meeting with their distributors individually throughout the show, but distrib trade organization the National Assn. of Video Distributors at presstime was set to hold its membership meeting on Jan. 5 at the MGM Grand. Earlier in the day, the Video Software Dealers Assn. held an advisory board meeting at the Las Vegas Hilton. Open to both retailers and distributors, the VSDA gathering was set to include association president **Frank Barnako**, The Video Place, Washington, D.C.; secretary **Weston Nishimura**, Video One Video, Seattle; treasurer **Cheryl Benton**, formerly of the Video Station; **John Marmaduke**, Western Merchandisers, Amarillo, Texas; **Noel Gimbel**, Sound Video Unlimited, Niles, Ill.; **Arthur Morowitz**, Video Shack, N.Y.C.; **Gene Kahn**, Columbia Video Systems, Highland Park, Ill.; **Bob Skldmore**, Video Corner, St. Petersburg, Fla.; **George Atkinson**, Video Station, Los Angeles; **Linda Rosser**, Entertainment Systems of America, Phoenix; **Steve Goodman**, Video Warehouse, Atlanta; **Jack Messer**, Video Vault, Cincinnati; **Richard Ralley**, Video Spectrum, New Orleans; **Robert Slinger**, Video Entertainment Centers, Denver; and **John Pough**, Video Cassettes Unlimited, Santa Ana, Calif. Rounding out the major video trade group meeting at CES is an American Video Assn. pow woo at the Tropicana Jan. 7.

... AND THEN IT'S FLORIDA FOR ITA "AUDIO/VIDEO UPDATE '83" — Two months to catch your breath and do a little business and, before you know it, the International Tape/Disc Assn. (ITA) "Audio/Video Update-1983" in Hollywood, Fla. is upon us. The 13th annual seminar, to be held March 6-9 at the Diplomat Resort and Country Club, promises in-depth discussions of such burgeoning new areas as video games, personal computers and computer software, in addition to home video and audio systems and video for business and industry. Among the topics to be mulled at the seminar: "New Opportunities To Offset The Changing World Economy"; "Home Video Software/Time For A New Beginning"; "Books, Video and Software — The New Nexus"; "The Size Of The Home Video Market Throughout The World"; "Doing Business In The Middle East"; "Video Censorship/It's Happening In Europe — Will It Happen In The U.S.?" "Non-Feature Program Marketing Opportunities For Specialty Markets/Airlines, Hotels, Etc."; "Will Video Music Attract Younger Buyers For VCR/Videodisc Players?"; "The Ongoing Fight Against Video Pirates"; "Piracy In The Eyes Of A Pirate/Two Interviews"; "The Battle With The Blank Tape Gray Market"; "Reassessment Of Cable And Pay TV"; "Specialized Original Programming"; "High Definition Television"; "Stereo Television/Will Deregulation Be It's Death Knell?"; "Bringing Music To the Micro-cassette"; "Magnetic Media Manufacturers/meeting the challenge"; "Will The Increasing Popularity Of Personal Computers Lead To The Demise Of Video Games?"; "Is There A Distinction Between Personal and Home Computers Other Than Price?"; "Compatibility Of Computer And Video Game Formats/The Next Step"; "Curbing Computer And Game Software Piracy"; "Interactive Capabilities Of Video Games And Computers/Is It Possible To Relate To Home Video?"; and "Technology Update/Now And The Future." Whew! Humorist **Art Buchwald** is set to be the opening speaker at the event. For further program and registration information, contact the ITA at 10 Columbus Circle, New York, N.Y. 10019 or call (212) 956-7110.

MCA BOWING OUT OF OPTICAL PROGRAMMING JOINT VENTURE — MCA Videodisc president **James Fleider** has let it be known that MCA plans to pull out of the joint venture that specializes in the production of interactive programming for the

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TOP 15 VIDEO GAMES

	Weeks On 1/8 Chart	Chart
1 PITFALL! Activision AX018	1	7
2 FROGGER Parker Brothers 5300	2	7
3 DONKEY KONG Coleco 2451	3	7
4 E.T. Atari CX2674	4	7
5 BERZERK Atari CX2640	7	7
6 MEGAMANIA Activision AX017	5	7
7 ZAXXON Coleco 2435	8	7
8 RIVER RAIDERS Activision AX020	—	1
9 RAIDERS OF THE LOST ARK Atari CX2659	6	7
10 SWORD QUEST: EARTH WORLD Atari CX2656	9	7
11 ATLANTIS Imagic 3203	12	4
12 REAL SPORTS: BASEBALL Atari CX2640	13	7
13 DEMON ATTACK Imagic 3200	11	7
14 PAC-MAN Atari CX2646	10	7
15 TURBO Coleco 2473	14	6

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 1/8 Chart	Chart
1 TAPESTRY Carole King (Epic PE 34946)	2	22
2 LOOK SHARPI Joe Jackson (A&M SP-6-4907)	4	17
3 WORDS APART Saga (Portrait/CBS ARP 38246)	6	13
4 SO FAR (Crosby, Stills, Nash & Young (Atlantic SD-19119)	13	17
5 SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 33137)	7	11
6 LET THERE BE ROCK AC/DC (Atco SD-3615)	15	5
7 THE DOORS (Elektra EKS 75007)	12	26
8 CARNIVAL Duran Duran (Capitol ST-15006)	11	11
9 CHRISTMAS WISHES Anne Murray (Capitol SN-16232)	1	6
10 A COUNTRY CHRISTMAS Various Artists (RCA CPL 1-4396)	8	6
11 PRETTY PAPER Willie Nelson (Columbia JC 36189)	3	6
12 KISSING TO BE CLEVER Culture Club (Virgin/Epic ARE 38398)	14	6
13 JANET JACKSON (A&M SP-6-4907)	10	5
14 I COULD RULE THE WORLD IF I COULD GET THE PARTS The Waitresses (Ze/Polydor PX-1-507)	9	7
15 CHRISTMAS ALBUM Barbra Streisand (Columbia CS 9557)	5	6

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



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 FOREIGNER | 8 SAGA |
| 2 TOTO | 9 J. GEILS BAND |
| 3 ADAM ANT | 10 COMMODORES |
| 4 LITTLE RIVER BAND | 11 GROVER WASHINGTON, JR. |
| 5 SAMMY HAGAR | 12 CULTURE CLUB |
| 6 BARRY MANILOW | 13 BILL COSBY |
| 7 TONI BASIL | 14 RAY PARKER, JR. |
| | 15 CHAKA KHAN |

NORTHEAST 1.

- 1 FOREIGNER
- 2 J. GEILS BAND
- 3 BARRY MANILOW
- 4 TONI BASIL
- 5 ADAM ANT
- 6 COMMODORES
- 7 YOKO ONO
- 8 GROVER WASHINGTON, JR.
- 9 TOTO
- 10 GRACE JONES

SOUTHEAST 2.

- 1 COMMODORES
- 2 ADAM ANT
- 3 BARRY MANILOW
- 4 LITTLE RIVER BAND
- 5 FOREIGNER
- 6 SAGA
- 7 BILL COSBY
- 8 PEABO BRYSON
- 9 SAMMY HAGAR
- 10 TOTO

BALTIMORE/ WASHINGTON 3.

- 1 BARRY MANILOW
- 2 FOREIGNER
- 3 E.T. — STORYBOOK
- 4 TOTO
- 5 ADAM ANT
- 6 GROVER WASHINGTON, JR.
- 7 DURAN DURAN
- 8 CHAKA KHAN
- 9 SQUEEZE
- 10 GOLDEN EARRING

WEST 4.

- 1 FOREIGNER
- 2 MUSICAL YOUTH
- 3 TOTO
- 4 SAMMY HAGAR
- 5 LITTLE RIVER BAND
- 6 CHAKA KHAN
- 7 ENGLISH BEAT
- 8 GEORGE WINSTON
- 9 SAGA
- 10 CULTURE CLUB

MIDWEST 5.

- 1 FOREIGNER
- 2 ADAM ANT
- 3 TOTO
- 4 LITTLE RIVER BAND
- 5 BARRY MANILOW
- 6 J. GEILS BAND
- 7 SAMMY HAGAR
- 8 BILL COSBY
- 9 CULTURE CLUB
- 10 TONI BASIL

NORTH CENTRAL 6.

- 1 FOREIGNER
- 2 LITTLE RIVER BAND
- 3 BARRY MANILOW
- 4 TOTO
- 5 ADAM ANT
- 6 RAY PARKER, JR.
- 7 SAMMY HAGAR
- 8 TONI BASIL
- 9 J. GEILS BAND
- 10 PATTI AUSTIN

DENVER/PHOENIX 7.

- 1 FOREIGNER
- 2 LITTLE RIVER BAND
- 3 CULTURE CLUB
- 4 TONI BASIL
- 5 SAGA
- 6 ADAM ANT
- 7 BILL COSBY
- 8 TOTO
- 9 PATTI AUSTIN
- 10 SAMMY HAGAR

SOUTH CENTRAL 8.

- 1 TONI BASIL
- 2 FOREIGNER
- 3 SAMMY HAGAR
- 4 ADAM ANT
- 5 LITTLE RIVER BAND
- 6 SAGA
- 7 TOTO
- 8 GROVER WASHINGTON, JR.
- 9 RAY PARKER, JR.
- 10 COMMODORES

WHAT'S IN-STORE

CALLING MR. PHONEHEAD — Schwartz Bros. Inc., recently kicked off a marketing campaign for its new computer products division by sending out one "Mr. Phonehead" to computer retail outlets in the Baltimore/Washington, D.C./Richmond area. The character — really an ad agent wearing a huge telephone receiver on his head — introduced himself and handed each manager a small cardboard computer replica including a printout explaining the company's computer software and accessory distribution. But Phonehead's main function was to demonstrate Schwartz Bros.' new "face to face" sales rep service, and sure enough, moments after he departed, in walked **Hillary Toffler**, the division's inside sales representative, with a much-needed explanation. Schwartz Bros.' computer products division was created last Oct. 1. According to **Eugene L. Horn**, the division's general manager, total marketing support is provided for the products carried, with orders being delivered within two days from the company's 100,000-square-foot distribution center in Lanham, Md. Horn adds that response to the new division has been such that it is expanding service during the first quarter of 1983 into the Philadelphia and New Jersey markets. Besides Toffler, the division's other sales reps are **Teresa Smiley** in Washington, D.C. and Baltimore and **Linda Wallace** in Virginia.



SMURF KING — Unbeknownst to hundreds of delighted children at the Northgate Mall Record Bar in Durham, N.C., the person inside the Smurf costume was none other than vice president of marketing **Ralph King**. King passed out grape bubble gum and Record Bar balloons, then repeated the appearance the next day at the Crabtree Valley Mall outlet in Raleigh.

The recent appointment of **Dan Garcia** to the new position of field merchandising specialist was the first step in moving to a more specific merchandising effort, according to national marketing manager **Michael Golacinski**. "Maxell has always been a merchandising-oriented company," he explains, "but now we feel it's important to tailor our programs to the needs of specific retailers and specific market needs." Golacinski emphasizes that dealer input is required to ensure that advertising and merchandising plans translate into sales. To facilitate the process, Garcia will work with field sales reps and retailers, coordinating their needs with Maxell's advertising and merchandising departments in coming up with programs and materials appropriate to specific retailers and markets. In addition to Garcia, Maxell's four assistant regional managers and three video sales supervisors will strengthen both national and local promotions at retail. "Tape is becoming more and more a self-service item" Golacinski concludes. "Whatever we have to tell the people to encourage them to choose Maxell over other brands better be told as strongly as possible — and we need the input of our retailers to do that. They know their market, and they know their customers best." Among several major retailers that have already worked with Maxell on specific promotions are **Sears**, **Listening Booth** and **Record Bar**. To satisfy Record Bar's request for a special Christmas item, Maxell offered a cardboard, cigarette box-type "Holiday Pack" containing three cassettes. The embossed packs were wrapped in silver foil and tagged with "To and From" stickers. Cardboard dumps were also provided to every store as were point-of-purchase materials, including red Christmas stockings holding three packs each. Besides the merchandising shift, Maxell is launching a full-fledged accessories promotion at the Winter Consumer Electronics Show (CES). According to Golacinski, it's the first time that Maxell accessories will be supported with a complete marketing and merchandising program. Products included in the promotion are the EW 340 battery operated electronic cassette winder, the AE 320 electronic record cleaner, the SC 345 static remover and the HE44 automatic electronic cassette head demagnetizer. The support program includes pop materials and other merchandising aids, a lower pricing structure, advertising and a new display rack, which is free with the purchase of 11 of the HE 44 and nine each of the other items. This buy-in program also allows dealers one of each product free.

STRAWBERRIES SHORTS — Strawberries Records & Tapes started the new year off with a one-year underwriting agreement with WMHT-TV (Channel 17), the public broadcasting station in Schenectady, N.Y. According to director of advertising **Brad Hunt**, Strawberries-sponsored programming will be once a week and will include Saturday night movie classics, *Soundstage* and *Evening At Pops*. Prior to and immediately following each program, Strawberries gets to show a locally produced 10-second animated spot featuring its logo, which is a first for the station. Hunt credits an active local PBS sales rep for getting Strawberries' involvement, but adds that the chain's owner, **Morris Levy**, has a farm in the channel's neck of the woods, where he views it regularly. Hunt, by the way, just recently assumed his position at Strawberries, having been national director of field operations for MCA. Other recent appointments include **Gary Crawford**, formerly district manager for the Boston area, who becomes tape buyer for the chain, and **Bob Sullivan**, who left his job as controller for Capitol Tire and Rubber Co. in Boston to do the same at Strawberries. Recent in-store appearances at the chain include **Holly Near** at the Harvard Square location in Cambridge, Mass., **Utopia** at Copley Square in Boston, **.38 Special**, which opened the new Auburn, Mass. outlet, and **The Motels** at Corbin's Corner in West Hartford, Conn., having previously visited the Copley Square location last July. That location also recently hosted **George Winston**, who drew the winner of a pair of tickets to see his concert at The Emmanuel Church, passes to a post-concert reception and dinner for two at The Peasant Stock in Somerville, Mass.

REGIONAL PICK — "Rubber Rodeo" — Eat Records/"November Group" — Modern Method Records — independent distribution. **Duncan Browne**, general manager for Rounder Records in Boston, reports that these two self-titled EP's by area bands are beginning to attract attention beyond their New England base, especially in New York City. Browne also reports strong action in Boston for local band **Mission of Burma's** debut album on Ace of Hearts Records.

Jim Bessman

Philadelphia Retailers Begin Controversial Rental Program

(continued from page 7)

the most dramatic example of the impact of rentals on record sales.

During the first six months of the fiscal year ended March 31, 1982, revenues in Japan were down nearly one percent from the same period the previous year to \$556 million. It was the first time Japanese record companies failed to improve on the previous year in nearly two decades.

The Japan Phonograph Record Assn. (JPRA) said the number of rental shops increased by 60% to 1,620 during 1982. Many regular record dealers reported sales deficits between 20-60%, blaming the shops for their losses.

Responding to the problems characterized as "insidious," the JPRA in conjunction with the Japanese Assn. of Rights of Authors and Composers filed a suit in court to close the shops.

In view of the home taping controversy, many of the reasons cited by IRPA for the commencement of record rentals were rebuffed by Recording Industry Assn. of America (RIAA) president Stanley Gortikov.

RIAA Sees Problem

"Record renting could become one of the worst problems the industry faces because its threat lies in home taping," said Gortikov. "The idea that you can represent a bargain to consumers by renting records is a problem the industry must address."

He pointed out that informal investigations started a year ago by record company surveys of their retail accounts and by the National Assn. of Recording Merchandisers have revealed that approximately 206 stores have record rental programs or clubs, but added that the research was not "comprehensive or completely accurate."

"They (retailers) say they can accomplish a purchase by allowing a consumer to preview records," Gortikov continued, "Then why do they sell blank tape too?"

He said that radio already provides a great deal of "preview" for consumers, particularly in the U.S., and that in many cases the most common rental items are the Top 20 and not the "esoteric or lesser known releases."

Although the majority of smaller Philadelphia-based dealers in IRPA supported the rental scheme, some maintained that it was not viable for their operations. "I don't think it will help the record industry, and I am involved in the BMA and other industry groups trying to fight home taping," said James Cephas, head of the three-store King James chain there.

Although he sympathized with the

dealers on the plight prompting development of the programs, he said that in the long run retailers should be in the business of selling.

"First of all, I wasn't asked about a rental program" said Cephas. "But I agree with the point that if they are trying to maintain their businesses, they have to do something."

Another dealer, who has operated a rental program at his two stores since November, is Marvin Bunton, owner of Philadelphia's Sound City U.S.A. stores. Bunton also recognized the importance of record retailers maintaining sales to stay in business, saying, "We are basically in the selling business. But with business being slow the last year and the lack of record company dollars in advertising, we had to try rentals on a test."

Many of the dealers forging ahead with the IRPA plan will employ a rental club concept like Webb and Bunton, while others will have straight rental programs. There was no consensus among the 10 dealers, according to Webb, on a uniform charge for rentals.

In addition to Bunton, with his two stores and Webb's outlet, the other IRPA dealers preparing for February programs are: Cromartie Records, Continuous Motion, Gold Record Shop, Sound Track, Small Town Sounds, Laurie's Record Shop, Dazz Records and Wesley's Record Shop.

Webb said that an advertising campaign was being developed with WDAS radio to "let the public know that these services are available in their own communities."

No Retaliation

Webb said he expected no retaliation from record labels or undue inconvenience. "How can they inconvenience us when they don't do nothing for us anyway?"

"We have a product shortage now," he continued, "because they ship to the bigger dealers and downtown stores first anyway. Sure they could try some legal action; but I know that stores out West have been doing it for a while. They'll just have to call us on it first."

"My philosophy is 'do it til you get caught or they say no,'" Webb concluded.

But in Gortikov's view, the fight is far from over. He noted that the Supreme Court of the United States will hear the so-called "Betamax" case beginning Jan. 18 and that legislative efforts to stem the home taping problem will be contingent on the outcome of the Supreme Court review.

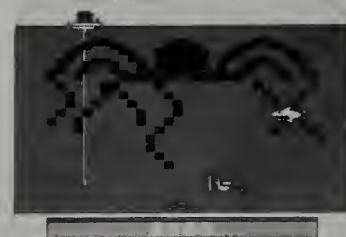
"The issues they raise to justify renting records are a smokescreen to camouflage their efforts at a quick dollar," Gortikov maintained.

U.S. Games To Sponsor \$10,000 National Contest

LOS ANGELES — Home video games cartridge manufacturer U.S. Games will sponsor a national contest with a \$10,000 grand prize to name its latest game. Tabbed the "U.S. Games Name-This-Game Sweepstakes," the contest will be implemented through retail, beginning Feb. 1 and ending April 30.

The \$10,000 grand prize will be awarded to the contestant who comes up with the best name for the new game, which features a deep sea diver protecting himself and a treasure from circling sharks and a huge octopus. Entries mailed to U.S. Games must be postmarked no later than April 30, and the first entry drawn will also be awarded \$10,000.

Other prizes will include \$3,500 for second place, \$1,500 for third place, a six-game library of U.S. Games cartridges for 100 fourth prize winners and the U.S.



Games cartridge of choice for 1,000 fifth prize winners.

An independent panel of judges will select the winner, with random drawings determining the other prizes.

The promotion will be supported by national magazine and local radio spot advertising, with additional point-of-purchase materials.

Commenting on the promotion, U.S. Games executive vice president Jack C. Dews said, "We've taken one of the most imaginative of the U.S. Games Family Fun games cartridges and are offering it to consumers to develop a name that fits the action."

London TV, Vid Studio To Debut

LONDON — Limehouse Studios, a media center aimed at the independent producer, is presently under construction here, targeted for mid-'83 completion. Located in the heart of the London docklands, Limehouse was conceived and designed to provide state-of-the-art facilities for producers working in all areas of broadcast cable and satellite television, and videocassette and videodisc production.

Two separate studios, one 6,000 square feet and the other 3,000 square feet, are being developed on a 2½ acre site of a 1950s concrete frame, three-story warehouse on Canary Wharf on the Isle of Dogs. Half of the studio is expected to be sublet to associated media industries.

The Limehouse Studios management team will be comprised of Jeremy Wallington, former director of programs for Southern Television; Mark Shivas, creative director of Southern Pictures and an independent producer; Al Burgess, production director of Southern Pictures; Frank Letch, former director of finance for Southern Television; and Michael Flint, former managing director and vice president in charge of European production for Paramount Pictures and, most recently, a partner in the law firm of Denton, Hall and Burgin.

The \$18 million studio complex is being supported by a consortium of five companies, including Associated Newspapers, D.C. Thomson, Drayton Montagu Portfolio Management Ltd., May Gurney Holdings Ltd. and the Scottish Investment Trust. It is being financed by the National Westminster Bank and the Industrial, Commercial and Financial Corp. Financial advisers to Limehouse Prods., chaired by Associated Newspapers chairman Michael Shields, are N.M. Rothschild and Sons, Ltd.

Managing director of Limehouse Studios is John O'Keefe.



Hans D. Batschelet

Batschelet Named President Of Studer Revox

LOS ANGELES — Effective Jan. 1, Hans D. Batschelet assumes the post of president, Studer Revox America. Batschelet succeeds Bruno Hochstrasser, who has returned to the Studer factory in Switzerland to become product manager for Professional Recording Systems.

Formerly vice president of marketing for the Studer division, Batschelet will direct the company's operations in the U.S. from its headquarters in Nashville.

Prior to joining Studer Revox, Batschelet served as sales and marketing director of Videlec, a division of Switzerland's Brown Boveri group of companies.

As product manager for professional Recording Systems at the Studer headquarters in Zurich, Hochstrasser will now have the responsibility for all Studer programs involving professional analog recorders and associated systems (remote units, synchronizing systems, etc.). He will oversee the professional product group's activities all the way from initial research through development, testing, manufacturing and marketing.

Killen was behind the boards for the McDowell project, with **Mike Bradley** engineering. Engineer **Ernie Winfrey** worked with Bailey, while **Travis Truck** produced Intuition, which used a Sony 24-track digital machine for the recording. . . . Finally, the late Marty Robbins was in at Soundship just prior to his death, recording with producer **Bob Montgomery** and engineer Winfrey.

In California, producer **John Ryan** recently wrapped up work on the new solo set by former Doobie Brother Patrick Simmons at **Sound City** in Van Nuys. **Mark Smith** engineered with **Bill Koepnick** assisting. . . . Geffen recording group Quarterflash has also been in at Sound City, with producer **John Boylan** and engineer **Paul Grupp**. **Ray Leonard** assisted. . . . **Walter ("Magnet and Steel") Egan** has been working on a new Backstreet/MCA LP in the Valley, co-producing with **Duane Scott**, who also engineered. **Bob Kowalski** assisted.

At **Sunset Sound** in L.A., **Tom Walts** is completing work on his self-produced LP, with **Biff Dawes** engineering and **Peggy McCreary** assisting. Toto, Peter Allen, Toni Basil and Jim Messina have all been working on projects there as well. **Shep Lonsdale** is engineering Toto's self-produced album, with **Jeff Minnich** assisting. Producer **Richard Landis**, who most recently has worked with Juice Newton, is overseeing the Allen set, with **Joe Chiccarelli** and **Richard McKarnan** behind the boards. **Greg Mathieson** is producing Basil's latest, with **Trevor Velch** and **David Leonard** engineering. **Don Murray** is engineering the Messina sessions, with **Peter Doell** assisting.

At **Motown**, The Dazz Band has been mixing its upcoming album, "On The One," with producer **Reggie Andrews**.

Proliferation Of Titles Boosts Used Vid Game Sales

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came to him while "sitting around with a friend." An ad in *Electronic Games* magazine last spring stepped up the number of incoming used cartridges. The recent "Eyewitness" spot and an "Inflation Fighter" piece by news radio station WINS further contributed to Schwartz' current "constant flow of customers" buying "all different amounts" of games, with "no two days alike."

Amazed At Reaction

Until last week Schwartz carried only used Atari software and hardware, staying away from Intellivision product due to a perceived lack of customer interest. But he has just begun handling ColecoVision product and is "amazed" at the strong reaction so far.

At Off The Record, a three-year-old 3,000 sq. ft. record store in Santa Monica, Calif. that has been selling used games for about six months, co-owner Marc Wyler estimated used games sales totalling 50 a week. Wyler, who also sells and rents new games, finds everyone from "12-year-old kids to people in their mid-30s" coming into the store "strictly looking for used games that they might have passed on when they were new." He carries all Atari and Atari-compatible cartridges, as well as Intellivision and ColecoVision product, and mentions his used game availability in some of his radio buys.

Wyler also guarantees his used games "so there really is no downside." Similarly, Schwartz goes so far as to test each game on an in-store console prior to purchase and instructs buyers how to play.

At Brooklyn's Titus Oaks, which has been carrying used games since last August, video department manager Steve Stabile reported sales of up to 25 a week, "maybe 12 on a Saturday."

"Kids get bored after a while," continued Stabile. "They come in and trade in their games to get credit on new ones." Prices of used cartridges at Titus Oaks range from \$5.99-\$16.99, depending on the cartridge, with "hot stuff" like "Donkey Kong," "Frogger" and "Mousetrap" in the upper bracket, and older, titles like "Home Run," "Frog Pond," "Laser Blast" and "Fishing Derby" filling out the lower reaches.

The price range at Off The Record is \$4.99-\$24.99, according to the game's popularity. Wyler said that recent games like "Carnival," which can go for \$34.99 new, would cost \$24.99 used, while various Atari sports games weigh in used at \$6.99. He added that all used games are priced at 25-40% off the new game price, which he said accounts for his success in selling them so far.

According to Forest Hills' Schwartz, his prices — he buys cartridges for \$1-\$12 and sells for \$2.95-\$18.95 — are influenced by the quantity of stock accumulated, though his bi-monthly price list "mostly stays the same." Like Stabile, he cited boredom as a major factor behind so many customers bringing in used games, though he noted that popular games like "Ka-boom," "Super Breakout," "Pitfall" and "believe it or not, "Pac-Man," are "always good games" that people tend to keep or buy used in a hurry when available.

Short Lifespan

Other dealers also noted the short life span of many video games as causing turnover. "A cartridge lasts forever," said Mark Hulsey, director of marketing at the seven-store American Tape & Video chain based in Atlanta, "but it gets old quick. I'd say most play lasts two to four weeks and it's over. Many customers will like a game up front, buy it, then throw it on the shelf — that's why rental works so well."

So far American Tape only rents and

sells new cartridges, but Hulsey felt that the "used business is a very good possibility, if nothing else just a trade or swap-type deal."

A second important factor bringing in used games is consumer graduation into better game hardware. "They're moving into newer consoles and computers," reported Schwartz, noting a shift from the original Atari 2600 game console up to its new 5200 advanced model as well as its home computer. Thus Schwartz will also move up in providing used software for the 5200 in March.

But Doug Kaye at Atlanta's The Book Nook, which deals mostly in used books but offers some used records, comics, and in the last three months, game cartridges, is afraid of the change in hardware. "People are getting rid of their old consoles and getting the 5200 or computers, which the old games that we have now are no good for, and Atari has just about obsoleted (sic) its 2600 series."

The Book Nook is no longer buying used games, having found that its built-up stock is not moving fast enough. Kaye said that game trade-ins would be allowed at one-third of the returned game's wholesale price towards purchase of new or used games.

Disappointing Sales

At the two Sound City U.S.A. record stores in Philadelphia, owner Marvin Bunton was also disappointed so far in his eight-month "experimental" sales of used video games. "A lot of people still don't have units, so it's slow going," he explained. Bunton's entry into the used games field is primarily an outgrowth of his game rental business — he hopes that his rental club members will take the games home and buy them, but does sell the ones that are returned as well as those he has bought from customers who have tired of them. "I'm not buying too many at this time, though, but may again when there's a larger demand."

Both Schwartz and Wyler felt the demand for used games would increase in the future. "There are markets all over which haven't been touched yet," said Schwartz, claiming that more people were realizing the savings in buying used games and noting all the companies that are manufacturing Atari compatible titles.

"The used games business will continue building tremendously," agreed Wyler, predicting increased supplies as more people get games hardware. He added that this year's first quarter would be particularly good due to returns by many players of new Christmas games.

FBI Raids New Haven Home Of Convicted Record Bootlegger

NEW YORK — Special agents of the New Haven, Conn. Federal Bureau of Investigation (FBI) office seized 1,132 master tapes, 346 bootleg albums and related recording equipment during the second raid in two years at an Old Saybrook, Conn., home on Dec. 27, 1982.

A search warrant was executed at the residence of Keith Taruski, 5 Tudor Co., Old Saybrook. During the previous raid, March 13, 1981, 40,000 bootleg albums by Talking Heads, Blondie, Black Sabbath and Bruce Springsteen were confiscated. Also seized at the time were 23 master tapes with associated graphics, indicating that additional bootleg albums were being readied for production and distribution. Taruski was arrested and then sentenced to four years of federal probation.

The recording equipment seized at the Dec. 27 search was allegedly used to record live performances. Bootleg albums found were recordings of Talking Heads, The Who, Bruce Springsteen and The Clash.

SESSION MIX

Nashville was abuzz with recording projects during the month of December. At **Woodland Sound Studios**, actress/singer Sissy Spacek was recording her debut Atlantic album in Studio A with **Rodney Crowell** producing. **Bradley Farmer** engineered, with **Tim Farmer** assisting. . . . Vern Gosdin was also laying down tracks with producer **Blake Mevis**. **Les Ladd** engineered, and **Ken Corlew** assisted. . . . Billy Edd Wheeler was recording for Sleepy Hollow Music, **Marshal Morgan** engineered with **Andy Benefield** assisting. . . . Finally, Bobby Jones was cutting a record for Word with producer **Tony Brown**. **Rick McCollister** engineered, with Benefield lending an assist.

Over at **Sound Emporium**, MCA recording artist Don Williams was recording his latest for the label, with producer **Garth Fundis**. The two were also co-producing another MCA release, this one by Williams' group, The Scratch Band. **Gary Laney** engineered on both. . . . **Larry Butler** produced a number of sides for Ron Simpson, with **John Abbott** engineering. . . . John Lincoln Wright and James Talley were putting final touches on a country LP, featuring a side by each artist. Laney engineered. . . . Mixing sessions have included Joe Stampley and Merle Haggard, with **Ray Baker** handling the mix, **Ron Reynolds** and **Ed Hudson** engineering; **Dick O'Blitts** mixing a Ronnie Dove project, with Abbott engineering; and **Jim Williamson** mixing a set for Churchill Records' Jessie Burns. . . . **Johnny Cash** completed work on a set for Priority Records.

Ronnie McDowell, Razy Bailey and the jazz group Intuition have all been in at Nashville's **Soundshop**. Producer **Buddy**

AIRPLAY

NPR TAKES AGGRESSIVE STANCE FOR 1983 — Under the Reagan administration, federal funding for public broadcasting has been severely curtailed and National Public Radio (NPR) has not been unaffected. But that does not worry the public net, which this year has chosen to build its program inventory, a step that NPR president **Frank Mankiewicz** deems necessary. "We've just tripled our programming," he told *Airplay*. "This will give the corporations more vehicles to underwrite." New offerings include what it terms the most extensive national jazz program service in the country — a six-night-a-week disc service to be hosted alternately by independent producer **Tony Batten** and **KJZZ/Seattle** air personality **Jim Wilks**. In addition to spotlighting current jazz composers, Batten will draw on the archives of Rutgers University's Institute of Jazz Studies. The public net is also debuting a seven-day classical music service. In addition, the network's *Jazz Alive* show will now be produced live each week, and host **Ben Sidran** will begin to accept requests from listeners. NPR's other new service is *NPR Dateline*, a weekday afternoon news show. Despite funding problems caused by federal cutbacks, NPR is continuing its campaign to free itself from the clutches of the government-funded Corporation for Public Broadcasting (CPB) by 1987. "We're hopeful that we'll stay on target," continued Mankiewicz. "In 1982, we exceeded our targets by five-and-a-half million dollars." NPR's strategy for independence rests on garnering further corporate and foundation support and on further business ventures. Its next foray will be a mobile paging service launched in conjunction with the Jackson, Miss.-based Mobile Communications Corp. of America (MCCA). "We'll get this under way when the Federal Communications Commission (FCC) deregulates the FM sideband," said Mankiewicz. "That will enable us to use our satellite for mobile paging, so that you can page somebody anywhere in the country. Right now, you can only do it in local areas." This is NPR's fourth such effort so far. Although Mankiewicz does not expect to see these bear fruit for at least another year, he does intend to seek further business ventures and program expansion.



WHOSE GUITAR? — Pete Townshend of *The Who* presented one of his guitars to contest winner **Jimmy Held** following the group's show at the *Houston Astrodome*. The concert and guitar giveaway were sponsored by *KSRH/Houston*, which bought all of the tickets to the Dec. 3 show.

for the past 21 years at country station **WGAO**, has been named program director. Dark is also a second vice president of the American Federation of Television and Radio Artists (AFTRA). . . Keeping up with the national trend for such shows, **WCBM/Baltimore** has hired psychologist **Dr. Susan Forward** to host an on-air call-in counseling show. Dr. Forward, who has also done a similar show at talk powerhouse **KABC/Los Angeles**, has written books on sexual abuse and incest. In her **WCBM** show, she plans to counsel listeners on psychological, sexual and family-related problems. . . Up the coast in Boston, A/C outlet **WBZ** sponsored its annual blood brotherhood, in conjunction with its sister television station, Northeast Regional Red Cross, New England Aquarium and the John Hancock Mutual Life Insurance Co. On Jan. 7 and 8, blood donor centers were set up at the Hancock's Tower Observatory, at the Aquarium's Discovery ship. **WBZ** broadcast live from both locations.

NETWORK NEWS — **WRKO/Boston**, the news/talk station with the call-in hotline service for single people, is joining the Mutual Radio Network as of March 1. It will begin by feeding mutual's *Larry King Show*, *Agronsky and Co.* and *Reporters Roundup*, as well as hourly news feeds. . . RCA recording artist **Rick Springfield** will be featured on the ABC FM network's *Spotlight Special* Jan. 16. The show, to air on 350 stations nationwide, is the first in this year's concert series. Upcoming shows will feature such acts as Asylum recording artist **Linda Ronstadt**, MCA recording artist **Olivia Newton-John** and Columbia recording group **Journey**. . . Talk outlet **KVOV/Las Vegas** has joined the NBC Radio Network. The station will carry the web's hourly newscasts, sports features and has first refusal on all long-form programs.

SYNDICATION INDICATIONS — Westwood One's new programs for 1983 include *Coca Cola's Superstar Concerts*, *The Rock Chronicles*, *Star Trek Specials*, *In Concert* (pop version), *The Pop Years* and *The Olympians*. The large syndication house also plans to produce several cable television/radio simulcasts. The *Coca Cola* concert series is a series of 10 summer AOR shows. *The Rock Chronicles* is a weekly hour-long special focusing on rock 'n' roll themes. It is hosted by **Dave Herman**, air personality at **WNEW-FM/New York**, and **David Perry**, who holds a similar post at **KMET/Los Angeles**. The pop version of *In Concert* will be a simple A/C-formatted concert series. *The Olympians* is a special series about preparation for the 1984 Olympics in Los Angeles that will be hosted by an as-yet undetermined former Olympian athlete. . . On the weekend of Jan. 7-9, the **Guess Who** will guest on United Stations' *Rock, Roll 'n' Remember*. The following weekend, **Tommy Roe** will be interviewed, while the **Kinks** take the seat Jan. 21-23. The month closes out with an appearance by **Jimmy Rodgers**. The four-hour weekly show is hosted by radio veteran **Dick Clark**. . . Nissan Motors, makers of Datsun cars, has signed on as a sponsor of *Sports of the Times*, the three-minute daily sports feature hosted by New York Times sportswriter **Joe Durso**. The show will be syndicated by classical music and Times-owned outlet **WQXR/New York** to stations in Los Angeles, San Francisco, Sacramento, San Jose and San Diego. This is the second major buy for **WQXR's** neophyte syndication arm. The first was a 17-market sponsorship of **Leonard Sloane's Personal Finance** feature. . . Burbank-based syndicator has signed **WDJF/Westport, Conn.**, to its *American Rock* format, while **WOMI/Owensboro, Ky.**, is now adopting the company's MOR format *The Entertainers*. New clients for its Bright and Easy Country format are **KINA/Salina, Kan.**, and **KTPK/Topeka**.

larry riggs



CHICAGO CATS — During the Chicago stop on their recent nationwide tour, members of *EMI America* recording group *Stray Cats* took the time after a concert to meet with various local radio and promotion people. Pictured standing are (l-r): **Tony Smith**, manager, regional AOR promotion, *EMIA/Liberty*; **John Mrvos**, *WXRT*; **Norm Winer**, *WXRT*; **Randy Lane**, *Q101*; **Bob Callaghan**, *Q101*; and **Bebop Hobel**, promotion manager, *EMIA/Liberty*. Pictured seated are (l-r): **Brian Setzer**, **Slim Jim Phantom** and **Lee Rocker**.

KROQ, WPLJ Surge In L.A., NYC Markets in Fall '82 Arbs

(continued from page 8)

a 4.4 share over last summer's 3.3 Its gains came most likely at the expense of **KIQQ**, which dropped down to 3.1 from 4.1 But **AMer KFI** rose to 2.3 from last summer's 1.7.

Black Contemporary (B/C) stations for the most part posted losses this fall: **KUTE** fell from 1.7 to 1.4, **KDAY** fell to 1.0 from 1.3 and **KJLH** declined to 1.3 from 1.5. In contrast, **KGFJ** rose to 2.1 from 1.7.

Stations changing format in mid-book included **KWST**, which changed to adult contemporary (A/C) under the moniker of **KMGG** and debuted with a 1.3. Former beautiful music outlet **KOST** shifted to A/C and debuted with 2.4, after last summer's 2.0.

PLJ Back On Top

In New York, **WPLJ** regained its place as the #1 rocker with a 4.3. Last summer, it registered 3.5. It was temporarily eclipsed by **Doubleday's WAPP**, which debuted with a whopping 4.9 apparently because of its commercial-free summer. In the fall sweep, **WAPP** garnered a modest 3.1. That was still one point greater than **WNEW-FM's** share, which rose to 2.1 from 2.0 last summer.

On the U/C scene, **WBLS** regained leadership in the overall market with a jump from 5.3 to 5.6. Fellow urban outlets **WKTU** and **WRKS**, however, posted considerable losses. **WKTU** lost its market dominance by dropping to 4.2 from 5.3; and **WRKS**, which lost its Top 40-oriented PD **Don Kelley** to **WUSL/Philadelphia**, dropped down to 4.5 from 5.1 last summer. Its AM sister, talk powerhouse **WOR**, captured a 5.3 share this fall, taking the #2 spot in the overall market. Third place among music stations was held by A/C powerhouse **WYNY**, which held steady at an even five share. Its AM sister **WNBC**, the city's only remaining contemporary AM music station, also declined to a 4.0 share from last summer's 4.4. AM country station **WHN** also posted losses in this book (see related story).

In the suburban New York Nassau/Suffolk market, the nation's 11th largest, **WLIR** debuted its new wave format with a 1.9 share, an increase from the 1.2 it garnered last spring. (The market was not rated during the summer.) However, it was overshadowed by local AOR outlet **WBAB**, which earned a 3.2 share and local Top 40 powerhouse **WBLI**, which took a 5.8 share. Competing New York stations with spillover into Long Island also overshadowed **WLIR**: **WAPP** grabbed a 3.9 share, **WNBC** a 6.2 and **WPLJ** a 3.8.

In Philadelphia, both the AOR and U/C market leaders took a beating this time around. Rock powerhouse **WMMR**, which had captured a sizeable 6.5 share during the Summer Book, dropped to a 4.5 this time around. Its slice of the pie was more or less equally shared by **WYSP**, which rose to 4.8 from 4.4 in the summer and by softer-sounding **WIOQ**, which grabbed a relatively impressive 4.1, up from the summer's 3.1. **WCAU-FM**, the station that plays **Mike Joseph's Hot Hits** format, also fell to 5.9 from 6.3.

On the U/C front, **WDAS-FM** plummeted to 4.9 from a summertime high of 8.8. Probable causes included the introduction of **WUSL's** urban format pioneered at **WRKS/New York** by **Don Kelley**. It debuted with 4.4, up from 3.3. Fellow B/C station **WHAT** also gained 0.2 registering a 2.1 this time around.

With **WDAS's** loss of market dominance, news/talk outlet **KYW** regained the lead. Despite a lack of Philadelphia Phillies broadcasts, the station jumped up to 8.7 from 7.9 last time around. Although beautiful music had been losing shares during 1982, **WEAZ** skyrocketed to 8.2 from 4.8 last time around. That may have been caused by **WWSH's** format change to A/C.

This book may not have been the right time for **WWSH** to make the move, since it fell to 2.4 from 3.8. In general, A/C posted a mixed book. **Transtar's WMGK**, for example, rose to 7.9 from 7.2, while **WIP** fell to 4.6 from 4.9, and **WSNI** fell to 2.1 from 2.4.

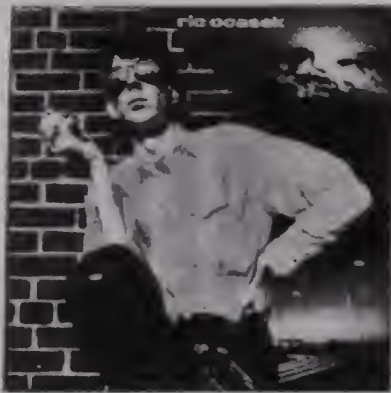
As in New York, the Chicago urban stations suffered losses in the Fall Book. **WGGI** dropped down to 5.3 from 6.1, and **WBMX** fell to 4.7 from 5.2. The smaller **WVON** also lost half a share, capturing a 1.6 this time around. In contrast: the Top 40s were a mixed bag this time. While **Hot Hits** upstart **WBBM-FM** dropped back to 4.1 from an introductory rating of 5.3 last summer, **WLS-FM** rose to 3.4 from 2.7, and the **Amer** upped its share to 3.8 from 3.6.

Tight AOR Battle

The AOR battle also tightened as leading station **WLUP** fell to 3.4 from 4.2, and **WMET** to 2.0 from 2.2 **WMET** program director **Trip Reeb** attributed his station's poor performance to a lack of support from **Metromedia**, which plans to sell the station to **Doubleday** later this month. Some of **WLUP's** market may have gone to **WLS-FM**, which had won the rights to the broadcast of *The Who's* final north American concert in Toronto Dec. 17. The only rocker to

(continued on page 30)

CASH BOX ROCK ALBUM RADIO REPORT



— **RIC OCASEK • BEATITUDE • GEFFEN**
ADDS: WYFE, KNCN, WOUR, WMMS, KMEL, WHFS, WKLS, WSHE, WPLR, WNEW, WBAB, KMET, KBPI, KMGN. **HOTS:** WSHE. **MEDIUMS:** WBAB. **PREFERRED TRACKS:** Jimmy, Sneak. **SALES:** Just shipped.



16 **PHIL COLLINS • HELLO, I MUST BE GOING! • ATLANTIC**
ADDS: None. **HOTS:** WYFE, KMGN, KBPI, KMET, WBAB, WNEW, WPLR, WSHE, WKLS, WBLM, WHFS, KMEL, WMMS, WOUR, KNCN. **MEDIUMS:** None. **PREFERRED TRACKS:** Hurry, Wall. **SALES:** Good in all regions.

1 MOST ADDED

LP Chart Position

- 77 **A FLOCK OF SEAGULLS • JIVE/ARISTA**
ADDS: None. **HOTS:** WLIR, WSHE, WHFS. **MEDIUMS:** KMGN, KBPI, WBAB, WMMS. **PREFERRED TRACKS:** Space, I Ran, Telecommunications. **SALES:** Fair in all regions.
- 28 **ADAM ANT • FRIEND OR FOE • EPIC**
ADDS: None. **HOTS:** KMGN, KMET. **MEDIUMS:** WNEW, WPLR, WBLM, WHFS, WMMS, WOUR, KNCN. **PREFERRED TRACKS:** Goody, Desperate, Title, Hello. **SALES:** Moderate in all regions.
- 3 **PAT BENATAR • GET NERVOUS • CHRYSALIS**
ADDS: None. **HOTS:** KBPI, KMET, WBAB, WPLR, WKLS, WBLM, WMMS, KNCN, WYFE. **MEDIUMS:** KMGN. **PREFERRED TRACKS:** Shadows. **SALES:** Good in all regions.
- 13 **THE CLASH • COMBAT ROCK • EPIC**
ADDS: None. **HOTS:** WLIR, WHFS, KMEL, WMMS. **MEDIUMS:** KMGN, KMET, WBLM. **PREFERRED TRACKS:** Casbah, Should. **SALES:** Good to moderate in all regions.
- 103 **CULTURE CLUB • KISSING TO BE CLEVER • VIRGIN/EPIC**
ADDS: KNCN, KNX. **HOTS:** KMGN, WLIR, WHFS, KMEL. **MEDIUMS:** WBAB, WNEW, WPLR. **PREFERRED TRACKS:** Do You. **SALES:** Moderate to fair in all regions.
- 49 **DIRE STRAITS • LOVE OVER GOLD • WARNER BROS.**
ADDS: None. **HOTS:** WKLS, WHFS, WYFE. **MEDIUMS:** KMET, WNEW, WPLR, WSHE, WBLM, WOUR. **PREFERRED TRACKS:** Private. **SALES:** Fair in all regions.
- 134 **DURAN DURAN • RIO • CAPITOL**
ADDS: WBLM. **HOTS:** KMGN, KBPI, KMET, WBAB, WKLS, KMEL, WMMS, WOUR, KNCN, WYFE. **MEDIUMS:** WSHE. **PREFERRED TRACKS:** Wolf. **SALES:** Moderate in all regions.
- 162 **THE FIXX • SHUTTERED ROOM • MCA**
ADDS: None. **HOTS:** KMGN, KBPI, KMET, WBAB, WMMS. **MEDIUMS:** WPLR, WSHE, WBLM, WYFE. **PREFERRED TRACKS:** Stand. **SALES:** Fair in West and South.
- 143 **FRIDA • SOMETHING'S GOING ON • ATLANTIC**
ADDS: None. **HOTS:** KBPI. **MEDIUMS:** KMGN, WPLR, WKLS, WBLM, KNCN, WYFE. **PREFERRED TRACKS:** I Know, Stone. **SALES:** Moderate to fair in all regions.
- 57 **PETER GABRIEL • GEFFEN**
ADDS: WYFE. **HOTS:** KMGN, WPLR, WHFS, KMEL. **MEDIUMS:** WLIR, WBLM, WMMS. **PREFERRED TRACKS:** Monkey, Touch. **SALES:** Moderate in all regions.
- 27 **THE J. GEILS BAND • SHOWTIME • EMI AMERICA**
ADDS: None. **HOTS:** KBPI, KMET, WPLR, WSHE, WBLM, WMMS. **MEDIUMS:** WNEW, KMEL, WOUR. **PREFERRED TRACKS:** I Do. **SALES:** Good to moderate in all regions.

LP Chart Position

- 126 **GOLDEN EARRING • CUT • 21/POLYGRAM**
ADDS: None. **HOTS:** WBAB, WSHE, WMMS, WOUR. **MEDIUMS:** KMGN, KBPI, KMET, WPLR, WBLM, WYFE. **PREFERRED TRACKS:** Twilight, Batteries. **SALES:** Moderate to fair in all regions.
- 78 **SAMMY HAGAR • THREE LOCK BOX • GEFFEN**
ADDS: None. **HOTS:** KBPI, KMET, WBAB, WSHE, WKLS, WMMS, WOUR, KNCN, WYFE. **MEDIUMS:** KMGN, WBLM. **PREFERRED TRACKS:** Your Love. **SALES:** Good to moderate in all regions.
- 4 **DARYL HALL & JOHN OATES • H2O • RCA**
ADDS: None. **HOTS:** KMGN, KBPI, KNX, KMET, WBAB, WNEW, WPLR. **MEDIUMS:** WBLM, WMMS, WOUR. **PREFERRED TRACKS:** Maneater, Married. **SALES:** Good in all regions.
- 45 **JEFFERSON STARSHIP • WINDS OF CHANGE • GRUNT/RCA**
ADDS: None. **HOTS:** KBPI, KNX, KMET, WBLM, WMMS. **MEDIUMS:** WPLR, KNCN. **PREFERRED TRACKS:** Lady, Title. **SALES:** Moderate to fair in all regions.
- **GARLAND JEFFREYS • GUTS FOR LOVE • EPIC**
ADDS: KMEL, WHFS, WPLR, WNEW, WBAB, KBPI. **HOTS:** None. **MEDIUMS:** WNEW, WBAB. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.
- 12 **BILLY JOEL • THE NYLON CURTAIN • COLUMBIA**
ADDS: None. **HOTS:** KBPI, KNX, WBAB, WNEW, KNCN. **MEDIUMS:** WBLM, WMMS, WOUR. **PREFERRED TRACKS:** Allentown, Pressure. **SALES:** Good to moderate in all regions.
- 6 **LED ZEPPELIN • CODA • SWAN SONG/ATCO**
ADDS: None. **HOTS:** KBPI, KMET, WSHE, WKLS, WBLM, WMMS, WOUR, KNCN, WYFE. **MEDIUMS:** WBAB, WNEW. **PREFERRED TRACKS:** Ozone, Groove, Montreux. **SALES:** Good in all regions.
- 1 **MEN AT WORK • BUSINESS AS USUAL • COLUMBIA**
ADDS: None. **HOTS:** KMGN, KBPI, WBAB, WBLM, KMEL, WMMS. **MEDIUMS:** KMET, WLIR, WKLS, WOUR, KNCN. **PREFERRED TRACKS:** Down, Who. **SALES:** Good in all regions.
- 19 **MISSING PERSONS • SPRING SESSION M • CAPITOL**
ADDS: None. **HOTS:** KMGN, KBPI, KMET, WBAB, WLIR, WPLR, WSHE, WHFS, KMEL. **MEDIUMS:** WBLM, WMMS, KNCN. **PREFERRED TRACKS:** Destination, Windows, Walking. **SALES:** Good to moderate in all regions.
- 122 **MUSICAL YOUTH • THE YOUTH OF TODAY • MCA**
ADDS: WLIR, KBPI. **HOTS:** KMGN, WHFS, KMEL. **MEDIUMS:** WLIR, WPLR. **PREFERRED TRACKS:** Dutchie. **SALES:** Moderate breakouts in all regions.
- **NIGHT RANGER • DAWN PATROL • BOARDWALK**
ADDS: None. **HOTS:** KBPI, KMET, WBAB, WMMS. **MEDIUMS:** WSHE, WKLS, WBLM, WOUR, WYFE. **PREFERRED TRACKS:** Don't Tell. **SALES:** Fair initial response in all regions.

1 MOST ACTIVE

LP Chart Position

- 172 **PARTY PARTY • SOUNDTRACK • A&M**
ADDS: WHFS, WLIR, WPLR, WNEW. **HOTS:** WLIR. **MEDIUMS:** WHFS, WNEW. **PREFERRED TRACKS:** Title. **SALES:** Moderate breakouts in all regions.
- 10 **TOM PETTY & THE HEARTBREAKERS • LONG AFTER DARK • BACKSTREET/MCA**
ADDS: None. **HOTS:** KMGN, KBPI, KMET, WBAB, WNEW, WPLR, WSHE, WKLS, WBLM, WMMS, WOUR, KNCN, WYFE. **MEDIUMS:** KMEL. **PREFERRED TRACKS:** Lucky. **SALES:** Good in all regions.
- 107 **THE PSYCHEDELIC FURS • FOREVER NOW • COLUMBIA**
ADDS: WOUR. **HOTS:** KMGN, WSHE, WHFS, KMEL, KNCN. **MEDIUMS:** KBPI, WLIR, WKLS. **PREFERRED TRACKS:** Open. **SALES:** Fair in all regions.
- 12 **SAGA • WORLDS APART • PORTRAIT/CBS**
ADDS: None. **HOTS:** KMET, WBAB, WKLS, WBLM, WMMS, WOUR. **MEDIUMS:** WPLR, KNCN. **PREFERRED TRACKS:** Loose. **SALES:** Good to moderate in all regions.
- 9 **BOB SEGER & THE SILVER BULLET BAND • THE DISTANCE • CAPITOL**
ADDS: WNEW, WBLM, WYFE. **HOTS:** KMET, WBAB, WNEW, WSHE, WKLS, WMMS, KNCN. **MEDIUMS:** KBPI, WPLR. **PREFERRED TRACKS:** Shame. **SALES:** Major breakouts in all regions.
- 2 **STRAY CATS • BUILT FOR SPEED • EMI AMERICA**
ADDS: None. **HOTS:** KBPI, WBAB, WHFS, KMEL, WMMS, WYFE. **MEDIUMS:** KMGN, KMET, WLIR, WPLR, WBLM, WOUR. **PREFERRED TRACKS:** Rock, Strut. **SALES:** Good in all regions.
- 15 **SUPERTRAMP • FAMOUS LAST WORDS • A&M**
ADDS: None. **HOTS:** KBPI, KNX, KMET, WBAB, WSHE, WBLM, WOUR. **MEDIUMS:** WPLR, WKLS, WMMS, WYFE. **PREFERRED TRACKS:** Raining. **SALES:** Moderate in all regions.
- **TRIUMPH • NEVER SURRENDER • RCA**
ADDS: WYFE, KNCN, WMMS, WBAB, KMET. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Title, Way. **SALES:** Just shipped.
- 174 **VAN DEN BERG • ATCO**
ADDS: WBLM. **HOTS:** WBAB, WMMS, WOUR, KNCN. **MEDIUMS:** KMET, WKLS. **PREFERRED TRACKS:** Open. **SALES:** Fair in all regions.
- **NEIL YOUNG • TRANS • GEFFEN**
ADDS: WYFE, KNCN, WOUR, WMMS, WKLS, WSHE, WPLR, WNEW, WLIR, WBAB, KMET, KBPI, KMGN. **HOTS:** WSHE, WLIR. **MEDIUMS:** WNEW, WBAB. **PREFERRED TRACKS:** Little. **SALES:** Just shipped.

Dealers Go As Low As \$4.99 On Discounted WEA Catalog

(continued from page 7)

a tremendous Christmas season, we're a bit behind the 8-ball with the WEA program."

Durham, N.C.-based Record Bar plans to have the \$6.98 WEA pieces shelf priced at \$6.49 following a February sell-off of record and tape "warehouse stuff" at \$5.99 each. "We're very positive about the idea," commented the company's vice president of purchasing Ed Berson, "but negative about the package WEA gave us." Berson is worried that new \$8.98 releases could be reduced to \$6.98 catalog price by WEA in as little as six months, which would drastically slice into retailer's profits. "I'm certainly going to be more cautious about buying new releases," he said. "I didn't see anything in writing about WEA that says 'Trust Me.'"

Since it was formally announced Nov. 19

Canadian Dealers Also Discounting WEA Catalog LPs

by Kirk LaPointe

OTTAWA — Initial retail reaction to WEA Music of Canada Ltd.'s base price reduction on some 700 catalog items was excellent last week, even though a handful of sellers complained they were caught with high inventories of product at the old price.

A survey of 14 retailers in Ottawa, Montreal, Toronto, Vancouver, Halifax and Calgary by **Cash Box** found that almost all had begun or were planning special front-rack displays and discounting to bring album prices to less than seven dollars.

"It's the sort of thing that could make our January easier to bear," said one store manager with A&A's Record and Tapes Ltd. in Toronto.

In conjunction with the lowering of list prices on catalog LPs by WEA Jan. 3 in the U.S. (see separate story), WEA Canada reduced the list on \$9.98 catalog to \$8.98, with tapes going to \$7.98. Almost all of the retailers said they intend to highlight tape displays, often in conjunction with LP displays.

About 250 of the successful "X-Tra Valu" albums from the catalog were increased to \$7.98 from \$6.98, although tape prices remained at \$6.98.

The WEA move was one of the few hopeful signs presented by the recording industry to retailers in recent weeks. CBS frontline product last week jumped to a base price that will bring on suggested list prices of \$10.98, while PolyGram product is base-priced in many cases to force \$11.49 suggested lists.

At the same time, the Canadian Recording Industry Assn. (CRIA) was predicting 1982 sales figures would drop 12-15% from 1981. That would mean retail sales of less than \$300 million.

CRIA president Brian Robertson praised the WEA move, openly urging other companies to follow suit.

Still, there were those who complained. One Montreal retailer who asked not to be named told **Cash Box** he made a large catalog purchase in the fall "and I was waylaid by the announcement that prices would fall."

The retailer said he now will have to return product for credit at the new price, even though he bought it at a higher, old price.

WEA officials defended the return practice, saying they gave accounts six weeks notice to send back product for credit.

"It wasn't enough," the retailer said.

But just about everywhere else, prominent retailers were gearing up for unusual catalog front-racking. By week's end, some stores were selling the 700 items for less than seven dollars.

last year, the WEA list price reduction has been the source of much controversy. Though strongly supported by most retailers around the country (**Cash Box**, Dec. 4, 1982), the change in suggested lists has also been criticized for its revamped returns policy, a penny increase in "base customer costs" and a returns charge increase from five percent to 7.5%. The major complaint regarding returns concerned the fact that product originally purchased at \$8.98 levels in 1982 were automatically devalued to \$6.98 levels. While retailers feel that the new prices for catalog will eventually offset any loss they may incur because of the returns devaluation, several one-stops and rack jobbers have expressed strong indignation over the policy.

"I like the idea of lowering prices at the retail level," observed Russ Portteus, buyer and operations manager for Washington's General Record Service, Inc., "but I disagree with the way it was done. There should have been a 60-90 day clean-out period or a discount program to make up for the losses we dealers incurred. We had to absorb the wholesale cost at about a dollar a unit. I wish they'd done something like change the prefix codes so we could return albums purchased for \$8.98 for \$8.98 and albums bought for \$6.98 for \$6.98. It's great that the price is lowered for consumers, I just wish we weren't the ones forced to bankroll the idea. We're always the first ones to pay every increase."

Although it's too early to tell the exact amount, Portteus estimates General Record Service will incur a pure loss of \$10,000 because of the strict returns policy. "They're holding us hostage," he stated. "I can't call Capitol to get the new Led Zepelin from them. I wish I could."

Long Island City's WIN Records and Video one-stop declined to comment on the WEA program, with WIN executive Sam Weiss remarking, "If I told you what I really thought about the price change and you printed it, I think WEA would sue me." Although he termed the returns policy "the most unfair levy on a one stop that's come down the pike in some time," he refused to air specifics about the detrimental factors of the conditional price reduction.

A one-stop owner who was more vocal about the situation, Gwen Kesler of Tara Records and Tapes, said her business was hurt "as soon as the price change was announced." Kesler believes the returns policy is highly "unfair" and that the price lowering was not as important as many crack it up to be. "WEA didn't need to lower prices," she explained. "They need better quality in their records, better recording and pressing techniques, better return privileges and better advertising. I think lower prices will help, but I don't feel that's the whole answer."

The WEA price reduction covers LPs and tapes from Atlantic, Elektra/Asylum, Geffen and Warner Bros., as well as other associated labels. Approximately 400 artists will be represented in the program, including such superstar acts as ABBA, AC/DC, B-52's, Bad Company, Black Sabbath, Jackson Browne, The Cars, The Doobie Brothers, Eagles, Fleetwood Mac, Foreigner, Jimi Hendrix, Led Zepelin, Stevie Nicks, The Pretenders, Prince, Linda Ronstadt, The Who, Yes and Frank Sinatra.

Cove Records Bows

LOS ANGELES — Cove Records, a Los Angeles-based independent label, has been formed by Alan Miles and Robert Mars Morgan.

The company's initial release is the single "Run Bobby Run" by Caravan, featuring Ronnie Lee Cunningham.

Cove Records is located at 1014 Fourth Street, #11, Santa Monica, Calif. 90403.

TOP 15 ALBUMS

Spiritual

	Weeks On Chart	1/8
1 PRECIOUS LORD AL GREEN (Hi/Myrrh MSB-6702) Title Cut	23	2
2 BROTHER TO BROTHER WILLIAMS BROTHERS (Myrrh MSB 6717) "Call Him Up"	25	1
3 UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time	16	3
4 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	36	4
5 A TOUCH OF CLASS JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	37	5
6 YOU BROUGHT THE SUNSHINE CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	10	6
7 WHEN ALL GOD'S CHILDREN GET TOGETHER REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	57	7
8 IT'S GONNA RAIN MILTON BRUNSON (Myrrh MSB 6695) Title Cut	36	8
9 10TH ANNUAL PRAISE AND REDEDICATION CONCERT SOUTHEAST INSPIRATIONAL CHOIR (Jewel 0172) Unavailable At Press Time	7	9
10 THE RICHARD SMALLWOOD SINGERS (Onyx/Benson R3803) "I Love The Lord"	17	10
11 EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA VOL. II (Myrrh MSB 6700) "I Know A Man"	16	11
12 REQUEST LINE MIGHTY CLOUDS OF JOY (Myrrh MSB 6712) "Mighty Clouds Of Joy"	12	13
13 JAMES CLEVELAND AND THE CLEVELAND SINGERS (Savoy SGL-7080) Unavailable At Press Time	5	12
14 GLORY TO HIS NAME ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Title Cut	29	14
15 HE IS REAL THE SENSATIONAL NIGHTINGALES (Malaco MAL 4330) "Do You Know The Man"	9	15

Inspirational

	Weeks On Chart	1/8
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	35	1
2 STAND BY THE POWER IMPERIALS (Dayspring DST-4100) Unavailable At Press Time	10	3
3 MIRACLE B.J. THOMAS (Myrrh 6705) Unavailable At Press Time	57	6
4 AMAZING GRACE B.J. THOMAS (Myrrh 6675) Title Cut	73	2
5 LIFT UP THE LORD SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	20	8
6 THE VERY BEST OF THE IMPERIALS (Dayspring SST 4025) "Same Old Fashioned Way"	53	4
7 I SAW THE LORD DALLAS HOLM (Greentree R3723) Title Cut	57	5
8 UNFAILING LOVE EVIE TORNOUIST (Word WSB 8867) "How I Love You Lord"	57	7
9 JONI'S SONG JONI EARECKSON (Word WSB 8856) Title Cut	57	9
10 SPIRIT WINGS JONI EARECKSON (Word WSB-8878) Unavailable At Press Time	1	—
11 AMY GRANT IN CONCERT VOL. II (Myrrh MSB 6677) "I'm Gonna Fly"	58	11
12 PRIORITY IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	37	12
13 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA-5330) Unavailable At Press Time	8	13
14 PLAY THRU ME PHIL KEAGGY (Sparrow SPR 1062) "Morning Light"	13	10
15 EXALTATION RON HUFF VOCAL-INSTRUMENTAL CONGREGATION (Paragon/PR33101) Unavailable At Press Time	7	14

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.

Priority Set To Expand Distrib Net In Coming Year

NASHVILLE — Following a successful first year in which the label attempted to dispel any misconceptions about its role in the gospel industry, CBS-affiliated Priority Records will attempt to expand on its gospel base during the 1983 calendar year by reaching into the "secular" record chains and foreign distribution.

Buddy Huey, vice president and general manager for the label, noted at a recent press conference that the company had anticipated and met with dissenting viewpoints within the gospel community, as many members of the industry felt that the gospel bookstores and traditional gospel sales venues were being cast aside because of the company's direct association with CBS. Noting these misunderstandings, Priority utilized the initial

year to establish itself as an entity within the gospel area before branching out and expanding the market for "message music."

While Huey suggested that the leverage of CBS could help the gospel wing acquire shelf space at the retail level and bring the music to an audience that is generally unfamiliar with it, he admitted that Priority "cannot compete with Journey and Earth, Wind & Fire," adding that "we're not adding ourselves." Instead of becoming the newest crossover phenomenon (many within the gospel field see Priority as "selling out" to the pop consciousness), the label is merely attempting to broaden its base and gain exposure in markets which have gone relatively untapped.

During 1983, Huey expects to finalize agreements for distribution overseas in Canada, Europe, South Africa, Australia, New Zealand and Japan, as well as establish a coupon program similar to those already being utilized at Word and Sparrow. Priority is also establishing two

(continued on page 30)

Country Dealers Generally Favorable To Upcoming RCA 'Mini-LP' Releases

by Tom Roland

NASHVILLE — Following the unveiling of RCA's new six-cut "mini-LP" series last week, retailers and distributors seem generally optimistic about the program, designed to provide an intermediate step in vaulting developing artists from the single sales level up to album sales.

Although distribution chain members remain somewhat unsure of the series' possibilities since the first three mini-LPs (or EPs) have not yet been released, most agree that as a marketing venture, the first strong commitment to the EP in country is a bold and welcome step in moving the country format beyond its traditional role as a singles outlet.

RCA is releasing the first three EPs in late January (**Cash Box**, Jan. 8), in a 12" configuration priced at \$6.98. The first trio of projects includes Leon Everette's self-titled release, Louise Mandrell's first solo effort, "Closeup," and Gary Stewart & Dean Dillon's "Those Were The Days." In addition to the vinyl LPs, the releases will also be available in cassette, with the same six cuts on the A-side and an artist interview on the B-side.

Since the records are as yet unreleased, a definite approval or disapproval could not be voiced by most parties, but Vern Bienenke, regional manager for the Stark/Camelot chain in Nashville, seemed the most supportive of the concept. "I think it's a step in the right direction," he noted. "With country music making the kinds of gains it has over the last couple of years, you're not dealing with the same country customer that a lot of retailers might have burned into their minds. With the Hank, Jr. buyer, the Alabama buyer, you're not dealing with the traditional buyer — the jukebox type of buyer — so I think there's potential there for the EPs."

Bienenke felt that the decision to remain with the more familiar 12" package as opposed to an off-sized disc was a wise move because of the newness of the concept to the country market and that the \$6.98 price affixed to the product was "pretty much along industry standards." Camelot will most likely carry a retail price between

Two Country Figures Die Over Christmas

NASHVILLE — Two respected members of the country music industry died during the Christmas holiday season. Eighty-year-old Don Law, noted record producer who hit his peak during the late 1950s, died in Galveston, Tex. Dec. 20 after a prolonged illness. Roger Bowling, who co-wrote "Lucille" and "Coward Of The County," was found dead on his couch by his wife Patricia on Christmas day.

Bowling, 58, who wrote a number of other tunes, including "Long Arm Of The Law" for Kenny Rogers, "Blanket On The Ground" for Billie Jo Spears and "Chain Gang Of Love" for Roy Clark, was found by his wife in his home in Wiley, Ga., and, while a subsequent autopsy proved inconclusive, authorities have ruled out foul play. Bowling had recorded for several labels during his career, including United Artists and Mercury.

As a producer, Law was instrumental in the careers of a number of artists during the late fifties and the early sixties, including Johnny Cash, Lester Flatt and Earl Scruggs, Stonewall Jackson, Ray Price, Lefty Frizzell, Jimmy Dean, Johnny Horton, Carl Perkins, Marty Robbins, Mel Tillis, Jerry Reed, the Everly Brothers, Bill Monroe and Bob Wills. Law worked with Art Satherly in the A & R department at CBS from 1945 until the mid-sixties, taking full control of the country division in 1953.

\$4.99 and \$5.69.

He also encouraged the manufacturer to "not back off" on the series if it develops slowly, noting that today's country buyer is probably more open to change than observers might believe. "You can see that in the stores by watching the customers that come in that shop the country section," he said. "It's certainly a far more reaching type of music than your country buyer of the mid-'70s."

Joe Terrebone, LP and tape buyer for Tara in Atlanta, noted that retailers are "more price-conscious these days and more and more of them are turning to budget LPs." He noted the \$6.98 list that was attached to the 15-album CBS "Biggest, Latest And Greatest Hits" series in the cassette configuration and suggested that consumer response had been quite favorable at that price. Although the EPs will feature only six cuts as opposed to 10, Terrebone suggested that the development of singles from the packages is crucial for their success or failure, since country product is more dependent on the single than rock to pave the way for sales of higher-priced prerecorded product.

Unimpressive Sales

He added that, with very few exceptions, country album and tape sales have been rather unimpressive, especially for developing artists such as George Strait and Gary Morris, even though their singles have sold in respectable numbers. "But," he said, "someone would probably be more willing to plunk down seven bucks than nine bucks to get a song they like." He also noted that since WEA has raised its \$5.98 catalog to \$6.98, the \$6.98 price tag is a reasonable charge list.

Barbara Sabol of New Jersey's Record Wagon was one of the few dissenting voices on the project's pricing, calling the \$6.98 list "ridiculous." "I don't think it's going to go," she commented. "I know in the past we had a Dolly and an Elvis one from RCA, and to me it didn't pay off. We hardly sold any."

She said that Record Wagon would carry the product, but she remained skeptical of the overall viability as a saleable item.

Positive Rack Reaction

Lieberman's will rack the "mini-LPs" through three of its branches — Atlanta, Dallas and Kansas City — on a test scale at \$5.99 to \$6.79 in-store. Van Vanyo, vice president and national buyer for the company, called the price "excellent," noting that it matches the pricing policies and basic concepts of the EP in rock, where the album alternative was first introduced. "That's a little different on the rock ones though," he noted, "because on the rock it's pretty much new artists that really don't even have a hit single. They do that really just to transfer modes, but this Louise Mandrell should be a good record for us. Gary Stewart, I don't know; I haven't seen if his singles are doing that well for us or not."

Scott Glasgow of Mile High in Denver noted that RCA's plan to slowly integrate buyers in the singles area into higher-priced and more profitable configurations had already proven successful in the realms of rock. "It's worked a little for the rock stuff," he said. "They've had those for at least a year, and it's helped break some developing acts that way and then they work their way up to a whole album."

The country buyers were among the last to accept the trend toward cassettes, but Glasgow submitted that the same consumer will not act slowly in reacting toward the EP "if they can break the hits off of them. The albums never sell as good as the 45s, and I think the price is kind of prohibitive, so this way they'll get more than a single but less than an album."

(continued on page 30)



ALABAMA MEETS TEXAS — Crowds estimated at 5,000-6,000 people stayed for nearly two hours to get autographs from the members of Alabama when they made an in-store appearance recently at Western Merchandisers in Odessa, Texas. Within two hours, some 2,000 Alabama LPs were sold. Pictured signing for the fans are (l-r): Mark Herndon and Randy Owen up front and Teddy Gentry inking his name from the back ledge.

Country Stations Show Mixed Results In Winter Arbitron Study

by Tom Roland

NASHVILLE — Country stations met with mixed results in the first five markets whose ratings shares have been released by Arbitron from the fall diary period. The initial five markets include New York, Los Angeles, Chicago, San Diego and Philadelphia.

In the Big Apple, where WKHK-FM had eaten away at the longstanding lead that country mainstay WHN has enjoyed, both stations dropped significantly. The music-oriented FM outlet, after topping the 2.0 share mark for the first time this summer, fell back from a 2.2 to a 1.8, still higher than the bulk of the scores the station has received since adopting the country format in the summer of 1980. WHN, meanwhile, slipped from its 2.6 fall effort to a 2.3. Country overall lost 0.7 points.

On the opposite coast, both KLAC/Los Angeles and KZLA-FM, the market leaders,

showed "up" books, while KHJ held steady at 1.4, posting a one share increase for country in the market. KLAC, L.A.'s longtime country proponent, climbed a half-share to 2.4, while KZLA made a similar gain in reaching the 2.1 mark.

Country suffered a decline of two-tenths in the nation's second city, mainly due to a disappointing book for WMAQ/Chicago, which fell from 3.8 to 3.2. The two FM signals, WJEZ and WUSN, garnered gains of 0.3 and 0.1 respectively, finishing the survey at 2.4 and 2.1.

San Diego's four-way race tightened considerably as three of the stations were gainers, giving the city a one-share increase overall. KSON-FM's "modern country" catapulted from fourth in the heap to first, erasing a 1.9 showing with a 3.1 score. KCBQ-AM climbed from a 2.6 to a 3.0, maintaining the second seed, while KSON's "classic country" sister on the AM inched forward a tenth to 2.4. KCBQ-FM inverted the performance of its FM competitor, dropping from its first-place stance at 2.9 last summer to the cellar with a 2.2 in the most recent book.

Although Philadelphia's WUSL-FM has discarded the country format for an urban sound, its AM twin, WFIL, showed big gains, carrying a 3.5 through the fall after a 1.7 score in the previous book.

Butler Named Cash Box Country Chart Manager

NASHVILLE — Juanita Butler has been named to the position of country chart manager for **Cash Box**. The appointment is effective immediately.

Based in the **Cash Box** Nashville office, Butler's new duties will include the compilation of chart information from radio stations, distributors and retail stores for the **Cash Box** Country Singles and Albums charts. She will also write the *Country Mike* column.

A lifetime resident of Nashville, Butler has been associated with **Cash Box** since June 1981, serving as the assistant to vice president Jim Sharp. Prior to **Cash Box**, Butler was the assistant director of merchandising for Waylon Jennings on the road and in the office, and acted as a real estate agent. She still holds an active real estate license with a local firm.

Commenting on Butler's appointment, Sharp said, "Since coming to **Cash Box**, Juanita has proven her effectiveness in attending to detail and dealing with people on a daily basis. This appointment is indicative of the confidence **Cash Box** has in her abilities, and with her already strong understanding of our methodology, the charts will not be hampered by the transition."

Flowers To Head New Halsey Co. Nashville Office

NASHVILLE — Following the highest grossing year in the company's history, the Tulsa-based Jim Halsey Co. is opening an office in Nashville, with Jerry W. Flowers appointed to serve as managing director for the newly created branch.

In the position, Flowers will oversee Nashville operations for the Halsey agency, the Halsey International television production company, Tall Pony Prods., and Churchill Records & Video, Ltd. The new branch will act as a liaison for Halsey's Nashville-based artists and work directly on projects centered within the music community.

Flowers headed up the artist development department at RCA for the last five years, specializing in the development of television images for many of the artists who maintain a position on the label's roster. Flowers set the initial media campaigns for such acts as Alabama, Razy Bailey, Earl Thomas Conley, Sylvia and Steve Wariner during his tenure with the company.

Before joining RCA, Flowers spent four years in public relations and sales positions with ABC Records. The Jim Halsey Co. currently represents some 30 acts, including Roy Clark, Terri Gibbs, Lee Greenwood, Merle Haggard, Woody Herman & The Thundering Herd, Cindy Hurt, Michael Murphy, the Oak Ridge Boys, Minnie Pearl, Don Williams and Tammy Wynette.

A location for the new office has not yet been disclosed, although it is expected to open within the next three months.

TOP 75 ALBUMS

	Weeks On 1/8 Chart		Weeks On 1/8 Chart
1 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	1 45	38 COME BACK TO ME MARTY ROBBINS (Columbia FC 37995)	39 25
2 WW II WAYLON AND WILLIE (RCA AHL 1-4455)	2 13	39 STRAIT FROM THE HEART GEORGE STRAIT (MCA 5320)	53 29
3 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	3 44	40 GET CLOSER LINDA RONSTADT (Asylum 9 60185)	40 9
4 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996)	4 16	41 BUSTED JOHN CONLEE (MCA 5310)	55 40
5 JUST SYLVIA SYLVIA (RCA AHL 1-4312)	5 41	42 GOING HOME FOR CHRISTMAS MERLE HAGGARD (Epic FE 38307)	42 5
6 GREATEST HITS DOLLY PARTON (RCA AHL 1-4422)	6 15	43 BIGGEST HITS MARTY ROBBINS (Columbia FC 38309)	43 4
7 CHRISTMAS THE OAK RIDGE BOYS (MCA-5365)	7 9	44 A GATLIN FAMILY CHRISTMAS LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38183)	44 4
8 HANK WILLIAMS, JR.'S GREATEST HITS (Elektra/Curb 60193-1)	8 15	45 THE BEST LITTLE WHOREHOUSE IN TEXAS ORIGINAL SOUNDTRACK (MCA 6112)	41 21
9 GOING WHERE THE LONELY GO MERLE HAGGARD (Epic FE 38092)	11 9	46 BIGGEST HITS MICKEY GILLEY (Epic FE 38320)	48 4
10 RADIO ROMANCE EDDIE RABBITT (Elektra 60160-1)	12 13	47 SOUNDS LIKE LOVE JOHNNY LEE (Full Moon/Asylum 60147-1)	47 13
11 THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23697-1)	10 21	48 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb E1 60019)	45 71
12 SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA AHL 1-4348)	9 18	49 STRONG WEAKNESS THE BELLAMY BROTHERS (Elektra 60210)	50 4
13 ANNIVERSARY — TEN YEARS OF HITS GEORGE JONES (Epic KE2 38328)	14 10	50 MICHAEL MARTIN MURPHEY (Liberty LT-51120)	46 19
14 A TASTE OF YESTERDAY'S WINE MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	13 20	51 A LITTLE MORE RAZZ RAZZY BAILEY (RCA AHL 1-4423)	49 5
15 THE BIRD JERRY REED (RCA AHL 1-4529)	15 8	52 CHRISTMAS KENNY ROGERS (Liberty LOO-5115)	52 4
16 IT AIN'T EASY JANIE FRICKE (Columbia FC 38214)	16 14	53 STEVE WARINER RCA (AHL 1-4154)	32 9
17 THE WINNING HAND KRIS KRISTOFFERSON, WILLIE NELSON, DOLLY PARTON AND BRENDA LEE (Monument JWG38389)	18 8	54 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	60 96
18 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	17 57	55 HIGH NOTES HANK WILLIAMS, JR. (Elektra/Curb F1-60100)	51 39
19 SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135)	19 13	56 THE ELVIS MEDLEY ELVIS PRESLEY (RCA AHL 1-4530)	56 4
20 TRUE LOVE CRYSTAL GAYLE (Elektra 60200-1)	20 7	57 TOM JONES COUNTRY (Mercury/PolyGram ARM-1-4062)	64 13
21 SOMEWHERE IN THE STARS ROSANNE CASH (Columbia TC37570)	21 30	58 THE LEGEND GOES ON THE STATLER BROTHERS (Mercury/PolyGram SRM-1-4048)	58 59
22 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	22 95	59 CONWAY'S #1 CLASSICS CONWAY TWITTY (Elektra ET-60115)	59 18
23 LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1)	29 10	60 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA-5330)	65 13
24 QUIET LIES JUICE NEWTON (Capitol ST-12210)	26 34	61 JUST HOOKED ON COUNTRY ATLANTA POPS ORCHESTRA — ALBERT COLEMAN, conducting (Epic FE 38154)	54 22
25 THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE! DAVID FRIZZELL (Warner/Viva 23688-1)	24 28	62 TOO GOOD TO HURRY CHARLY McCLAIN (Epic FE 38064)	62 13
26 WILD & BLUE JOHN ANDERSON (Warner Bros. 23721-1)	31 13	63 BEST OF BOXCAR, VOL. ONE BOXCAR WILLIE (Main Street ST 73002)	70 9
27 PUT YOUR DREAMS AWAY MICKEY GILLEY (Epic FE 38082)	23 22	64 UNLIMITED REBA McENTIRE (Mercury/PolyGram SRM1-4047)	57 27
28 DREAM MAKER CONWAY TWITTY (Elektra 60182-1)	25 15	65 GREATEST HITS ANNE MURRAY (Capitol SOO-12110)	— 1
29 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	28 59	66 HONKYTONK MAN ORIGINAL SOUNDTRACK (Warner Bros./Viva 9 23739-1)	— 1
30 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	34 132	67 LISTEN TO THE RADIO DON WILLIAMS (MCA-5306)	61 40
31 INSIDE AND OUT LEE GREENWOOD (MCA-5305)	27 38	68 INSIDE RONNIE MILSAP (RCA AHL 1-4311)	63 30
32 BIG CITY MERLE HAGGARD (Epic FE 37593)	30 63	69 BOBBIE SUE OAK RIDGE BOYS (MCA 5294)	68 48
33 A COUNTRY CHRISTMAS VARIOUS ARTISTS (RCA CPL1-4396)	33 4	70 THIS DREAM'S ON ME GENE WATSON (MCA-5302)	66 23
34 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO 51124)	38 27	71 THE MAN WITH THE GOLDEN THUMB JERRY REED (RCA AHL 1 4215)	67 33
35 GREATEST HITS JANIE FRICKE (Columbia FC 38310)	35 9	72 THE HOTTEST NIGHT OF THE YEAR ANNE MURRAY (Capitol ST-1225)	69 20
36 PERFECT STRANGER T.G. SHEPPARD (Warner/Curb 23726-1)	36 13	73 THE BEST OF JERRY LEE LEWIS (Elektra 60191-1)	71 9
37 16TH AVENUE LACY J. DALTON (Columbia FC37975)	37 25	74 I WRITE IT DOWN ED BRUCE (MCA-5323)	72 11
		75 THE DAVID FRIZZELL AND SHELLY WEST ALBUM (Warner Bros./Viva BSK 3643)	75 50

UP FROM THE ASHES — After film crews shot a tremendous amount of footage during the spring of '82 in Nashville, a documentary on the development of a country recording artist is finally ready for viewing across America on Jan. 13-14. *Enterprise*, a Public Broadcasting System (PBS) series that highlights behind the scenes work in various scattered industries, will feature a half-hour segment on *The Selling Of Terri Gibbs*, scheduled to air in most locations at 8:30 p.m. EST, Jan. 13 (Nashvillians should expect to see the program the following evening at 9:00 p.m. on channel 8). Gibbs was chosen as the subject when MCA informed the program's producers, based out of WGBH-TV/Boston, that the "Ashes To Ashes" single released last spring was a crucial record in her career, since the follow-ups to her initial outing, "Somebody's Knockin'," have



INSIDE '83 — RCA's Ronnie Milsap sang his current "Inside" single during Dick Clark's ABC-TV special, *Rockin' New Year's Eve*, to help ring in 1983. Pictured at the confetti-filled affair are (l-r): Jermaine Jackson; Milsap; Anson Williams of Happy Days; and Lydia Cornell of Too Close For Comfort.

failed to yield sales and airplay results comparable to that first release. The program follows the record through the recording process to marketing meetings at MCA's Music Row branch and then through its release to radio, the print media and the general public. The actual filming uprooted much of the Nashville music community for several days, as the segment's producers invaded the offices of many Nashville companies to show the "inside" story of how a country record is conceived and developed. The documentary covers a lot of ground quickly and provides glimpses of a number of companies and personalities on Music Row, including, of course, Gibbs herself; her manager/producer, Ed Penney; Tony Tamburrano and Erv Woolsey of MCA;

Ken Woods of Ken Woods Marketing; Janet Bozeman, WJRB; Janet Fort, WSM; and members of the Cash Box Nashville staff... big excitement for the whole family!

NOMINEES SET FOR AMERICAN MUSIC AWARDS — Although Willie Nelson is not among the three finalists for Favorite Male Vocalist of the Year, his "Always On My Mind" album received two nominations in the fan-voted American Music Awards (see story, page 11). The album is in the running with the Oak Ridge Boys' "Fancy Free" and Alabama's "Mountain Music" for Favorite Country Album of the Year, and was nominated alongside Journey's "Escape" and Fleetwood Mac's "Mirage" for Favorite Album of the Year. The Oaks were named in three categories (Favorite Group; Favorite Single, for "Bobbie Sue"; and Favorite Album), Alabama received a finalist nod twice (Favorite Group and Favorite Album), Kenny Rogers was cited in two areas (Favorite Male Vocalist and Favorite Single, for "Love Will Turn You Around") and Sylvia was also a double nominee (Favorite Female Vocalist and Favorite Single, for "Nobody"). Additional nominees include: Charley Pride and Conway Twitty, for Favorite Male Vocalist; Emmylou Harris and Barbara Mandrell, for Favorite Female Vocalist; and the Statler Brothers, for Favorite Group.

SHOWDOWN AT THE WRANGLER CORRAL — A number of artists have been tabbed to endorse the upcoming "Dodge Trucks Present The Wrangler Country Showdown" talent search, entering its second year with a new name and a heightened image. Among the acts that have been added to support the event are Ricky Skaggs, Janie Fricke, Ed Bruce, David Frizzell & Shelly West and the Wright Brothers.

'ENOS' PARKS IT IN NASHVILLE — Sonny Shroyer (alias "Enos" from the *Dukes Of Hazzard* television show) was in Nashville recently working on a children's album for the somehow-appropriately-titled Hazzard label. While Hazzard as yet has not finalized a distribution deal, a television package is being discussed as a possible mode of sale. Cover graphics for the LP were shot Dec. 30 at Centennial Park with Enos and a wild herd of kids whose parents worked on Music Row, including the offspring of PolyGram's Suzanne Neely and the "Chipper" Hyland family (Mike Hyland, Monument Records, and Kathy Hyland, Screen Gems-EMI Music).

CONGRATULATIONS — To William Lee Golden, of the Oak Ridge Boys, who became a grandfather for the first time Dec. 19. Lee Rush Golden, a 7 lb. 8 oz. bouncing boy, was born to Golden's son, Craig, and daughter-in-law, Susan. Incidentally, some creative souls who received the Oaks' 1983 gift calendar at Christmas time may want to recreate the month of July in a new way — the right way! Apparently, the calendar's designer has already wreaked havoc on the month by cutting it from 31 days back to 30 and by starting the month on a Wednesday when in actuality the first day of July is supposed to be a Friday. A spokesman for the band confirmed that the "blooper" is "not a revolutionary, leftist plot to change the Gregorian calendar." Anyone planning vacations around the 4th of July holiday may want to take a second look.

MONROE ALBUM FORTHCOMING — Bill Monroe is currently in the studio with producer Walter Haynes working on a "Bill Monroe And Friends" album that should include an impressive lineup of artists making guest appearances. Mel Tillis, Ricky Skaggs, Johnny Cash and Larry Gatlin are all scheduled to record with Father Bluegrass, and performers who are on the "tentative list" include the likes of Emmylou Harris, Charley Pride, Barbara Mandrell, the Oak Ridge Boys, John Hartford and Dolly Parton, and more are expected to be added at a later date. Meanwhile, Monroe, a native of the Bluegrass State, has been named the grand marshal for the 1983 Kentucky Derby slated for this spring in Louisville.

NSAI ON THE MOVE — The Nashville Songwriters Assn. International (NSAI) has moved to a new location. The new address is: 803 18th Ave. S., Nashville, Tenn. 37203. **KEEP ON SMILIN'** — After a vote of the organization's membership, booking veteran Smiley Wilson was named Man Of The Year for the Nashville Assn. of Talent Directors (NATD). Wilson heads the Smiley Wilson Talent Agency, a Goodlettsville, Tenn.-based firm which handles staunch country survivors the Wilburns, Charlie Louvin, Jimmy Dickens and Jimmy Martin. After entering the industry in the early '60s, Wilson and his wife, Kitty, racked up 23 weeks on "Your Hit Parade" for their rendition of "Red Silk Stockings and Green Perfume."

AUSTIN CUTS TV PACKAGE — Myrtle recording artist Darlene Austin has recorded a 20-song double album package for distribution via a selected number of television outlets on the Music Masters label. Produced by Harry Shields, the project's single releases will remain on the Myrtle label through a separate licensing agreement. The first single is expected Jan. 15.

tom roland

TOP 100 COUNTRY SINGLES

January 15, 1983

	Weeks On 1/8 Charts		Weeks On 1/8 Charts		Weeks On 1/8 Charts
1 GOING WHERE THE LONELY GO MERLE HAGGARD (Epic 34-03315)	3	13	34 DON'T PLAN ON SLEEPING TONIGHT STEVE WARINER (RCA PB-13395)	37	8
2 MARINA DEL REY GEORGE STRAIT (MCA-52120)	2	15	35 CHEROKEE FIDDLE JOHNNY LEE AND FRIENDS (Full Moon/Asylum 7-69945)	13	16
3 LIKE NOTHING EVER HAPPENED SYLVIA (RCA PB-13330)	7	12	36 EVERYTHING'S BEAUTIFUL DOLLY PARTON/WILLIE NELSON (Monument WS4 03408)	48	6
4 I DON'T REMEMBER LOVING YOU JOHN CONLEE (MCA-52116)	4	16	37 THE BIRD JERRY REED (RCA PB-13355)	19	14
5 A LOVE SONG KENNY ROGERS (Liberty P-B-1485)	1	14	38 WHEN YOU'RE NOT A LADY JIM GLASER (Noble Vision NV-101)	43	9
6 CAN'T EVEN GET THE BLUES REBA McENTIRE (Mercury/PolyGram 76180)	6	16	39 AIN'T NO TRICK LEE GREENWOOD (MCA-52150)	47	6
7 (LOST HIS LOVE) ON OUR LAST DATE EMMYLOU HARRIS (Warner Bros. 7-29898)	11	14	40 CHRISTMAS IN DIXIE ALABAMA (RCA PB-13358)	40	6
8 TALK TO ME MICKEY GILLEY (Epic 34-03326)	12	10	41 SAN ANTONIO NIGHTS EDDY RAVEN (Elektra 7-69929)	44	11
9 LOST MY BABY BLUES DAVID FRIZZELL (Warner/Viva 7-29901)	9	15	42 BABY I'M GONE TERRI GIBBS (MCA-52134)	45	10
10 INSIDE RONNIE MILSAP (RCA PB-13362)	14	9	43 A GOOD NIGHT'S LOVE TAMMY WYNETTE (Epic 34-03384)	49	6
11 THANK GOD FOR KIDS OAK RIDGE BOYS (MCA-52145)	17	9	44 POOR BOY RAZZY BAILEY (RCA PB-13383)	50	7
12 WITH YOU CHARLY McCLAIN (Epic 34-03309)	15	13	45 THE ROSE CONWAY TWITTY (Elektra 7-69854)	53	4
13 HARD CANDY CHRISTMAS DOLLY PARTON (RCA PB-13361)	16	11	46 I WOULDN'T CHANGE YOU IF I COULD RICKY SKAGGS (Epic 34-03482)	56	4
14 WHAT SHE DON'T KNOW WON'T HURT HER GENE WATSON (MCA-52131)	18	11	47 SHINE ON GEORGE JONES (Epic 34-03489)	—	1
15 I WONDER ROSANNE CASH (Columbia 38-03283)	8	14	48 PLEASE SURRENDER DAVID FRIZZELL & SHELLY WEST (Warner/Viva 7-29850)	54	8
16 ONLY IF THERE IS ANOTHER YOU MOE BANDY (Columbia 38-03309)	20	13	49 FEELS RIGHT TANYA TUCKER (Arista AS 0677)	55	9
17 TODAY MY WORLD SLIPPED AWAY VERN GOSDIN (AMI 1310)	21	13	50 MAKING A LIVING'S BEEN KILLING ME McGUFFEY LANE (Atlantic 7-99959)	52	10
18 'TIL I GAIN CONTROL AGAIN CRYSTAL GAYLE (Elektra 7-69893)	23	9	51 HONKYTONK MAN MARTY ROBBINS (Warner/Viva 7-29847)	59	4
19 STILL TAKING CHANCES MICHAEL MURPHEY (Liberty P-B-1468)	24	10	52 HANGIN' AROUND THE WHITES (Elektra 7-69855)	62	4
20 FAKING LOVE T.G. SHEPPARD and KAREN BROOKS (Warner/Curb 7-29854)	26	9	53 HEART OF THE NIGHT JUICE NEWTON (Capitol B-5192)	57	6
21 A CHILD OF THE FIFTIES STATLER BROTHERS (Mercury/PolyGram 76184)	22	13	54 SOMEWHERE IN TEXAS RAY PRICE (Dimension DS 1038)	58	7
22 ROMANCE LOUISE MANDRELL (RCA PB-13373)	25	11	55 I CAN'T GET OVER YOU BANDANA (Warner Bros. 7-29631)	60	6
23 WILD AND BLUE JOHN ANDERSON (Warner Bros. 7-29917)	5	17	56 THERE'S NO SUBSTITUTE FOR YOU YOUNGER BROTHERS (MCA-52148)	61	7
24 SOMEBODY'S ALWAYS SAYING GOODBYE ANNE MURRAY (Capitol P-B-5183)	31	9	57 WHEN I'M AWAY FROM YOU THE BELLAMY BROTHERS (Elektra 7-69850)	—	1
25 VELVET CHAINS GARY MORRIS (Warner Bros. 7-29853)	32	8	58 THE ELVIS MEDLEY ELVIS PRESLEY (RCA PB 13351)	29	11
26 WHY BABY WHY CHARLEY PRIDE (RCA PB-13397)	35	7	59 BORN TO LOVE ME RAY CHARLES (Columbia 38-03429)	69	4
27 (SITTIN' ON) THE DOCK OF THE BAY WAYLON & WILLIE (RCA PB-13319)	10	13	60 LYING HERE LYING MAC DAVIS (Casablanca/PolyGram NB 2363)	65	5
28 HOLD ON GAIL DAVIES (Warner Bros. 7-29892)	28	12	61 IF IT TAKES ALL NIGHT LONG DOTTIE WEST (Liberty P-B-1490)	68	5
29 C.C. WATERBACK GEORGE JONES/MERLE HAGGARD (Epic 34-03405)	34	7	62 THE JIM REEVES MEDLEY JIM REEVES (RCA PB-13410)	76	2
30 IF HOLLYWOOD DON'T NEED YOU DON WILLIAMS (MCA-52152)	39	6	63 THE FOOL IN ME SONNY JAMES AND SILVER (Dimension DS 1040)	67	4
31 I WISH I WAS IN NASHVILLE MEL McDANIEL (Capitol P-B-5169)	33	11	64 I HAVE LOVED YOU, GIRL EARL THOMAS CONLEY (RCA PB-13414)	—	1
32 LAST THING I NEEDED FIRST THING THIS MORNING WILLIE NELSON (Columbia 38-03385)	42	7	65 MY FINGERS DO THE TALKIN' JERRY LEE LEWIS (MCA-52151)	73	5
33 SHADOWS OF MY MIND LEON EVERETTE (RCA PB-13391)	36	8	66 BACKSLIDIN' JOE STAMPLEY (Epic 34-03290)	27	14
			67 NEVER ENDING SONG OF LOVE THE OSMOND BROTHERS (Elektra 7-69883)	77	4
			68 REASONS TO QUIT MERLE HAGGARD/WILLIE NELSON (Epic 34-03494)	—	1
			69 EASIER SANDY CROFT (Angelsong ASB 1821)	72	5
			70 I'D RATHER BE DOING NOTHING WITH YOU KAREN TAYLOR-GOOD (Mesa NSD/M 1113)	70	6
			71 SUNNYSIDE OF THE MOUNTAIN DAVID HOUSTON (Black Rose 8274)	71	7
			72 HAVE YOU HEARD RICK AND JANIS CARNES (Elektra 7-69928)	81	2
			73 YOU COULD'VE HEARD A HEART BREAK RODNEY LAY (Churchill CR 94012)	79	2
			74 DALLAS BAMA BAND (Oasis BB-1)	82	5
			75 YOUR EYES DON'T LIE TO ME O'ROARK BROTHERS (Comstock COM 1699)	78	2
			76 THE LIGHT OF MY LIFE TOMMY ST. JOHN (RCA PB-13405)	84	2
			77 RAININ' DOWN IN NASHVILLE TOM CARLILE (Door Knob DK82-191)	—	1
			78 I LOVE HOW YOU LOVE ME GLEN CAMPBELL (Atlantic America 7-99930)	—	1
			79 YOU DON'T KNOW LOVE JANIE FRICKE (Columbia 38-03498)	—	1
			80 WHEN IT COMES TO LOVE THOM BRESH & LANE BRODY (Liberty P-B-1487)	80	5
			81 WILD WESTERN WINDBLOWN BAND THE KIP ATTAWAY BAND (CIS-1051-AS)	83	4
			82 ONE FINE MORNING THE CORBIN/HANNER BAND (Lifesong LS-45120)	86	4
			83 SO EASY TO LOVE THE WRIGHT BROTHERS (Warner Bros. 7-29839)	93	2
			84 HOMEMADE LOVE RONNIE RENO (EMH-1110)	88	5
			85 ONLY WITH OUR EYES JERRY ALLISON & SWEET DESIRE (Stargem SG 2157)	85	2
			86 LAID OFF BILL ANDERSON (Southern Tracks ST 1011)	90	4
			87 ANOTHER PLACE, ANOTHER TIME NORMA WADE (LS 193)	87	5
			88 I KNOW WHAT IT MEANS TO BE LONELY BOBBY BRIDGES (Roxy 3011)	91	2
			89 THOSE WERE THE DAYS GARY STEWART & DEAN DILLON (RCA PB-13401)	—	1
			90 WHEREVER YOU ARE THRASHER BROTHERS (MCA-52153)	—	1
			91 SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA PB-13320)	30	16
			92 REDNECK GIRL THE BELLAMY BROTHERS (Warner/Curb 7-29923)	38	17
			93 LET IT DIE HERE IN MY ARMS DAVID HEAVENER (Brant DH 1004)	94	5
			94 EASY FRED J. HORRELL (Capetown UR 3454)	95	2
			95 SHE'S OUT BREAKIN' HER OLD HABIT RAY PIERCE (Tramline RP 109)	—	1
			96 LITTLE BOY IN DENVER RON BLAIR (Deep South A.G. 710)	96	2
			97 YOU AND I EDDIE RABBITT w/CRYSTAL GAYLE (Elektra 7-69936)	41	15
			98 16TH AVENUE LACY J. DALTON (Columbia 18-03184)	46	19
			99 THE AMERICAN DREAM HANK WILLIAMS, JR. (Elektra 7-69960)	51	15
			100 GREEN EYES TOM CARLILE (Door Knob DK 82-187)	63	13

ALPHABETICAL TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Child Of (American Cowboy — BMI) 21	Marchetti/Little Chickadee — BMI) 28	One Fine Morning (Sabal — ASCAP) 82	The Elvis Medley (Various Publishers — ASCAP/BMI) 58
A Good Night's Love (House of Gold — BMI) 43	Homemade Love (Shady Dell — BMI) 84	Only If There (Baray — BMI) 16	The Fool (Leeds-MCA/Patchwork/Chappell/Sailmaker 8 ASCAP) 83
A Love Song (Music Corp. of America/Sycamore Valley — BMI) 5	Honkytonk Man (Peso/Wallet — BMI) 51	Only With Our (Newwriters — BMI) 85	The Jim Reeves (Various — ASCAP/BMI) 62
Ain't No Trick (House of Gold — BMI) 39	I Can't Get (New Albany—BMI/Hoosier—ASCAP) 55	Please Surrender (Peso/Wallet — BMI) 48	The Light Of (Bill Hayes — ASCAP) 76
Another Place, Another Time (Tree — BMI) 87	I Don't Remember (Tree — BMI) 4	Poor Boy (Irving/Down 'N Dixie/Simontoni/Fifty Grand — BMI) 44	The Rose (Warner-Tamerlane — BMI) 45
Baby I'm Gone (Chamblin — ASCAP) 42	I Have Loved (Blue Moon — ASCAP) 64	Rainin' Down (Opa-Lock — ASCAP) 77	There's No Substitute (Collins Court/Famous — ASCAP) 56
Backslidin' (Jensing/Black Sheep/Old Friends — BMI) 66	I Know What (Dream City — BMI) 88	Reasons To Quit (Shade Tree — BMI) 68	Those Were The Days (Tree/Forrest Hills — BMI) 92
Born To Love Me (Music City — ASCAP) 59	I Love How (Screen Gems-EMI — BMI) 78	Redneck Girl (Famous/Bellamy Brothers—ASCAP) 90	'Til I Gain Control (Jolly Cheeks — BMI) 18
C.C. Waterback (Shade Tree — BMI) 29	I Wish I Was (Vogue c/o Welk — BMI) 31	Romance (Meadowgreen — ASCAP/Tree — BMI) 22	Today My World (Vogue c/o Welk/Gary S. Paxton — BMI) 17
Can't Even Get (Coal Miners/Elektra/Asylum—BMI) 6	I Wonder (Bug/Asleep At The Wheel — BMI/Adm. Worldwide by Bug) 15	San Antonio Nights (Milene — ASCAP) 41	Velvet Chains (Cross Keys — ASCAP) 25
Cherokee Fiddle (Mystery — BMI) 35	I Wouldn't Change (Peer Int'l — BMI) 46	She's Out Breakin' (Baray — BMI) 95	What She Don't (Booth & Watson/Crosstimbers/Blue Creek — BMI) 14
Christmas In Dixie (Maypop A Div. of Wildcountry — BMI) 40	I'd Rather Be (BIL-KAR — SESAC) 70	Shine On (Southern Nights — ASCAP) 47	When I'm Away (Rare Blue — ASCAP) 57
Dallas (Unart/Mighty Mississippi/Spooned — BMI) 74	If Hollywood Don't (Hall-Clement c/o Welk — BMI) 30	Sittin' On (East/Memphis/Irving — BMI) 27	When It Comes To Love (DebDave/Briarpatch — BMI) 80
Don't Plan On (Arista/Gloria's Songs — ASCAP) 34	If It Takes All Night (Arista/Dann Rogers — ASCAP/BMI) 61	Sixth Avenue (DebDave/Briarpatch — BMI) 98	When You're Not (Colgems — EMI/Tiny Tiger — ASCAP) 38
Easier (Sawgrass/Duck Songs — BMI) 69	Inside (Lodge Hall — ASCAP) 10	Shadows Of My Mind (Hermitage — BMI) 33	Wherever You Are (Hall-Clement c/o Welk — BMI) 91
Easy (Narvel The Marvel — BMI) 94	Laid Off (Atallion/Lowery — BMI) 86	So Easy To Love (Warner-Tamerlane — BMI/Diamond Mine/Colgems EMI — ASCAP) 83	Wild And Blue (Sweet Baby — BMI) 23
Everything's Beautiful (Combine — BMI) 36	Last Thing I Needed (Nunn — BMI) 32	Somebody's Always Saying (Hall-Clement c/o Welk — BMI) 24	Wild Western Windblown (Up The Creek—ASCAP) 81
Faking Love (Tree — BMI) 20	Let It Die Here In My Arms (I.S.P.D. — ASCAP) 93	Somewhere Between (Blue Moon/April — ASCAP) 89	With You (Onhison — BMI/Arian/Ron Muir — ASCAP) 12
Feels Right (DebDave/Briar Patch — BMI) 49	Like Nothing Ever (Tome Collins — BMI) 3	Somewhere In Texas (Almarie — BMI) 54	Why Baby Why (Fort Knox — BMI) 26
Going Where (Shade Tree — BMI) 1	Little Boy In (Sirdale/Foxtail — ASCAP) 96	Still Taking Chances (Timberwolf — BMI) 19	You And I (Four Way — ASCAP) 97
Green Eyes (Opa-Lock — ASCAP) 100	Lost His Love (Acuff-Rose — BMI) 7	Sunnyside Of The Mountain (Streets of Gold — ASCAP) 71	You Could've Heard (Songmaker — ASCAP) 73
Hangin' Around (Refuge — ASCAP/Elektra/Asylum — BMI) 52	Lost My Baby Blues (Ben Peters — BMI) 9	Talk To Me (Jay & Cee — BMI) 8	You Don't (House of Gold/Don King — BMI/King's X — ASCAP) 79
Hard Candy Christmas (Daniel/Shukat/MCA — ASCAP) 13	Lying Here Lying (Rick Hall—ASCAP/Fame—BMI) 60	Thank God For Kids (Milene — ASCAP) 11	Your Eyes Don't (Rocky Bell — BMI) 75
Have You Heard (Elektra/Asylum — BMI/Refuge/CrossKeys/Tree Group — ASCAP) 72	Making A Living's (Cedarwood/JenSing — BMI) 50	The American Dream (Bocephus — BMI) 99	
Heart Of The Night (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI/ASCAP) 53	Marina Del Rey (Hall-Clement c/o Welk/Golden Opportunity — BMI/SESAC) 65	The Bird (Pulman/House of Gold/Willie Nelson — BMI) 37	
Hold On (Rick Clark/Tricia — ASCAP/Mark	My Fingers Do The Talkin' (First Lady Songs—BMI) 2		
	Never Ending Song (Unart — BMI) 67		



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

MOST ADDED COUNTRY SINGLES

1. SHINE ON — GEORGE JONES — EPIC — 37 ADDS
2. WHEN I'M AWAY FROM YOU — THE BELLAMY BROTHERS — ELEKTRA — 30 ADDS
3. I HAVE LOVED YOU GIRL — EARL THOMAS CONLEY — RCA — 27 ADDS
4. REASON TO QUIT — MERLE HAGGARD and WILLIE NELSON — EPIC — 19 ADDS
5. YOU DON'T KNOW LOVE — JANIE FRICKE — COLUMBIA — 16 ADDS

MOST ACTIVE COUNTRY SINGLES

1. I WOULDN'T CHANGE YOU IF I COULD — RICKY SKAGGS — EPIC — 42 REPORTS
2. WHY BABY WHY — CHARLEY PRIDE — RCA — 40 REPORTS
3. IF HOLLYWOOD DON'T NEED YOU — DON WILLIAMS — MCA — 40 REPORTS
4. LAST THING I NEEDED FIRST THING THIS MORNING — WILLIE NELSON — COLUMBIA — 40 REPORTS
5. EVERYTHING'S BEAUTIFUL — WILLIE NELSON and DOLLY PARTON — MONUMENT — 36 REPORTS

SINGLES REVIEWS

OUT OF THE BOX

ED BRUCE (MCA 52156)
My First Taste Of Texas (3:56) (Tree Publ. Co., Inc./Newkeys Music, Inc./Sugarplum Music Co. — BMI) (E. Bruce, R. Rogers) (Producer: T. West)
 The former *Maverick* star is proving himself as an all-purpose country figure, suitable for both traditionally minded AM outlets and urban FM channels. Bruce's husky baritone is showcased well within a "tasty" production, shaded with warm backing vocal textures, strings and an occasional guitar or steel line. Texas is a favorite subject for honky-tonkers, but Bruce effectively places the state within MOR territory on this one.

FEATURE PICKS

- JERRY REED** (RCA PB-13422)
Down On The Corner (3:18) (Jondora Music — BMI) (J.C. Fogerty) (Producer: R. Hall)
- LORETTA LYNN** (MCA 52158)
Breakin' It (2:51) (Music City Music, Inc. — BMI) (M. Germino) (Producer: O. Bradley)
- BILLY SWAN** (Epic 34-03505)
Rainbows And Butterfiles (3:21) (Music City Music, Inc. — BMI) (J. Flynn) (Producer: L. Rogers)
- BOB SEGER** (Capitol SPRO-9878)
Shame On The Moon (4:22) (Coolwell Music/Granite Music Corp. — ASCAP) (R. Crowell) (Producer: J. Iovine)
- TENNESSEE EXPRESS** (RCA PB-13423)
How Long Will It Take (1:52) (Hall-Clement Pub. c/o Weik Music Group — BMI) (W. Mack) (Producer: L. Rogers)
- SANDY POSEY** (Audiograph AG 45-449)
Can't Get Used To Sleeping Without You (3:10) (Heavy Duty's Songs — ASCAP/Billy Robinson Music, New Keys — BMI) (R. Davis, B. Robinson, R. Rodgers) (Producers: B. Robinson, T. Cogbill)
- PHIL EVERLY** (Capitol P-B-5197)
Who's Gonna Keep Me Warm (3:05) (Money Honey/April Morning/Glen Rock — BMI) (K. McKnelly, D. Stirling) (Producer: K. Lehning)

NEW AND DEVELOPING

LARRY JENKINS (Capitol P-B-5198)
Women And Whiskey (2:33) (Galleon Music, Inc. — ASCAP) (J. Chambers, L. Jenkins) (Producer: J. Chambers)
 Comparable to the five W's of elementary journalism, women and whiskey are the two W's of country music, and Jenkins presents them hand-in-hand with a slight trace of the Possum in his voice. With a strong, bluesy, honky tonk feel at its core, the tune carries a "never-mix-your-vice" message atop a heavy, driving backbeat. Great beer-drinkin' song.



ALBUM REVIEWS

PONCHO & LEFTY — Merle Haggard — Willie Nelson — Epic FE 37958 — Producers: Merle Haggard, Willie Nelson and Chips Moman — List: None — Bar Coded
 When you hook up two country figures of this magnitude, you expect a heavy country production, and that's exactly what this disc yields, placing the Stranger and his red-headed counterpart within a very contemplative mold. Rather than actual duets, the songs amount to trade-offs, each winter taking his turn at verses and contrasting his stylized readings to the efforts of the other. Not surprisingly, "Poncho & Lefty" is an extremely poetic collection, and the strength of the artists' names alone will make it one of the biggest new items in the first quarter of '83.

THE COUNTRY MIKE

ARBITRON PROVIDES 48 WEEKS OF RESEARCH — Beginning with the 1983 Summer Book, Arbitron is increasing the length of its summer and winter radio surveys from 10 to 12 weeks. Four annual survey periods of equal duration will be created, giving 48 weeks of audience measurement rather than 44. This will provide Arbitron clients with nearly year-round audience listening information that will be more consistent because the quarterly surveys will be of equal time. After consulting with the radio industry and its own Radio Advisory Council, Arbitron found that both of these groups have a preference for the 48-week measurement, prompting the move. The 48 weeks enhances the quarterly measurement, which was first enacted in the winter of 1981. The added four weeks of measurement will cut down on the impact of concentrated promotional efforts.



GOSDIN SLIPS IN — AMI recording artist Vern Gosdin (r) was the featured artist recently on WJKZ/Nashville, where he did a live on-air interview with air personality Ken Johnston and other interviews for the Proud Country Network. Gosdin's current single, "Today My World Slipped Away," currently stands at #17 on the *Cash Box Country Singles* chart.

REDUCED AIRFARES FOR RADIO SEMINAR — American and Republic Airlines, in cooperation with Nashville Express Travel, Inc. (N.E.T.) of Nashville, are offering a special program for registrants traveling to the 14th annual Country Radio Seminar in Nashville. Reduced fares are available between Feb. 16 and Feb. 20 (seminar dates are Feb. 17-19 at the Opryland Hotel). During that period, at least 30% will be deducted from the regular coach airfare. However, there may be "travel restrictions," so arrangements must be made with N.E.T. as soon as possible. Reservations should be made directly through N.E.T. no later than Jan. 21. Rental car arrangements may also be made through N.E.T. if necessary. During the Country Radio Seminar, N.E.T. will give away two free tickets on both American and Republic Airlines, which will provide the lucky winner with a subsequent trip to Music City, U.S.A. within one year. The toll free number is (800) 824-1457.

THIRTY YEARS OF ELVIS — During the weekend of Jan. 7-9, United Stations will present a special retrospective edition of *The Weekly Country Music Countdown* honoring the career of **Elvis Presley**. It was 30 years ago that Presley made his first visit to the Memphis Recording studios to record songs as a gift to his mother. The special is scheduled to coincide with the legendary performer's birthday, Jan. 8. Included in this tribute are many rare interviews with "The King" himself. Several country celebrities, including **Eddie Rabbit**, **Brenda Lee** and **Larry Gatlin**, will be sharing some of their personal memories. **Steve Warner**, the **Bellamy Brothers** and **Razzy Bailey** are scheduled as the guest artists for the United Stations' *The Weekly Country Music Countdown* during the month of January.

NEW PERSONALITY TO JOIN WHK — Effective Jan. 3, **Chip Binder** will assume the full-time midday position on **WHK/Cleveland**. Binder's background includes full-time air stints at local radio stations in Cleveland, and **WOKO** in Albany, New York, where he held down the afternoon drive slot. He was most recently program director at **WBKC**, Chardon, while working part-time at **WHK**.

juanita butler

PROGRAMMERS PICKS

Mark Andrews	KWJJ/Portland	Reasons To Quite — Merle Haggard and Willie Nelson — Epic
Dale Eichor	KWMT/Ft. Dodge	When I'm Away From You — Bellamy Brothers — Elektra
Reggie Neal	WXBQ/Bristol	Shine On — George Jones — Epic
Gary Hightower	KFDI/Wichita	I Have Loved You, Girl — Earl Thomas Conley — RCA
Country Joe Flint	KSOP/Salt Lake City	You Don't Know Love — Janie Fricke — Columbia
Lee Manning	WCMS/Norfolk	The Jim Reeves Medley — Jim Reeves — RCA
Rob Hough	KTTS/Springfield	Full Moon, Empty Pockets — Tom Wopat — Columbia
Jeff Davies	KXLR/Little Rock	I Have Loved You, Girl — Earl Thomas Conley — RCA
Johnny Steele	KVEG/Las Vegas	Never Ending Song Of Love — Osmonds — Elektra
Mark Tudor	WTQR/Winston-Salem	Shine On — George Jones — Epic
Joe Patrick	WNOE/New Orleans	When I'm Away From You — Bellamy Brothers — Elektra
Randy Berry	WHTN/Huntington	You Don't Know Love — Janie Fricke — Columbia
Terry Slane	WIRK/West Palm Beach	Shine On — George Jones — Epic
Jerry Howard	WAIM/Anderson	Hangin' Around — The Whites — Elektra
Dan Hollander	WDXE/Lawrenceburg	Shine On — George Jones — Epic
Tim Rowe	WMNI/Columbus	When I'm Away From You — Bellamy Brothers — Elektra

Jose Feliciano: Veteran Artist's LP In Spanish Hits Big In Int'l Markets

(continued from page 11)

Schultz said he wanted to do a Spanish record with me, but I wasn't signed with any label at the time. He offered to bankroll the production and then present the album to a label. Motown expressed an interest in signing me and I told them I wouldn't get involved unless I could also record in Spanish, because I've been doing it all my life; in '68 I was the only artist with a bilingual thing going. Motown agreed, and when the album came out, the international

response was amazing."

Feliciano refuses to take sole honors for the reception the LP has received however. "I really have (Motown president) Jay Lasker to thank for the record," says the guitarist. "He had the faith and helped us when we needed it most. And (Motown chairman) Berry Gordy has been like a father to me. He signed me when everybody else told him he shouldn't, that it wouldn't work out. But Berry didn't listen to them, he signed me and it's paying off. I'm thankful and very happy to be on Motown. They treat me like one of the family and I have no complaints.

To support the "Escenas De Amor" project, the singer-musician launched an extensive tour, covering domestic as well as overseas markets. Currently, he is gigging in the Caribbean, and shortly thereafter, he plans to go back into the recording studio with long-time associate Rick Gerard for an album performed in English. In addition to several tunes written in the past, Feliciano has nearly half-a-dozen new compositions set to appear on the disc, including the love song "Romance in the Night," the dreamy "I Wonder," the *deja vu* ode "Once Again" and a sweet serenade entitled "Time For A Song." A second Latino platter for Motown is also in the works and should be out by late fall.

In the meantime, the prodigious musician will be assembling new material and horseback riding through the hills of Los Angeles with his bride Susan, whom he married in August of last year.

Canadian Disc Industry Study Due Next Month

OTTAWA — The first-ever comprehensive federal study of the recording industry in Canada is tentatively due for release next month, its author says.

John Watt, former president of the Canadian Independent Record Producers Assn. (now the Production Assn.), said last week the report has been submitted to Communications Minister Francis Fox and will be released shortly, perhaps in time for the MIDEM conference next month in France.

Watt, now the government's liaison with the recording industry in the Communications Department's cultural industries branch, told **Cash Box** the report makes several policy recommendations.

He decided to discuss the report, but it is widely known his findings will be a major component of a cultural industries strategy Fox is preparing for the federal cabinet in the spring.

Nearly a year in the making, Watt admitted the report is exhaustive.

"I thought this would be the industry's only kick at the can, so I didn't leave anything out," he said.

EMI Music Picks Up License For Teldec Process

by Nick Underwood

LONDON — The German Teldec company, which pioneered and developed the direct metal mastering process, recently granted EMI Music a license to use the system. The worldwide licensing agreement between the two companies was recently signed in London and made EMI Music the first music company to be granted such a license.

The DMM process, which has been developed in Teldec's laboratories, involves the cutting lathe at the tape to disc transfer stage producing a metal positive of "mother" rather than the normal lacquer. The metal used in the DMM process is copper and the "mother" matrix enables stampers to be obtained directly in the electroplating process and thus avoids several stages needed in the traditional pressing method.

Stampers produced from DMM masters are entirely free from clicks and pops, and it is claimed that with improved pressing techniques, this high quality is carried through to the finished product. Surface noise is also reduced and the elimination of "lacquer springback" results in the disappearance of pre- and post-groove echo. Using this cutting process, groove to groove spacing is minimized and results in 10-15% more playing time per side and improved groove surface finish. The entire DMM process is much faster than the conventional method and perhaps the overall advantage is that the high quality product that results from DMM can be played on existing record playing hardware.

EMI Music has stated its intention to introduce the DMM process in its Cologne (Germany) pressing plant early in 1983, with other EMI Music territories installing the system later in the year. Teldec director Gerrard Schulze commented: "The DMM technology will improve the quality of gramophone records, while at the same time effecting considerable time savings in the manufacturing process."

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — ATC Records topper **Bernardo Bergeret** will travel to Cannes next week with two execs of the TV plant to attend MIDEM. Bergeret told **Cash Box** that the records division of Argentina's main TV channel will be increasingly involved in deals with the main labels featuring both big selling albums and the unveiling of new artists.

Leo Bentivoglio of PolyGram expects very good results from the new album recorded by **Carlos Barocela**, poet and chanteur who returned last year to the wax scene after many years of absence. PolyGram is also releasing a two-LP set recorded during the 1982 Jazz Festival in Mar del Plata, with many of the top local jazz stars. There is also a new batch of Classical music outings in the mid-price line "Platinum."

Indie producer Phonart is launching its first production, Tropical music group **Cosabuena**. The album is tagged "Canonazos Tropicales" and is a recreation of many cumbia music evergreens, a repertoire with strong following in the interior of the country. The company has also signed group **Los Halcones**, who will be distributed through PolyGram.

Camilo Sesto and Peruvian chanteur **Aldo Guibovich**, who is living in Argentina, are the main Microfon bets for January. The Sesto album was recorded in Spain a couple of months ago and will be promoted heavily. The Guibovich record is a local production and will be released in several other Spanish speaking countries in the near future. Guibovich has been lead voice of group **Los Pasteles Verdes** during several years, but has started a career as a soloist.

EMI is enjoying new sales for the **Gian Franco Pagliaro** album, "Aieluya," which was released some months ago. Pagliaro has been always a steady seller (his past effort reached the 25,000 mark) and EMI commercial director **Alberto Caldeiro** hopes that this LP will break the Golden record barrier, which stands at 30,000. The new album by **Juan Carlos Baglietto** is also running smoothly. **miguel smirnoff**

Canada

OTTAWA — **David Silcox**, former chairman of the National Film Board, has been appointed to the important assistant deputy minister's position for the cultural industries branch of the Communications Department, the federal government announced last week. Silcox now will be one of the chief public servants to oversee the development of cultural policy during the next few years.

Bruce Cockburn has been awarded membership as an Officer of the Order of Canada by Governor-General **Edward**

Schreyer. The honor was bestowed on Cockburn for his cultural contribution and his charitable work. The Juno-winning folk-rocker follows **Gordon Lightfoot** and **Liona Boyd** as musicians who have earned the honor.

The federal government plans to get tougher in overseeing the importation of video games depicting violence or sexism. **Judy Erola**, minister responsible for the status of women in the federal government, has already said action will be taken to keep "Custer's Revenge" out of Canada. Other video games may be turned out or kept away from the Canadian market, she and Consumer and Corporate Affairs Minister **Andre Quellet** indicate. . . **Zamfir** is taking up residence in Quebec and plans to record this year with the Montreal Symphony Orchestra. **kirk lapointe**

United Kingdom

LONDON — Much to the entire indie label trade's delight, the 1982 #1 Christmas single in the U.K. was "Save Your Love" by **Renee And Renato** on the independent label Hollywood Records. This was the first ever independently distributed #1 record in the U.K. and is a triumph for the continuing growth of the indie label scene. . . Televised rock highlights over the Christmas holiday season included a **Rod Stewart** concert and a simulcast airing of one of **Elton John's** Hammersmith Odeon concerts, which was broadcast in stereo radio on BBC Radio One simultaneously with BBC TV's visual coverage. EJ had previously hit the national headlines when, during one of his gigs, he kicked his piano stool too hard and sent it flying into the front row audience, hitting a female fan and causing several bruises. Reports abounded that the star was letting off steam after being thoroughly aggravated by the absence of his drummer, **Nigel Olson**, who didn't turn up for the gig due to a bout of gastric flu. There were no encore appearances that night, and the results of the stage flare-up were later settled amicably on both sides. Overall, however, EJ's Christmas wrapped Odeon gigs were a great success, with packed houses and proof that this star's mighty talent is as strong as ever.

Tom Dowd is set to produce **Eric Clapton's** new LP for Duck Records (through Warner Bros.). It is due for release early in the new year. . . Figures released of the BMRB yearly chart sample show that the top selling LP in Britain in 1982 was **Barbra Streisand's** "Love Songs," which also features the hit song "Memory" from the successful **Lloyd-Webber** musical *Cats*. The top selling single of '82 was "Come On Eileen" by **Dexy's Midnight Runners** (Mercury/Phonogram), with **Irene Cara's** "Fame" (RSO) coming second and **Survivor's** "Eye Of The Tiger" taking third place. **nick underwood**

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 **Olvídame** — Pimpinela — CBS
- 2 **Dueno De Nada** — Jose Luis Rodriguez — CBS
- 3 **Nathalle** — Julio Iglesias — CBS
- 4 **Uno Mas Uno** — Luis Miguel — EMI
- 5 **Da Da Da** — Trio — PolyGram
- 6 **Soles** — Marilina Ross — CBS
- 7 **Es Una Mentira** — Los Barbaros — RCA
- 8 **Ojo De Tigre** — Survivor — CBS
- 9 **Envoltorio De Palabras** — Tom Tom — CBS
- 10 **Vos, Yo, Uno Mas Uno** — Sandra Mihanovich — Microfon

TOP TEN LPs

- 1 **Pimpinela** — Pimpinela — CBS
- 2 **Winners V** — various artists — EMI
- 3 **Aleluya** — Gian Franco Pagliaro — EMI
- 4 **17 Top Hits** — various artists — PolyGram
- 5 **Momentos** — Julio Iglesias — CBS
- 6 **Actuar Para Vivir** — Juan Carlos Baglietto — EMI
- 7 **Como Un Pajaro Libre** — Mercedes Sosa — PolyGram
- 8 **Fiesta Latinoamericana** — Cuarteto Imperial — CBS
- 9 **Alegria Alegria** — Quinteto Imperial — RCA
- 10 **Soles** — Marilina Ross — CBS

—Prensario

Japan

TOP TEN 45s

- 1 **Sannen Me No Uwaki** — Hiroshi & Kijbou — RVC
- 2 **Second Love** — Akina Nakamori — Warner/Pioneer
- 3 **Yakusoku** — Tooru Watanabe — Epic/Sony
- 4 **Natsuo Akramete** — Naoko Ken — Canyon
- 5 **Sazanka No Yado** — Eisaku Ookawa — Nippon Columbia
- 6 **Omaedake I Love You** — Daisuke Shima — King
- 7 **Koibito Mo Nureru Machikado** — Masatoshi Nakamura — Nippon Columbia
- 8 **Nobara No Echude** — Seiko Matsuda — CBS/Sony
- 9 **Kanashimi No Kuroihitomi** — Hiromi Goh — CHS/Sony
- 10 **YaYa (Aho Jidalo Wasurenai)** — Southern All Stars — Victor

TOP TEN LPs

- 1 **Kinyiro No Ribon** — Seiko Matsuda — CBS/Sony
- 2 **Candy** — Seiko Matsuda — CBS/Sony
- 3 **It's Just Rock 'n' Roll** — Eikichi Yazawa — Warner/Pioneer
- 4 **Variation** — Akina Nakamori — Warner/Pioneer
- 5 **Stage** — Chiharu Matsuyama — News
- 6 **Promised Land** — Shogo Hamada — CBS/Sony
- 7 **Nude Man** — Southern All Stars — Victor
- 8 **For '83** — Shibugakitayai — CBS/Sony
- 9 **Shiosai** — Mayumi Itsuwa — CBS/Sony
- 10 **Momentos** — Julio Iglesias — Epic/Sony

—Cash Box of Japan

United Kingdom

TOP TEN 45s

- 1 **You Can't Hurry Love** — Phil Collins — Virgin
- 2 **Time** — Culture Club — Virgin
- 3 **Our House** — Madness — Stiff
- 4 **A Winter's Tale** — David Essex — Mercury
- 5 **Save Your Love** — Renee & Renato — Hollywood
- 6 **Peace On Earth/Little Drummer Boy** — David Bowie/Bing Crosby — RCA
- 7 **Best Years Of Your Lives** — Modern Romance — WEA
- 8 **The Shakin' Stevens EP** — Shakin' Stevens — Epic
- 9 **Buffalo Gals** — Malcolm McLaren — Charisma
- 10 **Truly** — Lionel Richie — Motown

TOP TEN LPs

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

—Melody Maker

TOP 75 ALBUMS

		Weeks On Chart			Weeks On Chart		
1	THRILLER MICHAEL JACKSON (Epic QE 38112)	5	4	39	GIVE EVERYBODY SOME RICHARD "DIMPLES" FIELDS (Boardwalk NB-33258-1)	40	7
2	MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197)	1	9	40	FRICION CHOCOLATE MILK (RCA AFL1-4412)	41	8
3	FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235)	3	14	41	SECOND TO NUNN BOBBY NUNN (Motown 6022)	33	15
4	LIONEL RICHIE (Motown 6007ML)	2	14	42	THE SUN STILL SHINES SONNY CHARLES (Highrise HR 102)	53	6
5	1999 PRINCE (Warner Bros. 9 23720-1F)	4	9	43	VISIONS OF THE LITE SLAVE (Cotillion/Atco 7 90024-1)	49	3
6	GET LOOSE EVELYN KING (RCA AFL1-4337)	6	19	44	SNEAKIN' OUT STACY LATTISAW (Cotillion/Atco 90002-1)	44	22
7	JANET JACKSON (A&M SP-6-4907)	7	12	45	THE YOUTH OF TODAY MUSICAL YOUTH (MCA-5389)	—	1
8	PROPOSITIONS THE BAR-KAYS (Mercury/PolyGram SRM-1-4065)	8	10	46	ICE 'N HOT JERRY BUTLER (Fountain FR2-82-1)	50	15
9	CHAKA KHAN (Warner Bros. 9 23729-1)	17	6	47	ALICIA ALICIA MYERS (MCA-5181)	45	17
10	DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241)	11	7	48	RIGHT BACK AT CHA! DYNASTY (Solar/Elektra 9 60176-1)	48	7
11	WHAT TIME IS IT? THE TIME (Warner Bros. 923701-1)	9	18	49	TANTALIZINGLY HOT STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	34	24
12	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	31	6	50	CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	42	11
13	AS ONE KOOL & THE GANG (De-Lite/PolyGram DSR 8505)	15	16	51	L-O-V-E ROBERT WINTERS & FALL (Casablanca/PolyGram NBLP 7275)	58	4
14	VANITY 6 (Warner Bros. 9 23716-1)	13	16	52	DISTANT LOVER ALPHONSE MOUZON (Highrise HR 100AE)	56	8
15	THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH 266)	14	14	53	HERE WE GO AGAIN BOBBY BLAND (MCA-5297)	55	28
16	LIVING MY LIFE GRACE JONES (Island/Atco 7 90018-1)	23	6	54	HIMSELF BILL COSBY (Motown 6026ML)	—	1
17	JUST AIN'T GOOD ENOUGH JOHNNIE TAYLOR (Beverly Glen BG 1001)	12	12	55	GRAND SLAM THE SPINNERS (Atlantic 80020-1)	52	12
18	ALL THE GREAT HITS THE COMMODORES (Motown 6028ML)	21	7	56	H2O DARYL HALL & JOHN OATES (RCA AFL1-4383)	66	4
19	GREATEST HITS RAY PARKER, JR. (Arista AL 9612)	29	5	57	FIRST TAKE THE VALENTINE BROTHERS (Bridge BR-101936)	57	21
20	JUMP TO IT ARETHA FRANKLIN (Arista AL 9602)	18	24	58	TONGUE IN CHIC CHIC (Atlantic 80031-1)	51	8
21	SKYYJAMMER SKYY (Salsoul/RCA SA-8555)	19	9	59	LIVIN' IN THE NEW WAVE ANDRE CYMONE (Columbia FC 38123)	36	11
22	THE OTHER SIDE OF THE RAINBOW MELBA MOORE (Capitol ST-12243)	20	12	60	IT'S GOOD TO BE HOME HARRY RAY (Sugar Hill SH 269)	—	1
23	HEARTBREAKER DIONNE WARWICK (Arista AL 9609)	24	13	61	THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23896-1)	54	7
24	SILK ELECTRIC DIANA ROSS (RCA AFL-4386)	10	14	62	INSTANT LOVE CHERYL LYNN (Columbia FC 38057)	47	28
25	S.O.S. III THE S.O.S. BAND (Tabu/CBS FZ 38352)	25	8	63	DONNA SUMMER (Geffen GHS 2005)	69	24
26	HARD TIMES MILLIE JACKSON (Spring/PolyGram SP-1-6737)	26	10	64	STEVIE WONDER'S ORIGINAL MUSIQUARIUM I STEVIE WONDER (Tamla/Motown 6002TL2)	74	34
27	COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246)	30	7	65	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	68	74
28	WILD NIGHT ONE WAY (MCA-5369)	27	13	66	WINDSONG RANDY CRAWFORD (Warner Bros. 9 60142-1)	67	31
29	TO THE MAX CON FUNK SHUN (Mercury/PolyGram SRM-1-4067)	16	9	67	IN THE HEAT OF THE NIGHT IMAGINATION (MCA-5373)	64	11
30	TYRONE DAVIS (Highrise HR 103)	60	4	68	ENCHANTED LADY ENCHANTMENT (Columbia FC 38024)	71	9
31	GAP BAND IV THE GAP BAND (Total Experience/PolyGram TE-1-3001)	22	32	69	USED TO BE CHARLENE (Motown 6027ML)	59	6
32	BLAST! THE BROTHERS JOHNSON (A&M SP-4927)	35	5	70	THIS ONE'S FOR YOU TEDDY PENDERGRASS (Philadelphia Int'l./CBS FZ 38118)	73	22
33	THE RHYTHM & THE BLUES ZZ HILL (Malaco MAL 7411)	39	6	71	SEVENTEEN BILL SUMMERS & SUMMERS HEAT (MCA-5367)	46	11
34	ALL THIS LOVE DeBARGE (Motown 6012G)	37	12	72	THE BAD C.C. CARL CARLTON (RCA AFL 1-4425)	63	14
35	JEFFREY OSBORNE (A&M SP-4896)	28	31	73	NEW DIRECTIONS TAVARES (RCA AFL1-4357)	62	17
36	TWO OF A KIND EARL KLUUGH/BOB JAMES (Capitol ST-12244)	38	10	74	BLUES IN MY BEDROOM LYNN WHITE (Waylo/Peter Pan TAS 12121)	—	1
37	ZAPP II ZAPP (Warner Bros. 9 23583-1)	32	24	75	IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warner Bros. 9 23703-1)	65	18
38	EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Owest/Warner Bros. OWS 3691)	43	15				



OH HAPPY DAY! — A&M recording artist Janet Jackson recently went to Washington, D.C., to speak to high school students as part of her "Commitment To Education" promotional tour. While in D.C., she was presented with a proclamation for "Janet Jackson Day." Pictured are (l-r): Dr. Marilyn Brown, D.C. Board of Education; Honorary Mayor Marion Barry; Jackson; Mrs. Joseph Jackson, Janet's mother; and Donnie Simpson, PD, WKYS-FM.

THE RHYTHM SECTION

SHORT CUTS — Cash Box best wishes go to *Soul Train* producer/host **Don Cornelius** for his successful and speedy recovery from brain surgery performed late last year. The music industry veteran has written a film script, *California Baby*, and is negotiating with a major studio for the movie's production . . . The KJLH/Los Angeles *King: A Musical Tribute*, produced by Syndicate It (which will also distribute the three-hour program nationwide to more than 60 stations), will air Jan. 15 from 2-5 p.m. The program, produced with assistance from KJLH staff, will be narrated by actor **Brock Peters**. In addition to featuring music reflecting the philosophy of the late **Martin Luther King, Jr.**, and music written about him, the show will also feature interviews with several political, education and entertainment figures, most notably **Harry Belafonte**, **Jesse Jackson**, CBS's **Ed Bradley**, **Jullan Bond**, **Maya Angelou** and **Tom Hayden**.

CHARTING THE COURSE — Fledgling Highrise Records, run by **Marc Kreiner** and **Mike Lushka**, has scored a #1 B/C record after six months of toiling. **Sonny Charles'** "Put It In A Magazine" reached the #1 bullet spot this week on the **Cash Box** Top 100 Black Contemporary Singles chart. But the shouting's not over. **Tyrone Davis'** "Are You Serious" has climbed into the B/C Top 10 at #8 bullet. Still not enough? Well, **Maxine Nightingale** featuring **Jimmy Ruffin** on "Turn To Me" has spurred to #17 bullet on the chart, while "Lady In Red" by **Alphonse Mouzon** is next in line at #18 bullet. That's like breaking a record nearly once a month. In a depressed industry, that ain't too bad.

IN FLIGHT — Veteran record industry executives **Jack Kriesberg**, **Irv Lukin** and **Sam Cohen** recently formed Topflight Records, a division of their Topflight Enterprises. The New York-based label is to concentrate on the 12" dance market with initial product by the label coming from **Mike McCray** and the **Aural Exciters**. McCray's "Bring Your Love Back" was produced by **Rick Tarbox** and **Craig Bishop** and utilizes the same musicians who recorded **The System's** "Passion," with solo vibes work by **Craig Peyton** of the **Craig Peyton Project**. Aural Exciters is the brainchild of producer/engineer **Bob Blank**, who produced the group's "Chinese Rap" with **Lola Blank**. "Spooks In Space" by the group was released last year on Ze and distributed through Arista, meeting with dance club success. Topflight plans to release at least eight 12" singles through 1983 and is currently in the process of finalizing independent distribution.

IT'S CURTAINS — **Lena Horne: The Lady And Her Music**, which thrilled Los Angeles audiences during a seven-week engagement at the Pantages Theatre, was a record breaker in its last six performances, which grossed \$479,786. For the entire 40 performances at the Pantages, Horne drew \$2.8 million compared to \$8 million collected in gross receipts during her 14-month run at the Nederlander Theatre on Broadway. Producer **James M. Nederlander** asked Horne to continue her Los Angeles engagement due to the demand for tickets, but the entertainer refused, opting to relax before beginning a seven-city national tour which starts in New Orleans on Jan. 25 and ends in Washington D.C., where she will open April 29. Rarely has Los Angeles been treated to a talent in such a context as her performance represented. The confidence she displayed during her Pantages engagement, and undoubtedly during her Broadway stint, gives new vitality to the adage of the artist improving with age. Age? Lena Horne? What's that you say? . . . The **5th Dimension** are moving their version of the musical *Ain't Misbehavin'* to upstate New York, where they will perform the **Fats Waller**-inspired musical at the Barry Tuttle Dinner Theatre in Rochester. The quintet, which comprises the entire cast of the show, performed recently in New York and Atlantic City and plans to tour the country with *Ain't Misbehavin'* in addition to continuing their nightclub act.

AMERICAN MUSIC — Although the pop/rock category will sport several new faces, most nominees in the 10th annual American Music Awards are old faces, having been nominated before or been previous winners. Each category, including pop/rock, country and soul, has five awards, including: favorite male vocalist, female vocalist, group, single and album. In the soul category, **Rick James**, **Lionel Richie** and **Stevie Wonder** are the nominees. Favorite female vocalist contenders are **Aretha Franklin**, **Evelyn King** and **Diana Ross**. Favorite group nominees are the **Gap Band**, **Kool & The Gang** and **The Time**. Aretha's "Jump To It" was nominated for best soul single and, as title track of her Arista LP, also received a nomination in the album category. Other soul single nominations were "Love Come Down" by Evelyn King and "Sexual Healing" by **Marvin Gaye**. In addition to Franklin, Wonder's "Original Musiquarium I" on Tamla/Motown and "Throwin Down," the Gordy/Motown LP by James, were LP nominees. Richie, Ross and Wonder also were nominated in the pop/rock category — Richie for his single "Truly," Wonder in the same category for his "Ebony And Ivory" duet with Paul McCartney and Ross in the favorite female vocalist category. The Time is the only group nominated in the soul category for the first time.

michael martinez

TOP 100 BLACK CONTEMPORARY SINGLES

January 15, 1983

	Weeks On Chart		Weeks On Chart		Weeks On Chart
	1/8		1/8		1/8
1 PUT IT IN A MAGAZINE SONNY CHARLES (Highrise SHR-2001)	4	16	35 PLAY AT YOUR OWN RISK PLANET PATROL (Tommy Boy 825)	37	11
2 SEXUAL HEALING MARVIN GAYE (Columbia 38-03302)	1	14	36 AIN'T NOBODY, BABY CON FUNK SHUN (Mercury/PolyGram 76185)	39	10
3 THE GIRL IS MINE MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)	3	10	37 WE DON'T HAVE TO TALK (ABOUT LOVE) PEABO BRYSON (Capitol B-5188)	49	5
4 TRULY LIONEL RICHIE (Motown 1644)	2	14	38 PEOPLE TREAT YOU FUNKY RICHARD "DIMPLES" FIELDS (Boardwalk NB-11-164-7)	38	10
5 GOT TO BE THERE CHAKA KHAN (Warner Bros. 7-29881)	6	11	39 BAD BOY/HAVING A PARTY LUTHER VANDROSS (Epic 14-03205)	20	18
6 LET'S GO DANCIN' (OOH LA, LA, LA) KOOL & THE GANG (De-Lite/PolyGram DE824)	7	11	40 LET ME BE CLOSE TO YOU THE VALENTINE BROS. (Bridge BR-1984)	44	11
7 DO IT (LET ME SEE YOU SHAKE) THE BAR-KAYS (Mercury/PolyGram 76187)	8	13	41 HANGIN' CHIC (Atlantic 7-89954)	41	10
8 ARE YOU SERIOUS TYRONE DAVIS (Highrise SHR-2005)	12	9	42 DO IT ANY WAY YOU WANT ROBERT WINTERS & FALL (Casablanca/PolyGram NB2361)	46	9
9 BETCHA SHE DON'T LOVE YOU EVELYN KING (RCA PB-13380)	10	10	43 THERE I GO ALFIE SILAS (RCA PB-13387)	47	8
10 NIPPLE TO THE BOTTLE GRACE JONES (Island/Atco 7-99963)	11	12	44 SCORPIO GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH790)	35	11
11 YOUNG LOVE JANET JACKSON (A&M 2440)	5	15	45 LOOPZILLA GEORGE CLINTON (Capitol B5160)	34	14
12 1999 PRINCE (Warner Bros. 7-29896)	9	14	46 HIGH HOPES THE S.O.S. BAND (Tabu/CBS ZS4 03248)	32	15
13 WELCOME TO THE CLUB THE BROTHERS JOHNSON (A&M 2506)	14	8	47 MUSIC AND LIGHTS IMAGINATION (MCA-52129)	51	8
14 THE SMURF TYRONE BRUNSON (Believe In A Dream/CBS ZS4 03163)	15	12	48 AFTER I CRY TONIGHT LANIER & COMPANY (LARC 81010)	52	9
15 PAINTED PICTURE COMMODORES (Motown 1651)	18	8	49 MY LOVE GROWS STRONGER (PART I) BLOODSTONE (T-Neck/CBS ZS4 03394)	62	5
16 OUTSTANDING THE GAP BAND (Total Experience/PolyGram TE 8205)	22	8	50 FUNNY HOW TIME SLIPS AWAY SPINNERS (Atlantic 7-89922)	60	7
17 TURN TO ME MAXINE NIGHTINGALE FEATURING JIMMY RUFFIN (Highrise SHR-2004)	21	10	51 BABY, COME TO ME PATTI AUSTIN (Qwest/Warner Bros. QWE50036)	58	12
18 LADY IN RED ALPHONSE MOUZON (Highrise SHR-2000)	19	17	52 DOO WA DITTY (BLOW THAT THING) ZAPP (Warner Bros. 7-29891)	42	13
19 MUSCLES DIANA ROSS (RCA PB-13348)	16	15	53 SINCE I LOST MY BABY LUTHER VANDROSS (Epic 34-03487)	—	1
20 THE WALK THE TIME (Warner Bros. 7-29856)	13	9	54 PASS THE DUTCHIE MUSICAL YOUTH (MCA-52149)	82	4
21 BAD BOY RAY PARKER, JR. (Arista AS 1030)	24	7	55 BABY GETS HIGH PETER BROWN (RCA PB-13413)	—	1
22 THE BEST IS YET TO COME GROVER WASHINGTON, JR. with PATTI LABELLE (Elektra 7-69887)	28	7	56 YOU CAN DO IT VAUGHAN MASON FEATURING BUTCH DAYO (Salsoul/RCA S7 7042)	65	5
23 MOVIN' VIOLATION SKYY (Salsoul/RCA S7 7036)	23	12	57 CHANGE THE WORLD ALFONZO (LARC 81011)	63	7
24 LOVE ME RIGHT ARETHA FRANKLIN (Arista AS1023)	26	8	58 I LIKE IT DeBARGE (Motown 1645)	67	6
25 HEARTBREAKER DIONNE WARWICK (Arista AS1015)	25	14	59 ONE MORE TIME McFADDEN & WHITEHEAD (Capitol 5176)	59	8
26 MIND UP TONIGHT MELBA MOORE (Capitol B-5180)	33	9	60 YA MAMA WUF TICKET (Prelude 644)	72	6
27 SWEET BABY HARRY RAY (Sugar Hill SH 789)	29	12	61 IT'S RAINING MEN THE WEATHER GIRLS (Columbia 38-03354)	70	6
28 HEARTBEATS YARBROUGH & PEOPLES (Total Experience/PolyGram TE8204)	43	5	62 SWING THAT SEXY THANG CARL CARLTON (RCA PB-13406)	—	1
29 TAKE IT OFF CHOCOLATE MILK (RCA PB-13364)	31	11	63 THE MESSAGE II (SURVIVAL) MELLE MEL AND DUKE BOOTE (Sugar Hill 594)	—	1
30 VERY SPECIAL PART JERMAINE JACKSON (Motown 1649)	30	11	64 THE BEAT GOES ON ORBIT (Quality/RFC 7025)	79	5
31 NASTY GIRL VANITY 6 (Warner Bros. 7-29908)	17	16	65 NUNK WARP 9 (Prism 450)	75	5
32 BODY SLAM BOOTSIE'S RUBBER BAND (Warner Bros. 7-29889)	27	14	66 I OWE IT TO ME DUNN & BRUCE STREET (Devaki/Mirus DK 1014)	73	5
33 WILD NIGHT ONE WAY (MCA-52133)	36	11			
34 KNOCKOUT MARGIE JOSEPH (HCRC WS4 03337)	40	9			
67 I.G.Y. (WHAT A BEAUTIFUL WORLD) DONALD FAGEN (Warner Bros. 7-29900)	71	7			
68 PASSION BARRY WHITE (Unlimited Gold/CBS ZS4 03379)	68	7			
69 YOU AND I GOODIE (Total Experience/PolyGram TE8206)	89	4			
70 MAGIC'S WAND WHODINI (Jive/Arista VS 2004)	77	5			
71 HEY THERE LONELY BOY STACY LATTISAW (Cotillion/Atco 7-99943)	78	5			
72 MANEATER DARYL HALL & JOHN OATES (RCA PB-13354)	74	7			
73 PAPA WAS A ROLLIN' STONE WOLF (Constellation/Elektra 7-69849)	83	4			
74 SUCH A FEELING AURRA (Salsoul/RCA S7 7043)	85	4			
75 LAST NIGHT A D.J. SAVED MY LIFE INDEEP (Sound Of New York S.N.Y. 5102)	86	4			
76 SPACE IS THE PLACE JONZUN GREW (Tommy Boy 828)	—	1			
77 SHE SAID SHE LOVES ME KLEEEER (Atlantic 7-89924)	80	6			
78 MS. FINE BROWN FRAME SYL JOHNSON (Boardwalk NB-99904-9)	69	10			
79 HEART TO HEART KENNY LOGGINS (Columbia 38-03377)	87	4			
80 I'M THE ONE MATERIAL (Elektra E-69933)	88	4			
81 TOO LATE SHAWN CRISTOPHER (LARC 81012)	90	4			
82 GOT TO GET UP ON IT BOBBY NUNN (Motown 1653)	—	1			
83 I AM READY (SEXUAL HEALING) ELEANOR GRANT (Catawba 8000)	—	1			
84 FUNKY SOUL MAKOSSA NAIROBI (Streetwise 2205)	—	1			
85 ENUFF IS ENUFF RODNEY FRANKLIN (Columbia 38-03273)	64	9			
86 I BELIEVE IN YOU AND ME THE FOUR TOPS (Casablanca/PolyGram NB2353)	—	1			
87 KEEP THE FIRE BURNING GWEN McRAE (Atlantic 7-89910)	—	1			
88 LET'S STAY TOGETHER BOBBY MILITELLO Featuring JEAN CARN (Gordy/Motown 1652)	—	1			
89 ARE YOU GETTING ENOUGH HAPPINESS HOT CHOCOLATE (EMI America 8143)	—	1			
90 I'LL LOVE YOU THROUGH IT ALL SOCIETY OF SEVEN (Network/Elektra 7-69973)	—	1			
91 KELLY'S EYES ANDRE CYMONE (Columbia 38-03301)	57	10			
92 KEEPIN' LOVE NEW HOWARD JOHNSON (A&M 2448)	45	12			
93 YOUR PRECIOUS LOVE AL JARREAU AND RANDY CRAWFORD (Warner Bros. 7-29893)	55	15			
94 STROKIN' DYNASTY (Solar/Elektra 7-69927)	53	11			
95 USED TO BE CHARLENE & STEVIE WONDER (Motown 1650)	48	11			
96 SEVENTEEN BILL SUMMERS & SUMMERS HEAT (MCA 52115)	61	14			
97 SPECIAL OCCASION MILLIE JACKSON (Spring/PolyGram SP 3028)	56	13			
98 SHE'S JUST A GROUPIE BOBBY NUNN (Motown 1643)	54	17			
99 WALK ON BY D TRAIN (Prelude PRL 8057)	50	14			
100 WHAT ABOUT MY LOVE JOHNNIE TAYLOR (Beverly Glen BG20002)	66	19			

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

After I Cry (Wishbone/Hot Stuff — BMI) 48	I.G.Y. (Freejunker — ASCAP) 67	Muscles (Mijac — BMI) 19	Strokin' (L.F.S.III/Spectrum VII — ASCAP) 94
Ain't Nobody (Val-je Joe/Bee Jermaine — BMI) 36	I'll Love You (Come Sopra/Stay Attuned — BMI) 90	Music and lights (MCA Music — ASCAP) 47	Such A Feeling (Red Aurra — BMI) 74
Are You Getting Enough (Finchley — ASCAP) 89	I'm The One (In Dispute) — BMI) 80	My Love Grows (Triple Three — BMI) 49	Sweet Baby (Sugar Hill — BMI) 27
Are You Serious (Content/Tiaura Ani Kiki — BMI) 8	I Am Ready (April — ASCAP) 83	Nasty Girl (Girl's Song — ASCAP) 31	swing that Sexy (Bell boy — BMI/Gratitude Sky — ASCAP) 62
Baby, Come To Me (Roadsongs — PRRS) 51	I Believe In You (Manhattan Island/Sandy Linzer — BMI) 86	1999 (Controversary — ASCAP) 12	Take It Off (Cessess/Million Dollar — BMI) 29
Baby Gets High (Minong — BMI) 55	I Like It (Jobete — ASCAP) 58	Nipple To The (Ackee/Grace Jones Entrp. — ASCAP/ixat/Island — BMI) 10	The Beat Goes (Chris Marc-Cotillion — BMI) 64
Bad Boy (ABKCO — BMI/Legs — ASCAP) 39	I Owe It (Murios/Davahkee — ASCAP) 86	Nunk (Snowflake/RC Songs — ASCAP/Prismatic/Sonic Rock — BMI) 65	The Best Is Yet (Assorted — BMI) 22
Bad Boy (Raydiola — ASCAP) 21	It's Raining (Songs of Manhattan Island/Olga — BMI/Postvalda — ASCAP) 61	One More Time (McFadden & Whitehead — BMI/Barry Eastmond — ASCAP) 59	The Girl Is Mine (Mijac — BMI) 3
Betcha She Don't (Music Corp. of America/Kashif — BMI) 9	Keep The Fire (Warner-Tamerlane/Its The Song — BMI) 87	Outstanding (Total Experience — BMI) 16	The Message II (Sugar Hill — BMI) 63
Body Slam (Mash-A-Mug — BMI) 32	Keepin' Love New (Duchess — BMI) 92	Painted Picture (Walter Orange/Snousie—ASCAP) 15	The Smurf (Dextotis/Band of Angels — BMI) 14
Change The World (Claka/Fonz Songs/Lindee — ASCAP) 57	Kelly's Eyes (Ultrawave — BMI) 91	Papa Was A Rollin' Stone (Stone Diamond — BMI) 73	The Walk (Tionna — ASCAP) 20
Do It (Warner-Tamerlane/Bar-Kays — BMI) 7	Knockout (Mannish Kidd/Funtown — BMI) 34	Pass The Dutchie (Virgin/Hal Shaper — ASCAP) 54	There I Go (ATV — BMI) 43
Do It Any (Warner-Tamerlane Marsaint — BMI) 42	Lady In Red (Mouzon — ASCAP) 18	Passion (Ba-Dake/Seven Songs — BMI) 68	Too Late (Lindee/Man Of Song — ASCAP) 81
Doo Wa Ditty (Troutman's — BMI) 52	Last Night (Fools Prayer/Young Lions — BMI) 75	People Treat You (On The Boardwalk/Dat Richfield Kat — BMI/Songs Can Sing — ASCAP) 38	Truly (Brockman — BMI) 4
Enuff Is Enuff (Maicaboom/Clarkee — BMI) 85	Let Me Be (Stan/Flo — BMI) 40	Play At Your (Shakin' Baker — BMI) 35	Turn To Me (Peer Int'l Corp./ Jet D'eau/Cinescore — BMI) 17
Funky Soul Makossa (Rightsong/Cooper — BMI) 84	Let's Go Dancin' (Delightful — BMI/Double F — ASCAP) 6	Put It In (Pari-Wex/Sun Hill — ASCAP) 1	Used To Be (Stone Diamond — BMI) 95
Funny How Time (Tree/Tree Group — BMI) 50	Let's Stay Together (Irving — BMI) 88	Scorpio (Sugar Hill — BMI) 44	Very Special (Jobete — ASCAP) 30
Got To Be (Jobete/Glenwood — ASCAP) 5	Loopzilla (Malbiz/Jobete — BMI) 45	Seventeen (Bilsun Music — BMI) 96	Walk On By (Blue Seas/Jac — ASCAP) 99
Got To Get Up (Stone Diamond — BMI/Chaguanas — ASCAP) 82	Love Me Right (April/Uncle Ronnie's — ASCAP) 24	Sexual Healing (April — ASCAP) 2	We Don't Have (WB/Peabo — ASCAP) 37
Hangin' (Chic — BMI) 41	Magic's Wand (Zomba — BMI/Participation — ASCAP) 70	She Said She (Stonssee — ASCAP) 77	Welcome To (State Of The Arts/Keiko — ASCAP) 13
Heartbeats (Total Experience — BMI) 28	Maneater (Fust Buzza/Hot-Cha/Unichappell—BMI) 72	She's Just A (Stone Diamond — BMI) 98	What About (Beverly Glen/Spaced Hands — BMI) 100
Heartbreaker (Gibb Bros. adm. by unichappell — BMI) 25	Mind Up (Mighty M — ASCAP) 26	Space Is The Place (T.Boy/Boston International — ASCAP) 76	Wild Night (Perk's Duchess — BMI) 33
Heart To (Milk Money/Genevieve — ASCAP/Foster Frees — BMI) 79	Movin' Violation (Alligator — ASCAP) 23	Since I Lost (Jobete — ASCAP) 53	Ya Mama (Trumar/Mason-Malcolm — BMI) 60
Hey There Lonely Boy (Famous — ASCAP) 71	Ms. Fine Brown (On The Boardwalk/Syl-Zel—BMI) 78	Special Occasion (Unichappell — BMI) 97	You And I (Total Experience — BMI) 69
High Hopes (Interior/Irving—BMI/Richer—ASCAP) 46			You Can Do It (Silver Flute — BMI) 56
			Young Love (A La Mode/Arista — ASCAP) 11
			Your Precious (Jobete — ASCAP) 93

MOST ADDED SINGLES

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

MOST ADDED ALBUMS

1. THRILLER — MICHAEL JACKSON — EPIC
WEDR, WPLZ, WJLB, WIGO, WGIV, WUFO, WDIA, WGPR-FM, KUKQ, KDIA,
WATV, KPRS, WRBD
2. GIVE EVERYBODY SOME — RICHARD "DIMPLES" FIELDS —
BOARDWALK
WPLZ, WJLB, WTLC, WUFO, WRKS, KUKQ, OK100
3. 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 Mel & 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, Klymaxx, 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: Bloodstone, Yarbrough & Peoples, P. Bryson, Goodie, M. Moore, Four Tops, Valentine Brothers, W. Devaughn. LP ADDS: Michael Jackson, Brothers Johnson, Cheri.

WILD — BOSTON — STEVE CRUMBLEY, 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. Sheppard. 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, Arlana, 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, Orni, 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 Mel & Duke Booty, J. Osborne, Orni, Webboes, Lemelle. LP ADDS: G. Clinton, Kleer, 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 — Kleer, 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: Kheistry, 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, Kleer, 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, SpaceKadet, M. Moore, Yarbrough & Peoples, Dr. Jekyll & Mr. Hyde, Bloodstone, B. Summers, J. Carn, M. Cleveland. LP ADDS: Con Funk Shun, R. Winters, Kleer.

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. Nighingale. 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.

Judge Inks Interim License Fee Order

(continued from page 8)

of Buffalo Broadcasting Co., Inc., and four other plaintiffs on behalf of themselves and approximately 750 other broadcasters who had asked for a cessation of blanket licensing in order to permit compensation for performance rights. In place of blanket licensing, the broadcasters had sought a system of "source listening," whereby producers of syndicated television programming would pay for the performing rights "at the source" and transfer them to local stations. Judge Gagliardi agreed and, in a 55 page opinion, proposed the development of alternative forms of licensing for local broadcasters.

The transitional blanket licensing fee, to serve until a final method of collections is agreed upon, was determined by Judge Gagliardi late last year (**Cash Box**, Dec. 25, 1982). According to ASCAP attorney Bernard Korman, the transitional fee for local stations will revert to a level near that of 1980. Korman estimated that the figure would be about 25% less than the rate paid during 1982 (**Cash Box**, Dec. 25, 1982).

Both BMI and ASCAP have indicated that they will appeal the decision.

Writers' Reaction

Commenting on the ruling, BMI president Edward Cramer said, "On at least two counts, I'm quite pleased with the order. First and foremost, it's a far cry from the total cessation of all payments as requested by the broadcasters when the initial decision was handed down last August. As one who represents nearly 70,000 writers and publishers, I'm glad to see that the court recognized that creative property rights are not something that should be abruptly confiscated.

"Secondly," Cramer added, "I'm relieved that the initial trial phase of the suit is finally closed and that the appeal process can now begin. Obviously, no one can predict with any absolute certainty how the appeal will finally end, but, with the Supreme Court and several lower courts having upheld blanket license against similar challenges from CBS and others, I see no reason not to be extremely optimistic. It's just going to

Cooper Promoted

(continued from page 12)

years. Before that, he served as national publicity director for A&M Records.

Commenting on Cooper's appointment, Atlantic president Doug Morris said, "I am especially pleased to be able to recognize Paul's increasingly important role as a member of Atlantic's creative team. Since joining the company five years ago, he has continually demonstrated a wide range of knowledge and expertise.

"In particular, his efforts in the motion picture soundtrack arena and in the country field have expanded our vistas considerably. This is a much-deserved promotion for one of our most valued executives."

NARM Convention

(continued from page 13)

working closely with the hundreds of elements which have made it the outstanding industry meeting in its 25 year history, is a real challenge. In 1983, a number of dynamic new elements: the compact disc, video, video games and home computers add a whole new dimension to the convention program. It's a real opportunity for us all."

For registration information, contact the NARM office at (609) 424-7404.

Country EPs

(continued from page 30)

Glasgow suggested that the artists chosen should be representative of the mini-LP series' viability, since none of them have proven themselves as strong album sellers, although they have made some "rumblings" at the jukebox and single sales level.

take time and money before it's all satisfactorily sorted out."

In a statement, Hal David, president of ASCAP, said: "It's important to remember that although we've had a serious setback, that's all it really is, a setback. We've walked down this road before; we've had setbacks before. We've emerged victorious. We expect to win again."

Fall Arbitrons

(continued from page 19)

gain in this book was progressive station WXRT, which moved up to 2.3 from 2.1. Like KROQ and WLIR, it plays new music, though not to the same massive extent.

Once again, news/talk station WGN was the market leader. It took a 9.6 share, rising 0.3 since the summertime.

A/C also posted a mixed book as WCLR became the first such station in town to leap over the four share hurdle as it captured a 4.1 over the Summer Book's 3.7. Its victory came at the expense of WFYR, which fell to 3.1 from 3.3. But AMer WKQX also rose to 3.1 from 2.7.

San Diego was another town where baseball broadcasts significantly affected the performance of stations. A/C station KFMB, which had captured a whopping 11.6 share during the summer on account of Padres games, plummeted to 4.7. Beautiful music outlet KJQY regained dominance with a jump to 9.2 from 8.4 in the summer.

AOR also fared strongly, as KGB took second place in the overall market with a 6.6 share, up from the summer's 5.5. In contrast, KPRI fell to 5.1 from 5.8, and KIFM dropped back to 3.1 from 3.4. Tijuana rocker XTRA-FM lost 1.2 shares, registering 3.5.

Good Tidings

Despite KFMB's loss, the Fall Book bore good tidings for the A/C format, as KBZT rose to 3.2 from 2.9, KOGO to 3.4 from 3.0 and KSDO-FM to 2.8 from 2.0. Black station XHRM also rose to 5.7 from 4.8, winning third place in the overall market.

All figures quoted here represent average quarter hour listening all persons, 12+, Monday-Sunday, 6 a.m. to midnight. The figures also represent advance figures for the rating period, which lasted from Sept. 23-Dec. 15, 1982, and are subject to later revision.

Priority Expands

(continued from page 21)

specialized gospel labels — Discos Priority, which will handle Hispanic Christian music forms, and Riversong, which will produce and distribute Southern gospel. Priority has also established a pressing and distribution agreement with Heartland Records.

During February, the first gospel LP from former pop star Johnny Rivers will be released through Priority. Entitled "Not A Through Street," the project is described as an "honest Johnny Rivers album" that reaches "beyond the Christian circle to those who need a push." The project combines new material with familiar songs such as the Four Tops' "Reach Out," using lyrics that have been appropriately altered.

Allegiance Bows

(continued from page 12)

Zelener will serve as senior vice president and director of business affairs for the company, and will employ the legal background he developed working with many clients in the entertainment industry. A&R duties will fall to writer/performer/producer Spencer Davis, while the label will also use the services of financial consultant Brian Stewart. Public Relations will be handled by Media Rare.

Allegiance is located at 7525 Fountain Ave., Hollywood, Calif. 90046. The phone is (213) 851-8852.

'83 Winter CES Focuses On Issue Of Future Growth

(continued from page 15)

decline including separate audio components, portable audio tape equipment and radios. Even blank audio cassettes, it seems, may have reached full market penetration.

It's been suggested, although not addressed in Boss' speech, that video games could well be approaching a similar dilemma, in this case posed by competition from the computer and oversaturation of the home game software market. The news media recently carried the announcement from Warner Communications, Inc., of weaker than expected profits from its Atari division, touching off a fall in stock prices for other companies as well. In addition, Mattel announced that it will lose money in the fourth quarter of 1982, blaming its performance on the softening of the retail market and increased marketing costs resulting from stiffer competition.

Room For Growth

This is not to say that the video game industry has peaked; indeed the sales figures show otherwise and the projections for '83 show a steady if not significant increase (video game players sales are expected to increase from 6.7 million units last year to 7.2 million units in '83, while game cartridges should climb from 60 million to 70 million). But recent events in the marketplace would seem to indicate that game manufacturers have a challenge to meet just as audio does.

As far as audio is concerned, Boss stated that it "may be down, but let me assure you, it's not out," and that help will come "in the form of exciting and innovative products which are in production now and on the way . . . digital audio . . . the compact disc . . . true high-fidelity television . . . and others which are still a dream in young engineers' minds."

As for video, he said it's "still an area of exciting growth" with cable television increasing its household penetration every day, component television expanding, multi-channel sound due for TV this year, stereo video cassettes and discs already on the scene, music television increasing in popularity and satellite dishes blossoming across the country. Still, he offered that there were areas for development, with just seven million VCR units sold and 712,000 videodisc players sold to dealers to date. As with other product categories Boss noted that to stimulate growth further retailers, distributors, manufacturers and others in the industry must keep in mind the inter-dependence of different products.

"Don't forget that video hardware is software-dependent and the sale of one doesn't happen without the ready availability of the other.

He summed up, "Think not about the day's receipts but of a year from now — or 10 years from now, when we're gathered here again to talk about products which haven't even been invented yet!"

In his presentation on "Industry Integration of the New Technology," *Video Magazine's* Ken Winslow gave what he called "a think piece with slides," much of which concerned itself with the various possibilities for the uses of broad band video tape and disc. He called the video disc the "first universally integrated playback core technology" and stressed its ultra high density storage capacity. He also talked briefly about family group terminals and personal terminals and gave examples of experiments involving prototype technology in this area.

Other Highlights

Other initial highlights of the 1983 Winter CES, which closes its four-day run Jan. 9, included:

- The presentation by Sony of Beta Hi-Fi and by Toshiba and NEC of new videocassette recorders with increased stereo high-fidelity video sound. Sony's Beta Hi-Fi system is said to deliver expanded dynamic range of up to 80 db. Toshiba and NEC, along with Hitachi, are also displaying new tubeless solid-state video cameras.

- JVC and Sharp showing new ultra-compact VHS-C videocassette recorders.

- Sen. Dennis DeConcini (D-Ariz.) and Rep. Tom Foley (D-Wash.), congressional sponsors of a new right-to-tape legislation, were said to appear at the Winter CES Jan. 7 to brief manufacturers and the press. DeConcini plans to introduce new legislation in the Senate at the end of this month providing a home use exemption for video taping off the air without amendment, while Rep. Foley who introduced a similar bill H.R.-175 in the House this week spoke to manufacturers during a luncheon followed by a press briefing. Both the Home Recording Rights Coalition (HRRC) and Audio Recording Rights Coalition (ARRC) were present at the information booth.

At presstime, Harris Corp. was expected to announce a reduction in the royalty fee per radio for its AM stereo system. Sansui was exhibiting prototypes of a consumer radio tuner that will receive all approved AM stereo signals. In addition, Magnavox and National Semiconductor reps have reported that a number of overseas manufacturers are exhibiting consumer products utilizing the PMX chip developed by National for the Magnavox AM stereo system.

SOUNDVIEWS

(continued from page 15)

laser-optical videodisc format. According to published reports, the reason given for MCA's decision to halt its involvement in the two-year old undertaking with Pioneer Video and North American Philips was that MCA's interests are no longer solely aligned with the laservision format (last month, the company inked its first licensing deal for RCA SelectaVision's CED format). However, a spokesperson for MCA indicated that, due to previous commitments to complete OPA projects, it could be up to a year before MCA officially ends its affiliation. "By the time we're done, OPA will have completed some 20 titles," said the spokesperson. Among the projects scheduled to be completed this year are an adult party games disc with comedian **John Byner**; how-to's dealing with such areas as gambling, wine appreciation and negotiation; and the original programs *Time Frame*, *Quest*, *Scienterrific*, *Solar System*, *Star Rider* and *Curse Of The Idol's Eye*.

michael glynn

ON JAZZ

(continued from page 13)

chance to stretch out, while allowing the label to continue its reach for the kind of market carved out by Cadet Records in the '50s and '60s. . . Back in New York, India Navigation continues to function as one of the most important outlets for the new music, adding "Atrising" by **Muhai Richard Abrams** and "Air Song" by **Air**. Both titles are licensed from the Japanese Trio label.

fred goodman

CASH BOX TOP 100 ALBUMS

January 15, 1983

Title, Artist, Label, Number, Distributor

		Weeks On 1/8 Chart			Weeks On 1/8 Chart			Weeks On 1/8 Chart
1	BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37978) CBS	1	28					
2	BUILT FOR SPEED STRAY CATS (EMI America ST-17070) CAP	3	30					
3	GET NERVOUS PAT BENATAR (Chrysalis CHR 1396) IND	5	9					
4	H2O DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	4	12					
5	LIONEL RICHIE (Motown 6007 ML) IND	2	13					
6	CODA LED ZEPPELIN (Swan Song/Atco 7 90051-1) WEA	6	5					
7	MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197) CBS	7	9					
8	THRILLER MICHAEL JACKSON (Epic QE 38112) CBS	15	4					
9	THE DISTANCE BOB SEGER & THE SILVER BULLET BAND (Capitol ST-12254) CAP	—	1					
10	LONG AFTER DARK TOM PETTY AND THE HEARTBREAKERS (Backstreet BSR-5360) MCA	11	9					
11	NIGHT AND DAY JOE JACKSON (A&M SP-4906) RCA	9	27					
12	THE NYLON CURTAIN BILLY JOEL (Columbia TC 38200) CBS	10	14					
13	COMBAT ROCK THE CLASH (Epic FE 37689) CBS	16	32					
14	GREATEST HITS DAN FOGELBERG (Full Moon/Epic QE 38308) CBS	14	10					
15	FAMOUS LAST WORDS SUPERTRAMP (A&M SP-3732) RCA	8	10					
16	HELLO, I MUST BE GOING PHIL COLLINS (Atlantic 80035-1) WEA	18	8					
17	EMOTIONS IN MOTION BILLY SQUIER (Capitol ST-12217) CAP	13	24					
18	AMERICAN FOOL JOHN COUGAR (Riva RVL 7501) POL	19	37					
19	SPRING SESSION M MISSING PERSONS (Capitol ST-12228) CAP	21	12					
20	SPEAK OF THE DEVIL OZZY OSBOURNE (Jet ZX2 38350) CBS	25	6					
21	DAYLIGHT AGAIN CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	22	27					
22	RECORDS FOREIGNER (Atlantic 7 80999-1) WEA	31	4					
23	1999 PRINCE (Warner Bros. 9 23720-1F) WEA	23	9					
24	HEARTLIGHT NEIL DIAMOND (Columbia TC 38359) CBS	20	14					
25	THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23696) WEA	12	12					
26	THE JOHN LENNON COLLECTION (Geffen GHSP 2023) WEA	26	8					
27	SHOWTIME THE J. GEILS BAND (EMI America SO-17087) CAP	29	7					
28	FRIEND OR FOE ADAM ANT (Epic ARE 38370) CBS	30	12					
29	LEXICON OF LOVE ABC (Mercury SRM-1-4059) POL	27	20					
30	I CAN'T STAND STILL DON HENLEY (Asylum EL-60048) WEA	24	20					
31	OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	17	16					
32	WORD OF MOUTH TONI BASIL (Chrysalis CHR 1410) IND	35	13					
33	MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229) RCA	32	44					
34	FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235) CBS	34	14					
35	MIRAGE FLEETWOOD MAC (Warner Bros. 9 23607-1) WEA	33	27					
36	CHRISTMAS THE OAK RIDGE BOYS (MCA-5365) MCA	36	9					
37	WILD THINGS RUN FAST JONI MITCHELL (Geffen GHS 2019) WEA	28	9					
38	SCREAMING FOR VENGEANCE JUDAS PRIEST (Columbia FC 38160) CBS	40	27					
39	GREATEST HITS LITTLE RIVER BAND (Capitol ST-12247) CAP	50	7					
40	JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	41	34					
41	PROPOSITIONS BAR-KAYS (Mercury SRM-1-4065) POL	42	10					
42	WORLDS APART SAGA (Portrait ARR 38246) CBS	46	12					
43	BRANIGAN LAURA BRANIGAN (Atlantic SD 19288) WEA	43	20					
44	ALL THE GREAT HITS COMMODORES (Motown 6028ML) IND	48	7					
45	WINDS OF CHANGE JEFFERSON STARSHIP (Grunt BXL 1-4372) RCA	36	12					
46	CHICAGO 16 CHICAGO (Full Moon/Warner Bros. 9-23689-1) WEA	39	31					
47	SIGNALS RUSH (Mercury SRM-1-4063) POL	49	16					
48	HERE COMES THE NIGHT BARRY MANILOW (Arista AL 9610) IND	57	6					
49	LOVE OVER GOLD DIRE STRAITS (Warner Bros. 9 23728-1) WEA	37	15					
50	ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	52	42					
51	IV TOTO (Columbia FC 37728) CBS	64	40					
52	HEARTBREAKER DIONNE WARWICK (Arista AL 9609) IND	45	13					
53	GREATEST HITS, VOLUME 2 EAGLES (Asylum 9 60205-1) WEA	51	10					
54	THE SINGLES ABBA (Atlantic 80036-1-G) WEA	60	6					
55	IT'S HARD THE WHO (Warner Bros. 9 23731-1) WEA	59	18					
56	NEBRASKA BRUCE SPRINGSTEEN (Columbia TC 38358) CBS	53	15					
57	PETER GABRIEL (Geffen GHS 2011) WEA	54	16					
58	CHAKA KHAN (Warner Bros. 9 23729-1) WEA	73	6					
59	GET LUCKY LOVERBOY (Columbia FC 37638) CBS	61	62					
60	OH, NO! IT'S DEVO DEVO (Warner Bros. 9 23741-1) WEA	47	9					
61	GET CLOSER LINDA RONSTADT (Asylum 9 60185-1) WEA	56	14					
62	SILK ELECTRIC DIANA ROSS (RCA AFL1-4384) RCA	55	13					
63	SPECIAL BEAT SERVICE THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	68	13					
64	HIGH ADVENTURE KENNY LOGGINS (Columbia TC 38127) CBS	66	18					
65	HOOLED ON CLASSICS II: CAN'T STOP THE CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4373) RCA	63	25					
66	ASIA (Geffen GHS 2008) WEA	70	42					
67	TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244) CAP	44	11					
68	ANNIE ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS	62	35					
69	AS ONE KOOL & THE GANG (De-Lite DSR 8505) POL	65	16					
70	ABSOLUTELY LIVE ROD STEWART (Warner Bros. 9 23743-1G) WEA	58	9					
71	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1) WEA	82	6					
72	LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO-51124) CAP	71	26					
73	IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warner Bros. 9 23703-1) WEA	72	21					
74	EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AL 9599) IND	77	31					
75	20 GREATEST HITS THE BEATLES (Capitol SV-12245) CAP	78	9					
76	LIVING MY LIFE GRACE JONES (Island/Atco 7 90018-1) WEA	83	6					
77	A FLOCK OF SEAGULLS (Jive/Arista VA 66000) IND	79	35					
78	THREE LOCK BOX SAMMY HAGAR (Geffen GHS 2021) WEA	123	4					
79	12 GREATEST HITS VOL. II NEIL DIAMOND (Columbia TC 38066) CBS	74	34					
80	JANET JACKSON (A&M SP-6-4907) RCA	80	12					
81	HOOLED ON SWING LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343) RCA	81	47					
82	TO THE MAX CON FUNK SHUN (Mercury SRM-1-4067) POL	69	10					
83	GREATEST HITS RAY PARKER, JR. (Arista AL 9612) IND	100	7					
84	CHRISTMAS WISHES ANNE MURRAY (Capitol SN-16232) CAP	86	7					
85	REACH RICHARD SIMMONS (Elektra E1-60122F) WEA	85	33					
86	NO CONTROL EDDIE MONEY (Columbia FC 37960) CBS	88	28					
87	AEROBIC SHAPE-UP JOANIE GREGGAINS (Parade/Peter Pan 104) IND	89	40					
88	MORE JAZZERCISE JUDI SHEPPARD MISSETT (MCA-5375) MCA	90	10					
89	VANITY 6 (Warner Bros. 9 23716-1) WEA	84	16					
90	WHAT TIME IS IT? THE TIME (Warner Bros. 9 23701-1) WEA	91	18					
91	DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241) CAP	97	7					
92	GONE TROPPO GEORGE HARRISON (Dark Horse 9 23734-1) WEA	67	9					
93	FEELS SO RIGHT ALABAMA (RCA AHL 1-3930) RCA	94	97					
94	GET LOOSE EVELYN KING (RCA AFL1-4337) RCA	92	19					
95	AN OFFICER AND A GENTLEMAN ORIGINAL SOUNDTRACK (Island/Atco 7 90017-1) WEA	76	13					
96	WW II WAYLON AND WILLIE (RCA AHL 1-4455) RCA	75	13					
97	QUIET LIES JUICE NEWTON (Capitol ST-12210) CAP	93	34					
98	E.T. THE EXTRA-TERRESTRIAL STORYBOOK NARRATED BY MICHAEL JACKSON (MCA-70000) MCA	104	7					
99	THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-12120) CAP	102	11					
100	CREATURES OF THE NIGHT KISS (Casablanca NBLP 7270) POL	109	7					

Cash Box Top Albums/101 to 200

January 15, 1983

		8.98	Weeks On Chart
1/8	Chart		
101 GREATEST HITS	DOLLY PARTON (RCA AHL 1-4422) RCA	8.98	87 15
102 LAST DATE	EMMYLOU HARRIS (Warner Bros. 9 23740-1) WEA	8.98	95 11
103 KISSING TO BE CLEVER	CULTURE CLUB (Virgin/Epic ARE 38398) CBS	—	119 7
104 CHRISTMAS	KENNY ROGERS (Liberty LOO-51115) CAP	8.98	105 7
105 IT'S ALRIGHT	YOKO ONO (Polydor PD-1-6364) POL	8.98	118 4
106 A COUNTRY CHRISTMAS	VARIOUS ARTISTS (RCA CPL1-4396) RCA	6.98	108 7
107 FOREVER NOW	THE PSYCHEDELIC FURS (Columbia ARC 3826) CBS	—	111 14
108 PICTURES AT ELEVEN	ROBERT PLANT (Swan Song/Atco SS 8512) WEA	8.98	110 26
109 SKYYJAMMER	SKYY (Salsoul SA-8555) RCA	8.98	99 9
110 HIMSELF	BILL COSBY (Motown 6026ML) IND	8.98	133 6
111 CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND	VARIOUS ARTISTS (Warner Bros. 9 23718-1) WEA	8.98	106 11
112 THE MESSAGE	GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-268) IND	8.98	103 14
113 TRUE LOVE	CRYSTAL GAYLE (Elektra 9 60200-1) WEA	8.98	98 8
114 NO-MAN'S LAND	LENE LOVICH (Stiff/Epic ARE 38399) CBS	—	115 7
115 EVERY HOME SHOULD HAVE ONE	PATTI AUSTIN (Owest/Warner Bros. OWS 3691) WEA	8.98	129 8
116 PRETTY PAPER	WILLIE NELSON (Columbia JC 36189) CBS	—	120 6
117 S.O.S. III	THE S.O.S. BAND (Tabu FZ 38352) CBS	—	117 8
118 NO FUN ALOUD	GLENN FREY (Asylum 9 60129-1) WEA	8.98	121 31
119 RADIO ROMANCE	EDDIE RABBITT (Elektra 9 60160-1) WEA	8.98	107 11
120 SINGLES — 45's AND UNDER	SOUZZEE (A&M SP-4922) RCA	8.98	135 6
121 I ADVANCE MASKED	ANDY SUMMERS & ROBERT FRIPP (A&M SP-4913) RCA	8.98	96 13
122 THE YOUTH OF TODAY	MUSICAL YOUTH (MCA-5389) MCA	8.98	— 1
123 DECEMBER	GEORGE WINSTON (Windham Hill C-1025) IND	8.98	137 4
124 JEFFREY OSBORNE	(A&M SP-4896) RCA	8.98	101 31
125 INCOGNITO	SPYRO GYRA (MCA-5368) MCA	8.98	112 14
126 CUT	GOLDEN EARRING (21 T1-1-9004) POL	8.98	143 7
127 THE OTHER SIDE OF THE RAINBOW	MELBA MOORE (Capitol ST-12243) CAP	8.98	124 10
128 AEROBIC SHAPE-UP II	JOANIE GREGGAINS (Parade/Peter Pan PA 106) IND	8.98	141 4
129 GREATEST HITS	KENNY ROGERS (Liberty LOO-1072) CAP	8.98	130 118
130 I COULD RULE THE WORLD IF I COULD GET THE PARTS	THE WAITRESSES (Ze/Polydor PX-1-507) POL	6.98	131 7
131 SUCCESS HASN'T SPOILED ME YET	RICK SPRINGFIELD (RCA AFL 1-4125) RCA	8.98	132 43
132 CHRISTMAS ALBUM	BARBRA STREISAND (Columbia CS 9557) CBS	—	134 7
133 RIT/2	LEE RITENOUR (Elektra 9 60186) WEA	8.98	113 8

		8.98	Weeks On Chart
1/8	Chart		
134 RIO	DURAN DURAN (Capitol ST-12211) CAP	8.98	156 5
135 JUMP TO IT	ARETHA FRANKLIN (Arista AL 9601) IND	8.98	122 24
136 MEN WITHOUT WOMEN	LITTLE STEVEN and THE DISCIPLES OF SOUL (EMI America ST-17086) CAP	8.98	136 10
137 WILD NIGHT	ONE WAY (MCA-5369) MCA	8.98	114 13
138 NOW AND FOREVER	AIR SUPPLY (Arista AL 9587) IND	8.98	140 31
139 SHANGO	SANTANA (Columbia FC 38122) CBS	—	125 20
140 E.T. THE EXTRA-TERRESTRIAL	ORIGINAL SOUNDTRACK (MCA-6109) MCA	9.98	126 30
141 RUN FOR THE ROSES	JERRY GARCIA (Arista AL 9603) IND	8.98	116 10
142 HANK WILLIAMS, JR.'S GREATEST HITS	(Elektra/Curb 9-60193-1) WEA	8.98	138 15
143 SOMETHING'S GOING ON	FRIDA (Atlantic 80013-1) WEA	8.98	150 10
144 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	WILLIE NELSON (Columbia KC 237542) CBS	—	146 70
145 UTOPIA	(Network/Elektra 9 60183-1) WEA	8.98	148 15
146 BLAST!	BROTHERS JOHNSON (A&M SP-4927) RCA	8.98	149 5
147 O HOLY NIGHT	LUCIANO PAVAROTTI (London OS 26473) POL	10.98	147 7
148 VISIONS OF THE LIFE	SLAVE (Cotillion/Atco 7 90024-1) WEA	8.98	158 5
149 EYE OF THE TIGER	SURVIVOR (Scotti Bros. FZ 38062) CBS	—	128 25
150 GAP BAND IV	THE GAP BAND (Total Experience/TE-1-3001) POL	8.98	153 32
151 ANNE MURRAY'S GREATEST HITS	(Capitol SOO-12110) CAP	8.98	154 150
152 HOOKED ON CLASSICS	LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4194) RCA	8.98	152 61
153 ESCAPE	JOURNEY (Columbia TC 37408) CBS	—	144 76
154 ZAPP II	ZAPP (Warner Bros. 9 23583-1) WEA	8.98	145 24
155 HIGHWAYS & HEARTACHES	RICKY SKAGGS (Epic FE 37996) CBS	—	127 16
156 TONGUE IN CHIC	CHIC (Atlantic 80031-1) WEA	8.98	139 8
157 BLACKOUT	SCORPIONS (Mercury SRM-1-4039) POL	8.98	159 43
158 ABRACADABRA	THE STEVE MILLER BAND (Capitol ST-12216) CBS	8.98	142 30
159 CHARIOTS OF FIRE	ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor PD-1-6335) POL	8.98	151 66
160 VACATION	GO-GO'S (I.R.S./A&M SP 70031) RCA	8.98	155 23
161 JUST AIN'T GOOD ENOUGH	JOHNNIE TAYLOR (Beverly Glen BG 10001) IND	8.98	162 9
162 SHUTTERED ROOM	THE FIXX (MCA-5345) MCA	8.98	165 14
163 THREE SIDES LIVE	GENESIS (Atlantic SD 2-200) WEA	10.98	164 30
164 CAROL HENSEL'S EXERCISE & DANCE PROGRAM — VOLUME 3	(Vintage/Mirus VNI 30004) IND	8.98	168 5
165 ALL FOUR ONE	THE MOTELS (Capitol S-12177) CAP	8.98	163 38

		8.98	Weeks On Chart
1/8	Chart		
166 TOUR DE FORCE — "LIVE"	AL DI MEOLA (Columbia FC 38373) CBS	—	160 8
167 JUST SYLVIA	SYLVIA (RCA AFL1-4312) RCA	8.98	161 23
168 GRAND SLAM	THE SPINNERS (Atlantic 80020-1) WEA	8.98	169 9
169 COMPUTER GAMES	GEORGE CLINTON (Capitol ST-12246) CAP	8.98	172 7
170 USED TO BE	CHARLENE (Motown 6027ML) IND	8.98	167 8
171 BIGGEST HITS	MARTY ROBBINS (Columbia FC 38309) CBS	—	178 4
172 PARTY, PARTY	ORIGINAL SOUNDTRACK (A&M SP-3212) RCA	8.98	— 1
173 MERRY CHRISTMAS	BING CROSBY (MCA-15024) MCA	8.98	157 7
174 VANDENBERG	(Atco 7 90005-1) WEA	8.98	183 4
175 VOYEUR	KIM CARNES (EMI America SO-17018) CAP	8.98	179 18
176 OPUS X	CHILLIWACK (Millennium BXL1-7766) RCA	8.98	177 5
177 BLIZZARD OF OZZ	OZZY OSBOURNE (Jet JZ 36812) CBS	—	— 1
178 CHRISTMAS CARD	THE STATLER BROTHERS (Mercury SRM-1-5012) POL	8.98	166 8
179 THE PARTY'S OVER	TALK TALK (EMI America ST-17083) CAP	8.98	170 10
180 DIVER DOWN	VAN HALEN (Warner Bros. BSK 3677) WEA	8.98	187 37
181 DIARY OF A MADMAN	OZZY OSBOURNE (Jet FZ 37492) CBS	—	186 81
182 FRICTION	CHOCOLATE MILK (RCA AFL1-4412) RCA	8.98	174 7
183 MEMORIES OF CHRISTMAS	ELVIS PRESLEY (RCA CPL1-4395) RCA	6.98	173 8
184 HARD TIMES	MILLIE JACKSON (Spring SP-1-6737) POL	8.98	176 8
185 DONNA SUMMER	(Geffen GHS 2005) WEA	8.98	189 24
186 THE BITTEREST PILL (I EVER HAD TO SWALLOW)	THE JAM (Polydor PX-1-506) POL	5.98	181 8
187 MERRY CHRISTMAS	JOHNNY MATHIS (Columbia CS 8021) CBS	—	180 5
188 PAT TRAVERS' BLACK PEARL	(Polydor PD-1-6361) POL	8.98	171 11
189 A CHRISTMAS TOGETHER	JOHN DENVER & THE MUPPETS (RCA AHL1-3451) RCA	8.98	175 5
190 WALT DISNEY PRODUCTIONS' MOUSERCISE	(Disneyland 61516) IND	7.98	190 44
191 A CHIPMUNK CHRISTMAS	THE CHIPMUNKS (RCA AFL1-4041) RCA	8.98	182 6
192 IN THE MOOD FOR SOMETHING RUDE	FOGHAT (Bearsville 9 1-23747) WEA	8.98	184 8
193 TURNED ON CHRISTMAS	THE HENRY HADAWAY ORCHESTRA AND CHORUS (RCA AFL1-4454) RCA	8.98	188 6
194 VIEW FROM THE GROUND	AMERICA (Capitol ST-12209) CAP	8.98	185 19
195 STEEL BREEZE	(RCA AFL 1-4424) RCA	6.98	194 17
196 PERFECT STRANGER	T.G. SHEPPARD (Warner/Curb 9 23726-1) WEA	8.98	192 11
197 MADNESS, MONEY AND MUSIC	SHEENA EASTON (EMI America ST-17080) CAP	8.98	191 15
198 GREATEST HITS	POINTER SISTERS (Planet/Elektra 9 60203-1) WEA	8.98	198 9
199 LET ME TICKLE YOUR FANCY	JERMAINE JACKSON (Motown 6017ML) IND	8.98	197 24
200 SECOND TO NUNN	BOBBY NUNN (Motown 6022) IND	8.98	193 13

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Country Christmas	106	Con Funk Shun	82	Go-Go's	160	Loverboy	59	Presley, Elvis	183	Streisand, Barbra	132
A Flock of Seagulls	77	Cosby, Bill	110	Golden Earring	126	Lovich, Lene	114	Prince	23	Summer, Donna	185
ABBA	54	Cougar, John	18	Grand Master Flash	112	Manhattan Swing Orchestra	81	Psychedelic Furs	107	Summers & Fripp	121
ABC	29	Crosby, Bing	173	Hagar, Sammy	78	Manilow, Barry	48	Rabbitt, Eddie	119	Supertramp	15
Aerobics (Greggains)	87, 128	Crosby, Stills & Nash	21	Hall & Oates	4	Mathis, Johnny	187	Richie, Lionel	5	Survivor	149
Aerobics (Hensel)	164	Culture Club	103	Harris, Emmylou	102	McDonald, Michael	73	Ritenour, Lee	133	Sylvia	167
Aerobics (Missett)	88	Denver, John & Muppets	189	Harrison, George	92	Men At Work	1	Robbins, Marty	171	Talk Talk	179
Air Supply	138	Devo	60	Henley, Don	30	Miller, Steve	158	Rogers, Kenny	72, 104, 129	Taylor, Johnnie	161
Alabama	33, 93	Diamond, Neil	24, 79, 99	Henry Hadaway Orch	193	Missing Persons	19	Ronstadt, Linda	61	Time	90
America	194	Di Meola, Al	166	J. Geils Band	27	Mitchell, Joni	37	Ross, Diana	62	Toto	51
Ant, Adam	28	Dire Straits	49	Jackson, Janet	80	Money, Eddie	86	Royal Philharmonic Orch	65, 152	Travers, Pat	188
Asia	66	Duran Duran	134	Jackson, Jermaine	199	Moore, Melba	127	Rush	47	Utopia	145
Austin, Patti	115	E.T. Storybook	98	Jackson, Joe	11	Motels	165	S.O.S. Band	117	Van Halen	180
Bar-Kays	41	Eagles	53	Jackson, Michael	8	Mouserice	190	Saga	42	Vandenberg	174
Basil, Toni	32	Easton, Sheena	197	Jackson, Millie	184	Murray, Anne	84, 151	Santana	139	Vanity 6	89
Beatles	75	English Beat	63	Jam	186	Musical Youth	122	Scorpions	157	Vandross, Luther	34
Benatar, Pat	3	Fagen, Donald	25	Jefferson Starship	45	Nelson, Willie	50, 116, 144	Seeger, Bob	9	Waitresses	130
Branigan, Laura	43	Fixx	162	Joel, Billy	12	Newton, Juice	97	Sheppard, T.G.	196	Warwick, Dionne	52
Brothers Johnson	146	Fleetwood Mac	35	Jones, Grace	76	Newton-John, Olivia	31	Simmons, Richard	85	Washington, Grover	71
Bryson, Peabo	91	Fogelberg, Dan	14	Journey	153	Nunn, Bobby	200	Skaggs, Ricky	155	Waylon And Willie	96
Carnes, Kim	175	Foghat	192	Judas Priest	38	Oak Ridge Boys	36	Sky	109	Who	55
Casino Lights	111	Fonda, Jane	40	Khan, Chaka	58	One Way	137	Slave	148	Williams, Hank	142
Charlene	170	Foreigner	22	Kiss	94	Ono, Yoko	105	Spinners	168	Winston, George	123
Chic	156	Franklin, Aretha	135	Klugh/James	67	Osborne, Jeffrey	124	Springsteen, Bruce	56	Zapp	154
Chicago	46	Frey, Glenn	118	Kool & The Gang	69	Osbourne, Ozzy	20, 177, 181	Spyro Gyra	125		
Chiliwack	176	Frida	143	Led Zeppelin	6	Parker, Ray	83	Springfield, Rick	131		
Chipmunks	191	Gabriel, Peter	57	Lennon, John	26	Parsons, Alan	74	Squeeze	120		
Chocolate Milk	182	Gap Band	150	Little River Band	39	Parton, Dolly	101	Squier, Billy	17		
Clash	13	Garcia, Jerry	141	Little Steven	136	Pavarotti, Luciano	147	Staller Brothers	178		
Clinton, George	169	Gayle, Marvin	7	Loggins, Kenny	64	Petty, Tom	10	Steel Breeze	195		
Collins, Phil	16	Gayle, Crystal	113			Plant, Robert	108	Stewart, Rod	70		
Commodores	44	Genesis	163			Pointer Sisters	198	Stray Cats	2		
										SOUNDTRACKS	
										An Officer And	95
										Annie	68
										Chariots Of Fire	159
										E.T.	140
										Party, Party	172

CASH BOX

January 15, 1983

AROUND THE ROUTE

by Camille Compasio

Happy New Year!

As we were about to enter 1983, a young man in Dubuque, Iowa was in the process of setting a new national championship record on the popular Williams "Robotron" video game. He is 16-year-old **Bob Frommelt**, who played the game continuously for 48 hours at Dale Winter's Go Bananas arcade in Dubuque. The Hempstead high student accomplished his feat at about 7 a.m. on Dec. 30 with a total score of "just a shade over 200,000,000 points," according to arcade owner **Dale Winter**. Dale told us he called Williams Electronics while the contest was in progress to determine whether or not there was an existing record and was told that the highest score to date had been about 76,000,000 — which was obviously shattered on Dec. 30. Go Bananas presented Frommelt with a special trophy commemorating his achievement. What did he do after he finished the 48 hour marathon? He unwound by playing three or four other video games in order to limber up his slightly stiffened fingers! Congratulations, Bob.

Bally Midway made a major contribution to the industry's educational system
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Coin Industry Hails Landmark Copyright Decision In Japan

TOKYO — A precedent setting ruling handed down by the Tokyo District Court on Dec. 6, 1982 held that computer programs are in effect original works like books and should be protected by the copyright law as a literary creation (*Cash Box*, Jan. 8). The decision was handed in a suit filed by Taito Corporation of Japan, and the company sees the ruling as "the beginning of the end of game copying in Japan." American manufacturers likewise hailed the decision, noting that most of the pirate games entering the U.S. market come from Japan.

Taito Corporation, the giant manufacturing and operating company that revolutionized the video game industry with "Space Invaders" and contributed significantly to the development of the lucrative home video game industry, reportedly was awarded damages from ING Enterprises, a company that allegedly copied and sold Taito's "Space Invaders Part II" video game. President Judge Toshiaki Makino said in his decision that the program for the computer game was a product of original and creative thought by the programmer and, therefore, should be protected by the copyright law.

The ruling in the Taito-ING case came after another Taito court victory against Uko Enterprises on Sept. 27, 1982. Taito sued Uko Enterprises for copying "Space Invaders," claiming the game was in the same category as film and thus unauthorized copying infringed upon copyright law. Taito also cited Japan's Unfair Competition Prevention Law because

consumers were confusing the pirated game with the Taito original.

After three years in litigation, the Tokyo District Court ruled in favor of Taito. The decision against Uko Enterprises referred to the Unfair Competition Prevention Law in
(continued on page 35)

Upbeat Mood At 9th C.A. Robinson Amusement Show

LOS ANGELES — If, as some believe, the excitement is gone from the coin machine business, you wouldn't have known it at C.A. Robinson & Co.'s ninth annual amusement game show. In a carnival-like setting (complete with balloons and a 4000 sq. ft. Big Top for food and refreshments), a capacity crowd comprised of operators, manufacturers, technicians and guests sampled the latest in coin-operated amusement equipment, with additional entertainment provided by life-size replicas of "Pac-Man" and "Ms. Pac-Man" along with television personality Marty Ingles, the voice of Pac-Man.

Attendance for the show, held Dec. 3, 1982 at the prominent West Coast distributor's showroom here, exceeded 2300 — approximately a 25% increase over the previous year. What's more, as C.A. Robinson Executive Vice President Ira Bettelman pointed out,
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COIN MACHINE

Sega Donates Game To Help Problem High School Kids

LOS ANGELES — Sega Electronics, Inc. donated an upright model of its "Zaxxon" space battle video game to the Grossmont Union High School District, located in San Diego County, after a teacher working in the school's special education program noted that arcade machines could have positive uses in dealing with students who have severe behavior problems.

Kurt Kuhwald, teacher advocate at Homestead High School plans to use the game in a twofold manner — as a reward for good behavior in the classroom and as a "learning tool" for kids who may have behavior problems outside of school. Kuhwald hopes that the free game play will help students overcome their learning difficulties and stresses the importance of dealing with society.

"I am constantly in search for innovative, motivational techniques to help these youngsters profit from their school experience," commented Kuhwald. "Often they are distractible, bored, easily frustrated and negative about school. Several times in the last year, however, I have seen a number of my students thoroughly involved and excited playing video games at local game centers. I would like to discuss the possibility of using video games to 'hook' the angry and unhappy teen back into school again."

Kuhwald intends to record his experiment with Zaxxon and student behavior modification, and will report his findings to Sega Electronics, Inc. for future reference.

Sandler Open House Marks 37th Year

CHICAGO — Sandler Vending Company of Minneapolis celebrated the completion of the firm's 37th year in the coin machine industry on Dec. 10 with a gala open house at company headquarters on Girard Avenue.

Highlight of the event was a new product showing, featuring a lineup of equipment that included Bally Midway's "Super Pac-Man," "Burgertime," "Satan's Hollow" and "Domino Man"; Bally's "Baby Pac-Man" and "Eight Ball Deluxe (Limited Edition)"; Rock-Ola's "Nibbler" along with Rock-Ola phonographs and vending products; Valley's "Cheyenne" pool table and Automatic Products' latest Snackshops. Among guests in attendance were Tom Nieman, vice president-marketing of the Bally Amusement Manufacturing Division.

Food and refreshments were served throughout the day, souvenirs commemorating the occasion were given to everyone present and at least a dozen operators were awarded various door prizes of food processors, imported clocks and AM/FM radios.

The open house was hosted by the firm's founder Irv Sandler, along with vice president Hy Sandler; and David Sandler and Warren Sandler of the sales staff.

Sandler Vending Company, a noted distributor of long standing in the coin machine industry, is headquartered at 236 North Girard Avenue in Minneapolis, Minn.

Anglin Bows Simutrek

LOS ANGELES — Former Atari and Exidy executive Noah Anglin has announced the formation of a new firm called Simutrek, Inc., which is presently working on research and development of computer graphic display systems. In making the announcement, Anglin did not mention any final product definition or production plans.

Simutrek, Inc. is located at 3475 Investment Blvd., Suite 5, in Hayward, Calif. 94545.



CONGRATULATIONS — Loewen America, Inc. held its first distributors meeting on Nov. 17, preceding the opening of AMOA Expo '82 in Chicago. It was presided over by company president Rus Strahan and Ullrich Schulze, one of the directors of the German-based NSM/Loewen group of companies, the parent firm of Loewen America. Highlighting the event was the Sales Excellence awards presentation to the top three distributors, in America, of the



NSM phonograph line. The winners were World Wide Dist. of Chicago, Ill. (first place); Palmetto State Dist. of South Carolina (second place); and Bally Advance, Inc. of San Francisco (third place). Schulze is pictured in the accompanying photos presenting the awards to (l-r): Harold Schwartz of World Wide; Steve Henderson of the Palmetto office in Raleigh, N.C.; and Chet McMurdie of Bally Advance.



Bally Announces Settlement Of IGT Suit

CHICAGO — On Dec. 22, 1982, Bally Manufacturing Corp., International Game Technology, IGT and William S. Redd, chairman of the board of IGT, settled a pending action in the Nevada state court (IGT vs. Bally Manufacturing Corporation). The IGT suit was based upon its interpretation of various agreements between Bally and Redd in the mid to late 1970s when Redd was an employee of its Nevada subsidiary. IGT claimed that Bally was restricted from marketing video gaming machines worldwide until May 31, 1983 and in Clark County, Nev. until April 30, 1984.

The settlement agreement expressly confirms Bally's current right to continue to develop, manufacture and sell all types of video lottery machines and video slot machines, subject to normal governmental approvals. According to Bally, IGT had only recently raised objections to Bally's video lottery machine marketing and had voiced its objections to various state lottery commissions. The settlement includes a letter from IGT which Bally may deliver to lottery commissions or other interested parties which states that IGT agrees that Bally is free to market any lottery machines.

The settlement also explicitly clarifies Bally's right to manufacture and sell video gaming machines worldwide (excluding only Clark County, Nev.) on and after May 31, 1983, and in Clark County, Nev., on and after April 30, 1984, subject to normally required governmental approvals of its machines.

The settlement, which was a compromise of

disputed claims and included a cash payment by Bally to IGT, was entered into by Bally to avoid the further expense and inconvenience of litigation. Bally specifically denied any wrongdoing or liability but agreed to the settlement in order to clarify its unrestricted rights in the lottery market. Bally further noted that a trial in this matter would not have been concluded prior to the expiration of the alleged worldwide restrictions.

Injunction Appealed

The Nevada trial court had granted a preliminary injunction prohibiting Bally until trial from manufacturing and selling video gaming machines electronically depicting the casino games of poker and keno. Bally believed the agreements did not prohibit such sales and, therefore, had appealed the preliminary injunction, which appeal it agreed to withdraw as part of the settlement.

Bally noted that it had not sold any such machines prior to the preliminary injunction and that potential sales lost from the combined effect of the preliminary injunction and settlement would not be financially material. Under the settlement and subject to appropriate governmental approvals, Bally's sales of video gaming machines will begin about May 31, 1983 worldwide, except for Clark County, Nev., where sales will commence on about April 30, 1984.

As a result of the settlement, IGT's complaint, Bally's counterclaims, and Bally's appeal of the July 12, 1982 preliminary injunction entered by the state court will also be released or dismissed.

Bally Midwest Gets Taito America Line

CHICAGO — Bally Midwest, Inc. has been appointed a distributor of the Taito America product line, according to Taito America president Jack H. Mittel. In making the announcement Mittel stated, "This is a bright day in our lives. Nothing pleases me more. We know that the arrangement will make a positive contribution to both companies."

Bally Midwest president Jerry Marcus was equally enthusiastic about the new appointment. "Bally Midwest is thrilled to be associated with one of the best factories around," he stated. "In this day and age of too many games, Taito America has only good games."

"Taito America reacts well to both a growing and shrinking market," Marcus added. "The company knows how to work with both kinds. There's fast turnaround here, Taito doesn't build a huge inventory of games that it can't sell."

Bally Midwest will be distributing Taito America games in Illinois, Indiana, Michigan, Missouri and Wisconsin.

Forecasting a rosy future for the partnership, Mittel said, "I predict that there will be mutual satisfaction for many more years to come."



Pictured are (l-r): Bally Midway sales manager Ed Pellegrini, Bally Midwest president Jerry Marcus, Taito America president Jack Mittel and Taito America sales manager Mike Von Kennel.

Symes Is Promoted At Mountain Coin

LOS ANGELES — Merlin Symes has been promoted to the post of division manager at the Salt Lake City division of Mountain Coin Machine Distributors. "We have the utmost confidence in Merlin," remarked company owner Elden Kingston, "and his appointment to division manager can only enhance the success of Mountain Coin as one of the top independent distributors in the United States."

Taito America Taps Brady Distributing

CHICAGO — Brady Distributing Company of Charlotte, N.C. has been appointed as a distributor of the Taito America product line. Brady Distributing is one of the largest distributors of video games, pinballs and vending machines in the southeast.

"Jon Brady and his company continue the Taito tradition of working with the best distributors in the business," stated Taito America president Jack H. Mittel, commenting on the new appointment. "We're sure that Brady Distributing will be placing our games in locations throughout the Southeast."

Brady Distributing president Jon Brady said, "Taito America is a well established company that has been very successful in our industry. It has produced a number of exciting products in the past and will surely continue to do so. We're extremely pleased to be working with such a top-quality operation."

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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.

AROUND THE ROUTE

(continued from page 33)

during the year 1982 (as it has done in previous years). Some 53 factory service schools were held last year, in the U.S., Canada and abroad. The firm's service department also attended 16 trade shows and made eight field visits. You can bet service manager **Andy Duca**y and his staff are already laying the groundwork for the 1983 schedule.

IAAPA's 64th annual convention in Kansas City last November (18-20) drew an attendance of 7,252, which reflected a 7% increase over the previous year's show. Among exhibitors who were singled out for the association's "outstanding achievement in exhibits" awards were Zamperla for "meritorious exhibit" of a new kiddie device (with Venture Ride Mfg., Inc. receiving honorable mention) and North American Amusement Co. for "best exhibit of arcade or coin-operated" amusement equipment. The 1983 IAAPA show will be held in New Orleans.

State Association News: **Music Operators of Michigan** has changed its name to **Michigan Coin Machine Operators Assn. (MCMOA)** to more clearly define its function. The state group is also celebrating the recent defeat of a proposed 4% tax on amusements. This is the second defeat of the bill in less than a year, which is certainly a tribute to the association's extensive efforts in this regard. MCMOA is currently supporting the stand of the Michigan Liquor Control Commission, which has been waging a legal battle against distributors of "gray area" games. Among the specific models singled out by the Commission, according to MCMOA, are "Draw Poker" and "Roman Tallies," which were determined to be "gambling devices" and not amusement games of skill. The state group intends to continue to monitor this situation, since it had previously urged state police and the Commission to look into the games, and with the seizure of several games from liquor licensed establishments across the state, MCMOA feels that its efforts have not been in vain — and will definitely continue . . . The **South Carolina Coin Operators Assn.** has set the dates of Feb. 20-23 for its annual state convention and trade show, which will be held at the Holiday Inn City Center in Columbia . . . **OMAA** board chairman **Jim Hayes** has circulated copies of a column from his hometown paper (The Journal Herald-Dayton, Ohio) which takes to task (with tongue in cheek) the recent statement made by the U.S. Surgeon General indicating that video games can be dangerous to your health. The column, written by editor **Arnold Rosenfeld**, is a gem which, for lack of space, cannot be reproduced in its entirety but following are some excerpts. "Dr. Everett Koop, the surgeon general, says video games are bad for kids. Although no one has yet been assaulted by laboratory mice exposed to video games, Dr. Koop thinks the violence and aggression inherent in the story line of many games is dangerous. Dr. Koop has a point, although not quite the one he is

trying to make . . . Lots of kids are hurt each year playing Little League baseball, or, worse yet, football, but no one has thought of banning either in order to protect children." The column goes on to describe how video games are attracting young people and helping them to develop high skill levels and "siphon off hostility in a harmless way." . . . Oops! In our Dec. 18, 1982 column, we erroneously referred to the **Amusement & Vending Operators Guild** as a state group, when its membership is actually composed of operators in Westchester County and the surrounding area who are also members of the **New York State Coin Machine Assn., Inc.**, which is the official state association for New York. Latter group is headed by president **Amelia "Millie" McCarthy**.

Upbeat Mood At 9th C.A. Robinson Amusement Show

(continued from page 33)

"The enthusiasm of the individuals, the time devoted to 'hands on' demonstration of the games and the business-like atmosphere that prevailed at the show clearly indicated that the gathering was an exhibition and not just a party."

The 160 games set up on the exhibit floor represented a 30% increase over 1981, according to Bettelman. "We took great pains to make sure the environment was conducive to doing business," he explained. "The layout of the machines was designed with much forethought toward ingress and egress; the aim being that traffic should flow smoothly so people could really play the games."

"Our sales personnel were all wearing the same color coats," he added, "so no one would have any problem getting their questions answered quickly."

Although the show went off without a hitch, preparations earlier in the week were hampered by heavy rainstorms that ravaged Southern California. "There was no electricity until the day before the show," Bettelman recalled, "which cut a week's worth of preparation down to a day and a half." Fortunately, sunny skies prevailed on the day of the show, mirroring the upbeat tone of the exhibit.

The overwhelming success of the show came as a pleasant surprise to the staff at C.A. Robinson and factory representatives as well, according to Bettelman. Since the timing of the show coincided with the close of one of the industry's most difficult years ever, company and factory figures were understandably pessimistic about the expected turnout. But all that changed once the showroom doors opened and lines began forming around the block.

"The bottom line is that a record number of people turned out for the show, wanting to see new equipment," Bettelman said, concluding his assessment of the 1982 edition. "From that, I think the factory people and C.A. Robinson have to conclude that the right game at the right price is going to sell."

Taito Taps Brady

(continued from page 34)

Brady Distributing serves the territory of North Carolina, South Carolina and Virginia from its headquarters at 4308 Wilmont Road in Charlotte. The company was founded in 1944 and employs 125 people.

"We began shipping Taito games shortly after the AMOA show," reports Brady. "Taito's products have been well accepted and judging from the newest games, the company seems headed in the right direction for the future. We look forward to a long and happy marriage."

McCord Joins Pizza Time Theatre

CHICAGO — Fred McCord, formerly of Atari, Inc., has been appointed director of technical operations for Chuck E. Cheese Pizza Time Theatre. In announcing the appointment, Bob Lundquist, the firm's vice president of special projects, noted, "We needed a dynamic leader to manage our technical support programs. Fred's experience and knowledge of the field gives us the right person to assure that technical maintenance in our locations will keep up with the phenomenal growth."

McCord is best known in the industry for his role in starting the Atari service schools and developing the company's technical training programs. He headed up Atari's field service department for almost eight years. In his new position he will implement similar programs and support services within Pizza Time Theatres' growing operating organization.

"I look forward to the challenge of organizing this effort for Pizza Time Theatres," said McCord. "I want to assure Pizza Time Theatre has a network of the right people with the right combination of technical and management know-how to keep the maintenance standards high at every location."

As director of technical operations at Pizza Time Theatre, McCord will oversee the technical support for both games and cyberamic systems, as well as for the other special products developed by Pizza Time Theatre for its operations. "Our focus for the



Fred McCord

future is to maintain our leadership by demanding higher and higher quality standards for the location environment," commented Lundquist. "As we grow larger, the demands for technical support become a greater factor. Fred and his department will play a significant role in our future leadership in the industry."

Japan Copyright Decision Hailed

(continued from page 33)

stating that product similarity can be judged from the images and how those images change on the CRT of the game.

The copyright law ruling in the Taito-ING Enterprises case was a logical step from the Unfair Competition Prevention Law ruling and will have far-reaching effects for the entire

Bally Taps Powell

CHICAGO — Charles Powell, vice president of administration for Bally Manufacturing Corporation, announced the appointment of William L. Toutz as corporate director, organization resources. In his new position, Toutz's responsibilities will include compensation benefits and organization plans and analysis.

Prior to joining Bally's corporate staff, Toutz was manager, compensation and benefits for Bally's Six Flags Corporate Office, headquartered in Los Angeles.

A native of Oxnard, Calif., Toutz attended the University of California, Santa Barbara, graduating in 1966 with a B.A. Psychology. He currently resides in Glencoe, Ill. with his wife, Barbara, and two children.

Video Game Infringer Receives Prison Term

CHICAGO — Bally Midway Manufacturing Co. reported that in an action in the U.S. District Court in Orlando, Fla., Larry Kruckenberg, a principal owner of International Vending Company and International Video Games, Inc., was found guilty of criminal contempt as a result of his violation of an order of the Court issued Feb. 17, 1982 prohibiting him from infringing the copyrights of Bally Midway Manufacturing Company of Franklin Park, Ill., relating to the "Pac-Man" video game.

During a one-day trial on Nov. 3, 1982, Kruckenberg was found to have violated the Court Order by building and selling a copy of the "Ms. Pac-Man" sequel to the "Pac-Man" game. On Dec. 9, 1982, Kruckenberg was given a six-month prison sentence.

computer industry, according to Taito.

"We at Taito are very proud to be a part of this industry and have watched it grow," stated Taito president Michael Kogan. "We did our part in helping create the video game industry; now we will help preserve it by establishing protection under the law. This ruling is good for the entire computer industry, and I'm extremely happy we were able to contribute."

Taito Corporation's U.S. subsidiary, Taito America Corporation, has manufacturing and marketing facilities at 1256 Estes Avenue in Elk Grove Village, Ill.

Among industry figures who commented on the decision was Joseph Robbins, president of The Amusement Game Manufacturers Assn. "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," stated Robbins.

CASH BOX

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INDUSTRY NEWS

New Equipment

Subatomic Journey

"Quantum," the new video game from Atari, is based on an imaginary journey into a subatomic world where the player tries to snare stray atoms while avoiding various particles that flash and spin across the screen. The main tool of capture is a sparkling comet, which the player controls through the use of a trak ball. The comet leaves a tail of light behind it, the length determined by the speed of travel and the end continually fading. Points are scored by surrounding the objects on the screen with the comet's tail and enclosing them in a circle.

Quantum begins with a few nuclei on the screen and no deadly particles. Each nucleus is surrounded by electrons slowly orbiting it. The player moves to the next level by capturing all the nuclei and electrons on the present level. Surrounding and capturing enemies as well as nuclei will score points but doing so is not necessary to move to the next level of play.

As the player advances, the number and speed of nuclei, corresponding electrons and enemies increase. The new adversaries introduced with the different levels of play include photons, which spin across the screen at increasing speeds; pulsars, which travel toward the comet, pulsing their arms in and out as they move; and positrons, which are formed by stray electrons left when nuclei explode.

At higher levels, these threats are joined by others, such as: splitters, which flash colors and split into three pieces after a few seconds, all of which continue to multiply; triphons, which move about the screen, flashing colors every few seconds and leaving tryads in their trail; tryads, which remain stationary, then slowly shrink away and disappear; and bonds, which are formed when a level begins and when nuclei bump into each other.

The bonds are an unsuspected threat in that they are introduced and explained only when the player moves

Before a game begins, the Quantum player may choose the difficulty level. At the novice level, play proceeds normally; at the more advanced levels, the player is awarded bonus points.

A unique feature of Quantum is the ability for the high scorer of the day to "draw" his signature or initials using the comet, instead of just entering his initials on a high scoreboard.

Operator options include number of lives, difficulty level and bonus levels.

The new game will be available through Atari distributors.

Polar Sit-down

SEGA Electronics, Inc. has announced the introduction of a new type of table model for its cartoon video game, "Pengo." The first of its kind on



the market, this table model can easily be adjusted from a 20 inch high standard sit-down table to a 40 inch high stand-up counter level game. This innovative feature offers maximum flexibility to operators whose locations may prefer that players stand, yet the game can easily be lowered to a sit-down table should the location change.

Pengo is the light-hearted cartoon pursuit adventure game that features the lovable penguin hero who is chased by pesky Sno-Bees on an antarctic ice field. Cheerful music, contagious antarctic antics and simple game control combine for a captivating game of great popularity.

The Pengo adjustable table model is a one player/two player game and is available immediately. More information can be obtained from authorized Sega distributors or from the factory.

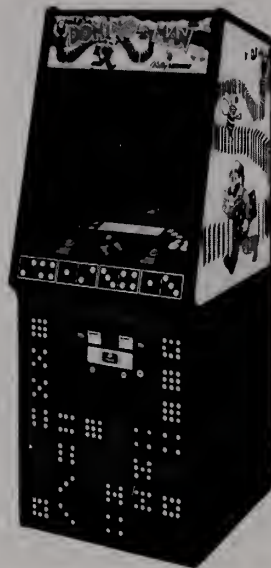
Push And Shove

As the name implies, the new Bally Midway "Domino Man" video game focuses on a game of dominoes but also includes a number of challenging twists to enhance play.

Here's how it goes — you're in a supermarket parking lot setting up your dominoes and minding your business when all of a sudden a "bag lady" (or a little boy with a shopping cart or a bully) appears and threatens to knock all your dominoes down. While the objective is to push them all out of the way, before doing so you must jump on the bully's head and avoid being stung by the bee, since a sting means you lose a base.

The entire procedure calls for skill and provides plenty of challenge and excitement for the player. If the player succeeds in avoiding all of the obstacles

and setting up all of the dominoes he becomes the "Domino Man" and will then qualify to move on to the golf course and the construction site, which are the next levels of play.



The new model will be available through factory distributors and further information may be obtained by contacting Bally Midway at 10601 W. Belmont Ave., Franklin Park, Ill. 60131 or phoning (312) 451-9200.

Game Change

Intrepid Marketing of Los Altos, Calif. recently introduced "Encore Retro-Kits," which are designed to convert a formerly popular game into a new one, and "Beezer," its first Encore Retro-Kit machine.

Included in the kit are a complete new PC board, control panel, coin door and a full graphics package to allow an operator to change an old game into a new one in less than one hour. With the



conversion the new game uses only the cabinet and monitor electronics from the former game. As the company pointed out, the Encore Retro-Kit will give an operator a new game at one third the cost while eliminating any trade-in problems. With the kit, "Galaxian" (a trademark of Bally Midway) and "Pac-Man" (a trademark of Bally Midway) games can easily be converted to Beezer, according to the company.

Beezer is a high appeal action game that introduces a new play strategy. It is controlled with a quick response trackball to maneuver through gates of

honeycomb and trap dangerous killer bees. Players must lure the bees into the hexagon traps and avoid being stung or caught in the honeycomb. The queen bee attacks at random to add to the challenge. Eating the queen's eggs before they hatch gives Beezer extra powers. The game offers ten levels of difficulty with up to twelve bees in pursuit and play is accompanied by "The Flight of the Bumblebee" and other exciting sound effects.

Further information may be obtained by contacting Brian Warkentin of Intrepid Marketing at 4984 El Camino Real, Suite 217, Los Altos, Calif. 94022 or phoning the toll-free number (800) 872-7200 (outside California).

Kiddie Video

Intrepid Marketing of Los Altos, Calif. and ET Marketing of Tempe, Ariz., have joined forces in the manufacturing and marketing of a new video game line called Moppet Video, which is targeted to the four- to eight-year-old players. The games are specially developed for young children, with an emphasis on entertainment and reward, and each model is designed to give youngsters an opportunity to play along with the incentive to develop skills for achieving higher scores with practice. The average play time for test units has been three to five minutes per play. Just as in "adult" games, the increasing difficulty factor will limit play time to some degree.



Among the various models in the line are "Pirate Treasure," which focuses on a search for missing treasure and has players controlling a sailing ship that travels among islands, in their quest. For added challenge there is a pirate ship that creates some danger and makes volcanos on the islands.

Another model is "Leprechaun," which offers a fun adventure in a forest in search of the pot of gold. The illusive pot is moved from one hiding place to another to add to the excitement of play.

"Tugboat" is another in the Moppet series. In this game the players captain a boat, traveling up the river collecting buoys while avoiding logs to get to the dam and complete the journey. The model "Desert Race" has the player driving a four-wheel all terrain vehicle through a race course in the desert, dodging cacti and other obstacles before reaching the finish line.



beyond the novice level. They first appear as harmless yellow lines between nuclei, then flash different colors as a warning to the player, turn red and become deadly. While trying to capture these forms the player must also avoid a collision with them as it will result in the destruction of the comet.

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MEN AT WORK (Columbia 38-03303)
- 2 **MANEATER**
DARYL HALL & JOHN OATES (RCA PB-13354)
- 3 **DIRTY LAUNDRY**
DON HENLEY (Asylum 7-69894)
- 4 **MICKEY**
TONI BASIL (Chrysalis CHS 2638)
- 5 **SHAME ON THE MOON**
BOB SEGER & THE SILVER BULLET BAND (Capitol B-5187)
- 6 **THE GIRL IS MINE**
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
- 7 **AFRICA**
TOTO (Columbia 38-03335)
- 8 **ROCK THIS TOWN**
STRAY CATS (EMI America B-8132)
- 9 **THE OTHER GUY**
LITTLE RIVER BAND (Capitol B-5185)
- 10 **YOU CAN'T HURRY LOVE**
PHIL COLLINS (Atlantic 7-89933)
- 11 **I DO**
THE J. GEILS BAND (EMI America B-8148)
- 12 **IT'S RAINING AGAIN**
SUPERTRAMP (A&M 2502)
- 13 **BABY, COME TO ME**
PATTI AUSTIN (Qwest/Warner Bros. QWE50036)
- 14 **TRULY**
LIONEL RICHIE (Motown 1644MF)
- 15 **STRAY CAT STRUT**
STRAY CATS (EMI America B-8122)
- 16 **YOU GOT LUCKY**
TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52144)
- 17 **THE LOOK OF LOVE**
ABC (Mercury/PolyGram 76168)
- 18 **SEXUAL HEALING**
MARVIN GAYE (Columbia 38-03302)
- 19 **HEART TO HEART**
KENNY LOGGINS (Columbia 38-03377)
- 20 **SHADOWS OF THE NIGHT**
PAT BENATAR (Chrysalis CHS 2647)
- 21 **MUSCLES**
DIANA ROSS (RCA PB-13348)
- 22 **GOODY TWO SHOES***
ADAM ANT (Epic 34-03367)
- 23 **MISSING YOU**
DAN FOGELBERG (Full Moon/CBS 34-03289)
- 24 **SPACE AGE LOVE SONG**
A FLOCK OF SEAGULLS (Jive/Arista VS 2003)
- 25 **BAD BOY***
RAY PARKER, JR. (Arista AS 1030)
- 26 **ROCK THE CASBAH**
THE CLASH (Epic 34-03245)
- 27 **YOU AND I**
EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)
- 28 **ALLENTOWN***
BILLY JOEL (Columbia 38-03413)
- 29 **HEARTBREAKER**
DIONNE WARWICK (Arista AS 1015)
- 30 **STEPPIN' OUT**
JOE JACKSON (A&M 2428)

COUNTRY

- 1 **GOING WHERE THE LONELY GO**
MERLE HAGGARD (Epic 34-03315)
- 2 **LIKE NOTHING EVER HAPPENED**
SYLVIA (RCA PB-13330)
- 3 **I DON'T REMEMBER LOVING YOU**
JOHN CONLEE (MCA-52116)
- 4 **A LOVE SONG**
KENNY ROGERS (Liberty B-1485)
- 5 **INSIDE**
RONNIE MILSAP (RCA PB-13362)
- 6 **(SITTIN' ON) THE DOCK OF THE BAY**
WAYLON & WILLIE (RCA PB-13319)
- 7 **TALK TO ME**
MICKY GILLEY (Epic 34-03326)
- 8 **YOU AND I**
EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)
- 9 **WHAT SHE DON'T KNOW WON'T HURT HER**
GENE WATSON (MCA-52131)
- 10 **SOMEBODY'S ALWAYS SAYING GOOD-BYE**
ANNE MURRAY (Capitol B-5183)
- 11 **THANK GOD FOR KIDS**
THE OAK RIDGE BOYS (MCA-52145)
- 12 **CHEROKEE FIDDLE**
JOHNNY LEE (Full Moon/Asylum 7-69945)
- 13 **MARINA DEL REY**
GEORGE STRAIT (MCA-52120)
- 14 **WITH YOU**
CHARLY McCLAIN (Epic 34-03309)
- 15 **CAN'T EVEN GET THE BLUES**
REBA McENTIRE (Mercury/PolyGram 76180)
- 16 **I WONDER**
ROSANNE CASH (Columbia 38-03238)
- 17 **C.C. WATERBACK**
GEORGE JONES/MERLE HAGGARD (Epic 34-03405)
- 18 **LAST THING I NEEDED FIRST THING THIS MORNING**
WILLIE NELSON (Columbia 38-03385)
- 19 **THE BIRD**
JERRY REED (RCA PB-13355)
- 20 **IF HOLLYWOOD DON'T NEED YOU**
DON WILLIAMS (MCA-52152)
- 21 **FAKING LOVE***
T.G. SHEPPARD and KAREN BROOKS (Warner/Curb 7-29854)
- 22 **I WOULDN'T CHANGE YOU IF I COULD**
RICKY SCAGGS (Epic 34-03482)
- 23 **SOMEWHERE BETWEEN RIGHT AND WRONG**
EARL THOMAS CONLEY (RCA PB-13320)
- 24 **'TILL I GAIN CONTROL AGAIN***
CRYSTAL GAYLE (Elektra 7-69893)
- 25 **IT AIN'T EASY BEIN' EASY**
JANIE FRICKE (Columbia 38-03214)
- 26 **REASONS TO QUIT***
MERLE HAGGARD/WILLIE NELSON (Epic 34-03494)
- 27 **EVERYTHING'S BEAUTIFUL***
DOLLY PARTON/WILLIE NELSON (Monument WS4 03408)
- 28 **ONLY IF THERE IS ANOTHER YOU**
MOE BANDY (Columbia 38-03303)
- 29 **WHY BABY WHY***
CHARLEY PRIDE (RCA PB-13397)
- 30 **CHRISTMAS IN DIXIE**
ALABAMA (RCA PB-13358)

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KOOL & THE GANG (De-Lite/PolyGram DE824)
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CHAKA KHAN (Warner Bros. 7-29881)
- 3 **WELCOME TO THE CLUB**
THE BROTHERS JOHNSON (A&M 2506)
- 4 **THE GIRL IS MINE**
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
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THE GAP BAND (Total Experience/PolyGram TE 8205)
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LIONEL RICHIE (Motown 1644MF)
- 7 **DO IT (LET ME SEE YOU SHAKE)**
THE BAR-KAYS (Mercury/PolyGram 76187)
- 8 **SEXUAL HEALING**
MARVIN GAYE (Columbia 38-03302)
- 9 **BAD BOY**
RAY PARKER, JR. (Arista AS 1030)
- 10 **ARE YOU SERIOUS**
TYRONE DAVIS (Highrise SHR-2005)
- 11 **PUT IT IN A MAGAZINE**
SONNY CHARLES (Highrise SHR-2001)
- 12 **BETCHA SHE DON'T LOVE YOU**
EVELYN KING (RCA PB-13380)
- 13 **PAINTED PICTURE**
THE COMMODORES (Motown 1651)
- 14 **YOUNG LOVE**
JANET JACKSON (A&M 2440)
- 15 **1999**
PRINCE (Warner Bros. 7-29896)
- 16 **THE BEST IS YET TO COME**
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DIONNE WARWICK (Arista AS1015)
- 18 **VERY SPECIAL PART**
JERMAINE JACKSON (Motown 1649)
- 19 **NASTY GIRL**
VANITY 6 (Warner Bros. 7-29908)
- 20 **WE DON'T HAVE TO TALK (ABOUT LOVE)**
PEABO BRYSON (Capitol B-5188)
- 21 **HEARTBEATS**
YARBROUGH & PEOPLES (Total Experience/PolyGram TE8204)
- 22 **MIND UP TONIGHT***
MELBA MOORE (Capitol B-5180)
- 23 **PASS THE DUTCHIE**
MUSICAL YOUTH (MCA-52149)
- 24 **LOOPZILLA**
GEORGE CLINTON (Capitol B-5160)
- 25 **KNOCKOUT***
MARGIE JOSEPH (HCRC WS4 03337)
- 26 **MUSCLES**
DIANA ROSS (RCA PB-13348)
- 27 **BAD BOY/HAVING A PARTY**
LUTHER VANDROSS (Epic 14-03205)
- 28 **IT'S RAINING MEN***
WEATHER GIRLS (Columbia 38-03354)
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CHARLENE & STEVIE WONDER (Motown 1650)
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YOU ARE — Lionel Richie — Motown
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BABY GETS HIGH — Peter Brown — RCA
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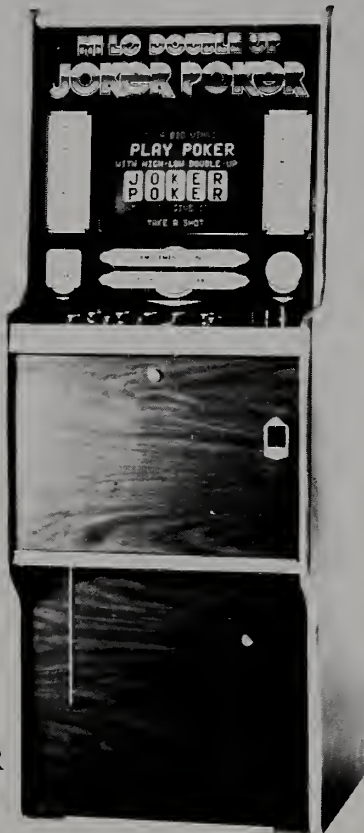
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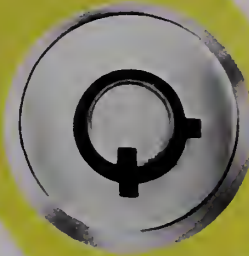
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