

CASHBOX

January 22, 1983



NEW FACES TO WATCH
The English Beat

T.M.

NEWSPAPER \$3.00



**SMITH RESIGNS, E/A RESTRUCTURED
TOTO, WONDER TOP GRAMMY NOMINEES
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RETAIL CHAINS CAUTIOUS ON EXPANSION
WINTER CES WRAP-UP**

Smokey Robinson

#1 AMERICA'S JAZZ ALBUM



EARL KLUGH AND BOB JAMES
TWO OF A KIND (SMAS-12244)
FEATURING THE SINGLE "WHIPLASH" (B-5196)
produced by Bob James and Earl Klugh



ON RECORDS AND NEW HIGH QUALITY XDR CASSETTES



CASH BOX

THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

VOLUME XLIV — NUMBER 34 — January 22, 1983

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SUBSCRIPTION RATES \$125 per year anywhere in the U.S.A. Published weekly by CASH BOX (ISSN 0008-7289), 1775 Broadway, New York, N.Y. 10019. Printed in the U.S.A. Second class postage paid at New York, N.Y., and additional mailing offices. © Copyright 1983 by the Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention. POSTMASTER: Send form 3579 to CASH BOX, 1775 Broadway, New York, N.Y. 10019.

EDITORIAL

Welcome To The Fold

With this issue, **Cash Box** is proud to introduce a new weekly feature, the MTV: Music Television playlist for the week. Recognizing the promotional value of MTV and its increasing effect on sales (especially for new and developing acts), **Cash Box** feels that this addition to the *Merchandising* section can be a big help to retailers whose areas are covered by the cable TV service.

In less than two years, MTV, with its 24-hours-a-day music video programming, has begun to fill the void created by radio's seeming aversion to new and developing rock acts, and in the process created a vital and exciting promotional tool for the industry. Glowing retailer praise of MTV's impact has grown almost continuously since the service was started,

with many swearing that sales of acts featured increase dramatically after being spotlighted.

At a time when economic factors and the increasing tendency of radio to stick with the hits have made it more difficult to sell records, the alternative offered by MTV is certainly cause for some optimism. And now, with the MTV playlist printed each week, **Cash Box** hopes that dealers will be able to capitalize fully on the opportunities offered.

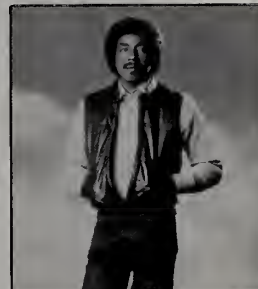
It's not often that a new promotional tool comes along and establishes itself as quickly and thoroughly as MTV has done. So in the spirit of sharing a good thing with everyone, **Cash Box** is proud to welcome MTV to the fold.

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Gospel	11
International	28
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ON THE COVER

The songs speak for themselves. "Shop Around." "You Really Got A Hold On Me." "Ooh Baby Baby." "I Second That Emotion." "Tracks Of My Tears." "Cruisin'." "Being With You." "Tears Of A Clown." Each one a classic, each an artistic success, and each was written and performed by one of the brightest musical talents of all time: Smokey Robinson. Like Cole Porter and the Gershwins before him, Robinson has a satisfying style that blends simple lyrics with sophisticated meanings and surrounds his words with melodies that are nothing short of compelling. Transcending all boundaries, he has created a body of work that defies categorization as soul, black, R&B or even pop.



He has been called "America's greatest living folk poet" by, of all people, Bob Dylan, and in addition to his vocal and composing prowess, has gone on to become a top-notch producer, arranger and record company executive. In a word, the man is a genius.

TOP POP DEBUTS

SINGLES

44

ALL RIGHT — Christopher Cross — Warner Bros.

ALBUMS

36

TRANS — Neil Young — Geffen

POP SINGLE

DOWN UNDER
Men At Work
Columbia

B/C SINGLE

PUT IT IN A MAGAZINE
Sonny Charles
HighRise

COUNTRY SINGLE

LIKE NOTHING EVER HAPPENED
Sylvia
RCA

JAZZ

THE BEST IS YET TO COME
Grover Washington Jr.
Elektra

NUMBER ONES



Sylvia

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 22, 1983

Weeks
On
1/15 Chart

Weeks
On
1/15 Chart

Weeks
On
1/15 Chart

- 1 **DOWN UNDER**
MEN AT WORK (Columbia 38-03354) 2 12
- 2 **MANEATER**
DARYL HALL & JOHN OATES
(RCA PB 13354) 1 15
- 3 **THE GIRL IS MINE**
MICHAEL JACKSON/PAUL McCARTNEY
(Epic 34-03288) 3 12
- 4 **MICKEY**
TONI BASIL (Chrysalis 2638) 4 20
- 5 **SEXUAL HEALING**
MARVIN GAYE (Columbia 38-03302) 6 13
- 6 **DIRTY LAUNDRY**
DON HENLEY (Asylum 7-69894) 5 13
- 7 **AFRICA**
TOTO (Columbia 38-03335) 10 13
- 8 **BABY, COME TO ME**
PATTI AUSTIN
(Owest/Warner Bros. OWE50036) 11 17
- 9 **TRULY**
LIONEL RICHIE (Motown 1644) 8 16
- 10 **IT'S RAINING AGAIN**
SUPERTRAMP (A&M 2502) 7 13
- 11 **YOU CAN'T HURRY LOVE**
PHIL COLLINS (Atlantic 7-89923) 14 12
- 12 **THE OTHER GUY**
LITTLE RIVER BAND (Capitol B-5185) 15 10
- 13 **ROCK THIS TOWN**
STRAY CATS (EMI America B-8132) 12 19
- 14 **ROCK THE CASBAH**
THE CLASH (Epic 34-03245) 18 16
- 15 **SHAME ON THE MOON**
BOB SEGER & THE SILVER BULLET BAND
(Capitol B-5187) 21 6
- 16 **YOU GOT LUCKY**
TOM PETTY AND THE HEARTBREAKERS
(Backstreet/MCA BSR-52144) 17 11
- 17 **GOODY TWO SHOES**
ADAM ANT (Epic 34-03367) 19 10
- 18 **HEART TO HEART**
KENNY LOGGINS (Columbia 38-03377) 20 9
- 19 **DO YOU REALLY WANT TO HURT ME**
CULTURE CLUB (Epic 34-03368) 24 8
- 20 **STEPPIN' OUT**
JOE JACKSON (A&M 2428) 13 23
- 21 **THE LOOK OF LOVE (PART ONE)**
ABC (Mercury/PolyGram 76168) 9 20
- 22 **ALLENTOWN**
BILLY JOEL (Columbia 38-03413) 26 9
- 23 **WHAT ABOUT ME**
MOVING PICTURES
(Network/Elektra 7-69952) 25 19
- 24 **YOU AND I**
EDDIE RABBITT with CRYSTAL GAYLE
(Elektra 7-69936) 27 15
- 25 **HEARTBREAKER**
DIONNE WARWICK (Arista AS 1015) 16 16
- 26 **HAND TO HOLD ON TO**
JOHN COUGAR (Riva/PolyGram R211) 22 12
- 27 **HEART OF THE NIGHT**
JUICE NEWTON (Capitol B-5192) 32 9
- 28 **ON THE WINGS OF LOVE**
JEFFREY OSBORNE (A&M 2434) 23 17
- 29 **LOVE IN STORE**
FLEETWOOD MAC (Warner Bros. 7-29848) 31 9
- 30 **I DO**
THE J. GEILS BAND (EMI America B-8148) 30 10
- 31 **I GOTTA TRY**
MICHAEL McDONALD
(Warner Bros. 7-29861) 33 11
- 32 **BAD BOY**
RAY PARKER, JR. (Arista AS 1030) 36 9
- 33 **SHOCK THE MONKEY**
PETER GABRIEL (Geffen 7-29883) 34 13

- 34 **TWO LESS LONELY PEOPLE IN THE WORLD**
AIR SUPPLY (Arista AS 1004) 37 11
- 35 **STRAY CAT STRUT**
STRAY CATS (EMI America B-8122) 46 5
- 36 **SPACE AGE LOVE SONG**
A FLOCK OF SEAGULLS
(Jive/Arista VS2003) 39 10
- 37 **MEMORY**
BARRY MANILOW (Arista AS 1025) 40 10
- 38 **YOUR LOVE IS DRIVING ME CRAZY**
SAMMY HAGAR (Geffen 7-29816) 43 8
- 39 **YOU ARE**
LIONEL RICHIE (Motown 1657) 54 2
- 40 **I KNOW THERE'S SOMETHING GOING ON**
FRIDA (Atlantic 7-89984) 45 12
- 41 **I KNEW YOU WHEN**
LINDA RONSTADT (Asylum 7-69853) 49 7
- 42 **ALL THOSE LIES**
GLENN FREY (Asylum 7-69857) 47 7
- 43 **PASS THE DUTCHIE**
MUSICAL YOUTH (MCA-52149) 55 6
- 44 **ALL RIGHT**
CHRISTOPHER CROSS (Warner Bros. 7-29843) --- 1
- 45 **HUNGRY LIKE THE WOLF**
DURAN DURAN (Capitol B-5195) 64 5
- 46 **TWILIGHT ZONE**
GOLDEN EARRING (21/PolyGram T1103) 50 9
- 47 **ON THE LOOSE**
SAGA (Portrait/CBS 37-03359) 52 8
- 48 **BACK ON THE CHAIN GANG**
PRETENDERS (Sire 7-29840) 59 6
- 49 **RIGHT BEFORE YOUR EYES**
AMERICA (Capitol B-5177) 51 9
- 50 **GLORIA**
LAURA BRANIGAN (Atlantic 4048) 35 30
- 51 **SHADOWS OF THE NIGHT**
PAT BENATAR (Chrysalis CHS 2647) 41 14
- 52 **THE WOMAN IN ME**
DONNA SUMMER (Geffen 7-29805) 57 6
- 53 **LET'S GO DANCIN' (OOH LA, LA, LA)**
KOOL & THE GANG
(De-Lite/PolyGram DE824) 29 13
- 54 **PUT IT IN A MAGAZINE**
SONNY CHARLES (Highrise SHR-2001) 56 9
- 55 **I'M ALIVE**
NEIL DIAMOND (Columbia 38-03503) 68 2
- 56 **BREAKING US IN TWO**
JOE JACKSON (A&M 2510) 74 2
- 57 **A PENNY FOR YOUR THOUGHTS**
TAVARES (RCA PB-13292) 28 18
- 58 **PSYCHOBABBLE**
THE ALAN PARSONS PROJECT
(Arista AS 1023) 58 8
- 59 **UP WHERE WE BELONG**
JOE COCKER AND JENNIFER WARNES
(Island/Atco 79996) 44 22
- 60 **FUNNY HOW TIME SLIPS AWAY**
SPINNERS (Atlantic 7-89922) 62 8
- 61 **MUSCLES**
DIANA ROSS (RCA PB-13348) 42 17
- 62 **DOES IT MAKE YOU REMEMBER**
KIM CARNES (EMI America B-8147) 38 12
- 63 **NOBODY**
SYLVIA (RCA PB-13223) 53 23
- 64 **1999**
PRINCE (Warner Bros. 7-29896) 60 12
- 65 **BILLIE JEAN**
MICHAEL JACKSON (Epic 34-03509) --- 1
- 66 **BE MY LADY**
JEFFERSON STARSHIP
(Grunt/RCA FB-13359) 48 16

- 67 **TIED UP**
OLIVIA NEWTON-JOHN (MCA-52155) 81 2
- 68 **SHOOT FOR THE MOON**
POCO (Atlantic 7-89919) 77 5
- 69 **THE BLUES**
RANDY NEWMAN and PAUL SIMON
(Warner Bros. 7-29803) 84 2
- 70 **EVERYBODY WANTS YOU**
BILLY SOUIER (Capitol B-5163) 63 17
- 71 **GOODBYE TO YOU**
SCANDAL (Columbia 38-03234) 65 11
- 72 **WHATCHA GONNA DO**
CHILLIWACK (Millennium/RCA TB-13110) 61 13
- 73 **I CAN'T STAND STILL**
DON HENLEY (Asylum 7-69931) 85 2
- 74 **DREAMIN' IS EASY**
STEEL BREEZE (RCA PB-13427) 88 2
- 75 **MISSING YOU**
DAN FOGELBERG
(Full Moon/CBS 34-03289) 67 16
- 76 **FOREVER**
LITTLE STEVEN AND THE DISCIPLES OF SOUL
(EMI America B-8144) 79 5
- 77 **EMINENCE FRONT**
THE WHO (Warner Bros. 7-29814) 80 5
- 78 **BURNING HEART**
VANDENBERG (Atco 7-99947) 86 5
- 79 **WINDOWS**
MISSING PERSONS (Capitol B-5200) 87 2
- 80 **PAPA WAS A ROLLIN' STONE**
WOLF (Constellation/Elektra 7-69849) 82 5
- 81 **FALL IN LOVE WITH ME**
EARTH, WIND & FIRE (Columbia 38-03375) --- 1
- 82 **GIVE IT UP**
THE STEVE MILLER BAND (Capitol B-5194) 70 7
- 83 **ALL TOUCH**
ROUGH TRADE (Boardwalk NB-11-167-7) 75 6
- 84 **BETCHA SHE DON'T LOVE YOU**
EVELYN KING (RCA PB-13380) --- 1
- 85 **DON'T TELL ME YOU LOVE ME**
NIGHT RANGER (Boardwalk NB-11-171-7) --- 1
- 86 **ARE YOU GETTING ENOUGH HAPPINESS**
HOT CHOCOLATE (EMI America 8143) 89 2
- 87 **GOT TO BE THERE**
CHAKA KHAN (Warner Bros. 7-29881) 90 2
- 88 **COME ON EILEEN**
DEXY'S MIDNIGHT RUNNERS
(Mercury/PolyGram 76189) --- 1
- 89 **I.G.Y. (WHAT A BEAUTIFUL WORLD)**
DONALD FAGEN (Warner Bros. 7-29900) 66 16
- 90 **LIES**
THOMPSON TWINS (Arista AS 1024) --- 1
- 91 **WHO CAN IT BE NOW?**
MEN AT WORK (Columbia 18-02888) 73 29
- 92 **YOUNG LOVE**
JANET JACKSON (A&M 2440) 76 6
- 93 **USED TO BE**
CHARLENE & STEVIE WONDER
(Motown 1650) 71 13
- 94 **HEARTLIGHT**
NEIL DIAMOND (Columbia 18-03219) 69 20
- 95 **ALWAYS**
FIREFALL (Atlantic 7-89916) 99 2
- 96 **JUMP**
I.OVERBOY (Columbia 38-03346) 83 8
- 97 **SOUTHERN CROSS**
CROSBY, STILLS & NASH (Atlantic 7-89969) 72 19
- 98 **DON'T STOP TRYING**
RODWAY (Millennium/RCA 13111) 78 6
- 99 **PAINTED PICTURE**
COMMODORES (Motown 1651) 92 7
- 100 **THE ELVIS MEDLEY**
ELVIS PRESLEY (RCA PB-13351) 96 10

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

- A Penny For (Kenny Nolan/Downtown — ASCAP) . 57
- Africa (Hudmar/Cowbella — ASCAP) 7
- All Right (Another Page — ASCAP) 44
- All Those Lies (Red Cloud — ASCAP) 42
- All Touch (Mummy Dust/Joan Tone Musik — ASCAP) 83
- Allentown (Joel Songs — BMI) 22
- Always (Fumunda/Big Fat — BMI) 95
- Are You Getting Enough (Finchley — ASCAP) 86
- Baby, Come To Me (Rodsongs — PRS/Admin. by Almo — ASCAP) 8
- Back On The Chain (Al Gallico — BMI) 48
- Bad Boy (Raydiola — ASCAP) 32
- Be My Lady (Allen — BMI) 66
- Betcha She Don't (Music Corp. Of America/Kashif — BMI) 84
- Billie Jean (Mijac — BMI) 65
- Breaking Us In Two (Albion — ASCAP) 56
- Burning Heart (WB Music — ASCAP) 78
- Come On Eileen (Colgems/EMI — ASCAP) 88
- Dirty Laundry (Cass Country/Kortchmar — ASCAP) 6
- Do You Really Want (Virgin/Chappell — ASCAP) 19
- Does It Make (Moonwindow — ASCAP) 62
- Don't Stop Trying (Carbert — BMI/Four Moons — ASCAP) 98
- Don't Tell Me (The Boardwalk/Rough Play — BMI) 85
- Down Under (Blackwood — BMI) 1
- Dreamin' Is Easy (Toneman/Wood Street — ASCAP) 88
- Elvis Medley (Various — BMI/ASCAP) 100
- Eminence Front (Towser Tunes — BMI) 77
- Everybody Wants You (Songs Of The Knight—BMI) 70

- Fall In Love (Saggitfire/Yougoulei/Wenkewa — ASCAP) 81
- Forever (Blue Midnight — ASCAP) 76
- Funny How Time Slips (Tree/Tree Group — BMI) 60
- Give It Up (Sailor — ASCAP) 82
- Gloria (Sugarongs — BMI) 50
- Goodbye To You (Zacko Songs) 71
- Goody Two Shoes (EMI/Colgems-EMI — ASCAP) 17
- Got To Be There (Jobete/Glenwood — ASCAP) 87
- Hand To Hold On To (Riva — ASCAP) 26
- Heart Of The Night (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI/ASCAP) 27
- Hear To Heart (Milk Money/Genevieve — ASCAP/Foster Frees — BMI) 18
- Heartbreaker (Gibb Brothers Adm. by Unichappell — BMI) 25
- Heartlight (Stonebridge/New Hidden Valley — ASCAP/Carole Bayer Sager — BMI) 94
- Hungry Like The Wolf (Tritac Ltd.) 45
- I.G.Y. (Freejunkt — ASCAP) 89
- I Can't Stand Still (Cass Country/Kortchmar — ASCAP) 73
- I Do (Music Corp. of America — BMI) 30
- I Gotta Try (Genevieve/Milk Money — ASCAP) 31
- I Knew You When (Lowery — BMI) 41
- I Know There's (Russ Ballard Ltd./Island Ltd.) 40
- I'm Alive (Stonebridge 8 ASCAP/Foster Frees — BMI) 55

- It's Raining Again (Delicate — ASCAP) 10
- Jump (Irving/Adams/Calyppo Tunes/Blackwood/Dean Of Music/Duke Reno — ASCAP) 96
- Let's Go Dancin' (Delightful — BMI/Double F — ASCAP) 53
- Lies (Point Ltd. — PRS) 90
- Love In Store (Fleetwood Mac — BMI) 29
- Maneater (Fust Buzza/Hot-Cha/Unichappell—BMI) 2
- Memory (Koppelman — Bandier/Deco — BMI) 37
- Mickey (Chinnichap/Careers — BMI) 4
- Missing You (Hickory Grove — ASCAP) 75
- Muscles (Mijac — BMI) 61
- 1999 (Controversary — ASCAP) 64
- Nobody (Tom Collins — BMI) 63
- On The Loose (Pocket — ASCAP) 47
- On The Wings (Lincoln Pond/Almo/March 9 — ASCAP) 28
- Painted Picture (Walter Orange/Shousie — ASCAP) 99
- Papa Was A Rollin' (Stone Diamond — BMI) 80
- Pass The Dutchie (Virgin/Hal Shaper — ASCAP) 43
- Psychobabble (Woolfsongs/Careers — BMI) 56
- Put It In (Pari-Wex/Sun Hill — ASCAP) 54
- Right Before (Mark-Cain — CAPAC) 49
- Rock The Casbah (Nineden Ltd. — PRS) 14
- Rock This Town (Zomba — BMI) 13
- Sexual Healing (April — ASCAP) 5
- Shadows Of The Night (Inner Santum — BMI) 5
- Shame On The Moon (Coolwell/Granite — ASCAP) 15

- Shock The Monkey (Peter Gabriel Ltd. — ASCAP) 33
- Shoot For The Moon (Pirooting — ASCAP) 68
- Southern Cross (Kenwon/CatPatch — BMI/Gold Hill — ASCAP) 97
- Space Age Love Song (Zomba Ent. — BMI) 36
- Steppin' Out (Albion — ASCAP) 20
- Stray Cat Strut (Zomba Ent. — BMI) 35
- The Blues (Six Pictures — BMI) 69
- The Girl Is Mine (Mijac — BMI) 3
- The Look Of Love (Virgin/Chappell — ASCAP) 21
- The Other Guy (Screen Gems — EMI/BMI) 12
- The Woman In Me (Warner-Tamerlane/Rashida/Flying Dutchman/Sweet Harmony — BMI/ASCAP) 52
- Tied Up (John Farrar/Rit Of Habeas — BMI/ASCAP) 67
- Truly (Brockman — BMI) 9
- Twilight Zone (Fever — ASCAP) 46
- Two Less Lonely (Uknart/Big Parade — BMI) 34
- You Where We (Famous — ASCAP/Ensign — BMI) 59
- Used To Be (Stone Diamond — BMI) 93
- What About Me (Australian Tumbleweed — BMI) 23
- Whatcha Gonna Do (ATV Of Canada/Some sung Songs/18 Karat Gold/P.R.O. — BMI) 72
- Who Can It Be (April Music Pty. — BMI) 91
- Windows (Private Life/Life After Music — ASCAP) 79
- You And I (Four Way — ASCAP) 24
- You Are (Brockman — ASCAP) 39
- You Can't Hurry Love (Stone Agate — BMI) 11
- You Got Lucky (Gone Gator/Wild Gator—ASCAP) 16
- Young Love (A La Mode/Arista — ASCAP) 92
- You're Love Is Driving (Warner Bros./Benine — ASCAP) 38



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week



AND THE NOMINEES ARE... — Nominees for the 25th annual Grammy Awards were announced simultaneously last week in Los Angeles and New York. Pictured at the Los Angeles press conference are (l-r): NARAS president Bill Ivey and recording artist Dionne Warwick.

Toto, Wonder Top 25th Grammy Awards Nominees

by Jim Bessman

NEW YORK — The group Toto and its members came out on top with a total of nine nominations for the 25th annual Grammy Awards, to be telecast from the Shrine Auditorium in Los Angeles on Feb. 23 on CBS-TV. Stevie Wonder followed with eight nominations, while Paul McCartney, John Williams and Donald Fagen each received five. Both John Cougar and Willie Nelson were honored with four nominations each, and Quincy Jones, whose recordings earned 14 nominations last year including Producer of the Year, which he eventually won, is in the running again this year in that category.

Toto and its members were nominated for Record of the Year, Album of the Year, Song of the Year, Best Pop Performance by a Duo or Group with Vocal, Best Rhythm & Blues Song, Best Instrumental Arrangement Accompanying Vocal(s), Best Vocal Arrangement for Two or More Voices, Best Engineered Recording (non-classical) and Producer of the Year.

The group's "Rosanna" was nominated for Record of the Year, along with Willie Nelson's "Always On My Mind," Vangelis' *Chariots Of Fire*, Paul McCartney's and Stevie Wonder's "Ebony And Ivory" and Joe Jackson's "Steppin' Out."

"Rosanna," written by David Paich, was also up for Song of the Year, as were "Always On My Mind," which was written by Johnny Christopher, Mark James and Wayne Thompson; "Ebony And Ivory," which was written by Paul McCartney; "Eye Of The Tiger," by Frankie Sullivan and Jim Peterik; and "I.G.Y. (What A Beautiful

World)," by Donald Fagen.

"Toto IV" was nominated for Album of the Year, joined by "American Fool" by Cougar, "The Nightfly" by Fagen, "The Nylon Curtain" by Billy Joel and "Tug Of War" by McCartney.

Included in the 62 award categories are 52 artists in the non-classical field who have received nominations for the first time.

These include the nominees for best new artists — Asia, The Human League, Men At Work, Stray Cats and Jennifer Holliday — as well as such diverse artists as Cougar, Dazz Band, Fagen, Flock of Seagulls, Peter

(continued on page 9)

Supreme Court 'Betamax' Hearing To Begin Jan. 18

by Earl B. Abrams

WASHINGTON — The U.S. Supreme Court will hear opening arguments Jan. 18 on one of the most significant copyright issues in several decades — the so-called "Betamax case" involving the practice of home taping TV programs off the air. At stake is a final determination of whether or not there is a copyright liability connected with home taping.

While the original lawsuit brought by Universal Studios and Walt Disney Prods. against Sony Corp. of America and a host of others centered on videotaping of TV programs, the outcome of this litigation will

Krasnow Replaces Smith At E/A; Lundvall New President

by Fred Goodman

NEW YORK — In a major restructuring move that has seen a significant scaling down of staff and facilities, Elektra/Asylum Records will vacate its Hollywood offices and move back to New York. In addition, label chairman Joe Smith has resigned to assume an as-yet-unspecified position with parent corporation Warner Communications, Inc. (WCI). Warner Bros. vice president Bob Krasnow has taken Smith's place, and E/A senior vice president Bruce Lundvall has assumed the presidency of the label.

The move to the East Coast, expected to occur within the next nine months, will also see E/A's accounting and other back-office functions assumed by the Atlantic Records staff. Additionally, the E/A and Warner Bros. operations in Nashville have been consolidated into one office under the Warner Bros. banner (see separate story).

In addition to the organizational changes, the naming of Krasnow and Lundvall (who both have strong backgrounds in talent acquisition) is expected to spell a change in musical direction away from the laid-back Southern California soft rock that has so long been a trademark of the label. "We're not changing the company radically," Lundvall said. "We have some great artists, and we're not going to drop them or anything. But we are going to be a contemporary music company. We want to be involved with the cutting edge of music. We think it has a lot to do with the future of our business."

Krasnow added that he intends "to con-

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Bob Krasnow



Bruce Lundvall

have serious implications for the issue of audio home taping as well. If an Appeals Court ruling that home video taping of TV programs off the air is a violation of copyright is upheld by the Supreme Court, it would pave the way to establish some sort of compensation for artists, producers, manufacturers and others whose works are being copied — most likely via a royalties levy on taping hardware and software to be implemented by the Copyright Royalty Tribunal.

Two nationally known copyright legal experts will argue the issues before the nine Supreme Court justices. They are Stephen A. Kroft, for Universal-Disney, who will contend that home video taping without payment is an infringement of copyright and that manufacturers and sellers of video recording equipment contribute to that infringement; and Dean C. Dunlavey, representing Sony, who will argue that

home taping is not a copyright infringement. Both are principals of noted Los Angeles law firms.

The case began in 1976 when Universal and Disney sued Sony, its advertising agency, several Los Angeles department stores, a Los Angeles camera shop and one individual for contributing to copyright infringement by selling VCRs and blank cassettes.

A federal district judge in 1979 ruled that home taping of TV programs is "fair use" and therefore is not an infringement of copyright. A federal appeals court in 1981 reversed this decision and ruled that home taping without permission violated the copyright law and that Sony and the other original defendants contributed to this infraction. Sony asked the Supreme Court to review, and the court's decision is expected to be handed down sometime this spring.

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LOS ANGELES — Like most American businessmen, record retailers aren't about to make any rosy projections for growth in 1983. Faced with an economy that can only be described as anemic at best, most dealers will proceed cautiously with plans for new store openings, preferring to concentrate on greater penetration in existing markets.

Leases acquired in new or established regional malls and shopping centers, store takeovers and chain consolidations were the most frequently used avenues of expansion in 1982, and store owners will employ similar strategies this year.

"New development will be only a minimal factor in expansion," said Frank Fischer, president of the 72-store National Record Mart chain based in Pittsburgh. "Record retailers who have overextended (themselves) in chain expansion into new markets will be drawing back and leaving facilities available for dealers who thrive in those markets. The more solidly operated

Retailers Maintain Cautious Expansion Approach In '83

by Michael Martnez

chains will expand that way." Similarly, Jack Eugster, head of Pickwick's 420-store Musicland Group, commented, "We will probably try to expand in areas where we have more stores to gain greater penetration in those markets."

Eugster said that Pickwick's retail operation last year had a net loss of five stores — 20 openings versus 25 closings — and predicted "moderate expansion" for the division in 1983.

Increased Competition

With chain expansion predicated almost exclusively on leasing existing space or converting present facilities to record store specifications, dealers can expect increased competition for a dwindling num-

ber of choice prospects. Even so, dealers don't appear to be overly concerned about expanding beyond their established boundaries. And while there was a tentative philosophy among dealers in 1982 to expand into certain areas of the country where favorable demographics could justify such moves (*Cash Box*, Dec. 5, 1981), many have tempered this approach for the current year.

"Greener pastures fluctuate," National Record Mart's Fischer pointed out. "Some thought that the southwest would be it; but many have found that it is not."

Fischer, whose chain grew by three stores during the last year, said that 1982's expansion was aimed at greater market penetration and was primarily achieved

through store takeovers. He said during the coming year he could see expansion by as many as 10 stores and that there would be some investigation of growth into regional malls outside the northeast and midwestern states where the National Record Mart now exists.

Noting that the depressed economy in Buffalo forced his chain to seek store opportunities in other upstate New York markets, Mark Richie, treasurer at the 23-store Cavages web, said that four stores were opened during 1982 in addition to the three Gerber Record stores that were purchased, although four leased department stores were closed, for a net gain of three outlets.

"We opened up two stores in Rochester and one in Niagara last year," said Richie, adding that white collar industry was flourishing in Rochester, where Xerox, Kodak and other major technology companies had operations in the city, thus

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BUSINESS NOTES

12-Inch Box Favorite Cassette Pack

NEW YORK — Over 90% of the responses to a recent National Assn. of Recording Merchandisers (NARM) survey of wholesalers and retailers indicated a preference for a 12"-long cassette package that would fit into existing LP display fixtures. Of those dealers, 50% preferred the 4" x 12" size, while the 3" x 12" and 6" x 12" packages received 20% of the votes each. The remainder requested a 12" x 12" box.

NARM queried more than 80 of its regular wholesaler and retailer members in a direct questionnaire and in a miniature questionnaire published in its January newsletter. When asked about the most preferable form of packaging, two thirds of the members chose the "spaghetti box" format over blister packs. In addition, 90% of the merchandisers surveyed voted for shrink wrapping, while the question of Norelco boxes, as well as another package configuration, elicited close to a 50-50 split among the 75 companies responding.

One area where the respondents differed widely was display methods. Many merchandisers use more than one method, some varying from store to store within the same chain, with others using different methods in the same store for different types of merchandise.

NARM has forwarded this information to prerecorded tape manufacturers to assist them in making decisions on new types of packaging for cassettes.

"The tape packaging survey seems to indicate that a 4" x 12" shrink wrapped 'spaghetti' box would best respond to the needs of most of our merchandiser members," said NARM executive vice president Joe Cohen. "The discussion at both the Retailers Advisory Committee meeting and the Rack Jobbers Conference point that way as well, although there was a greater diversity of thought at the retailers meeting. We will be making an in-depth evaluation of the results of the survey when the Retailers Advisory Committee meets on Feb. 16. The cassette represents the industry's growth configuration, and a standard package is a real necessity."

Series To Feature America's Music

LOS ANGELES — Six of the 22 90-minute episodes that will comprise the series *America's Music*, a television show that will explore indigenous American music genres, have been completed and will soon be available for syndication and the home video markets.

Already completed are segments on country & western, blues and R&B music, according to series producers Sandra Turbow and Herb Silvers of Skylark Productions, Ltd. and Savoy Productions. "Country & Western 1 & 2," starring Jerry Lee Lewis, Patti Page, and Doug Kershaw, is a co-production between Weedy One, Skylark and Savoy, which was directed by Gene Weed at Knott's Berry Farm's Good Times Theater.

"Blues 1 & 2" and "Rhythm & Blues 1 & 2" were taped at A&M's Recording Studios, directed by Kip Walton and feature B.B. King, Joe Williams, Linda Hopkins, Esther Phillips, Paula Kelly, Billy Preston, Gloria Lynne, Ruth Brown, Brook Benton and O.C. Smith.

In addition to performances by the artists, interviews, film footage and narration will be included in each segment to provide a perspective on the history of original American music.

The series will be distributed for syndication and home video markets by Century Video Corp., based in Beverly Hills, Calif.

Rogers To Receive Special Award

LOS ANGELES — Kenny Rogers will receive a special Award of Merit for his "outstanding contributions, over a long period of time, to the musical entertainment of the American public" at the 10th annual American Music Awards show Jan. 17. The presentation will be accompanied by a special tribute to the performer.

Among those scheduled to participate in the tribute are George Burns, Thelma Camacho (an original member of the First Edition group), Crystal Gayle, Olivia Newton-John, Lionel Richie and Dottie West and the three co-hosts of the awards show, Mac Davis, Aretha Franklin and Melissa Manchester.

The presentation of the Award of Merit will be one of the highlights of the American Music Awards show, which will be telecast "live" from the Shrine Auditorium in Los Angeles, 9:00-11:00 p.m. (Eastern and Pacific Time). In addition to the special award, 15 awards will be given out to top-selling artists in the Pop/Rock, Country and Soul categories.

The program is a Dick Clark Teleshows, Inc. production.

Atlantic To Distribute All RFC Product

NEW YORK — Atlantic Records has signed a new distribution deal with RFC Records. It will now distribute all RFC product, whereas previously, Atlantic distributed only selected releases. Simultaneously, Atlantic has named RFC president Ray Caviano executive director of its recently established new music department. Caviano retains his RFC post.

In his new capacity, Caviano will help garner exposure for various Atlantic, Atco, Cotillion and custom label artists, with a particular emphasis on dance clubs and new music radio stations. Caviano will also assume A&R responsibilities at Atlantic. In keeping with this new arrangement, RFC is moving its headquarters to Atlantic's home base at 30 Rockefeller Plaza, New York City.

"I am doubly pleased to be able to both strengthen our relationship with the RFC label and to welcome Ray Caviano as an official member of the Atlantic executive team," said Atlantic president Doug Morris on the deal. "Over the past few years, RFC has become a leading voice in the burgeoning new music arena. In his new Atlantic post, Ray will now be bringing his considerable expertise to a wide range of artists and projects, and he will be working closely with all departments to further the Atlantic tradition of leadership in modern music."

Bricker Joins RIAA Board of Directors

NEW YORK — Gordon Bricker, who is division vice president, operations for RCA VideoDiscs, has been elected to the Recording Industry Assn. of America (RIAA) board of directors as a third representative from the association's autonomous RIAA/VIDEO division. The other RIAA/VIDEO representatives on the RIAA board are Mort Fink, president of Warner Home Video and chairman of the RIAA/VIDEO Council, and Cy Leslie, chairman of MGM/UA Home Entertainment.

Established in June 1980, RIAA/VIDEO represents manufacturers and marketers of prerecorded home video family programming. Among its functions are anti-piracy enforcement, legislative representation and certification of gold and platinum video awards.

New Home Taping Bills Readied For 98th Congress

NEW YORK — Following the Senate's current three-week recess, Sen. Dennis DeConcini (D.-Ariz.) will introduce a bill creating a "home use exemption" for the non-commercial, off-air video taping of copyrighted material. His bill, expected to be introduced on or about Jan. 25, will mirror a similar bill introduced in the House of Representatives Jan. 3 by Rep. Thomas Foley (D.-Wash.) and Rep. Stan Parris (R.-Va.).

According to Senate Judiciary Committee counsel Ed Baxter, the "present intention is to offer the exact same bill" DeConcini co-sponsored last year with Sen. Alphonse D'Amato (R.-N.Y.). That bill, S. 1758, sought to establish a home use exemption for programming video taped for private use in a non-commercial manner. The Foley-Parris bill, H.R. 175, is also identical to the House equivalent of DeConcini-D'Amato they sponsored last year.

Both bills were introduced last year in the wake of the ruling by the Ninth Circuit Court of Appeals in the so-called "Betamax case" that unauthorized video taping of TV programs off the air violated copyrighted laws. The bills sought to remove the onus of copyright infringement from home video taping. However, when the Supreme Court decided last year to hear Sony's appeal of the latest ruling, many lawmakers chose to

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Pickwick Pacts To Rack Softsel Computer Software

LOS ANGELES — Pickwick Distribution Companies of Minneapolis, one of the nation's leading rack jobbers, has signed an agreement with Softsel Computer Products, Inc. of Inglewood, Calif. to begin supplying its rack accounts with Softsel's line of computer software.

Under terms of the agreement, negotiated by Pickwick senior vice president and general manager Eric Paulson and Softsel president Bob Leff, Pickwick will handle all merchandising services and in-store support for Softsel product, while the software firm will provide inventory selection and marketing services, in addition to product.

"We have the resources and experience to make this program a success," said Pickwick's Paulson. "We believe our commitment to this new product line will contribute significantly to our continued growth and corporate diversification. At the same time, we intend to expose this product line to the mass consumer through these types of retail outlets, thus escalating the growth of the home computer software industry."

Pickwick currently operates a nationwide distribution network of 13 branches, employing a sales force of more than 200, to service some 3,500 mass merchandisers, department stores, catalog showrooms, military bases, and discount department stores including Sears, K Mart, Target, Bradlees, Payless, Gold Circle, Montgomery Wards and Jefferson Wards outlets.



Paulson



Leff

REVIEWS

ALBUMS

OUT OF THE BOX

SMOKEY ROBINSON: *Touch The Sky*



TOUCH THE SKY — Smokey Robinson — Tamla/Motown 6030 TL — Producers: William "Smokey" Robinson, Jr., and Reginald "Sonny" Burke — List: 8.98

Whereas his last album, "Yes, It's You Lady," was teeming with vows of tenderness and devotion, Smokey's latest release is a bit more melancholy, especially on the cuts "All My Life's A Lie" and "Sad Time." Fortunately, the heartbreaking tracks of his tears are tempered with some of his finest love songs in years, including a mid-tempo composition penned with Motown founder Berry Gordy entitled "Dynamite." Smokey's trademarked, smooth-as-silk balladry is dominantly featured, while the two opening numbers are the sole dance-floor movers.

FEATURE PICKS

POP

ONWARD AND UPWARD — Head East — Allegiance AV 432 — Producer: Larry Cox — List: 8.98

Founded in the mid-'70s, this Midwestern quintet takes its cue from such AOR dinosaurs as Kansas, Styx, and REO Speedwagon, producing a solid wallop of straight-ahead rock with no-nonsense arrangements and simple lyrics primarily probing romantic relationships. There's not too much pithy stuff on this label debut for the newly-formed Allegiance outfit, but heartland retailers can expect regional breakouts, particularly around the Illinois area, and don't be surprised if selections like "Take My Hand" receive attention from some A/C quarters.

THE GETAWAY — Chris De Burgh — A&M SP-4929 — Producer: Rupert Hine — List: 8.98 — Bar Coded

The sixth American album from the British soft pop ballad troubadour is ably assisted by producer Rupert Hine, who previously worked on projects with Robert Palmer, Fixx and Saga. Many of the mid-tempo and slower songs here deal with the elements, including "Where Peaceful Waters Flow," "Light A Fire" and "Ship to Shore" giving the disc a sense of unity, tying together the themes of lost love and breaking away from a lackluster existence. Mellow MOR programmers will find plenty of songs suitable for nonoffensive airplay here, and may get especially excited over "All The Love I Have Inside" and "Borderline."

NERUDA — Red Rider — Capitol ST-12226 — Producers: David Tickle and Ed Thacker — List: 8.98 — Bar Coded

Influenced by acclaimed South American poet Pablo Neruda, this album from Canadian-based rock act Red Rider

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E/A Relocates Offices To New York

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tinue the tradition of Elektra/Asylum's dedication to the artists for which it has always been known. The new Elektra/Asylum is restating its commitment to the business I love — our business, the music business."

Under the new management, the A&R department will report to Krasnow, who is expected to take a strong role in artist signings and the label's music direction. The international, marketing and financing departments will report to Lundvall.

In a statement outlining the reorganization, David H. Horowitz, co-chief operating officer and office of the president, WCI, cited the local music scene and New York's relative proximity to the European markets, as well as the opportunity to tie with Atlantic, as the reasons for the relocation. In subsequent conversations with **Cash Box**, Horowitz added that the restructuring and its timing "relate to the condition of the industry." He said that WCI has "been addressing the problem and reviewing the situation for some time. But we didn't reach a decision until a very short time before we announced it."

Both Horowitz and Lundvall stressed that the services provided by Atlantic will not affect E/A's autonomy. "The concept is that Elektra/Asylum remains an independent label," said Horowitz, "fully staffed in the A&R, marketing and promotion areas and on a level with Warner Bros. and Atlantic. The companies will remain on a par."

Describing the areas that Atlantic will administer, Lundvall termed them as "simply the service areas like accounting, processing and all of that. We will be in a separate location and will have the same structure in the field that we do now."

The move to New York is not expected to bring about the hiring of any additional personnel from outside the company. Most department heads will be based in New York, with Tom Werman, senior vice president, A&R, remaining in California. The

West Coast staff will also include senior personnel representing marketing, promotion and press. Describing the remaining Los Angeles staff as "decision makers," Lundvall added that they will be "very familiar to all the artists and managers" on the West Coast. "Certainly, there will be some people who will relocate to New York," he said. "I think you're going to be quite surprised when you see the way this whole thing unfolds."

At presstime it was not known how many staff members the label would be forced to cut. However, concurrent with the announcement of the reorganization, E/A also revealed that current publicity vice president Bryn Bridenthal will have her duties expanded to include the area of artist development and that Keith Jackson has been hired as vice president/special markets. Jackson, most recently marketing vice president for RCA's black music division, will assume responsibility for all of the label's efforts on behalf of the special market division's artists and records and for coordinating the division's marketing and promotional activities with the WEA distributing organization.

E/A subsidiary and distributed labels will continue as before, with the release schedules of Solar, Light, Network, None-such and Musician unaffected.

"Bob and I have met with Dick Griffey," said Lundvall, "and frankly, he seems quite excited about it because Bob and I have always been involved in black music rather intimately. And we have our new head of black music marketing in Keith Jackson, and our new head of R&B promotion in Greg Peck, and those are also people that Dick feels very strongly about. So logistically, there's no problem. Nothing will really change so far as the communication Dick has with the company."

"We're looking forward to a continuing relationship with Elektra/Asylum," added

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refers to the practice of taping programs, mostly movies, for continued viewing time and again.

Meanwhile, as the 98th Congress prepares to resume sessions, three separate bills relating to the home taping controversy are being readied for introduction on Jan. 25 or shortly thereafter (see separate story). Although similar to those proposed last year, the new recommended legislation will be in two parts: a joint bill relieving home tapers of copyright liability but imposing a statutory license on makers and sellers of recording equipment and blank tapes, the fee to be established by the Copyright Royalty Tribunal. Concurrently, two distinct bills will be submitted, one for video and one for audio, that would revise the "right of first sale" provisions of the copyright law to give copyright owners more say about rentals. The legislative recommendations are expected to be submitted by Sen. Charles Mathias (R-Md.) and Rep. Don Edwards (D-Calif.).

Supreme Court Set For 'Betamax'

(continued from page 5)

The issue has attracted powerful adherents on both sides. On the one side are the motion picture companies and television production firms, led by the potent Motion Picture Assn. of America (MPAA), plus songwriter and music publisher groups. On the other side are a host of domestic and foreign consumer electronics manufacturers, including the Electronics Industries Assn., plus retailer groups, consumer organizations and a number of stage attorneys general.

Certain to be discussed by the court is whether home taping is done for "time-shifting" purposes or for "librarying." The former refers to taping for later playback at the viewer's convenience, with the tape erased for subsequent tapings; the latter

Home Taping Bills For 98th Congress

(continued from page 5)

back off and await the final outcome of the case, and the DeConcini-D'Amato and Parris bills died without ever going before the entire Congress for a vote.

With the Betamax case set for a hearing before the Supreme Court beginning Jan. 18 and a decision expected by the spring (see separate story), backers of the new Foley-Parris and DeConcini bills are confident that some sort of action will be taken this year.

In addition, it's expected that Sen. Charles Mathias (R-Md.) and Rep. Don Edwards (D-Calif.) will again introduce amendments to the basic bills, expanding the home use exemption to unauthorized audio home taping, establishing a royalties

formula to be paid by taping hardware and blank tape manufacturers and distributors, and revising the "right of first sale" doctrine to bar unauthorized renting of copyrighted material. All four points were contained in similar bills introduced last year by Mathias and Edwards, but this year, there has been much speculation that the attempt to revise the right of first sale doctrine would be introduced separately to avoid being bogged down while the Betamax case is still in progress.

Edwards' aides say that he is currently discussing the exact wording of his new bill and will "probably be ready to roll" by the last week of January. Mathias' bill is also expected around that time.

TOP 30 ALBUMS

	Weeks On Chart	1/15		Weeks On Chart	1/15
1 THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	1	7	16 LIVE AT THE PLUGGED NICKEL MILES DAVIS (Columbia C2 38266)	19	10
2 TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244)	2	12	17 LET ME KNOW YOU STANLEY CLARKE (Epic FE 38086)	18	24
3 INCOGNITO SPYRO GYRA (MCA-5268)	3	15	18 OFF THE TOP JIMMY SMITH (Musician/Elektra 9 60175-1)	13	22
4 CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	4	13	19 WINTER INTO SPRING GEORGE WINSTON (Windham Hill C-1019)	21	26
5 RIT/2 LEE RITENOUR (Elektra 9 60126-1)	5	3	20 70 MILES YOUNG CHUCK MANGIONE (A&M SP-4911)	23	5
6 LEARNING TO LOVE RODNEY FRANKLIN (Columbia FC 33198)	6	9	21 TOUCH THE FEELING STIX HOOPER (MCA-8374)	24	11
7 DECEMBER GEORGE WINSTON (Windham Hill C-1025)	11	6	22 RADIANCE JEFF TYZIK (Capitol ST-12224)	22	14
8 AS WE SPEAK DAVID SANBORN (Warner Bros. 9 23650-1)	8	30	23 MUSIC SPOKEN HERE JOHN McLAUGHLIN (Warner Bros. 9 23723-1)	—	1
9 OFFRAMP PAT METHENY GROUP (ECM-1-1216)	9	36	24 HANDS DOWN BOB JAMES (Tappan Zee/Columbia FC 38067)	27	29
10 HOME AGAIN STANLEY TURRENTINE (Elektra 9 60201-1)	10	8	25 EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Warner Bros. QWS 3691)	29	2
11 TOUR DE FORCE — "LIVE" AL DI MEOLA (Columbia FC 38373)	7	9	26 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3578)	30	75
12 KENNY G (Arista AL 9608)	14	15	27 MOVING TARGET GIL SCOTT-HERON (Arista AL 9506)	26	14
13 CASCADES AZYMUTH (Milestone M-9109)	17	5	28 LOTUS FLOWER WOODY SHAW (Enja 4318)	28	8
14 CHANCE ENCOUNTER RAMSEY LEWIS (Columbia FC 38294)	12	10	29 EARTHBORN PASSPORT (Atlantic 7 80034-1)	15	8
15 WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1)	16	27	30 DESIRE TOM SCOTT (Musician/Elektra 9 60162-1)	20	21

ON JAZZ

MAIL-ORDER MOSAICS — Producer Michael Cuscuna and former Blue Note and Warner Bros. executive **Charlie Lourie** are set to bow Mosaic Records, a mail-order only, collector-oriented jazz label. Dealing exclusively in numbered, limited edition box-sets focusing on a particular period in an artist's career, the outfit will debut its first three sets in February. Initial offerings, which will sell at \$8.50 per disc, are: "The Complete Blue Note Recordings of **Thelonious Monk**," a four-record set featuring 15 previously unissued performances; "The Complete Pacific Jazz Capitol Recordings of the Original **Gerry Mulligan Quarter and Tentette With Chet Baker**," a five-record set also including 15 previously unissued recordings; and "The Complete Blue Note Recordings of **Albert Ammons and Meade Lux Lewis**," a three-disc collection of five



...BLOW MR. DEXTER, TOO — Elektra/Musician recording artist **Dexter Gordon** recently performed at the *New York Chapter of NARAS's Tribute to Bruce Lundvall*. Receiving the *New York Chapter of NARAS's Governors' Award*, Lundvall requested that any profit from the event and subsequent pledges be donated to the *NARAS Scholarship Fund in Gordon's name*.

Ammons solos, 23 Lewis solos and one duet, including three previously unissued pieces. Numbered runs on the Monk and Mulligan sets will total 7,500 each, while 5,000 copies of the piano set will be made available. "They will in fact be limited editions," said Lourie. "I don't know how to say it any stronger. I've seen a lot of programs in the past that come as 'limited editions,' and after the edition is sold you see a second edition 'by popular demand.' That won't be the case with Mosaic. Our policy will be strictly adhered to and once it's over, that's it." With advertising on the initial three sets scheduled for February, the label expects to begin filling orders in March. "We've got some wonderful plans for the future," Lourie added. "We're planning to come with three more sets some time during the fourth quarter." Artists mentioned for future packages included **Clifford Brown, Hank Mobley, The Port of Harlem Jazzmen, Bud Powell, Sidney Bechet, Kenny Durham and Ike Quebec**. "We have plans down the road to spin-off a record company for new recordings," Lourie said. "But as far as Mosaic, it will be dedicated to packaging important music in definitive form, and that purpose will never change." With the decreasing catalog commitment of major labels like Capitol/EMI America/Liberty, CBS, RCA and Warner Bros., the time seems right for limited leasing operations like Mosaic to make deals. "It's really a shame," assessed Lourie when queried about the majors' unwillingness to exploit their historical catalogs. "The big record companies have really backed off maintaining large catalogs of classic jazz material, and it's purely a matter of economics for them. Plus, it's such a specialized market that unless they have a separate staff set up purely to market that music, they're not really prepared to handle it effectively. We're offering record companies an alternative, a way to really see some revenue generated by product which they haven't been

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REVIEWS

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elaborates on its vision exemplified in its last LP, which included the AOR killer cut, "Lunatic Fringe." Having earned its chops as a backup group for J. Geils, The Kinks and the Beach Boys on U.S. treks, as well as on headlining tours of its homeland. The group benefits from the contributions of new member Tom Cochrane, who, in addition to handling lead vocal, guitar and arrangement chores, wrote all of the material on the LP.

BLACK CONTEMPORARY
WHAT'S YOUR PLEASURE — Gene Van Buren — Tamla/Motown 6015TL — Producer: Gene Van Buren — List: 8.98

Though a relative newcomer to the Tamla recording family, pianist/composer / producer / vocalist Van Buren makes an impressive initial flight with this LP, combining R&B dance club rhythm, soul crooning and a dab of funk for a debut that has something for everyone interested in contemporary black music. While the young recording artist has many gifts, his greatest asset is his voice, which can easily alternate from an erotic, smoldering tone (as on "I Give Good Love") to a lively, soaring growl (check out "Rock the House"). Subtle horn and string arrangements add further aural shading to the outing.

BAD BOY SKANKING — Yellowman & Fathead — Greensleeves Grel 44 — Producer: Henry 'Juno' Laws — List: 8.98

Yellowman, the albino DJ rapper from Jamaica, may cut a bizarre figure with his blonde conk and brown derby, but his skills as a reggaemaster cannot be denied. Having slaughtered the island charts last year with songs from his first LP (with as many as four singles appearing simultaneously), the performer's second LP again finds him joining forces with Juno Laws for a session of non-stop, hi-times music. While songs such as "Give Jah Thanks" and "King Inna The Jungle" have their roots in the religious and spiritual aspects of Rastafarian philosophy, other selections like "Bam Bam" and "Come When I Call You" have more universal applications.

JAZZ

LITTLE JAZZ BIRD — Meredith d'Ambrosio — Palo Alto PA 8019 — Producer: Herb Wong — List: 8.98

On her Palo Alto bow, bluesy jazz vocalist Meredith d'Ambrosio is joined by premier alto sax man Phil Woods, sensitive keyboard tinkler Hank Jones and arranger/conductor Manny Albam and the outcome is pure magic. Enveloping the listener with a warm, shimmering glow, d'Ambrosio's voice is emotional without being contrived, professional without being too slick.

RED PARROT ORCHESTRA — Joe Cain, conductor — Zoo York FW38452 — Producers: Joe Cain and Lou Toby — List: 8.98

For those who aren't familiar with the big band jazz haunts of Manhattan, the Red Parrot — located at 617 West 57th St. — is undoubtedly one of the most renowned, founded some years back by genre fan Jim Merry. On this LP, house musicians Joe Cain & the Red Parrot Orchestra perform a series of eight medleys, including special "tributes" to such swing masters as Lester Young & Symphony Sid, Jack Teagarden, Les Brown, Woody Herman, Count Basie and Tommy Dorsey.

NEW AND DEVELOPING

WHAT MAKES A MAN START FIRES? — Minutemen — SST 014 — Producer: Spot — List: 6.98

Presently enjoying status as the "critics' darlings" of L.A.'s hard-core rock scene, the Minutemen have gained a reputation for playing avant-garde, jazz-



influenced punk minimalism, on songs that last no longer than 60 seconds. However, on the trio's second LP, it broadens its musical horizons and actually has a few "epics" timed over two minutes! Lead vocalist and axesmith D. Boon provides most of the pyrotechnics here, with loud, fast punkpoems. "Mutiny in Jonestown" and "Bob Dylan Wrote Propaganda Songs": **VOLUME ONE** — Volumatix — Republic RRC 8204 — Producers: Joe Holmesly and Lee Martin — List: 5.98

After headlining the Island, the Rockys and other hot niteries in its native Houston and opening for The Motels and Echo & The Bunnymen, this quintet of hard rocking, hard-core Texans has committed its rough sound to vinyl on a six-song, 12" EP. Although the group's bark is stronger than its bite, the disc could catch on with progressive FMers who get a taste of the wavy "Straight Line" and the Ventures-like "The Day the Surf Stood Still/Day Today." One of the ditties here, the health-conscious "Fitness," appeared on a single produced by band founders Joe Holmesly and Lee Martin.

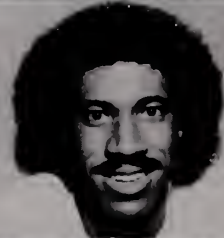
NEW FACES TO WATCH



The English Beat

The British ska/bluebeat revival of the late-'70s, popularized to a great extent by the Specials' 2-Tone record label, resulted in a lot more than just a trendy fashion look based on black-and-white checkered suits with skinny ties and porkpie hats. While the sound was dependent on West Indian based rhythms that straddled the line between soul and reggae, infused with an ebullient, youthful force reflecting the spirit of English post-punk rockers, the lyrics and meanings of the songs they performed touched on a very basic message of racial unity.

One of the most popular groups to emerge from the 2-Tone movement was The Beat (known in the U.S. as The English Beat due to a legal conflict with another band of the same name), which had its roots in the industrial British Midlands, where the racial situation is much more progressive than many other areas of England. Playing in small clubs around Birmingham predating groups like musical Youth and Culture Club, the combo originally consisted of drummer Everett Moreton, guitarist Andy Cox, bassist Dave Steele, textured "toaster" vocalist Ranking Roger, saxophonist Saxa and lead singer Dave Wakeling. Though Wakeling and Ranking Roger served as the primary focus of the group, it was hard to ignore the shenanigans of Saxa, a musician in his 50s who lived for 30 years in Jamaica playing horn on records by such early ska proponents as Desmond Dekker and Laurel Aitken, and then moved to

SINGLES
OUT OF THE BOX

LIONEL RICHIE (Motown 1657 MF)
You Are (4:05) (Brockman Music — ASCAP) (L. Richie, B. Harvey-Richie) (L. Richie, J. Carmichael)

With his "Truly" still riding high on the charts, the Sultan of Sweet strikes again. Eschewing his heart-rending ballad style for a brighter, bouncier flavor, Richie again proves himself capable of commandeering a full orchestral force. Still irresistible after all those hits.

FEATURE PICKS

CROSBY, STILLS & NASH (Atlantic 7-89888)

Too Much Love To Hide (3:56) (Gold Hill — ASCAP/Tele-comm — BMI) (S. Stills, G. Tolman) (Crosby, Stills & Nash)

The third single from their already platinum LP, "Daylight Again," "Too Much Love To Hide" proves that the trio can still rock with the best of them. Reminiscent of

Britain performing jazzy soul prior to his hook-up with The English Beat.

Saxa joined the team right before the release of its first single, a cover of Smokey Robinson's Motown gem, "Tears Of A Clown." The 45, which came about after a Selector support tour led to an agreement with the Specials to press a 2-Tone two-songer, was a monster hit in the U.K., debuting in the 20s on the pop charts, an oddity for a first single. More Top-10-status seven-inch platters followed on the group's own Go-Foot label (distributed by Arista Records), and a 1980 LP entitled "I Just Can't Stop It" had an extended chart run of 23 weeks.

Before the release of its second album, the politico-polyrhythmic "Wha'ppen," Wakeling & Co. put out a pair of singles that further cracked into high spots on the British charts — "Best Friend" b/w "Stand Down Margaret" (a tune about English Prime Minister Margaret Thatcher that was perhaps the most scathing song about a Commonwealth leader since the Sex Pistol's "God Save the Queen") and "Too Nice To Talk To" b/w "Psychedelic Rockers."

Last year, The English Beat cut its third album, "Special Beat Service," which has received unanimous raves from critics and fans for its danceable tempo and shrewd insights of social, political, personal and sexual attitudes. Without any radio play "whatsoever," bass man Dave Steele claims the LP has sold around 100,000 copies, crediting record company support and MTV, as well as "the weird cult thing" that surrounds the band, with the high sales volume. Ironically enough, the group was contemplating breaking up right before the album hit the United States.

When the team (minus Saxa but with a new saxist named Wesley Magoogan and keyboardist Dave Blockhead) played a series of shows at L.A.'s Palladium, the mid-sized venue had a sprawling dance floor packed to the rafters, and by the time the show ended, the walls of the hall were literally drenched, dripping with sweat.

their earliest electric recordings and infused with more than a modicum of optimism, it shows that neither CSN's spirit, nor chops have been dulled by time.

JEFFERSON STARSHIP (Grunt JK-13439)
Winds of Change (3:08) (Alien Music — BMI) (P. Sears, J. Sears) (K. Beamish)

The Starship plays its strongest suit on this concisely crafted side. Exchanging Marty Balin's sounds of love for a more basic, early Airplane approach, the Starship flies straight-ahead on the flow of Grace Slick's powerful vocals.

GARY PORTNOY (Applause AS 106)
Where Everybody Knows Your Name (Theme From Cheers) (2:36) (Addax/Famous Music — ASCAP) (G. Portnoy, J.H. Angelo) (Portnoy, Angelo)

Warm cheer and cold beer are the subjects of this pleasantly bright anthem to pub life. Already familiar to listeners as the theme to the television series *Cheers*, the extended lyrics flesh out the storyline and allow the single to stand on its own feet.

BLACK CONTEMPORARY
RAY, GOODMAN & BROWN (Polydor PD 2227)

Love Minus One (3:50) (Widescreen Publ. — ASCAP) (Rupert Holmes/Jeffrey Lesser) (Producer: Vincent Castellano)

Have you ever wondered where the "Pina Colada" man went? Song-writer Rupert Holmes co-wrote this new R,G & B tune from the "Open Up" album. Accompanied by tinkling piano chords in the background, this rocking ballad opens with a talking intro of a lover who has learned that "love minus one" equals none.

RICK JAMES (Gordy 1658GF)
Teardrops (3:54) (Jobete Music/Stone City Music — ASCAP) (R. James) (R. James)

The sheik of freakdom trades in his horn section for some strings on this torch tune. The arrangement is pure Motown, replete with tympanis and vocal chorus, hearkening back to the label's classic mid-sixties sound. James is clearly up to the task, and his voice emerges strong and clear when placed center stage.

SKYY (Salsoul S7 7045)
Let Love Shine (3:46) (Alligator Music — ASCAP) (T. McConnell) (R. Muller, S. Roberts, Jr.)

Last year's "Call Me" established Skyy as the premier heavyweights on the BC (Brooklyn Contemporary) scene. "Let Love Shine" finds the band working a similarly relaxed yet incessant groove, with the call-and-response vocals between group leader Solomon Roberts and the Dunning sisters laid over a steady rhythm pulse.

NEW YORK CITI PEECH BOYS (Island 7-99926)
Life Is Something Special (3:50) (CitiPeech Music/Eez Bee Music — BMI) (L. Levan, deBenedictus)

These Gotham club faves return with a new label, new record and slightly different moniker. Strong vocals over an acoustic piano-laced background make this a bit of a departure from the normal dance floor fare. Strictly urban contemporary, but should strike a familiar chord with fans of "Don't Make Me Wait."

NEW AND DEVELOPING

CATHOLIC GIRLS (MCA-52135)
Boys Can Cry (2:47) (Flirtation Music/Cup-A-Music — ASCAP) (G. Petersen) (Producer: E. Pace)



Parochial education notwithstanding, it's obvious that these Catholic Girls went to school on Lesley Gore and The Chiffons. The musical arrangement is sparser here than on the classic girl group recordings of the early sixties, but the reedy vocals on this uptempo plea compare favorably with the finest of the genre.

Toto, McCartney Top 25th Grammy Awards Nominees

(continued from page 5)

Gabriel, Kansas, King Crimson, Wynton Marsalis, Van Morrison, Ray Parker, Jr., Ricky Skaggs, Survivor, Vangelis, Sippie Wallace and the late Gram Parsons.

A record number of 90 labels were represented in the nominations.

Denver To Host

John Denver will again be on hand as host of this year's program, having previously hosted three times. This year's Silver Anniversary show will expand to three hours and will include tributes to award winning music of past years, together with memorable Grammy show moments from the past.

For the first time, this year's Grammy Awards show is the focus of an intensive sales campaign by the National Assn. of Recording Merchandisers (NARM). After four months in the planning stages, the "Discover Grammy Music" campaign was kicked off with the announcement of the nominations and will continue through the month of March. According to NARM executive vice president Joseph Cohen, the goal is to get the consumer to expand his musical horizons through the Grammy nominees.

As part of this process, Grammy nominee stickers, nominee lists and some 50,000 posters separately featuring both nominees for Album of the Year and those for male and female pop vocal performances will have been shipped to stores by this week. Grammy winner stickers will be distributed in the next couple of weeks, and on the day after the awards, posters featuring the major award winners will be shipped.

"This is just the start," said Cohen, immediately following the announcement of the nominees. "We're planting a seed this year which will germinate for years to come. It also provides a model to promote other kinds of awards shows, such as the Country Music Awards."

Cohen further predicted a massive industry effort in support of the Grammys in 1984.

A complete list of nominees is as follows:

GENERAL CATEGORIES

Record of the Year

ALWAYS ON MY MIND, Willie Nelson (Columbia), CHARIOTS OF FIRE, Vangelis (Polydor), EBONY & IVORY, Paul McCartney and Stevie Wonder (Columbia), ROSANNA, Toto (Columbia), STEPPIN' OUT, Joe Jackson (A&M).

Album of the Year

AMERICAN FOOL, John Cougar (Riva/PolyGram), THE NIGHTFLY, Donald Fagen (WB), THE NYLON CURTAIN, Billy Joel (CBS/Columbia), TOTO IV, Toto (CBS/Columbia), TUG OF WAR, Paul McCartney (Columbia).

Song of the Year

ALWAYS ON MY MIND, Johnny Christopher, Mark James, Wayne Thompson, Songwriters (CBS), EBONY & IVORY, Paul McCartney (CBS/Columbia), EYE OF THE TIGER, Frankie Sullivan, Jim Peterik, Songwriters (Scotti Bros./CBS), I.G.Y. (WHAT A BEAUTIFUL WORLD), Donald Fagen, Songwriter (WB), ROSANNA, David Paich, Songwriter (CBS/Columbia).

Best New Artist

ASIA (Geffen/WB), JENNIFER HOLLIDAY (Geffen/WB), THE HUMAN LEAGUE (A&M), MEN AT WORK (Columbia), STRAY CATS (EMI America).

POP FIELD

Best Pop Vocal Performance, Female

GET CLOSER, Linda Ronstadt (Asylum E/A), GLORIA, Laura Branigan (Atlantic), HEART ATTACK, Olivia Newton-John (MCA), LOVE'S BEEN A LITTLE BIT HARD ON ME, Juice Newton (Capitol), YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU, Melissa Manchester (Arista).

Best Pop Vocal Performance, Male

BLUE EYES, Elton John (Geffen/WB), DON'T TALK TO STRANGERS, Rick Springfield (RCA), I.G.Y. (WHAT A BEAUTIFUL WORLD), Donald Fagen (WB), I KEEP FORGETTIN' (EVERYTIME YOU'RE NEAR), Michael McDonald (WB), STEPPIN' OUT, Joe Jackson (A&M), TRULY, Lionel Richie (Motown).

Best Pop Performance By A Duo Or Group With Vocal

EBONY & IVORY, Paul McCartney and Stevie Wonder (Columbia), HARD TO SAY I'M SORRY, Chicago (Full Moon/WB), MANEATER, Daryl Hall & John Oates (RCA), ROSANNA, Toto (Columbia), UP WHERE WE BELONG, Joe Cocker and Jennifer Warnes (Island).

Best Pop Instrumental Performance

AS WE SPEAK, David Sanborn (WB), CHARIOTS OF FIRE (THEME), Ernie Watts (West/WB), CRAZY FOR YOU, Earl Klugh (Liberty/Capitol), E.T. (Music From the

Original Motion Picture Soundtrack), John Williams (MCA), HOOKED ON CLASSICS, Louis Clark conducting The Royal Philharmonic Orchestra (RCA).

ROCK FIELD

Best Rock Vocal Performance, Female

GET CLOSER, Linda Ronstadt (Asylum E/A), GREEN LIGHT, Bonnie Raitt (WB), PROTECTION, Donna Summer (Geffen/WB), SHADOWS OF THE NIGHT, Pat Benatar (Chrysalis), VOYEUR, Kim Carnes (EMI America).

Best Rock Vocal Performance, Male

DIRTY LAUNDRY, Don Henley (Elektra), HURTS SO GOOD, John Cougar (Riva/PolyGram), I GET EXCITED, Rick Springfield (RCA), SHOCK THE MONKEY, Peter Gabriel (Geffen/WB), TONIGHT I'M YOURS, Rod Stewart (WB).

Best Rock Performance By A Duo Or Group With Vocal

ASIA, Asia (Geffen/WB), CENTERFOLD, J. Geils Band (EMI America), DON'T FIGHT IT, Kenny Loggins with Steve Perry (CBS/Columbia), EYE OF THE TIGER, Survivor (Scotti Bros./CBS), VALLEY GIRL, Frank & Moon Zappa (Barking Pumpkin).

Best Rock Instrumental Performance

D.N.A., A Flock Of Seagulls (Jive/Arista), DON'T STOP, Maynard Ferguson (Columbia), INDUSTRY STANDARD, The Dregs (Arista), REQUIEM, King Crimson (EG/WB), SCANDINAVIA, Van Morrison (WB).

R&B FIELD

Best R&B Vocal Performance, Female

AND I AM TELLING YOU I'M NOT GOING, Jennifer Holliday (Geffen/WB), FORGET ME NOTS, Patrice Rushen (Elektra), IT'S GONNA TAKE A MIRACLE, Deniece Williams (Columbia), JUMP TO IT, Aretha Franklin (Arista), LOVE IS IN CONTROL (FINGER ON THE TRIGGER), Donna Summer (Geffen/WB), MUSCLES, Diana Ross (RCA).

Best R&B Vocal Performance, Male

DO I DO, Stevie Wonder (Tamla/Motown), FOREVER, FOR ALWAYS, FOR LOVE, Luther Vandross (Epic/CBS), THE OTHER WOMAN, Ray Parker, Jr. (Arista), SEXUAL HEALING, Marvin Gaye (Columbia/CBS), TURN YOUR LOVE AROUND, George Benson (WB).

Best R&B Performance By A Duo Or Group With Vocal

LET IT WHIP, Dazz Band (Motown), A PENNY FOR YOUR THOUGHTS, Tavares (RCA), STREET LIFE, The Crusaders with B.B. King and Josie James (MCA), WANNA BE WITH YOU, Earth, Wind & Fire (ARC/CBS), WHAT'S THAT YOU'RE DOING, Paul McCartney and Stevie Wonder (Columbia).

Best Rhythm & Blues Song

DO I DO, Stevie Wonder, Songwriter, IT'S GONNA TAKE A MIRACLE, Teddy Randazzo, Bobby Weinstein, Lou Stallman, Songwriters, LET IT WHIP, Reggie Andrews, Leon "Ndugu" Chancer, Songwriters, SEXUAL HEALING, Marvin Gaye, O. Brown, Songwriters, THAT GIRL, Stevie Wonder, Songwriter, TURN YOUR LOVE AROUND, Jay Graydon, Steve Lukather, Bill Champlin, Songwriters.

Best R&B Instrumental Performance

BOOGIE IN YOUR BUTT, Eddie Murphy (Columbia/CBS), COME MORNING, Grover Washington, Jr. (Elektra), NUMBER ONE, Patrice Rushen (Elektra/Asylum), SEXUAL HEALING, Marvin Gaye (Columbia/CBS), STRIPES, Spyro Gyra (MCA).

JAZZ FUSION FIELD

Best Jazz Fusion Performance, Vocal Or Instrumental

AS WE SPEAK, David Sanborn (WB), DESIRE, Tom Scott (Elektra/Musician), INCOGNITO, Spyro Gyra (MCA), OFFRAMP, Pat Metheny Group (ECM/WB), WEATHER REPORT, Weather Report (Columbia).

COUNTRY FIELD

Best Country Vocal Performance, Female

AIN'T NO MONEY, Rosanne Cash (Columbia), BREAK IT TO ME GENTLY, Juice Newton (Capitol), CIMARRON, Emmylou Harris (WB), I WILL ALWAYS LOVE YOU, Dolly Parton (RCA), NOBODY, Sylvia (RCA).

Best Country Vocal Performance, Male

ALWAYS ON MY MIND, Willie Nelson (Columbia/CBS), HE GOT YOU, Ronnie Milsap (RCA), HEARTBROKE, Ricky Skaggs (Epic/CBS), LOVE WILL TURN YOU AROUND, Kenny Rogers (EMI/Liberty-Capitol), SHE GOT THE GOLDMINE (I GOT THE SHAFT), Jerry Reed (RCA).

Best Country Performance By A Duo Or Group With Vocal

BOBBIE SUE, Oak Ridge Boys (MCA), LOVE HURTS, Gram Parsons & Emmylou Harris (Sierra), MOUNTAIN MUSIC, Alabama (RCA), (SITTIN' ON) THE DOCK OF THE BAY, Waylon Jennings & Willie Nelson (RCA), YOU PUT THE BLUE IN ME, The Whites (Elektra/Curb).

Best Country Instrumental Performance

ALABAMA JUBILEE, Roy Clark (Churchill), BELOW FREEZING, Doc & Merle Watson (Flying Fish), FEUDIN', Poco (MCA), THE JOE MAPHIS FLAT-PICKING SPECTACULAR, Joe Maphis (CMH), JUST HOOKED ON COUNTRY, Albert Coleman's Atlanta Pops Orchestra (Epic/CBS).

Best Country Song

ALWAYS ON MY MIND, Johnny Christopher, Wayne Thompson, Mark James, Songwriters, I'M GONNA HIRE A WINO TO DECORATE OUR HOME, D. Blackwell, Songwriter, NOBODY, Kyle Fleming, Dennis W. Morgan, Songwriters, RING ON HER FINGER, TIME ON HER HANDS, Don Goodman, Pam Rose, Mary Arny Kennedy, Songwriters, SHE GOT THE GOLDMINE (I GOT THE SHAFT), Tim DuBois, Songwriter.

GOspel & INSPiration FIELD

Best Gospel Performance, Contemporary

AGE TO AGE, Amy Grant (Myrrh/Word), LADY LIVE, Reba Rambo (Light/Lexicon), STAND BY THE POWER, Imperials (Dayspring/Word), LIFT UP THE LORD, Sandi Patti (Impact/Benson), MY TRIBUTE, Andrea Crouch

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Everything Audio Named By Harrison As Southern Calif. Reps

LOS ANGELES — Everything Audio of Encino, Calif., has been named as the exclusive manufacturer's sales representative in Southern California for Harrison Systems' line of recording consoles.

Among the various products Everything Audio will be exclusively representing are the Harrison MR-2, MR-3 and MR-4 series consoles, while, in conjunction with Harrison factory sales efforts, will represent the TV-3 and TV-4 teleproduction consoles on a non-exclusive basis.

According to Harrison, it will continue to directly support the film production and post production industry, the major television networks and the broadcast companies through its factory West Coast office.

Everything Audio may be contacted at (213) 995-4175. The Harrison West Coast offices, headed by Ken Fay, can be reached by calling (213) 662-0331 in the Los Angeles area and (415) 441-4945 in the San Francisco area.

Westlake Audio Bows New Reference Monitor

LOS ANGELES — Westlake Audio is presently making available its new BBSM-12 portable reference monitor. The second model developed in Westlake's series of medium power, three-way monitors, BBSM-12 features two 12-inch low frequency drivers, a 6 1/2" mid-frequency cone and a 1 1/4" dome tweeter.



The BBSM-12 incorporates the 24 dB per octave crossover slopes utilized throughout the entire line of Westlake monitors. It also comes in either black or walnut cabinet. Westlake Audio manufacturing is located in Newbury Park, Calif. 91320.

SESSION MIX

In Nashville, Warner Bros. recording act Hazard working on new material at Stargem. Also in the studio were producers **Eddie Kilroy** and **Tom Pick** working on a new Poodles release, while both the DRMLS and **David Heavener** were working on a new album project. **Buddy Landon** producing Bobby Sykes, musical sidekick of the late Marty Robbins, at Stargem, while producer **Wayne Hodge** has been busy working with Bob Lindsey, Mike Grimes, Eddie Thompson, and Tina Wyatt. **Bill Vorn Dick** engineered.

Over at **Emerald Sound**, Epic recording artist Englebert Humperdinck has been working with producer **Even Stevens** on a new album project.

At the **Soundshop**, Ronnie McDowell putting finishing touches on his next Epic package, with producer **Buddy Killen** and engineer **Mike Bradley**. Killen's also been

working at Soundshop with MCA recording artist Kippi Brannon, Bradley again engineering. R.C. Bannon wrapped up some session with Tom Pick serving as engineer/producer. Finally, Razy Bailey has been completing his self-produced LP with **Travis Turk** engineering.



EMERALD HUMPERDINCK — During a break in the action at a recent recording session at Nashville's Emerald Sound studios, Epic recording artist Englebert Humperdinck (r) took a look at what producer Even Stevens was up to.

CES Audio Conference Sees Digital 'Boom' Lifting Industry

by Michael Glynn

LAS VEGAS — Despite less than optimistic sales projections for home and personal audio goods in 1983, both manufacturer and retail panelists at the Consumer Electronics Show (CES) Audio Conference here Jan. 7 strongly agreed with chairman and keynote Jack Doyle of Pioneer that "there will be a 'next' . . . audio boom" with the arrival of the digital audio disc.

"It's here," proclaimed Doyle in his opening address during the second day of the 1983 Winter CES at the Las Vegas Convention Center's GUE Room. ". . . I'm happy to report that with the Compact Disc, this diverse industry is, for once, 100% behind a single system . . . it looks as though this technology alone may be the boost we have all been anticipating."

Indeed, the audio industry could use the boost. Unit sales of compact and component systems have been on the slide since the '70s, and that trend is expected to be reversed only slightly next year, some four percent, noted Doyle. However, even that small victory will be a pyrrhic one, for overall dollars will be down seven percent. Sales in dollars for separate components are also predicted to drop further this year, along with portable audio tape equipment and radios. Only auto sound equipment and blank audio cassette tapes are figured to be up somewhat from last year.

What the data augurs, said Doyle, is "another year of holding our own, status

quo and zero growth." However, many in the industry would like to think, as one panelist did, that those projections are "pessimistic," considering "what would really happen this year with the introduction of the Compact Disc."

As Doyle pointed out, "you can't assess the possible impact of new technology."

Jim Twerdahl, executive vice president and general manager of JBL, echoed this point, noting, "I think without question that the coming of the digital audio disc is probably going to be the most significant (event) of 1983, not only in its own right but because of the effect that it will have on audio products. It will create a whole new excitement and act as a catalyst for the sale of a lot of other products. Consumer demand for speakers is going to be especially great because the . . . digital audio disc provides for different and tougher requirements than conventional analog methods have in the past."

Like everyone else in the audio industry pinning their hopes on the Compact Disc, Twerdahl felt that digital would give "the biggest shot in the arm" of any product category this year.

On the subject of price for the Compact Disc system, Hitachi's Jim Maynard stated, "As more and more manufacturers introduce (it), the pricing will come down. It's always usually higher when we first consider introducing (new products), but I

(continued on page 14)

GRP Records Pacts With Indies For U.S. Distribution

by Fred Goodman

NEW YORK — GRP Records, the Arista-distributed jazz and pop label, has bowed here as an independent. Headed by Dave Grusin and Larry Rosen, the company plans to release 10 albums and six or more 12" singles in '83. Albums on the independent GRP label will also be available on compact disc when the new configuration is unveiled in the U.S. later this year. The first 12" title on GRP, "Funkacise" by The Funkacise Gang, has just been released, and the label's first independent album, "Dave Grusin and the N.Y./L.A. Dream Band," is scheduled for late January.

"There are artists being dropped by major labels that sell as many as 200,000 albums," said Rosen. "They're watching their bottom line, which makes it great for us. We feel the opportunities are unbelievable for a small label."

Aside from Grusin, the independent label's initial roster includes Dave Valentin and Don Blackman. GRP artists still signed to Arista are Tom Browne, Bernard Wright and Bobby Broom. "Our spectrum will be wide," Rosen said of the label's signing plans. "We're talking to straight-ahead jazz artists, as well as planning projects for the popular market."

Employing the logo "GRP Records, Tapes & Compact Discs," Rosen stressed that the new firm will be seeking to establish itself in the high-tech end of the market. All albums will employ digital masters. "We're presently recording a 32-track digital album of original Glenn Miller arrangements performed by a studio band," said Rosen. "We're seeking recordings that we can sell on a worldwide basis, and Glenn Miller's is the most popular big band music in the world. That album will be available on compact disc as well."

Sony Compact Discs

Sony will manufacture GRP compact discs in Japan, and distribute them in the United States to outlets handling the new hardware. "We will be on the shelves as the hardware debuts," said Rosen.

Aside from Rosen and Grusin, the independent's initial staff includes: Sherry Winston, director, national promotion; Harold Sulman, director, sales and distribution; and Andy Baltimore, director, creative services. The label has also retained Nancy Goldstein as a publicity consultant and will be employing independent, regional promotion personnel on a per-project basis. "There are a lot of people who specialize in the club market," said Rosen, "and that's the way we're going to do it. The idea is to keep it lean. We don't want to have the overhead that burdens the larger companies."

Although initially shopping for a distribution deal similar to the one GRP enjoyed with Arista, Rosen said he was convinced to go the independent route when he attended the recent National Assn. of Recording Merchandisers (NARM) Independent Distributors meeting in Florida. "We certainly know how to make records," said Rosen, "and we feel we have the ability to try and sell them. We're out of a situation with Arista where the label had more clout, but we're going to make it up in enthusiasm."

GRP's distributors are: Malverne, New York; Schwartz Bros., Lanham, Md.; Pickwick, Atlanta, Los Angeles, San Francisco and Seattle; Big State, Dallas; PIKS, Cleveland, MS, Chicago; and All South, New Orleans.

GRP Records, Tapes and Compact Discs is located at 555 West 57th Street, New York, N.Y. 10019. The telephone number is (212) 245-7033.



Stephen Reed

Reed Is Named CBS Records VP

NEW YORK — Stephen Reed has been named vice president, interdivisional marketing, deputy staff, CBS Records Group and assistant to the president of CBS Records Division. He will report to Dick Asher, president, CBS Records Division and deputy president, CBS Records Group.

Reed will assist Asher in the ongoing activities of the Division and will work closely with CBS's domestic and international Records Divisions in coordinating interdivisional marketing activities and overseeing long range business, new product and technology developments. He will also be responsible for the business planning functions of CBS Records, CBS Records International (CRI) and CBS Music Publishing and will handle administrative activities for the CBS Records Group Staff.

Since 1980, Reed has been executive assistant to the president, CBS Records Division. He joined CBS in 1976 as a planning analyst in the corporate planning office. In 1977, he moved up to manager of planning. The next year, he was named director of development, CBS Records.

MCA Videodisc VP Jones Retires, To Be A Consultant

LOS ANGELES — George R. Jones, MCA Videodisc, Inc. vice president and a pioneer in the field of videodisc development, has retired after a 43-year career that has included working in the areas of phonograph records, audio tape, and recording as well.

Jones joined MCA Videodisc in 1978 and was involved in the creation of the very first videodisc manufacturing facility, located in Carson, Calif. Furthermore, Jones played a significant role in improving the quality of the optical videodisc and, at the same time, increasing manufacturing productivity, following the formation of DiscoVision Assoc., the joint venture between MCA and IBM, in 1979. He served as president of DiscoVision Associates in Costa Mesa, Calif.

Beginning in 1939 with the C.P. MacGregor Recording Studios in Hollywood, Jones' career, following a period of service in the U.S. Navy, included stints at Langlois Film Music Co., a 15-year tenure with Capitol Records from 1957 to 1972 and, from 1972 to 1978, the responsibility for supervising manufacturing plants in Gloversville, N.Y. and Pickneyville, Ill. for MCA Records. In addition, he worked in a supervisory capacity in Ontario, Canada, for MCA, as well as the MCA Recording, Studios (formerly the Whitney Studios, in Glendale, Calif.) and served as a liaison to the MCA affiliate Miller International in Hamburg, West Germany.

He will retain his ties to MCA as a consultant.

EXECUTIVES ON THE MOVE

A&M Promotes Schenker — A&M Records has announced the promotion of Kathryn Schenker to vice president, publicity. Schenker, who was A&M's national publicity director, joined the label in 1978 as East Coast publicity director.

Levy Appointed — Len Levy has been named vice president of marketing for Family Home Entertainment and Monterey Home Video. He was previously associated with Integrity Entertainment Corporation as vice president of video marketing.

Changes At CBS/Fox Video — Fred Fehlaer has been promoted to vice president and general manager of CBS Fox Video plant operations in Farmington Hills, Michigan. He joined the company in 1982 and previously was general manager of plant operations. Also, Todd P. Leavitt has been named vice president, legal and business affairs. He most recently served as vice president-business affairs for The Disney Channel.

RCA Names Brown — The appointment of Tony Brown as director, artists & repertoire, RCA-Nashville, has been announced by RCA Records-Nashville. He first joined RCA Records-Los Angeles in September of 1978 and from 1978-80, he was manager, A&R, RCA Records-Nashville.

Rothbloom At PolyGram — Lisa S. Rothbloom has been appointed senior attorney for PolyGram Records, Inc. Her background includes posts in the litigation department of the entertainment law firm Greenbaum, Wolff, Ernst, and at the Securities And Exchange Commission Board Of Enforcement in New York.

Tarant Appointed At CBS — Gene Tarant has been appointed manager, copyright, product and contract administration for CBS Records. Since 1979 she has been manager, administration, business affairs for CBS Records.

Changes At WASEC — Bill Hart has been appointed regional manager, southwestern region for Warner Amex Satellite Entertainment Company. Prior to joining WASEC, he was sales manager with Cable Atlanta. Before that, he was a cable salesman with Area Cablevision (ATC), Jacksonville. Also, Ronald Hurdle has been named regional manager for the 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. And Debra Stephens has been named regional manager, western region. Prior to this, 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.

Changes At Strawberries — Strawberries Records & Tapes has named Gary Crawford tape buyer for the 30-store chain. He was district manager for the Boston area. Brad Hunt, formerly national director of field operations for MCA, will direct the advertising department. Bob Sullivan has joined as company controller. He was controller for Capitol Tire and Rubber Company, Boston.

BASF Names O'Kelly — BASF Systems Corporation has named Terence D. O'Kelly product manager for the company's line of flexible magnetic recording media. Prior to his appointment, he spent five years with BASF Systems' audio/video product group, most recently as manager of technical marketing services.

Tessier Names Gray — Tessier Talent, Inc. has announced that Wayne Gray has been added to their sales staff. He has been a booking agent for three years.

Wiljex Names Miller — The Wiljex Music Group has announced the addition of Snuffy Miller as professional manager. His previous affiliates include Forest Hills Publishing Company, MCA Records and Twitty Bird Productions.

Thies Named At Indigo — Arnold Thies has been named director of sales and marketing for Indigo Music Corporation, Inc.

Changes At Blanton/Harrell — Kim Smith, formerly with South Central Bell, has joined the staff of Blanton/Harrell Productions in Nashville as assistant to Dan Harrell in charge of financial affairs. At the same time, Melinda Scruggs, who previously served as executive assistant at Blanton/Harrell, has been promoted to executive director of publishing and album production.

New Gypsy Label Inks Distrib Pact With RCA

LOS ANGELES — Ron Weisner and Freddy DeMann last week debuted their new label, Gypsy Records, and simultaneously announced an exclusive worldwide distribution pact with RCA Records.

The first artist signed to the label was Peter Brown, formerly with TK Records of Florida. His initial release, an LP entitled "Back To The Front," ships this week.

"Ron Weisner and Freddy DeMann have individually and as a team established impressive track records within the recording community," said RCA Records division vice president, U.S.A. and Canada Jack Craigo. "RCA welcomes them with the confidence that their knowledge and talent will

help continue the momentum of the past year as they bring new and developing acts to the roster."

Prior to forming Gypsy, Weisner and DeMann were the principals of Weisner DeMann Entertainment, a management company they formed five years ago. Prior to Weisner DeMann Entertainment, both were executives at labels — Weisner serving as vice president/general manager of Buddah Records and DeMann filling the post of vice president, promotion, at Elektra/Asylum for four years.

Commenting on the choice of RCA for distribution, Weisner said, "We'd been approached by a number of companies to form our own label and decided on RCA after seeing their unique ability to bring in records."

Elektra/Asylum Relocates To NYC

(continued from page 7)

Solar president Ray Harris. "People should recall that when Solar first was founded and grew, it was with a distribution company that was based on the East Coast (RCA). We're also looking forward to dealing with Krasnow and Lundvall, who have a tremendous track record in black music."

Although Lundvall will no longer oversee Musician on a daily basis, the jazz label will release five new titles next week, with the following batch of releases scheduled for March or April.

The fate of E/A's Hollywood offices was still up in the air at presstime, although a

WEA spokesman confirmed that negotiations are currently under way with Geffen Records.

Prior to his appointment with E/A Krasnow was vice president, talent, for Warner Bros. He began his career as a salesman for Decca Records' Los Angeles office in 1957.

Lundvall joined E/A in 1981 as senior vice president. He began his career at CBS Records in 1960, first serving as Columbia Records vice president of marketing, then vice president and general manager of Columbia Records, and finally, president of CBS Records, United States.

Retailers Maintain Cautions Expansion Approach In '83

(continued from page 5)

providing potential for more discretionary spending.

But more often, dealers are looking to pull in the horns and establish a firmer grip on the markets where they now operate stores.

Close To Home

"I'm only looking to expand if it's a good deal," said Ira Heilicher, head of the Great American Music/Wax Museum/Discount stores in Minneapolis. Operating 13 stores, Heilicher added that it has taken a year "to digest the acquisition of the Wax Museum stores we got in October, 1981, so we don't have any definite plans to expand in 1983. If we do, it will likely be in the 11-county metropolitan area surrounding Minneapolis/St. Paul."

"I don't know about other cities and their economic problems, but Atlanta is fine," said Al Levenson, president of the 24-store Turtle's Records chain based there. Levenson noted that 1982 sales were up over 1981 figures for the chain, which last year opened two new Turtle's stores. He expressed the possibility of adding four more outlets during the coming year.

"We're just doing fine," he continued. "We're going to stay around Atlanta because it has been a consistent market. We're just going to expand into areas (of the city) that we're not already in."

Even nationally-based chains are hoping to more clearly define the markets where they have the most substantial penetration and where there is an adequate supply of quality manpower.

"Good people are really the cornerstone of any successful company," said Barrie Bergman, head of the 142-store Record Bar web based in Durham, N.C., who said he didn't want to spread personnel too thinly. Bergman said the chain added 15 stores but closed three others during 1982, with projections of 5-10 stores being opened during 1983.

He said the company would be sticking pretty close to the areas where it already has a presence, mainly to avoid record store oversaturation in new markets. Bergman also said that many of the stores opened during 1982 were due to prior commitments to mall leases.

"It was a terrible year to expand," he said, noting that sales were off, but adding that he didn't think "things will be slow forever. Our expansion was totally into malls; we only have one free-standing store and have no plans for store takeovers."

Enthusiastic About '83

According to Bergman, "We're very enthusiastic about the upcoming year, number one, because of the tremendous December we had, and secondly because if we see interest rates continue to stay down, mall development might heat up again, which will mean more expansion opportunities in the next two or three years," the normal time it takes for financing and constructing such facilities.

With the prospect for new commercial development remaining relatively bearish for the coming year (see accompanying story), and increased competition for existing retail space in malls almost a certainty, record retailers are compelled to search out other expansion opportunities such as acquisitions or consolidation.

"We know it's a major investment getting into a new mall — maybe \$100,000 on just laying down the floors, walls and then fixtures and inventory — so we have looked at other opportunities like acquisition," said Cavages Richie.

While his company is looking at the possibility of opening stores in new centers, acquisition is also a possibility, said John Marmaduke, head of the 96-store Hastings Books, Records and Video/Record Town/Disc Record chain.

Acknowledging that some areas are

(continued on page 15)

Mall Outlook: No 'Pie-In-The-Sky'

Due to a variety of factors — not the least of which is the high cost of construction loans — many dealers believe that expansion into existing or new regional malls and other established real estate offers a more realistic growth opportunity than engaging in property development themselves. But one retail industry observer pointed out that there are no guarantees that mall development will pick up in the coming months or that expansion into such facilities necessarily leads to success.

Due to the recession, shopping malls' staple tenants — the major speciality shop chain vendors — have become reluctant to join such ventures, and the risk involved in carrying financing and construction costs have made such commercial development "chancy," according to Chuck Twenhofel, western regional real estate negotiator for the B. Dalton Books chain and a founding member of the National Assn. of Site Selectors (NASS).

"Mall development is pretty anemic right now," said Twenhofel, "but the developers will be the last ones to admit it."

"During the recent annual meeting of the International Council of Shopping Centers (a 15,000-member group), several new projects were discussed, but the actual groundbreaking, I suspect, will be much less."

While developers continue to talk a good game, actual major ground-breakings will be relatively few in number according to Twenhofel, who pointed out that construction starts in 1983 will total only 10% of the 1980 mall development figures, and only five percent of total ground-breakings in 1978.

Although the U.S. Commerce Department recently reported a three percent jump in construction spending by U.S. builders during November, 1982, the most dramatic increase in building was among the residential sector.

Twenhofel noted that perhaps the two key factors acting as a deterrent to more active mall development lately are the reluctance of some chain operators to lease space in such facilities, and the loss of controlling interest in the project many developers must sacrifice to obtain construction financing.

"A successful regional mall must have at least three major department stores and about 100 speciality shops," he explained, adding that many malls have cut back on square footage while trying to maintain the same store mix as older malls. "Vendors have less space for their inventory but have to do three times the business to meet rent and other overhead demands."

Twenhofel continued, "To get the necessary financing today for major commercial development like a mall, the developer must give away a great deal of his interest in the project and ownership."

He said that a panacea to the current commercial development drought would be a show of "resilience in the financing economy." Or, simply put, the demise of the recession.

Michael Martinez

TOP 15 ALBUMS

Spiritual

	Weeks On Chart	1/15
1 PRECIOUS LORD AL GREEN (Hi/Myrrh MSB-6702) Title Cut	1	24
2 BROTHER TO BROTHER WILLIAMS BROTHERS (Myrrh MSB 6717) "Call Him Up"	2	26
3 UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time	3	17
4 YOU BROUGHT THE SUNSHINE CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	6	11
5 WHEN ALL GOD'S CHILDREN GET TOGETHER REV. KEITH PHINGLE (Savoy SL 14656) Title Cut	7	58
6 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	4	37
7 A TOUCH OF CLASS JACKSON SCUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	5	38
8 IT'S GONNA RAIN MILTON BRUNSON (Myrrh MSB 6695) Title Cut	8	37
9 EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA VOL. II (Myrrh MSB 6700) "I Know A Man"	11	17
10 REQUEST LINE MIGHTY CLOUDS OF JOY (Myrrh MSB 6712) "Mighty Clouds Of Joy"	12	13
11 10TH ANNUAL PRAISE AND REDEDICATION CONCERT SOUTHEAST INSPIRATIONAL CHOIR (Jewel 0172) Unavailable At Press Time	9	8
12 THE RICHARD SMALLWOOD SINGERS (Onyx/Benson R5803) "I Love The Lord"	10	18
13 THE JOY OF THE LORD IS MY STRENGTH DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospelari Records PL-15008) Unavailable At Press Time	—	1
14 LORD MAKE ME OVER THE BENNY GUMMINGS SINGERS (New Birth Records NEW-7057) Unavailable At Press Time	—	1
15 JAMES CLEVELAND AND THE CLEVELAND SINGERS (Savoy SGL-7080) Unavailable At Press Time	13	6

Inspirational

	Weeks On Chart	1/15
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	1	36
2 STAND BY THE POWER IMPERIALS (Dayspring DST-4100) Unavailable At Press Time	2	11
3 MIRACLE B.J. THOMAS (Myrrh 6705) Unavailable At Press Time	3	58
4 LIFT UP THE LORD SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	5	21
5 AMAZING GRACE B.J. THOMAS (Myrrh 6675) Title Cut	4	74
6 THE VERY BEST OF THE IMPERIALS (Dayspring SST 4025) "Same Old Fashined Way"	6	54
7 I SAW THE LORD DALLAS HOLM (Greentree R3723) Title Cut	7	58
8 JONI'S SONG JONI EARECKSON (Word WSB 8855) Title Cut	9	58
9 SPIRIT WINGS JONI EARECKSON (Word WSB-8878) Unavailable At Press Time	10	2
10 UNFAILING LOVE EVIE TORNUST (Word WSB 8867) "How I Love You Lord"	8	58
11 AMY GRANT IN CONCERT VOL. II (Myrrh MSB 6677) "I'm Gonna Fly"	11	59
12 PRIORITY IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	12	38
13 PEACE IN THE VALLEY B.J. THOMAS (Myrrh MSB-6710) Unavailable At Press Time	—	1
14 MORE POWER TO YA PETRA (Star Song SSR0045) Unavailable At Press Time	—	1
15 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA-5330) Unavailable At Press Time	13	9

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.

Sparrow Unveils Tape Merchandising Program

NASHVILLE — In an effort to expand cassette sales for the label, Sparrow Records is instituting a "Sparrow-To-Go!" campaign emphasizing the portability of the configuration, which already accounts for more than 50% of Sparrow's prerecorded music sales. The program was unveiled during Sparrow's national sales conference held recently at its Canoga Park, Calif., headquarters.

Under the merchandising effort, a counter display bearing the "Sparrow-To-Go!" theme will hold 10 cassettes, increasing the tapes' visibility, augmented by a thematically similar window banner. All product from Sparrow and Birdwing, except for children's recordings is included in the program and lists for \$8.98 and \$5.98. A special three-month dating policy has also been activated for this program, to which other Sparrow discounts may not be applied.

Not only did Sparrow's cassette sales surpass albums as a result of the increasing consumer interest in home and car cassette units, as well as the advent of the Walkman, but label officials also report that additional quality controls reduced 1982 defective returns to less than 0.6%, an alltime low for the gospel company, based on returns figures for 25 randomly selected titles.



GOSPEL OVERSEAS — Sparrow recording artist Sheila Walsh (l) and EMI America recording artist Cliff Richard recently toured the U.K. together, with the main emphasis on gospel music. Richard, a well-known pop singer, also produced Walsh's upcoming LP, "War Of Love."

Toto, McCartney Top 25th Grammy Awards Nominees

(continued from page 9)

Best Gospel Performance, Traditional
FEELING AT HOME, Rex Nelson Singers (Canaan/Word), **I'M FOLLOWING YOU**, Blackwood Brothers (Voice Box), **MAKIN' MY OWN PLACE**, Dottie Rambo (Heart Warming/Benson), **O, WHAT A SAVIOR**, The Masters V (Skylite-Sing), **SOMETHING SPECIAL**, The Cathedrals (Canaan/Word).

Best Soul Gospel Performance, Contemporary
EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA, Edwin Hawkins (Myrrh/Word), **FINALLY**, Andrae Crouch (Light-E/A), **HIGHER PLANE**, Al Green (Myrrh/Word), **MIRACLE MAN**, Mighty Clouds of Joy (Myrrh/Word), **TOUCH ME, LORD**, Larnelle Harris (Impact/Benson).

Best Soul Gospel Performance, Traditional
HE BELIEVES IN ME, Ben Moore (Priority/CBS), **JESUS IS ALIVE AND WELL**, Jessy Dixon (Light/Lexicon), **MIRACLE MAN**, Mighty Clouds of Joy (Myrrh/Word), **PRECIOUS LORD**, Al Green (Myrrh/Word), **WE NEED TO HEAR FROM YOU**, Andrae Crouch (Light-E/A).

Best Inspirational Performance
CROSSFIRE, Kansas (Kirshner/CBS), **GOD BLESS AMERICA**, Leontyne Price (RCA), **HE SET MY LIFE TO MUSIC**, Barbara Mandrell (MCA/Songbird), **MIRACLE**, B.J. Thomas (Myrrh/Word), **WOULD THEY LOVE HIM DOWN IN SHREVEPORT**, Oak Ridge Boys (MCA).

TRADITIONAL BLUES FIELD
Best Traditional Blues Recording
ALRIGHT AGAIN, Clarence Gatemouth Brown (Rounder), **GENUINE HOUSEROCKING MUSIC**, Hound Dog Taylor and the HouseRockers (Alligator), **HE WAS A FRIEND OF MINE**, Eddie "Cleanhead" Vinson & Roomful of Blues (Muse), **THE NEW JOHNNY OTIS SHOW**, Johnny Otis (Alligator), **SIPPIE**, Sippie Wallace (Atlantic).

ETHNIC & TRADITIONAL FOLK FIELD
Best Ethnic Or Traditional Folk Recording
IN THE TRADITION, Boys of the Lough (Flying Fish), **LIVE IN AMERICA**, The John Renbourn Group (Flying Fish), **METROPOLIS**, Klezmerim (Flying Fish), **QUEEN IDA AND THE BON TEMPS ZYDECO BAND ON TOUR**, Queen Ida (GNP Crescendo), **REGGAE SUNSPASH '81 A TRIBUTE TO BOB MARLEY**, Various (Elektra), **TENNESSEE: FOLK HERITAGE — THE MOUNTAINS**, Various (Tennessee Folklore Society).

LATIN FIELD
Best Latin Recording
CANCIONES DEL SOLAR DE LOS ABURIDOS, Willie Colon/Ruben Blades (Fania), **ESCENAS DE AMOR**, Jose Feliciano (Motown Latino), **MACHITO AND HIS SALSA BIG BAND '82**, Machito (Timeless), **MOMENTOS**, Julio Iglesias (Disco CBS Int'l), **RHYTHM OF LIFE**, Ray Barretto (Fania).

CHILDREN'S FIELD
Best Recording For Children
ANIMALS AND OTHER THINGS, Candle with the Agapeland Singers (Birdwing/Sparrow), **BEST OF FRIENDS**, The Smurfs (Sessions/Starland), **THE CHIPMUNKS GO HOLLYWOOD**, The Chipmunks (RCA), **HERE COMES GARFIELD**, Lou Rawls and Desiree Goyette (CBS Epic), **I AM GOD'S PROJECT**, Birdwing Kids Korus (Birdwing/Sparrow), **IN HARMONY 1**, Billy Joel, Bruce Springsteen, James Taylor, Kenny Loggins, Carly and Lucy Simon, Teddy Pendergrass, Crystal Gayle, Lou Rawls, Deniece Williams, Janis Ian, Dr. John (CBS).

COMEDY FIELD
Best Comedy Recording
EDDIE MURPHY, Eddie Murphy (Columbia/CBS), **GREAT WHITE NORTH**, Bob & Doug McKenzie (Mercury/PolyGram), **LIVE ON THE SUNSET STRIP**, Richard Pryor (WB), **A PLACE FOR MY STUFF**, George Carlin (Atlantic), **THE STEVE MARTIN BROTHERS**, Steve Martin (WB).

SPOKEN/DOCUMENTARY FIELD
Best Spoken Word, Documentary Or Drama Recording
CHARLES DICKENS NICHOLAS NICKELBY, Read by Roger Rees (Caedmon), **FOUNDATION'S EDGE**, Read by Isaac Asimov (Caedmon), **NO MAN'S ISLAND**, Sir John Gielgud & Sir Ralph Richardson (Caedmon), **RAIDERS OF THE LOST ARK: THE MOVIE ON RECORD** (Columbia), 2010: **ODYSSEY TWO**, Read by Arthur C. Clarke (Caedmon).

COMPOSING FIELD
Best Instrumental Composition
ADVENTURE ON EARTH, John Williams, Composer, **ARE YOU GOING WITH ME?**, Pat Metheny & Lyle Mays, Composers, **DESIRE**, Tom Scott, Composer, **FLYING (THEME FROM E.T. THE EXTRA TERRESTRIAL)**, John Williams, Composer, **IN THE PRESENCE AND ABSENCE OF EACH OTHER PARTS 1, 2, & 3**, Claus Ogerman, Composer.

Best Album of Original Score Written For A Motion Picture Or A Television Special
E.T. THE EXTRA-TERRESTRIAL (Music From The Original Motion Picture Soundtrack), John Williams, Composer (MCA), **THE FRENCH LIEUTENANT'S WOMAN** (Original Soundtrack Recording), Carl Davis, Composer (DRG), **ON GOLDEN POND** (Music and Original Dialog from the Motion Picture Soundtrack), Dave Grusin, Composer (MCA), **RAGTIME** (Music from the Motion Picture), Randy Newman, Composer (Elektra), **VICTOR/VICTORIA** (Original Soundtrack Recording), Henry Mancini, Composer (MGM/PolyGram).

Best Cast Show Album
CATS, Andrew Lloyd Webber, Richard Stilgoe & Trevor Nunn, Composers (Geffen/WB), **DREAMGIRLS**, Henry Krieger, Composer (Geffen/WB), **JOSEPH — THE AMAZING TECHNICOLOR DREAMCOAT**, Andrew Lloyd Webber, Composer (Chrysalis), **MERRILY WE ROLL ALONG**, Stephen Sondheim, Composer & Lyricist (RCA), **NINE**, Maury Yeston, Composer & Lyricist (Columbia/CBS).

VIDEO FIELD

Video Of The Year

"FUN & GAMES," Various (OPA/RCA Video), **"OLIVIA PHYSICAL,"** Olivia Newton-John (MCA Video), **THE TALES OF HOFFMAN**, The Royal Opera conducted by George Preter with Placido Domingo (Pioneer Artists), **THE TUBES VIDEO**, The Tubes (Pioneer Artists), **VISIONS: ELTON JOHN**, Elton John (Embassy Home Entertainment).

JAZZ FIELD

Best Jazz Vocal Performance, Female

A CLASSY PAIR, Ella Fitzgerald (Pablo Today), **ECHOES OF AN ERA**, Chaka Khan (Elektra/Musician), **GERSHWIN LIVE!**, Sarah Vaughan (CBS), **MAXINE SULLIVAN WITH THE IKE ISAACS QUARTER**, Maxine Sullivan (Audiophile/Jazzology), **SMILIN' THROUGH**, Cleo Laine (Finesse).

Best Jazz Vocal Performance, Male

BOP FOR KEROUAC, Mark Murphy (Muse), **THE DAVE FRISHBERG SONGBOOK VOLUME 1**, Dave Frishberg (OmniSound Jazz), **8 TO 5 I LOSE**, Joe Williams (Warner Bros.), **AN EVENING WITH GEORGE SHEARING AND MEL TORME**, Mel Torme (Concord Jazz), **A TRIBUTE TO JOHNNY MERCER**, Bill Henderson (Discovery).

Best Jazz Vocal Performance, Duo Or Group

EASY TO LOVE, The Singers Unlimited (Pausa), **HIGH STANDARDS**, Jackie & Roy (Concord Jazz), **LOVE**, Jon Hendricks & Company (Muse), **ONE NIGHT IN A DREAM**, Clare Fischer and Salsa Picante with "2+2" (Discovery), **ROUTE 66**, The Manhattan Transfer (Atlantic).

Best Jazz Instrumental Performance, Soloist

JIMMY ROWLES PLAYS DUKE ELLINGTON AND BILLY STRAYHORN, Jimmy Rowles (Columbia), **THE MAGNIFICENT TOMMY FLANAGAN**, Tommy Flanagan (Progressive), **NIGHT AND DAY**, Ira Sullivan (Muse), **WE WANT MILES**, Miles Davis (Columbia), **WYNTON MARSALIS**, Wynton Marsalis (Columbia).

Best Jazz Instrumental Performance, Group

DIZZY GILLESPIE — LIVE WITH THE MITCHELL-RUFF DUO, Dizzy Gillespie with the Mitchell-Ruff Duo (Book-of-the-Month), **GIANT STEPS**, Tommy Flanagan Trio (En ja/London), **"MORE" LIVE**, Phil Woods Quartet (Adelphi), **STRAIGHT AHEAD**, Art Blakey and the Jazz Messengers (Concord Jazz), **A WORK OF ART**, The Art Farmer Quartet (Concord Jazz).

Best Jazz Instrumental Performance, Big Band

LIVE IN DIGITAL, Rob McConnell and The Boss Brass (Dark Orchid), **MAKE ME SMILE & OTHER NEW WORKS BY BOB BROOKMEYER**, Mel Lewis & The Jazz Orchestra (Finesse), **"WARM BREEZE,"** Count Basie & His Orchestra (Pablo Today), **WESTLAKE**, Bob Florence Big Band (Discovery), **THE WOODY HERMAN BIG BAND "LIVE AT THE CONCORD JAZZ FESTIVAL 1981,"** The Woody Herman Big Band (Concord Jazz).

CRAFTS

Best Arrangement On An Instrumental

ARE YOU GOING WITH ME?, Pat Metheny Group (ECM), **BALLADINA**, Earl Klugh (EMI/Liberty), **FLYING**, John Williams (MCA), **PAVANE POUR UNE INFANTE DEFUNTE**, Claus Ogerman featuring Jan Akkerman (Jazzman), **PAVANE**, Les Hooper Big Band (Jazz Hounds).

Best Instrumental Arrangement Accompanying Vocal(s)

DO I DO, Stevie Wonder (Tamil/Motown), **EASY TO LOVE**, The Singers Unlimited (Pausa), **ONLY A MIRACLE**, Kenny Loggins (Columbia), **ROSANNA**, Toto (Columbia), **I.G.Y. (WHAT A BEAUTIFUL WORLD)**, Donald Fagen (WB).

Best Vocal Arrangement For Two Or More Voices

LULLABY OF BIRDLAND, The Singers Unlimited (Pausa), **ONE NIGHT (IN A DREAM)**, Clare Fischer & "Salsa Picante" with "2+2" (Discovery), **ROSANNA**, Toto (Columbia), **ROUTE 66**, The Manhattan Transfer (WB), **RUBY BABY**, Donald Fagen (WB).

Best Album Package

GET CLOSER, Linda Ronstadt (Elektra/Asylum), **NOTHING TO FEAR**, Oingo Boingo (A&M), **ONGAKU-KAI LIVE IN JAPAN**, The Crusaders (Crusaders/MCA), **VACATION**, The Go-Go's (I.R.S. Records), **WE ARE ONE**, Pieces of a Dream (Elektra).

Best Album Notes

AN EXPERIMENT IN MODERN MUSIC: PAUL WHITEMAN AT AEOLIAN HALL, Paul Whiteman (Smithsonian Collection), **BUDDY BERIGAN ("GIANTS OF JAZZ")**, Buddy Berigan (Time Life), **DUKE ELLINGTON 1941**, Duke Ellington & His Orchestra, (Smithsonian Collection), **THE GREATEST COUNTRY MUSIC RECORDINGS OF ALL TIME**, Various (Franklin Mint Recording Soc.), **60 YEARS OF COUNTRY MUSIC**, Various (RCA), **YOUNG BLOOD**, The Coasters (Atlantic/Deluxe).

Best Historical Album

BARTOK AT THE PIANO, 1920-1945, Bela Bartok (Hungaroton), **BUDDY BERIGAN GIANTS OF JAZZ**, Buddy Berigan (Time Life), **THE TOMMY DORSEY/FRANK SINATRA SESSIONS VOLS. 1, 2, 3**, Tommy Dorsey and Frank Sinatra (RCA), **AN EXPERIMENT IN MODERN MUSIC: PAUL WHITEMAN AT AEOLIAN HALL**, Paul Whiteman (Smithsonian Collection), **MINSTRELS & TUNESMITHS: THE COMMERCIAL ROOTS OF EARLY COUNTRY MUSIC**, Various (John Edwards Memorial Foundation).

Best Engineered Recording (Non-Classical)

AMERICAN FOOL, John Cougar (Riva/PolyGram), **EYE IN THE SKY**, The Alan Parsons Project (Arista), **LOVE OVER GOLD**, Dire Straits (WB), **THE NIGHTFLY**, Donald Fagen (WB), **TOTO IV**, Toto (Columbia).

Producer Of The Year (Non-Classical)

JOHN COUGAR MELLENCAMP and **DON GEHMAN**,

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COAST TO COAST

EAST COASTINGS — Last week's list of Grammy finalists was greeted with more than its share of grumbling. With few nominations last year, Columbia drastically cut back on its support of the Grammy Awards, while declining to term its nominal attendance a boycott. This year the label has hit pay-dirt, with nine nominations for the group **Toto** alone, and domination of the record, album and song of the year categories. By comparison, RCA culled only two nominations in either the pop or R&B categories, and none at all in the general category. What effect the strong Columbia showing will have on other labels remains to be seen, as does whether Columbia will be back in full force at this year's awards ceremony in New York... Chrysalis honcho **Terry Ellis** and management mogul **Bill Aucolin** are said to be putting together a film company... Incest On The Street; **David Bowle** is in New York recording his next album with **Chic** boss **Nile Rogers** as co-producer. Providing background on what promises to be a decidedly urban flavored affair are **Sammy Figueroa**, **Tony Thompson**, **Omar Hakim** and **Rod Sabino**. While the high priest of glitter seems to have his ear tuned to the street for this outing, the street appears ready to repay the compliment. **Jonzun Crew** commander **Michael Jonzun** is busy laying down tracks for a cover of Bowie's "Space Oddity" on his own album... **Duran Duran's Nick Rhodes** and group producer **Colln Thurston** have just co-produced the British band **Kaj A Goo Goo**. The group's debut single, "Too Shy," has just been released in the U.K... Buzz has it that



SIGNING STOKOWSKI — Musicologist **Oliver Daniel** (l), who was vice president of concert music administration at Broadcast Music, Inc. (BMI) for 23 years, recently autographed a copy of his new book *Stokowski for BMI* president **Edward M. Cramer** in BMI's New York offices.

the just-delivered **Ric Ocasek** produced **Alan Vega** disc for Ze is a knock-out... Although her current "Walk Away" still lingers on the dance charts, singer **Bonnie Forman** has ankle Wave Records. She will announce a new deal shortly... Congrats to entertainment lawyer **Steven Machat** and wife **Lisa** on the birth of their daughter **Margaux Lorraine**... The action promises to be fast and furious at Gotham's upcoming city council meeting on Tuesday night when Councilman **Henry Stern** of Manhattan introduces a bill that would bar all unreserved seating at large rock concerts. Citing injuries at **The Who's** recent Shea Stadium shows, Stern will ask that all general admission seating at all theaters, arenas, operas and concert halls with a capacity of 2,000 or more be abolished. The bill would also require sponsors of an event to publicize at least 48 hours in advance the time at which patrons will be allowed to enter an arena. The proposal is sure to stir ire among local promoters, but Stern told us he welcomes all discussion. "The idea is to regulate as little as possible," he said. "We're hoping to fine-tune the bill with feedback"... Smiley's **People or Life After Lionel**; in town to finish his chores as producer on the next **Michael Henderson** album, **Commodores** co-founder **Tom McCleary** dropped by the *East Coastings* command post to assure us that there is indeed life after **Lionel Richie**. "We're not going to replace Lionel," said McCleary when queried about how the former bandmember's new solo career will affect the group. "We're still friends of course, and we threw around a couple of songs when I went to visit him recently. It's a situation where anything is possible, and we're not saying we're not going to work together in the future." The group will continue to operate as a five-man outfit, drawing on a pool of musicians and collaborators McCleary termed "the mean machine." One of those collaborators, **Henry Hudson**, recently subbed on and co-wrote "Painted Picture," the group's present chart single, adding weight to the group's open circle approach. Additionally, the band recently selected **Chuck Smiley** to replace the late **Benny Ashburn** as their manager, and Smiley's experience in television and film is expected to play a major role in the band's future direction. "We're zeroing in heavily on that area," said McCleary, adding that the group's next single, "Reach High," will also be the theme song for a forthcoming tv series entitled "Teachers Only." **fred goodman**

POINTS WEST — "Punks battle police at rowdy concert" screamed newspaper headlines after a tussle at a hard-core show held recently at Studio Instrumental Rentals (SIR) in Hollywood erupted into an all out confrontation between cops and kids on Sunset Boulevard. Rocks and bottles were just some of the artillery hurled by the wasted youth brigade, and 40 officers dressed in full riot gear were called in to assuage the fracas, which lasted about an hour. The whole thing began when concertgoers (who came to a show featuring **Toxic Reason**, **Los Olvidados**, **Social Distortion**, **Red Kross** and **T.S.O.L.**) moved beyond the de rigueur slam dancing and spitting, and began slashing each other's faces with razor blades. As T.S.O.L. finished up the final set of the evening, someone ripped a fire extinguisher off a wall and sprayed the crowd with gray glop, which sent private security guards into action. Fist fights inside the hall caused many of the punkateers to move the battleground outside the SIR lot, and the whole mess got into full swing when a projectile just missed hitting a passing L.A.P.D squad car. "If it wasn't a riot, it was the next best thing," remarked a police sergeant, while some show attendees accused the boys in blue of using excessive force to break up the situation. No one knows just yet how the incident will affect future tough rock events in the Hollywood area, but odds are it won't help booking agents secure gigs for groups pandering to the fin and skinhead tribe... Regency Records, which is planning to release soundtracks to **Sweet Sixteen**, **First Blood** and **Street Music** later in the year, has moved to 1527 N. Fairfax in Los Angeles



GLORIOSKY! — Atlantic recording artist and Grammy nominee **Laura Branigan** (l) takes a break from work on her second LP to bask in the California sun with producer **Jack White**.

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VIDEO WORKSHOP — A Video Conference sponsored by EIA/CEG Video Division gave showgoers the chance to bone up on advancements in the field of video hardware. Pictured on the panel are (l to r): Michael Friedman, a retailer with Chicago's Video King; Jerry McCarthy, Zenith Radio Corp.; Jack Pluckhan, Quasar Co.; moderator Bruce Apar, Video magazine; Ken Thompson, Magnavox; Elly Valas, owner of the Denver-based retail outlet Valas TV & Stereo; and Arnold Valencia, RCA Consumer Electronics.

Price And Product Focuses Of Winter CES Vid Conference

by Michael Glynn

LAS VEGAS — It was, as Sony Corp. of America's Joseph Lagore, chairman and keynoter of the 1983 Winter Consumer Electronics Show Video Conference here Jan. 8, put it, "A winter of sunny predictions" for both the hard- and software sectors of the industry. However, as Lagore himself hastened to add, "Even though things are looking better for 1983, it's still going to be a tough year and the only thing that's going to make it a great year for video dealers is energy and salesmanship."

Indeed, the projections for '83 would appear to paint a rosy picture for the year. As Lagore referred to the Electronic Industries Assn.'s Consumer Electronics Group (EIA/CEG) forecast, VCR sales are expected to be up 20%, projection TV sales should climb 26% and videodisc and color camera sales are anticipated to jump 33%. In software, it's estimated that prerecorded video sales will improve by 17%, videotape overall (blank and prerecorded) will increase 24% and videodisc sales will leap 150%.

Manufacturers and dealers of video hard- and software will both have to contend with the common issue of price in '83, though. On the hardware side, the dilemma of price versus profitability exists, whether, as Quasar's Jack Pluckhan noted, the dealer and manufacturer has made or will make any money on low-end VCRs is "definitely a serious question." On the software side, '83 may be, as Lagore characterized it, "the year of the sale" of prerecorded videocassettes, with, as moderator Seth Goldstein of Video Week stated, the only question being "how fast recorded cassette prices will fall and how far."

Profit Outlook

There are positive indications that the problem of profitability for video hardware dealers may not be as severe this year as it was in 1982, according to panelist Arnold

Valencia of RCA Consumer Electronics, who said that he sees "more stability in pricing" ahead due to the fact that inventories are now reaching more "sensible" levels.

"Profitability problems were driven by an excess of inventory in 1982," Valencia pointed out.

Price points will continue to be an issue for certain products, however, particularly the projection television. Projection TV sales were off somewhat in '82, based on the anticipated count by EIA/CEG, falling from 122,000 the year before to 115,000. Many dealers chalk the performance up to prohibitive pricing but, nevertheless, see a rebound in 1983 . . . if the price is right.

"The key price point (for projection TV) is \$1,995 . . . The experience that we had this year was that anything that we could get our hands on that we could sell at \$1,995 we could do so," said Elly Valas of Denver's Valas TV & Stereo.

What products do manufacturers and retailers see significant growth in? Component television, for one. At last year's winter show, Sony exhibited its Profeel monitors and components in a suite, but this time around there were a greater number of such systems displayed on the main floor of the Las Vegas Convention Center. Also, as Quasar's Pluckhan suggested, TV for monitors, "in the expansion of video game and computer areas." RCA's Valencia predicted increased growth in the portable VCR market.

As far as specific features that will boost hardware, Zenith Radio Corp.'s Jerry McCarthy believed "that the introduction here at this show of stereo capability for the VCR can and will have a big impact" in '83, in addition to Sony's one-piece configuration Betamovie camera/recorder.

Truce Called

With more than 36,000 titles available in home video today, "the software age," as Sony's Lagore pronounced in his preamble to panel II, "has begun." Dealers and suppliers would agree, though, that it's been a rocky road to where this sector of the industry has arrived today, as the two camps have reached somewhat of a detente (Video Station's George Atkinson on the panel called it "a cease-fire") after the battle over rental programs.

There still appears to be a cold war, or at least a strong disagreement, among certain parties over the question of whether a sales market for prerecorded cassettes can be stimulated by reducing the price of product, and those differences surfaced once again on the software panel discussion.

The focal point of all this has been Paramount Home Video's release late last

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TOP 30 VIDEO CASSETTES

	Weeks On 1/15 Charts		Weeks On 1/15 Charts
1 ROCKY III CBS/FOX TW 4708	2 4	16 PLAYBOY, THE MAGAZINE, VOL. 1 CBS/Fox 6201	12 7
2 POLTERGEIST MGM/UA 00164	6 4	17 CONAN THE BARBARIAN MCA Distributing Corporation 77010	17 17
3 STAR TREK II: THE WRATH OF KHAN Paramount Home Video PA 1180	1 8	18 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corporation 042	21 29
4 TRON Walt Disney WD 122	5 4	19 ON GOLDEN POND CBS/Fox 9037	20 33
5 THE BEST LITTLE WHOREHOUSE IN TEXAS MCA Distributing Corp. 77014	10 4	20 ESCAPE FROM NEW YORK Embassy BA 1601	15 9
6 ANNIE RCA/Columbia Home Video 10008	8 5	21 QUEST FOR FIRE CBS/Fox 1148	19 12
7 FIREFOX Warner Home Video 11219	3 8	22 A MIDSUMMER NIGHT'S SEX COMEDY Warner Home Video 22025	— 1
8 VICTOR VICTORIA MGM/UA 0051	7 10	23 THE COMPLEAT BEATLES MGM/UA 00166	18 11
9 THE THING MCA Distributing Corp. 77009	9 8	24 SUMMER LOVERS Embassy 1704	— 1
10 MISSING MCA 71009	13 4	25 ARTHUR Warner Home Video 72020	27 37
11 DINER MGM/UA 00164	11 7	26 THE AMATEUR CBS/Fox 1147	26 11
12 REDS Paramount Home Video PA 1180	22 2	27 ZAPPED Embassy 1604	— 1
13 RICHARD PRYOR LIVE ON SUNSET STRIP RCA/Columbia Home Video 10469	4 7	28 DEATH WISH II Warner Home Video 26032	23 15
14 AUTHOR, AUTHOR CBS/Fox 1181	14 9	29 DEATHTRAP Warner Home Video 11256	25 15
15 STAR WARS CBS/Fox 1130	16 32	30 THE SWORD AND THE SORCERER MCA Distributing Corporation 71010	24 11

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; Everybodies-Portland; Radio 437-Bala Cynwyd; American Tape & Video-Atlanta; Crazy Eddie-New York; The Cinema Store-Encino; Video Company-Larkspur; Video Studio-Farmington; Video Library-San Diego; Video Media-Chatsworth; Wonderful World of Video-Chattanooga; Warehouse-National; Video Showroom-Louisville; Erol's Video Club-Springfield; New England Home Video-Groton; Movies Unlimited-Philadelphia; Video Showcase-Federal Way; Movies To Go — Clayton.

NEW VIDEO SOFTWARE RELEASES

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

- DONOVAN'S REEF**
Cassette—Paramount 6220 \$49.95
- SONS OF KATIE ELDER**
Cassette—Paramount 6729 \$49.95
- MR. MAGOO IN SHERWOOD FOREST**
Cassette—Paramount 2320 \$39.95
- ALICE IN WONDERLAND**
Cassette—MCA 55092 \$39.95
- THE RAVEN/THE BLACK CAT**
Cassette—MCA 55095 \$30.95
- HOMEWORK**
Cassette—MCA 55111 \$39.95
- EVERYDAY WITH RICHARD SIMMONS**
Cassette—Karl Video Corp. KA 43 \$59.95
- YES, GIORGIO**
Cassette—MGM/UA 800208 \$79.95
- INVITATION TO THE DANCE**
Cassette—MGM/UA 600192 \$59.95
- WHO'S AFRAID OF OPERA—Faust and Rigoletto**
Cassette—MGM/UA 400187 \$39.95
- WHO'S AFRAID OF OPERA—La Traviata and Daughter of the Regiment**
Cassette—MGM/UA 400212 \$39.95
- WHO'S AFRAID OF OPERA—The Barber of Seville and Lucia Di Lammermoor**
Cassette—MGM/UA 400213 \$39.95
- TO SEE SUCH FUN**
Cassette—Pacific Arts 533 \$69.95
- MUPPET MUSICIANS OF BREMEN***
Cassette—Walt Disney 807 \$49.95
- HEY CINDERELLA (Muppet Home Video)***
Cassette—Walt Disney 806 \$49.95
- FROG PRINCE (Muppet Home Video)***
Cassette—Walt Disney 805 \$49.95
- THE AMAZING APES (Amazing Animal World)***

- Cassette—Walt Disney 801 \$69.95
- THE SECRET WORLD OF REPTILES (Amazing Animal World)***
Cassette—Walt Disney 804 \$69.95
- MYSTERIOUS MINIATURE WORLD (Amazing Animal World)***
Cassette—Walt Disney 800 \$69.95
- THE CARNIVORES (Amazing Animal World)***
Cassette—Walt Disney 802 \$69.95
- PREDATORS OF THE SEA (Amazing Animal World)***
Cassette—Walt Disney 803 \$69.95
- * March release



THE WONDERFUL WORLD OF CES — Promoting its new video software release, Tron, representatives from Walt Disney Home Video Inc. held court in a full-scale mock-up of a storybook castle.

Solomon Resigns As VSDA Vice President

LOS ANGELES — Risa Solomon, vice president of the Video Software Dealers Assn. (VSDA), has resigned from her post, effective Jan. 15. Solomon, who was actively involved in virtually all facets of VSDA's operation and helped coordinate many of the trade organization's regional activities, operated out of a satellite office in Dallas.

VSDA executive vice president Dan Davis, while praising Solomon's performance and dedication to the dealer group, stated that the association's need to centralize activities in one office was a prime reason for the move.

Video Game Makers Bow New Titles, Returns Plans At CES

by Jeffrey Ressler

LAS VEGAS — With well over 20 home video game software manufacturers vying for attention during the Winter Consumer Electronics Show (CES) held here at the Convention Center Jan. 6-9, cathode ray amusement action was hot and heavy. As thousands of people poured into game firms' exhibit booths, talk about price cuts, stock balancing plans and innovative new equipment spread like wildfire.

While many of the major forces in the industry — Atari, Mattel, Activision and Odyssey — revealed extensive retail inventory adjustment plans, other companies such as Coleco were wary of such programs because of the risks involved during shakedown periods when merchants assess and appraise their stocks on hand. One thing most game concern representatives did agree on, however, was the overwhelming growth of the field since the last CES show in June, 1982 and the resultant stiff competition that has emerged.

Returns Policies

Stock balancing, returns policies and other consignment-type retail breaks — which have been commonplace programs in the record business for decades — would allow distributors and retailers of vid game product to exchange slow moving cartridges for more popular titles. Although details regarding such plans in the electronic game arena are still sketchy at this point, with some manufacturers finalizing clauses and conditions concerning their programs, retailers should be informed very soon about these particulars. At least one firm, North American Philips' Electronics' Odyssey division, is said to be asking dealers to buy two titles for every one title exchanged during a 30-day time period.

Another software manufacturer, Tigervision, has a stock adjustment policy in effect from Jan. 1 to May 31, under which one dollar is returned to dealers for each two dollars ordered, with returns on defective carts for credit or replacement set for August. Tigervision will also have an adjustment program in effect between June 1 and Dec. 31, and carts bought during that time will have a similar dollar returned for each two dollars ordered, with defective software available for return next March. The company also had a "CES Special Program" with a bonus discount of 50 cents per cartridge for orders postmarked on or before Jan. 31.

The news of stock balancing plans, though such programs remain relatively under wraps, brought sighs of relief to many vid game merchants who overbought

several titles in 1982 — including Atari's "Pac-Man" and *E.T.* — and still have boxes of the games stacked on their shelves. Other special discounts and marketing plans were also seen as positive steps by retailers who merchandise the mushrooming home entertainment product.

For example, Imagic introduced a "Double Play" retail promotion, which has its musical analogy with the recent "two-fer" prerecorded cassette packages offered by CBS, MCA and the WEA group. Under Imagic's plan, two game cartridges are sold to consumers for the price of one in a shrink-wrapped package, with carts available for sale between Jan. 17 and Feb. 26. The specific titles in the promo are "Atlantis" b/w "Riddle of the Sphinx" and "Cosmic Ark" b/w "Fire Fighter." Some accessory manufacturers also made significant announcements at the show. Starpath Corp. for one, lowered the price on its Supercharger device — an attachment which "enhances" the computing power of Atari's Video Computer System (VCS) — from \$69.95 to \$44.95.

Computer Connections

Major announcements were also made by many software makers about the expansion of their game lines into the personal computer area. Activision said it will produce software for the Atari series of home computers, with more detailed information to be released in the spring; General Mills' Parker Bros. stated it hopes to have game cartridges compatible with Atari's 400/800, Commodore's VIC-20 and Texas Instruments' 99/4A, as well as IBM and Apple hardware, later this year; Imagic introduced two carts for Atari's 400/800 ("Demon Attack" and "Atlantis") and one game for the VIC-20 (Demon Attack); Starpath will develop games for Atari's 400/800/1200 line of computers in 1983's second quarter; Wizard Video Games will have its "Texas Chainsaw Massacre" and "Halloween" games out on Atari 400/800 Disc and Apple II plus cassette; Tigervision will have four home computer titles in May compatible with the Atari 400/800, Vic-20 and TI 99/4A; CBS Software premiered nine home computer programs in multiple formats; Fox Video Games of the Century plans shipping Commodore VIC-20, TI 99/4A and Atari home computer software in the first quarter of 1983; Mattel Electronics will have six M Network game titles in 1983 geared for the IBM and Apple home computers — and this is just the tip of the iceberg.

Besides the changes in price structures, returns programs, and increased interest in producing games for personal



COLECO CROWD — Game players lined up at Coleco Industries' black pyramid display center to get a taste of the company's new cartridges compatible with its ColecoVision system. (Cash Box photo by Jeffrey Ressler)

computer systems, the bulk of activity that went down at CES regarding home vid amusements revolved around the upcoming releases of new titles and accessories, along with revamped hardware modules.

Mattel bowed its Intellivision II unit, which is expected to retail "well under \$200," and likely to go for around \$125, and the company also gave industry insiders a sneak peek at its Intellivision III console that will be available in late 1983 if all goes according to plan. Atari showcased its trakball superarcade style controller for use with its VCS and new 5200 console, a precision-response Proline joystick for the VCS, a Kid's Controller specially designed for the Atari/Children's Television Workshop game series, a joystick repair kit and remote control joysticks that work without tangled cords. Coleco Industries showed off its "super action controller" for ColecoVision hardware (which comes with a bonus "Baseball" cartridge) and a "roller controller" (packed with a bonus "Slither" game). Other accessories were shown by Discwasher, Wico, Championship Electronics, and Thumb Power, to name but a few.

Some of the more exciting cartridges to

debut over the next few months were also shown at CES, including Activision's "Dolphin" (which uses a sonar-like sound as an integral part of game play), Coleco's "Dracula" (featuring a bat that turns into the evil Count), Atari's VCS and 5200 adaptations of the cute coin-op "Centipede," Data Age's fast-moving "Bermuda Triangle," Fox Video Games' "Fantastic Voyage," Imagic's "Safecracker" (which is sure to arouse controversy over its granting bonus points for every police car the player tommy guns down), CBS Video Games' prototype of "Tunnel Runner" (one of two games that uses a new chip to triple the RAM capacity of the VCS) and Mattel's Intellivision version of the Data East/Bally recent coin machine entry, "Burger Time."

The aforementioned pieces are just a few of the estimated 200-300 cartridges previewed at the three day trade show, with more due to be exhibited at the next CES gathering during June in Chicago. It's pretty obvious that competition will become even more fierce over the course of 1983, and the Darwinian theory regarding survival of the fittest will soon come even more strongly into play.

CES Audio Meet Sees Digital Boom

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suspect by the time they come to market with the vast amount of manufacturers, that the pricing will be down."

Pricing Concerns

Maynard added that with the Compact Disc system Hitachi itself was exhibiting at the show, which carries an initial \$1,000 price tag, "we've had a lot of people express interest, a lot of dealers have already placed orders for them... so I don't believe that (the high price) is a factor at this point."

Both retailers on the panel, Jerry Dyer, of Dyer Electronics Warehouse in San Antonio, and Jerry Kowitz of Jerry's Audio Exchange in Phoenix, expected that the Compact Disc system would become "a focus" of many audio outlets and consumers would see and hear it "even if they just come in to buy blank tape."

And, as Yamaha Electronics' Don Palmquist suggested, "Retailers are going to have an opportunity, for the first time, to really talk about the evolutionary changes that have been going on in all of our products for the past 10 years."

Ten years in coming, digital audio disc units will begin filtering onto dealers' shelves starting in March, according to Sony and other manufacturers displaying CD systems at the CES. Sony will ship its CDP-101 model to a network of 50 audio specialty dealers, with a \$1,000 suggested list (which includes wireless remote.) Hitachi and Denon, which have already in-

troduced CD systems in Japan, also expect March or early April arrivals at similar price points.

On the software side, Sony is looking to initially provide its dealers with some 16 titles from the CBS/Sony catalog in Japan at a suggested list of \$16.98 each. By June, the number is hoped to be around 40, with additional titles provided by CBS, Telarc and Nautilus. PolyGram, which had anticipated revealing the 250 CD titles that would initially be available in Europe and Japan at this CES, postponed the announcement until June, according to Wolfgang Muciazinski of PolyGram's Hamburg, Germany base. Muciazinski said at the show that "what we're interested in is a harmonious launch plan... it's no good having three players and 10 discs floating around Peoria."

In addition to the advent of the digital era, attendees at the CES Audio Conference and at many of the exhibits throughout the show were given other reasons to be cheerful about the future of the \$6 billion industry. And one reason that conference chairman Doyle offered, as others have in past audio conferences, is the marriage of video and high-fidelity sound — which was further in evidence at this show with the introduction of Beta Hi-Fi, among other things (Cash Box, Jan. 15).

"Component television," stated Doyle. "Suddenly, video and audio have come

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SPACE CADET — Atari, Inc. had an impressive display of its new 5200 supergame console, with samples of carts such as "Missile Command," "Qix" and "Kid Kangaroo" receiving plaudits from critics and players alike. *E.T.* director Steven Spielberg was seen around the exhibit absorbed in a game of 5200 tennis. (Cash Box photo by Jeffrey Ressler)

1983 Winter CES



SHOW-STOPPER — The appearance of guest celebrities such as Richard "Jaws" Kiel, who starred as the bad guy in two James Bond flicks and last year's "Superman II," gave the Winter CES show additional glamour. Other stars who stopped by various exhibits included Jonathan Winters, Mr. T, Mickey Mantle, Jane Fonda, and Richard Simmons.

Pricing: Key Topic At CES Vid Meet

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year of *Star Trek II: The Wrath of Khan* at \$39.95. The pricing issue was further amplified at the winter CES by Paramount's introduction of last summer's blockbuster *An Officer And A Gentleman* at the same price, followed by Sony's announcement that it would help underwrite the Beta version of the movie at \$29.95. Dealers cheered again, but some studio representatives and other manufacturers, including Walt Disney's Jim Jimirro, continued to see it merely as a "promotion," the effect of which, Jimirro felt, is "not going to mean all that much."

Jimirro added that once the "short term euphoria" over such experiments wears off, the industry will still be left to face the "fundamental issue" of sales versus rentals, citing the "continuing and somewhat failing efforts on the part of all of us to get at" this.

The outspoken Walt Disney exec, like Steve Roberts of 20th Century-Fox Telecommunications, continued to support the passage of the Fair Marketing Amendment "because there doesn't seem to be a marketplace solution" to the issue.

Although he felt that there needs to be a legislative answer, Jimirro foresees an "uphill battle" in the Congress during the next session, since it's "not a very popular piece of legislation."

On the other hand, most dealers have nothing but kind words and encouragement for experiments such as Paramount's and, now, Embassy Home Entertainment's,

with the release of *Blade Runner* at \$39.95. Retailer Linda Rosser of Phoenix's Entertainment Systems of America gave five examples of how such moves have helped build her own sales and profit, stating that it "brought customers in who never considered purchasing, showed retailers the business of salesmanship; made the retailers a nice profit . . . (we didn't have to do rental and it wasn't nearly as labor intensive); caused a secondary level of sales (in terms of multiple purchases)"; and "caused a lot of people to ask what else was available."

"I also imagine that it will bring fewer returns for Paramount," she concluded.

Video Station's George Atkinson observed that manufacturers trying to find the "optimal rental program" in the past was "like searching for the Holy Grail." He allowed that while many titles won't sell at even the lowest price point ("Even at \$19.95, I don't know who would collect *Attack Of The Killer Tomatoes*"), he disagreed with Jimirro's thesis that movies on prerecorded video were "a one-night stand sort of thing."

"Many, many films are candidates for collection, especially the classics," said Atkinson.

That's what companies such as Thorn EMI are banking on by lowering the price of popular catalog items to \$39.95 and putting them in a "Collector's Series." On the panel, Thorn EMI's Nicholas Santrizos said he felt price was "a very pivotal point" in the sale of such product.

CES Audio Conference Praises Digital

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together. The FCC is still dragging its feet on a decision on multi-channel sound, despite the industry's best efforts. Chances are we'll get a decision to let the market decide. But the advent of stereo broadcast may be the single biggest news item for the audio industry in years.

"... As music television becomes more popular, it's bound to have an impact on TV sound, which means stereo converters, component tuners and added speakers."

Videodiscs, as well, were seen as offering new opportunities for cross-merchandising, especially with the addition of CX technology. According to William Fox and Daniel Graveraux of the CBS

Technology Center in Stamford, Conn., which pioneered the CX system, CX audio disc noise reduction systems should themselves, become more widespread this year, now that 33 hardware licenses have been signed (with others to come) and more than 100 CBS label titles already available in the CX-encoded format (WEA, RCA and Capitol have also licensed the technology for their own software).

"We started bringing out CX records more than a year ago," said Fox at CBS's CX suite. "Now, we've manufactured one million CX records so far, 25 titles of which were available in CX only, with integrated inventory shipped to dealers. . . Our plans for '83 include greater consumer education concerning the CX process, through an inner sleeve insert explaining it, catalog distributed to dealers, bag stuffers, handouts and working with our sales force."

So, as opposed to years past, there was a ray of hope given from a few sectors at the 1983 Winter CES that those in the audio industry are banking on to prove the prognosticators wrong. Then, there was also plain old enthusiasm, hoping that a good attitude at the start of a new year will help lift those in the business out of what Jerry Kowitz of Jerry's Audio called the "apathy" many have become mired in.

Leading the cheer, conference keynoter Doyle concluded by saying, "Despite all the predictions, let's make this a banner year for audio!"



MEN AT WORK — Cash Box publisher George Albert (r) discussed plans for the domestic introduction of PolyGram's Compact Disc system with Wolfgang Munczinski of PolyGram's Hamburg, Germany base.

25th Grammy Awards Nominees

(continued from page 12)

DAVID FOSTER, QUINCY JONES, GARY KATZ, TOTO.

CLASSICAL FIELD

Best Classical Album

BACH: THE GOLDBERG VARIATIONS, Glenn Gould (CBS); BERLIOZ: LA DAMNATION DE FAUST, Sir Georg Solti cond. Chicago Symphony Orchestra & Chorus (London); DEBUSSY: LA MER/PRELUDE A L'APRES-MIDI D'UN FAUNE/DANSES SACREE ET PROFANE, Leonard Slatkin cond. Saint Louis Symphony (Telarc); MAHLER: SYMPHONY NO. 7 IN E MINOR ("SONG OF THE NIGHT"), James Levine cond. Chicago Symphony (PCA); STRAVINSKY: THE RECORDED LEGACY, Igor Stravinsky & Robert Craft cond. Various Orchestras (CBS).

Best Classical Orchestral Recording

DEBUSSY: LA MER/PRELUDE A L'APRES-MIDI D'UN FAUNE/DANSES SACREE ET PROFANE, Leonard Slatkin cond. Chicago Symphony (Telarc); HOLST: THE PLANETS, Herbert von Karajan cond. Berlin Philharmonic (DG); MAHLER: SYMPHONY NO. 7 IN E MINOR ("SONG OF THE NIGHT"), James Levine (RCA); MOZART: SYMPHONIES — VOLUME 1 (The Early Works) Christopher Hogwood cond. Academy of Ancient Music (L'Oiseau-Lyre), (R.); STRAUSS: DEATH & TRANSFIGURATION/DON JUAN/SALOME — DANCE OF THE SEVEN VEILS, Eduardo Mata cond. Dallas Symphony (RCA).

Best Opera Recording

FAURE: PENELOPE, Charles Dutoit cond. Orchestre Philharmonique de Monte Carlo (Erato); JANACEK: THE CUNNING LITTLE VIXEN, Sir Charles Mackerras cond. Vienna Philharmonic Orchestra (London); PUCCHINI: TOSCA, James Levine cond. Philharmonia Orchestra (Angel); PUCCHINI: TURANDOT, Herbert von Karajan cond. Vienna Philharmonic Orchestra (DG); WAGNER: DER RING DES NIBELUNGEN, Pierre Boulez cond. Bayreuth Festival Orchestra (Philips); WEINBERGER: SCHWANDA, THE BAGPIPER, Heinz Wallberg cond. Munich Radio Orchestra (CBS).

Best Choral Performance

(Other Than Opera)

BACH: CANTATAS — VOLUME 30 (Nos. 120, 121, 122, 123), Gerhard Schmidt-Gaden, Choral Conductor (Telefunken); BERLIOZ: LA DAMNATION DE FAUST, Margaret Hillis, Chorus Master (London); BRAHMS: GERMAN REQUIEM, Norbert Balatsch, Chorus Master (Philips); HAYDN: THE SEASONS, Laszlo Heltay, Chorus Master (Philips); JANACEK: GLAGOLITIC MASS, Nicholas Cleobury, Chorus Master (Angel); POULENC: GLORIA FOR SOPRANO, CHOIR AND ORCHESTRA (G MAJOR), Robert Shaw cond. Atlanta Symphony Orchestra & Chorus (Telarc); RACHMANINOFF: THE BELLS & RUSSIAN SONGS, Thomas Peck, Chorus Master, Saint Lois

Symphony Chorus (Vox Cum Laude).

Best Chamber Music Performance

BACH: TRIO SONATAS, James Galway, Kung-Wna Chung (RCA); BORODIN: QUARTET NO. 2 IN D MAJOR/DOHNANYI: QUARTET NO. 2 IN D-FLAT MAJOR, OP. 15 (RCA); BRAHMS: SONATAS FOR CELLO & PIANO NO. 1 IN E MINOR, OP. 38 & No. 2 IN F MAJOR, OP. 99 (RCA); BRAHMS: THE SONATAS FOR CLARINET & PIANO, OP. 120 (London); BRAHMS: THE STRING SEXTETS (B-Flat Major, Op. 18 & G Major, Op. 36) (RCA).

Best Classical Performance

Instrumental Soloist Or Soloists

(With Orchestra)

BEETHOVEN: CONCERTO FOR PIANO NO. 4 IN G MAJOR, OP. 58, Rudolf Serkin (Telarc); ELGAR: CONCERTO FOR VIOLIN IN B MINOR, Itzhak Perlman (DG); MOZART: CONCERTO FOR PIANO NO. 22 IN E-FLAT MAJOR, K. 482 (London); SCHUMANN: CONCERTO FOR PIANO IN A MINOR/RACHMANINOV: CONCERTO FOR PIANO NO. 2 IN C MINOR, OP. 18, Alicia de Larrocha (London); VIVALDI: THE FOUR SEASONS, Joseph Silverstein (Telarc).

Best Classical Performance

Instrumental Soloist Or Soloists

(Without Orchestra)

THE ALKAN PROJECT (ETUDES, OP. 39) (Arabesque); BACH: THE GOLDBERG VARIATIONS, Glenn Gould (CBS); BARBER: SONATA FOR PIANO, OP. 26 (Nonesuch); GRANADOS: DANZAS ESPANOLAS, Alicia de Larrocha (London); GROFE-TOMITA: GRAND CANYON SUITE (RCA); HOROWITZ AT THE MET, Vladimir Horowitz (RCA); SCHUMANN: HUMORESKE, OP. 20 (RCA).

Best Classical Vocal Soloist Performance

BERLIOZ: LA MORT DE CLEOPATRE, Jessye Norman (DG); FAURE: LA BONNE CHANSON/DEBUSSY, Ely Arneling (CBS); FREDERICA VON STADE LIVE, Frederica Von Stade (CBS); MOZART: CONCERT ARIAS, Kiri Te Kanawa (London); VERDI: ARIAS, Leontyne Price (London).

Best Engineered Recording, Classical

BACH: THE GOLDBERG VARIATIONS, Glenn Gould (CBS); BERLIOZ: LA DAMNATION DE FAUST, Sir Georg Solti cond. Chicago Symphony (London); DVORAK: SYMPHONY NO. 9 IN E MINOR, James Levine (RCA); HOLST: THE PLANETS, Herbert von Karajan (DG); MAHLER: SYMPHONY NO. 7 IN E MINOR ("SONG OF THE NIGHT"), James Levine (RCA).

Classical Producer Of The Year

STEVEN EPSTEIN (CBS); GLENN GOULD & SAMUEL CARTER (CBS); JAMES MALLINSON (CBS); JAY DAVID SAKS (RCA); ROBERT WOODS (Telarc).

Cautious Outlook On Retail Expansion

(continued from page 11)

oversaturated with record retail outlets, and foreseeing a rapidly approaching time when marginal dealers won't survive in the business, Marmaduke said that management consolidation remains a viable avenue for chain expansion. "There's only so many growth opportunities that make sense or that you can afford," he said, noting that the chain added 10 stores last year while closing five.

At the 142-store Stark/Camelet/Grapevine chain based in Canton, Ohio, owner Paul David pointed out that there are greater opportunities in existing malls because of the turnover of tenants. He noted that mall management usually assesses the store mix in a center and determines if a particular lease should be renewed upon expiration. The company added 13 stores during 1982 and plans to add between 12-18 during the coming year, with the emphasis on searching out existing facilities.

Calling himself an "optimist," Martin Spector, head of the 16-store Spec's Music web in Florida, said his company would be very selective in chain growth during the coming year and "won't be playing a numbers game. We're not like a lot of the national chains; we're comfortable in the

Dade County markets where we already exist. There are no prospects for expansion during 1983 unless a really good opportunity comes up." Spector noted that one store had been opened in 1982, primarily "to increase our market presence."

Product Expansion

With plans to open his first store in New York City, Russ Solomon, Sacramento, Calif.-based Tower Records chief, said that expansion at the 32-chain will "primarily be in product line expansion." He explained that Tower stores "will make a commitment to video games, prerecorded video and other prerecorded software" like computer floppy discs.

"I think that kind of expansion is a natural result of the way the world is going," he added. "We still don't know what all the answers are (to merchandising such products), but this is probably the only way to find out."

"If the new lines we concentrate on are to be successful," Solomon continued, "then it will be the result of increments. Sales of the new product lines are not to replace record sales declines, but to maintain the stores' position in the record industry and to augment our position with other industries."

ON JAZZ

(continued from page 7)

able to make a profit on in the past, and we feel that our concept is viable and workable. Obviously, we're not going after carload numbers with this, but they're extremely receptive to our concept. There's a need for it." Mosaic Records is located at 1341 Ocean Avenue, Suite 135, Santa Monica, Calif. 90401. The telephone number is (213) 395-8150.

fred goodman

COAST TO COAST

(continued from page 12)

... Look for a new *Blasters* album around March 23, and sophomore efforts from *Fear* and *Bonnie Hayes & The Wild Combo* the following month. . . Southwestern University will hold an Entertainment Law symposium on Jan. 22, with four panels discussing expanding careers for attorneys interested in getting into the movie, television and record industries.

jeffrey resner

TOP 15 VIDEO GAMES

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

COMPILED FROM: Alta — Phoenix • Disc-O-Mat — New York City • 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, Seattle • Crazy Eddie — New York City • Video Store — Cincinnati • Turtles — Atlanta • Radio 437 — Bala Cynwyd • Wonderful World of Video — Chattanooga • Entertainment Systems — Phoenix • Lieberman — Kansas City • Day Jay — Denver • Cavages — Buffalo • Tower — Sacramento, Seattle • Wherehouse — Los Angeles.

TOP 15 MIDLINES

	Weeks On Chart	1/15	Chart
1 TAPESTRY Carole King (Epic PE 34946)	1	23	
2 SO FAR (Crosby, Stills, Nash & Young (Atlantic SD-19119)	4	18	
3 THE DOORS (Elektra EKS 75007)	7	27	
4 CARNIVAL Duran Duran (Capitol ST-15006)	8	12	
5 LOOK SHARP! Joe Jackson (A&M SP-6-4907)	2	18	
6 WORDS APART Saga (Portrait/CBS ARP 38246)	3	14	
7 LET THERE BE ROCK AC/DC (Atco SD-3615)	6	6	
8 RIOT LIVE Riot (Elektra 0-67969)	—	1	
9 SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 33137)	5	12	
10 JANET JACKSON (A&M SP-6-4907)	13	6	
11 PIANO MAN Billy Joel (Columbia PC 32455)	—	1	
12 I COULD RULE THE WORLD IF I COULD GET THE PARTS The Waitresses (Ze/Polydor PX-1-507)	14	8	
13 WHO ARE YOU? The Who (MCA 3050)	—	1	
14 LIVE AT LEEDS The Who (MCA 3023)	—	1	
15 FLEETWOOD MAC (Reprise MSK 2281)	—	1	

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



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 NEIL YOUNG | 8 SAMMY HAGAR |
| 2 TOTO | 9 DURAN DURAN |
| 3 RIC OCASEK | 10 BARRY MANILOW |
| 4 ADAM ANT | 11 CULTURE CLUB |
| 5 SAGA | 12 RAY PARKER, JR. |
| 6 LITTLE RIVER BAND | 13 MUSICAL YOUTH |
| 7 RODD RUNDGREN | 14 GROVER WASHINGTON, JR. |
| | 15 TONI BASIL |

NORTHEAST 1.

- 1 NEIL YOUNG
- 2 CULTURE CLUB
- 3 SQUEEZE
- 4 RIC OCASEK
- 5 RAY PARKER, JR.
- 6 TODD RUNDGREN
- 7 J. GEILS BAND
- 8 ADAM ANT
- 9 TONI BASIL
- 10 GROVER WASHINGTON, JR.

SOUTHEAST 2.

- 1 NEIL YOUNG
- 2 SAGA
- 3 DURAN DURAN
- 4 RIC OCASEK
- 5 TOTO
- 6 ADAM ANT
- 7 BARRY MANILOW
- 8 TODD RUNDGREN
- 9 LITTLE RIVER BAND
- 10 CHAKA KHAN

BALTIMORE/WASHINGTON 3.

- 1 DURAN DURAN
- 2 NEIL YOUNG
- 3 RIC OCASEK
- 4 SQUEEZE
- 5 TOTO
- 6 LITTLE RIVER BAND
- 7 BARRY MANILOW
- 8 SAGA
- 9 GOLDEN EARRING
- 10 MUSICAL YOUTH

WEST 4.

- 1 NEIL YOUNG
- 2 CULTURE CLUB
- 3 RIC OCASEK
- 4 MUSICAL YOUTH
- 5 TOTO
- 6 DURAN DURAN
- 7 ENGLISH BEAT
- 8 ADAM ANT
- 9 GROVER WASHINGTON, JR.
- 10 SAMMY HAGAR

MIDWEST 5.

- 1 TOTO
- 2 TODD RUNDGREN
- 3 CULTURE CLUB
- 4 NEIL YOUNG
- 5 ADAM ANT
- 6 LITTLE RIVER BAND
- 7 RIC OCASEK
- 8 DURAN DURAN
- 9 SAMMY HAGAR
- 10 BARRY MANILOW

NORTH CENTRAL 6.

- 1 LITTLE RIVER BAND
- 2 TOTO
- 3 BARRY MANILOW
- 4 SAMMY HAGAR
- 5 ADAM ANT
- 6 SAGA
- 7 RAY PARKER, JR.
- 8 NEIL YOUNG
- 9 PATTI AUSTIN
- 10 E.T. STORYBOOK

DENVER/PHOENIX 7.

- 1 SAGA
- 2 LITTLE RIVER BAND
- 3 NEIL YOUNG
- 4 TONI BASIL
- 5 RIC OCASEK
- 6 ADAM ANT
- 7 TODD RUNDGREN
- 8 TOTO
- 9 SAMMY HAGAR
- 10 BILL COSBY

SOUTH CENTRAL 8.

- 1 NEIL YOUNG
- 2 SAMMY HAGAR
- 3 TOTO
- 4 SAGA
- 5 GROVER WASHINGTON, JR.
- 6 RAY PARKER, JR.
- 7 MUSICAL YOUTH
- 8 RIC OCASEK
- 9 TODD RUNDGREN
- 10 TONI BASIL

WHAT'S IN-STORE

CBS PRICING REVISION DATA — Following are some of the particulars regarding last week's new CBS pricing structure, which cut customer pricing categories from eight to two (**Cash Box**, Jan. 15): Under the "Group A" classification, which includes all accounts (retailer and sub-distributor) whose primary business is selling records, the cost of the CBS equivalent of \$8.98 list price albums is \$4.99 each when bought in box lots of 30. When purchased at smaller than box lot quantity, the "loose" price is \$5.09 a piece. In the "Group B" classification, which includes all other CBS accounts such as discount stores, the box lot price is \$5.39 and the loose price is \$5.50. In addition, the 20-cent handling and shipping charge per piece is being discontinued for stores that



RECEIVING A RECEIVER — James Fuechesel (l), vice president of marketing for computers plus at Schwartz Brothers, Inc., greets Mr. Phonehead (r), who recently visited SBI accounts to explain its computer products division's new marketing campaign.

order a minimum of 120 albums; otherwise the charge remains in effect. On the exchange side, all credit will be issued at the box lot price, minus discounts. The CBS Masterworks series, which is an equivalent \$9.98 list, has also changed in cost, increasing a nickel to \$5.20. Here, however, a five percent discount is available on the 78 best-selling titles. Finally, the three dollar reduction on single-album 8-tracks is matched by a three dollar exchange credit. Multiple-album 8-tracks sell and credit at six dollars.

PIZZA PIES — Licorice Pizza offered free needle inspections as part of last weekend's record and cassette care product sale. The heavily merchandised sale was designed to take advantage of Christmas record and tape player sales. Next week brings another "Your Choice Cassette Sale," which offers buyers of three or more cassettes a dollar off on each to encourage multiple cassette sales. . . . For the first time, the chain is offering two "guaranteed sale" items at once, in this case to fuel the current momentum achieved by **Culture Club** and **Musical Youth**. The Culture Club debut is also being aided by a special \$5.49 cassette price, substantially less than the \$5.99 LP price. Each store in the chain has been given a sales target and will be awarded \$100 if that mark is surpassed. . . . Licorice Pizza recently co-presented a day-long festival in San Diego's Del Mar Fairgrounds. The seven San Diego locations sold tickets for the event, which featured the **Motels**, **Greg Kihn** and several local bands. Licorice Pizza also provided free "Licorice Pizza Flyers," otherwise known as frisbees. . . . Licorice Pizza record and tape crates, T-shirts and hit albums, were given away at the recent grand opening of the outlet at the Lakewood Center Mall. radio station KNAC-FM broadcasted live and Dr. Pepper provided free soft drinks. . . . Former distribution director **Sis Siciliano** has been appointed as the company's first vice president of purchasing and distribution. **Steve Flerro** takes over as distribution director, while **Dave Reed** fills Fierro's former post of shipping and receiving manager. Former buyer manager **Sal Pizzo** is now purchasing director.

DOCTORING THE PHONE BILL — Milwaukee's **Radio Doctors** and **Mainstream** stores teamed with station WLPY and EMI America in an appropriate **Talk Talk** promotion, giving the winner of a drawing up to \$100 to pay his December phone bill. In addition, a phone booth was set up at one of the seven Mainstreams to give customers a free three-minute call anywhere in the U.S. from 6:00-9:00 p.m. . . . Another novel promotion was recently held in conjunction with Atco to support **Vandenberg's** self-titled LP. The album was given prominent display space and priced at \$100 off, when purchased with special coupons which were provided free. \$100 off? The album was priced at \$105.93 during the promotion.

MUSIC PLUSES — The **Music Plus** chain in Los Angeles is offering a trip to London and the famed Abbey Road studios as part of a **Beatles** cross-promotion with Capitol Records, station KLOS and Laserium, a laser show company currently presenting a Beatles-themed program. KLOS, Capitol co-op ads and Laserium cross-tags are bringing people into the stores to register. . . . Last week's story on used video game sales neglected to mention an emerging cutout video game business. Director of buying **Mitch Perliiss** expects such companies as Atari to begin "dumping a lot of games," having already seen a "prototype" of the company's 1983 catalog. Perliiss counted 22 "non-popular" games in four Atari sales categories that were available last year but are not listed this year, including "Superman." His reason for the cutouts was included in those given by used game retailers for used game sales: the increasing sophistication of new games that make the initial releases obsolete. "I think you'll see a lot of cutout games this year," Perliiss opined, noting another similarity between the game business and record business. "I've already heard of an Activision cut list, and it will be interesting to see if any stock balancing programs develop." Here Perliiss noted that the video game business was originally one-way. "But once a title's dead, it's dead — at least at full price."

LUGENAIL? — Avid and astute followers of this column are rightfully questioning the recent item on the California **Rush** promotion (**Cash Box**, Dec. 25), which included a contest to come up with as many words as possible out of the letters in "Rush Signals." Among the examples offered here was the word "lugenail," which is not, as one wondering respondent suggested, "a nail used in constructing Olympic luges," but a rare typographical error. The original copy read "lugsnaill," which further investigation reveals should probably have been "slugsnaill." Neither word is included in our office dictionary.

REGIONAL PICK — "We Ride Together," by **Sawmill Creek Band** — Cowboy Records (Cowboy 7749AB), P.O. Box 2219, Jackson Hole, Wyo. 83001. **Bill Heath**, head buyer for Denver-based Danjay Music, reports that this Jackson Hole, Wyo.-based country rock group's recently released third album is selling "very well for an indie group" throughout the company's **Budget** chain. "The Montana and Wyoming areas are doing especially well," says Heath, but even the chain's Denver stores are moving product due to heavy in-store play. "As far as country rock, there's nothing better."

Jim Bessman

MTV

FOR WEEK OF JANUARY 12, 1983

Playlist

HEAVY

3-4 PLAYS PER DAY

ARTIST	CLIP	LABEL
The Fixx	Stand Or Fall	MCA
Saga	On The Loose	Portrait
Duran Duran	Hungry Like The Wolf	Capitol
Tom Petty	You Got Lucky	Backstreet
Men At Work	Down Under/Be Good Johnny	Columbia
J. Geils Band	I Do	EMI America
Phil Collins	Can't Hurry Love	Atlantic
Pat Benatar	Shadow Of The Night	Chrysalis
Night Ranger	Don't Tell Me	Boardwalk
Golden Earring	Twilight Zone	21
Pretenders	Back On The Chain Gang	Sire
Stray Cats	Rock This Town/Stray Cat Strut	EMI America

MEDIUM

2-3 PLAYS PER DAY

ARTIST	CLIP	LABEL
Billy Joel	Allentown	Columbia
Sammy Hagar	Three Lock Box	Geffen
Frida	I Know Something's Going On	Atlantic
Daryl Hall & John Oates	Family Man	RCA
Scandal	Goodbye To You	Columbia
Supertramp	It's Raining Again	A&M
Toto	Africa	Columbia
John Cougar	Hand To Hold On To	Riva/PolyGram
Vandenberg	Burning Heart	Atco
ABC	Poison Arrow	Mercury
Jefferson Starship	Be My Lady/Out Of Control	GrunT
Psychedelic Furs	Love My Way	Columbia
Dexy's Midnight Runners	Come On Eileen	Mercury
Wall Of Voodoo	Mexican Radio	I.R.S.
Blanchange	Living On The Ceiling	Island
English Beat	Save It For Later	I.R.S.
Thomas Dolby	She Blinded Me With Science	Capitol
Adam Ant	Desperate But Not Serious	Epic
Prince	1999	Warner Bros.
Thompson Twins	Lies	Arista
Little Steven & The Disciples of Soul	Forever	EMI America

LIGHT

1-2 PLAYS PER DAY

ARTIST	CLIP	LABEL
Yoko Ono	My Man	PolyGram
Fabulous Thunder Blrd	How Do You Spell Love	Chrysalis
Bus Boys	Boys Are Back	Arista
Kenny Loggins	Swear Your Love	Columbia
Lene Lovich	It's You, Only You	Stiff/Epic
Mental As Anything	If You Leave Me, Can I Come	A&M
Rose Tattoo	Scared For Life	Mirage
Single Bullet Theory	Keep It Tight	Nemperor
Musical Youth	Pass The Dutchie	MCA
Kiss	I Love It Loud	Casablanca
Jack Mac & The Heart Attack	Horray for the City	Full Moon/Warner Bros.
Girischool	Don't Call It Love	PolyGram
The Spoons	Nova Heart	A&M
Foghat	Slipped, Tripped, Fell In Love	Bearsville
Rough Trade	All Touch	Boardwalk
Adrian Belew	Big Electric Cat	Island
Talk Talk	Today	EMI America
Young Executive	Body Waves	(Unsigned)
Modern English	I Melt With You	Warner Bros.
The Flirts	Jukebox	O Records
Walter Steding	Dancing In Heaven	Animal/Chrysalis
Fortnox	Storm Inside My Head	Epic
Combo Audio	Romanticide	(Unsigned)
The Brains	Dancing Under The Street Lights	Landslide
REM	Wolves Lower	I.R.S.

ADDS

ARTIST	CLIP	LABEL
Pat Benatar	A Little Too Late	Chrysalis
Culture Club	Do You Really Want To Hurt Me	Virgin/Epic
Rush	Count Down	Mercury
Paul Collins Beat	Kids Are The Same	Columbia
Toto Coello	I Eat Cannibals	Chrysalis
Jerusalem	Constantly Changing	Lamb
Anti Nowhere League	Streets Of London	Faulty Prod.
Buck Dharma	Born To Rock	Epic
Arthur Brown	Bush, Bush	Republic
Tina Turner	Ball Of Confusion	Virgin

WXKS, KYYX Up In Boston, Seattle In Fall '82 Arbs

by Larry Riggs

NEW YORK — Urban Contemporary (U/C) station WXKS-FM/Boston overtook A/C powerhouse WBZ as the #1 station in the overall market. In San Francisco, the AOR battle — which had intensified with last summer's introduction of KFOG and KQAK — became more heated as KMEL regained the dominant format spot in the Fall 1982 Arbitron sweep. Around the country, the new music format designed by consultant Rick Carroll showed mixed results as did most other major music formats.

In Boston, WXKS-FM continued its upward spiral to 9.0 from last summer's 7.9 and the spring's 7.0. It nudged aside WBZ, which remained stable at 8.6, and WHDH, which dropped back to 7.9 from 8.0. Conventional B/C station WILD also gained 0.8 in the Fall Book, capturing a 2.9 share.

In contrast, WCOZ, the former AOR king and the first station advised by AOR consultant John Sebastian, plummeted to 4.9 from a summertime high of 7.5. Fellow rocker WBCN also declined to 5.6 from 6.3. On the other hand, softer rocker WEEL-FM rose to 3.9 from 2.8.

In San Francisco, AOR station KMEL regained its title as #1 rocker by remaining stable at 3.3, but with increased competition from KQAK and KFOG. KQAK, which changed from a news/talk station to an AOR in August, jumped up from 0.9 to 1.6. In contrast, former beautiful music outlet KFOG, the first station to use Lee Abrams' adult-oriented Superstars II format, dropped down to 1.1 from last summer's 2.7. The greatest casualty was KRQR, which has been an AOR since February 1982. Its 2.7 Fall Book rating represented the loss of an entire point share from the summer.

Another loser was B/C station KSOL, which dropped back to 3.7 from last summer's 4.2, while competitor KDIA rose to 3.3 from 3.2 over the same period. Top 40 station KFRC dropped back to 3.7 from 5.0, and KSJO fell to 2.6 from 2.9. As usual, news/talk outlet KGO remained #1 in the overall market, rising to 8.4 from 7.2.

Carroll Station Up

Up in the Seattle-Everett-Tacoma market, KYYX, the first station outside Los Angeles to use Rick Carroll's Top 40 new music format, rose to an autumnal high of 2.8, up from last spring's 1.7. The market was not rated in the summer. KJET, which also uses a new music format, also rose modestly to 0.8 from 0.5 in the spring.

Despite the introduction of the new music format to the market, AOR still posted a fairly good book. Although KISW fell to 6.2 from 7.5, KZOK rose to 6.2 from 5.4 and KZAM to 3.6 from 3.2. Although news/talk station KIRO dropped back to 10.8 from last spring's 11.0, it remained #1 in the market.

Although KYYX gained since the spring, KEGL/Dallas, Carroll's third station, did not fare as well; it dropped back to 4.6 from an even five share in the spring. (Dallas was also unrated during the summer.) Similarly, the two leading AOR stations lost points. Although it made the bold promotional move of buying out the Cotton



NYLON CURTAIN DRAPES WNBC — Columbia recording artist Billy Joel (l) recently visited Top 40 station WNBC/New York to support his album "The Nylon Curtain." Pictured with Joel is Kevin Metheny, WNBC program director.

Bowl for The Who's last concert there, KZEW fell to 4.9 from 6.5. KTXQ did not do much better since it, too, dropped to 3.4 from a springtime high of 4.6.

In the same vein, B/C stations KNOK and KKDA-FM fell back to 3.8 from 4.3 and to 5.3 from 6.5, respectively. Country station KSGS secured its lead in the market by staying even at 8.3 while Top 40 outlet KVIL fell back to 7.9 from 8.2.

Down in the sprawling Houston/Galveston market, AOR station KSRR's buyout of the Astrodome for The Who show there may have paid off since it rose to 4.1 from a summertime share of 3.4. But it could not compete with AOR king KLOL, which remained steady at 6.9. U/C posted a mixed book as KMJQ dropped back to 7.9 from last summer's 8.6, while KRLY rose slightly to 7.1 from an even seven rating. Respectively, they stayed the top two stations in the market.

St. Louis Market

In St. Louis, AOR station KSHE, one of the original progressive rockers, skyrocketed to 5.7 from 4.5 last spring, beating out KWK, which fell to 4.8 from 7.4 in the same period. Also significantly increasing its share was KMOX-FM, which rose to 6.9 from 3.4. Although it did not change its call letters to KHTR until last month, it had been using a fast-paced Top 40 format for the past six months. Its AM sister, nevertheless, remained the powerhouse news/talk outlet, grabbing a 23.4 rating, up from last spring's 21.1. At the same time, B/C station KATZ fell to 1.9 from 2.7.

In Cleveland, AOR powerhouse WMMS held onto its lead even though it dropped down to 8.4 from 9.6 in the summer. It fell even though its main competitor, the former WWWW, had changed its format to A/C in June. That station, in contrast, rose three points to 7.7 from 4.7 during the Fall book. In the same vein, Top 40 station WGCL rose to 5.9 from 5.2 during the fall.

Although the format has been rumored to have been on the decline nationally, beautiful music station WDOK rose to 7.9 from 6.4 in the Summer Book, taking its place as #2 in the market. Although U/C station WABQ stayed even at 2.4, while WZAK fell to 4.3 from 4.4 and WJMO to 2.2 from 2.6.

Up in the Motor City, AOR took a bath during the Fall Book. WRIF dropped down to 5.4 from 5.6, WLLZ to 4.3 from 4.7 and WABX to 2.8 from 4.0. That station is changing its format to Top 40 to position itself against WHYT, the former beautiful music station WJR-FM. That station changed its format to Mike Joseph's Top 40 "Hot Hits" on the cusp of this book, and rose to 4.9 from 3.8.

With the exception of WJLB, which rose to 4.7 from 3.5, black-oriented stations lost shares, as U/C outlet WDRQ fell to 5.1 from 6.6. B/C-formatted WGPR dropped to 1.8 from 3.0, WLBS to 1.9 from 2.4 and commercial jazz outlet WJZZ to 1.7 from 2.7. Although it fell to 9.3 from 11.2 without Detroit Tigers games broadcasts, news/talk outlet WJR remained #1 in the overall market.

In the nation's capital, U/C posted a mixed book. While WHUR gained a share to 7.5 from 7.4 in the summer, market leading U/C station WKYS dropped back to 9.3 from 10.2, while B/C station WOOK fell back to 3.6 from 3.9 in the summer. AOR's book registered a similar result as WAVA rose to 4.0 from 3.9, while WWDG fell to 2.9 from 3.1. Progressive rocker WHFS also fell to 1.2 from 1.4 in its last book on that format. (See separate story.)

In contrast, Top 40 fared well, as WMAL rose to 8.9 from 7.9, becoming #2 in the overall market, and its FM sister WRQX stayed even at 5.1.

All figures quoted represent average quarter hour shares 12+ Monday-Sunday, 6 a.m. to midnight, from Sept. 23-Dec. 15, 1982. They are all subject to later revision.

AIRPLAY

THE NUMBERS GAME — In an effort to move one step closer to continuous measurement, Arbitron is expanding the term of its summer and winter surveys from 10 to 12 weeks, measuring 48 weeks annually instead of the previous 44. Beginning with the Summer 1983 Book, the expanded surveys will not cost subscribers more money than they pay currently. The ratings service reportedly opted for the change after analyzing what it believed to be the wishes of the radio industry. But an *Airplay* spotcheck of different segments of the industry elicited mixed responses. "It wouldn't change the way we program our radio station, but it would make it more difficult to schedule our jocks' vacations," said **Seth Mason**, general manager at progressive rock station **WXRT/Chicago**. "In the past, we usually tried to schedule them in-between books, so as not to lose listeners who might be fans of a particular personality." Said **George Green**, vice president and general manager at talk station **KABC/Los Angeles** and outgoing president of the Arbitron Advisory Council. "This is just another step toward continuous measurement. A few years ago, we didn't have quarterly measurement, and now we do." When asked why there still exists a three-week gap between the end of the summer sweep and commencement of the fall, he said, "We did that to balance out the ratings and so that baseball stations would not have an unfair advantage over the others." In the same vein, **Bill McClenaghan**, research vice president at the ABC Radio webs, stated, "It makes for better research, although it is not a very significant change." But **Nick Schlavone**, vice president, radio research at NBC, had some reservations. "As a technical judgment, it should be applauded," he said. "But the effect may be too subtle to recognize."

STATION TO STATION — After 14 straight years as an AOR station, **WABX/Detroit** is changing formats to Hot Rock Top 40-type format. Concurrently, PD **Paul Christy** is setting up shop as a consultant with ABX as his first client. The format change comes after Century Broadcasting sold the station last summer to Liggett Broadcasting, which happened almost at the time that **WJR-FM** changed call letters to **WHYT** and its format to the hot Hot Hits concept purveyed by consultant **Mike Joseph** . . . Speaking of station sales, longtime progressive rock outlet **WHFS/Washington, D.C.**, is being sold to Outlet Broadcasting for a reported \$2.1 million. The buyer, a retailing chain that also owns D.C. all-news station **WTOP**, plans to change the station to an all-news FMer. It should be remembered that A/C powerhouse **WYNY/New York** also went through this phase unsuccessfully in the mid-'70s . . . Another sign that we are at the end of an era is that consultant **Lee Abrams** has inked a deal to consult Metromedia



THE WRATH OF KAHN — Kahn Communications, Inc., one of the four AM stereo equipment proponents, recently formed Kahn Consumer Products, Inc., a license that will develop and market radios capable of receiving both AM and FM stereo broadcasts. Because of several designs of AM stereo systems, such radios as the demonstration model pictured here, are only useful for hearing AM stereo broadcasts at 26 stations nationwide equipped with Kahn broadcasting as systems.

AOR stations **WNEW-FM/New York** and **KMET/Los Angeles**. Since these are two of the pioneer stations of the AOR format, Abrams reportedly wants to try out some of his Superstars II format ideas. To wit, music that will appeal to older rock listeners who have little tolerance for the likes of **REO Speedwagon** or **Journey**. It is also unclear what implications consulting WNEW-FM has with Abrams commitment to new music outlet **WLIR/Garden City** in the nearby suburbs . . . **Marty Sobel** has left AOR station **WMJI/Cleveland** to work at **WSKS** in Hamilton, Ohio . . . Blood On The Tracks: On Saturday, Jan. 22, AOR station **WYSP/Philadelphia** will be sponsoring a bloodmobile for the American Red Cross at the city's Ripley Music Hall. The station will be broadcasting at the site. Over 200 local bands have been asked to show up and schmooze with the donors, who must be healthy and between the ages of 17 and 65.

NETWORK NEWS — **Lee Arnold On A Country Road**, a weekly three-hour country music and interview show, debuted on the Mutual network on Jan. 15. Produced by **Broadcast International**, the Osmond Company, the program offered interviews interwoven with industry gossip, current and past country hits and a weekly artist profile. Arnold, a music biz veteran, is currently an air personality at **WHN/New York** . . . **Bruce Williams**, host an NBC's Talknet web who was injured in a plane crash a month ago, bounced back and began broadcasting his nightly financial call-in show from his New Jersey hospital room Jan. 6.

SYNDICATION INDICATIONS — **Jack Carney's Comedy Store**, a weekly two-hour comedy variety special, debuted the weekend of Jan. 8. Aimed at A/C, MOR and news/talk stations, the show, divisible into hour blocks, features such comics as **Bill Cosby**, **Filip Wilson**, **Myron Cohen** and **Peter Cook & Dudley Moore** . . . United Stations is launching **Six Pack**, a series of three-hour holiday music and interview programs for Memorial Day, Independence Day, Labor Day, Thanksgiving, Christmas and New Year's. Stations carrying the company's **Weekly Country Music Countdown** have first refusal rights. Other stations in the top 171 Arbitron markets can get in on barter. During the weekend of Jan. 22-23rd, the 32th annual United Cerebral Palsy Telethon will air over **WOR-TV/New York** and in Chicago and Los Angeles. For the 13th straight year, **Paul Anka** will serve as talent host. The charity hopes to raise over \$4 million this year.

THE ERA OF NO REGULATION — Reacting to the antitrust lawsuit filed against it by the U.S. Justice Dept., the National Assn. of Broadcasters (NAB) executive committee has recommended that its radio and television code boards be dissolved. The suit was filed in December against the trade group for antitrust violations. If the codes, which did such things as police the use of liquor advertising on the airwaves, are not replaced by anything, that could leave many ethical decisions to individual broadcasters. Nevertheless, the NAB executive committee did recommend that a special committee review the future of industry self-regulation.

OUR JAM IN HAVANA — In another action, a NAB special taskforce submitted what it termed an "options paper" to both the U.S. State Dept. and the Federal Communications Commission (FCC) about the incessant Cuban AM interference problem. Despite strained diplomatic relations between the U.S. and the Caribbean nation, task force chairman **Culle Tarleton** stated that the only solution is a bi lateral negotiated settlement. An attempt to enforce regional radio interference standards was attempted at the International Telecommunications Union Region 2 meeting in Rio de Janeiro in 1981. Just as a treaty was about to be signed, Cuba stormed out of the meeting. **Larry Riggs**

CASH BOX ROCK ALBUM RADIO REPORT

RED RIDER



RED RIDER • NERUDA • CAPITOL
ADDS: KBPI, KSHE, WMMS, WPLR, KNCN, WKLS, WOUR, WSKS, WSHE. **HOTS:** WSHE. **MEDIUMS:** KBPI, WYFE. **PREFERRED TRACKS:** Open.
SALES: Just shipped.



5 BOB SEGER & THE SILVER BULLET BAND • THE DISTANCE • CAPITOL
ADDS: None. **HOTS:** WNEW, WSHE, KLLO, KEZY, WSKS, WOUR, WKLS, KNCN, WPLR, WYFE, WMMS, KSHE, KBPI, KMET. **MEDIUMS:** None. **PREFERRED TRACKS:** Shame.
SALES: Good in all regions.

1 MOST ADDED

LP Chart Position

- 74 A FLOCK OF SEAGULLS • JIVE/ARISTA
ADDS: None. **HOTS:** WNEW, WSHE, WLIR, WSKS, WPLR, WHFS. **MEDIUMS:** WMMS, KBPI. **PREFERRED TRACKS:** Space, I Ran.
SALES: Fair in all regions.
- 26 ADAM ANT • FRIEND OR FOE • EPIC
ADDS: None. **HOTS:** KNAC, WSKS, KMG. **MEDIUMS:** WLIR, WOUR, KNCN, WMMS, WBLM. **PREFERRED TRACKS:** Goody, Desperate, Title, Hello
SALES: Moderate in all regions.
- 3 PAT BENATAR • GET NERVOUS • CHRYSALIS
ADDS: None. **HOTS:** KEZY, WSKS, WKLS, KNCN, WPLR, WYFE, WMMS, KSHE, KBPI, KMET. **MEDIUMS:** KLLO. **PREFERRED TRACKS:** Shadows.
SALES: Good in all regions.
- 12 THE CLASH • COMBAT ROCK • EPIC
ADDS: None. **HOTS:** WLIR, KNAC, WHFS, KMEL. **MEDIUMS:** WOUR, WMMS, KSHE, KMET. **PREFERRED TRACKS:** Casbah, Should.
SALES: Good to moderate in all regions.
- 14 PHIL COLLINS • HELLO, I MUST BE GOING! • ATLANTIC
ADDS: None. **HOTS:** WNEW, WSHE, KLLO, KEZY, WSKS, WOUR, WKLS, KNCN, WPLR, WHFS, WYFE, WMMS, KSHE, KMET. **MEDIUMS:** None. **PREFERRED TRACKS:** Hurry, Wall.
SALES: Good to moderate in all regions.
- 87 CULTURE CLUB • KISSING TO BE CLEVER • VIRGIN/EPIC
ADDS: KEZY. **HOTS:** WLIR, KNAC, WHFS, KMG. **MEDIUMS:** KEZY, WNEW, WPLR, WBAB. **PREFERRED TRACKS:** Do You.
SALES: Moderate to fair in all regions.
- 55 DIRE STRAITS • LOVE OVER GOLD • WARNER BROS.
ADDS: None. **HOTS:** WYFE. **MEDIUMS:** WNEW, WSHE, KEZY, WOUR, WKLS, WPLR, KMET. **PREFERRED TRACKS:** Private.
SALES: Moderate in all regions.
- 85 DURAN DURAN • RIO • CAPITOL
ADDS: KSHE. **HOTS:** WSHE, WLIR, KNAC, WSKS, WOUR, WKLS, KNCN, WYFE, WMMS, KBPI, KMET. **MEDIUMS:** None. **PREFERRED TRACKS:** Hungry.
SALES: Good to moderate in all regions.
- 157 THE FIXX • SHUTTERED ROOM • MCA
ADDS: None. **HOTS:** WMMS, KBPI, KMET, KMG. **MEDIUMS:** WSHE, KNAC, WPLR, WHFS, WYFE, KSHE. **PREFERRED TRACKS:** Stand.
SALES: Fair in all regions.
- 56 PETER GABRIEL • GEFLEN
ADDS: None. **HOTS:** WLIR, KNAC, WHFS, WYFE, KMG. **MEDIUMS:** WNEW, WSKS, WBLM. **PREFERRED TRACKS:** Monkey, Touch.
SALES: Moderate to fair in all regions.

LP Chart Position

- 25 THE J. GEILS BAND • SHOWTIME • EMI AMERICA
ADDS: None. **HOTS:** WSHE, WSKS, WPLR, WMMS, KBPI, KMET. **MEDIUMS:** WOUR, KMEL. **PREFERRED TRACKS:** I Do.
SALES: Good to moderate in all regions.
- 107 GOLDEN EARRING • CUT • 21/POLYGRAM
ADDS: KLLO. **HOTS:** WSHE, WSKS, WOUR, WMMS, KSHE. **MEDIUMS:** KLLO, KNCN, WPLR, WYFE, KBPI, KMET. **PREFERRED TRACKS:** Twilight, Batteries.
SALES: Moderate to fair in all regions.
- 59 SAMMY HAGAR • THREE LOCK BOX • GEFLEN
ADDS: None. **HOTS:** WSHE, KLLO, WSKS, WOUR, WKLS, KNCN, WYFE, WMMS, KSHE, KBPI, KMET. **MEDIUMS:** KEZY, KMG. **PREFERRED TRACKS:** Your Love.
SALES: Good to moderate in all regions.
- 4 DARYL HALL & JOHN OATES • H2O • ELEKTRA
ADDS: None. **HOTS:** WNEW, KEZY, WPLR, KBPI. **MEDIUMS:** KNAC, WSKS, WOUR, WMMS, KMET. **PREFERRED TRACKS:** Maneater, Married.
SALES: Good in all regions.
- 46 JEFFERSON STARSHIP • WINDS OF CHANGE • RCA
ADDS: None. **HOTS:** KNCN, KSHE, KBPI, KMET, KNX, WBLM. **MEDIUMS:** WSKS, WPLR. **PREFERRED TRACKS:** Lady, Title.
SALES: Moderate to fair in all regions.
- 11 BILLY JOEL • THE NYLON CURTAIN • COLUMBIA
ADDS: None. **HOTS:** WNEW, KEZY, KBPI, KNX. **MEDIUMS:** WSKS, WOUR, WMMS, WBLM. **PREFERRED TRACKS:** Allentown, Pressure.
SALES: Good to moderate in all regions.
- 6 LED ZEPPELIN • CODA • SWAN SONG/ATCO
ADDS: None. **HOTS:** WSHE, WSKS, KNCN, WMMS, KMET. **MEDIUMS:** WNEW, KLLO, WKLS, WYFE. **PREFERRED TRACKS:** Ozone, Groove, Montreux.
SALES: Good to moderate in all regions.
- 1 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA
ADDS: WYFE. **HOTS:** KLLO, KNAC, KEZY, WSKS, KNCN, WMMS, KSHE, KBPI. **MEDIUMS:** WLIR, WOUR, WKLS, KMET. **PREFERRED TRACKS:** Down, Who.
SALES: Good in all regions.
- 17 MISSING PERSONS • SPRING SESSION M • CAPITOL
ADDS: None. **HOTS:** WSHE, WLIR, KNAC, WPLR, WHFS, KBPI. **MEDIUMS:** WSKS, KNCN, WMMS. **PREFERRED TRACKS:** Windows, Walking, Destination.
SALES: Good to moderate in all regions.
- 89 MUSICAL YOUTH • THE YOUTH OF TODAY • MCA
ADDS: None. **HOTS:** KNAC, KMG. **MEDIUMS:** WLIR, KEZY, WPLR, WHFS, KBPI. **PREFERRED TRACKS:** Dutchie.
SALES: Good to moderate in all regions.
- 160 NIGHT RANGER • DAWN PATROL • BOARDWALK
ADDS: None. **HOTS:** WSKS, WOUR, KNCN, WMMS, KBPI. **MEDIUMS:** WSHE, WKLS, WYFE, KSHE, KMET. **PREFERRED TRACKS:** Don't Tell.
SALES: Moderate breakouts in all regions.

1 MOST ACTIVE

LP Chart Position

- 83 RIC OCASEK • BEATITUDE • GEFLEN
ADDS: KEZY, KLLO. **HOTS:** WLIR, WOUR, KNCN, KMET. **MEDIUMS:** KEZY, KLLO, WNEW, WSHE, KNAC, WSKS, WPLR, WYFE, WMMS, KSHE, KBPI. **PREFERRED TRACKS:** Jimmy, Sneak.
SALES: Major breakouts in all regions.
- 10 TOM PETTY & THE HEARTBREAKERS • LONG AFTER DARK • BACKSTREET/MCA
ADDS: None. **HOTS:** WNEW, WSHE, KLLO, KEZY, WSKS, WOUR, WKLS, KNCN, WPLR, WYFE, WMMS, KSHE, KBPI, KMET. **MEDIUMS:** KNAC. **PREFERRED TRACKS:** Lucky.
SALES: Good to moderate in all regions.
- 104 THE PSYCHEDELIC FURS • FOREVER NOW • COLUMBIA
ADDS: None. **HOTS:** WSHE, WHFS, KMG. **MEDIUMS:** KLLO, WOUR, WKLS, KNCN, KBPI. **PREFERRED TRACKS:** Open.
SALES: Fair in all regions.
- 97 TODD RUNDGREN • THE EVER POPULAR ... • BEARSVILLE
ADDS: WPLR, KNCN, WSKS, WSHE, WNEW. **HOTS:** None. **MEDIUMS:** WPLR, WMMS. **PREFERRED TRACKS:** Open.
SALES: Good to moderate breakouts in all regions.
- 37 SAGA • WORDS APART • PORTRAIT/CBS
ADDS: None. **HOTS:** WOUR, WKLS, WMMS, KSHE, KMET, WBLM. **MEDIUMS:** WSKS. **PREFERRED TRACKS:** Loose.
SALES: Moderate in all regions.
- NEIL SCHON/JAN HAMMER • HERE TO STAY • COLUMBIA
ADDS: KMET, KSHE, WMMS, KNCN, WKLS, KEZY. **HOTS:** None. **MEDIUMS:** KEZY. **PREFERRED TRACKS:** Lies.
SALES: Just shipped.
- 2 STRAY CATS • BUILT FOR SPEED • EMI AMERICA
ADDS: KLLO. **HOTS:** KNAC, KEZY, WHFS, WYFE, WMMS, KBPI. **MEDIUMS:** KLLO, WLIR, WSKS, WOUR, WPLR, KSHE, KMET. **PREFERRED TRACKS:** Strut, Rock.
SALES: Good in all regions.
- 15 SUPERTRAMP • FAMOUS LAST WORDS • A&M
ADDS: None. **HOTS:** WNEW, WSHE, KLLO, KEZY, WOUR, KBPI, KMET. **MEDIUMS:** WPLR, WMMS, KSHE. **PREFERRED TRACKS:** Raining.
SALES: Good to moderate in all regions.
- TRIUMPH • NEVER SURRENDER • RCA
ADDS: KBPI, WPLR, KLLO, WSHE. **HOTS:** WSHE, KNCN, WMMS, KSHE. **MEDIUMS:** KLLO, WSKS, WOUR, WKLS, WYFE, KMET. **PREFERRED TRACKS:** Title, Way.
SALES: Fair initial response in West and South.
- 170 VANDENBERG • ATCO
ADDS: WYFE. **HOTS:** WSKS, WOUR, WMMS. **MEDIUMS:** KEZY, WKLS, KNCN, KMET. **PREFERRED TRACKS:** Burning.
SALES: Moderate to fair in all regions.
- 36 NEIL YOUNG • TRANS • GEFLEN
ADDS: KEZY, KNAC, KLLO. **HOTS:** WYFE, WMMS, KMET. **MEDIUMS:** KLLO, WNEW, WSHE, WLIR, WOUR, WKLS, KNCN, WPLR, KBPI. **PREFERRED TRACKS:** Little, Mr. Soul.
SALES: Major breakouts in all regions.



THE TRIBUTE — *Syndicate It, Inc. of Burbank, Calif., produced King: A Musical Tribute, which aired on Martin Luther King, Jr.'s birthday, Jan. 15, on more than 60 stations nationwide. Contributors to the three-hour program shown here are (l-r): Hamilton Cloud, producer; Al Ramirez, engineer; Janet Humber, production manager; Bob Dockery, Syndicate It president; Rita Cash, writer; and Brock Peters, who hosted and narrated the show.*

THE RHYTHM SECTION

THE COMMUNITY COUNTS— Black radio, at its roots, would be the best witness to how much an entertainment industry relies on the community for more than dollar and cents support. Apparently, certain artists are beginning to understand the importance of really giving something back to the people who pay for their contracts. A&M's **Janet Jackson** embarked on an eight-city promotion tour in November that started in Houston — partly to support her self-titled debut LP and the single "Young Love," but also to urge young people to stay in school. In conjunction with the top stations in the marketplace, A&M held a series of community speaking engagements and in-store appearances where the 16-year-old Jackson promoted education more than her record. The youthful artist, who has been in entertainment since age six and frequently appears on NBC-TV's *Diff'rent Strokes*, visited Houston, New Orleans, Atlanta, Washington, D.C./Baltimore, New York, Cleveland and Chicago. At each stop, according to **Jheryl Busby**, vice president of national R&B promotion for A&M, radio, teens, politicians and parents alike were enthusiastic and supportive of her efforts. Busby said that while the trip was conceived to promote her record, the value of her message made that goal more accessible. He said that her in-store appearances attracted between 2,000 and 4,000 each time.

FOR TEACHERS ONLY— The second single from the **Commodores'** "The Best of The Commodores" will be "Reach High," the original theme to the NBC-TV second season series *Teachers Only*, starring **Lynn Redgrave** of *House Calls*, **Norman Fell**, formerly of *Three's Company*, and **Tim Reld** from *WKRP in Cincinnati*. The second single will be released at the end of January in time to help promote the show's debut in early March. The song, written by Commodores' **William King**, **Milan Williams**, **Walter Orange**, **Thomas McClary** and **Ronald LaPreard**, was produced by **Nathan Sasso** for Carson Prods., which is producing the show in conjunction with Larry Larry Prods.' **Larry Rosen** and **Larry Tucker**. **April Kelly** is producing the weekly series. Sasso also used the skills of **Grover Washington, Jr.** in recording "Cassie's Theme" for the now-defunct series *Cassie & Co.* The single also became a part of Washington's "The Best Is Yet To Come" album.

THE BLUES — **Eddie "Cleanhead" Vinson**, the **Lee Allen Orchestra** and **The Curbfeellers** are the featured acts during the seventh concert to be presented by the Southern California Blues Society at the West Los Angeles venue known as the Music Machine Jan. 20. Alto saxist Vinson is a well-known commodity in the blues world and is a frequent guest in recent years at the Monterey Jazz Festival. Vinson's tenor sax cousin, Allen, comes from the New Orleans tradition and has recorded with artists as diverse as **fats Domino**, **Lloyd Price**, **Little Richard** and **Etta James**. The Curbfeellers are the oddity of this billing, particularly in light of the society's desire to bring roots blues to the affluent West L.A. masses. The Curbfeellers are described as a six-piece outfit that bases its material on R&B of the '60s, with added interpretations in modern rock and jazz and blues classics of the '50s and '40s. It would seem as though the altruistic intentions of the society are not immune to popular demands and the bottom line.

GRAB-A-GRAMMY — As expected, there were few surprises in the announcement of nominees for the 25th annual Grammy Awards set to air on CBS-TV Feb. 23. R&B female vocal nominees include: **Jennifer Holliday** for "And I'm Telling You I'm Not Going"; **Patrice Rushen** for "Forget Me Not"; **Deniece Williams**, "It's Gonna Take A Miracle"; **Aretha Franklin** for "Jump To It"; **Donna Summer** for "Love Is In Control (Finger On The Trigger)"; and **Diana Ross** for "Muscles." For R&B male vocals, "Do I Do" by **Stevie Wonder**; **Luther Vandross'** "Forever, For Always, For Love"; **Ray Parker, Jr.'s** "The Other Woman"; **Marvin Gaye** for "Sexual Healing"; and "Turn Your Love Around" by **George Benson** were top nominees. "Let It Whip," the **Dazz Band**; "A Penny For Your Thoughts," **Tavares**; "Street Life," **The Crusaders** with **B.B. King**; "Wanna Be With you," **Earth, Wind & Fire**; and "What's That You're Doing" by **Paul McCartney** and **Stevie Wonder** were the top nominations in the best group or duo category for R&B. R&B instrumental performance nominations went to "Boogie In Your Butt," from **Eddie Murphy's** comedy-on-vinyl debut; "Come Morning," **Grover Washington, Jr.**; "Number One," **Rushen**; "Sexual Healing," **Gaye**; and "Stripes" by **Spyro Gyra**. R&B songwriting nominees went for: "Do I Do," "It's Gonna Take A Miracle," "Let It Whip," "Sexual Healing," "That Girl" and "Turn Your Love Around." **Wonder** was also nominated with **McCartney** for record of the year for "Ebony & Ivory" and pop performance by a vocal duo or group for the same song. **Lionel Richie** stretched his horizons with a nomination in the pop vocals by a male category for "Truly." The smash LP by **Vangells**, soundtrack to the film *Chariots of Fire*, was nominated in the best album category, but, ironically, the movie's theme as rendered by **Ernie Watts**, won a nomination for best pop instrumental performance. **Jeffrey Osborne** was conspicuously absent from the new artists nominations, although *Dreamgirls'* **Jennifer Holliday** was nominated in that category.

Michael Martinez

TOP 75 ALBUMS

		Weeks On Chart	1/15	Chart
1	THRILLER MICHAEL JACKSON (Epic QE 38112)	1	5	
2	MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197)	2	10	
3	FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235)	3	15	
4	LIONEL RICHIE (Motown 6007ML)	4	15	
5	1999 PRINCE (Warner Bros. 9 23720-1F)	10		
6	JANET JACKSON (A&M SP-6-4307)	7	13	
7	GET LOOSE EVELYN KING (RCA AFL 1-4337)	6	20	
8	CHAKA KHAN (Warner Bros. 9 23729-1)	9	7	
9	PROPOSITIONS THE BAH-KAYS (Mercury/PolyGram SRM-1-4065)	6	11	
10	DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241)	8		
11	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	12	7	
12	WHAT TIME IS IT? THE TIME (Warner Bros. 923701-1)	11	19	
13	AS ONE KOOL & THE GANG (De-Lite/PolyGram DSR 8505)	13	17	
14	LIVING MY LIFE GRACE JONES (Island/Atco 7 90018-1)	16	7	
15	GREATEST HITS RAY PARKER, JR. (Arista AL 9612)	19	6	
16	THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH 266)	15	15	
17	VANITY 6 (Warner Bros. 9 23716-1)	14	17	
18	ALL THE GREAT HITS THE COMMODORES (Motown 6028ML)	18	8	
19	JUST AIN'T GOOD ENOUGH JOHNNIE TAYLOR (Beverly Glen BG 1001)	17	13	
20	THE OTHER SIDE OF THE RAINBOW MELBA MOORE (Capitol ST 12243)	22	13	
21	JUMP TO IT ARETHA FRANKLIN (Arista AL 9602)	20	25	
22	TYRONE DAVIS (Highrise HR 103)	30	5	
23	COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246)	27	8	
24	HEARTBREAKER DIONNE WARWICK (Arista AL 9609)	23	14	
25	S.O.S. III THE S.O.S. BAND (Tabu/CBS FZ 38352)	25	9	
26	SKYYJAMMER SKYY (Salsoul/RCA SA-8555)	21	10	
27	WILD NIGHT ONE WAY (MCA-5369)	28	14	
28	ALL THIS LOVE DeBARGE (Motown 6012G)	34	13	
29	THE RHYTHM & THE BLUES ZZ HILL (Malaco MAL 7411)	33	7	
30	GAP BAND IV THE GAP BAND (Total Experience/PolyGram TE-1-3001)	31	33	
31	EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Warner Bros. QWS 3691)	36	16	
32	BLAST! THE BROTHERS JOHNSON (A&M SP-4927)	32	6	
33	TO THE MAX CON FUNK SHUN (Mercury/PolyGram SRM-1-4067)	29	10	
34	SILK ELECTRIC DIANA ROSS (RCA AFL-4386)	24	15	
35	TWO OF A KIND EARL KLUUGH/BOB JAMES (Capitol ST-12244)	36	11	
36	VISIONS OF THE LITE SLAVE (Cotillion/Atco 7 90024-1)	43	4	
37	THE YOUTH OF TODAY MUSICAL YOUTH (MCA-5389)	45	2	
38	JEFFREY OSBORNE A&M SP-4896)	35	32	
39	THE SUN STILL SHINES SONNY CHARLES (Highrise HR 102)	42	7	
40	FRICTION CHOCOLATE MILK (RCA AFL14412)	40	9	
41	H2O DARYL HALL & JOHN OATES (RCA AFL 1-4383)	56	5	
42	HARD TIMES MILLIE JACKSON (Spring/PolyGram SP-1-6737)	26	11	
43	ICE 'N HOT JERRY BUTLER (Fountain FR2-82-1)	46	16	
44	HIMSELF BILL COSBY (Motown 6026ML)	54	2	
45	SECOND TO NUNN BOBBY NUNN (Motown 6022)	41	16	
46	L-O-V-E ROBERT WINTERS & FALL (Casablanca/PolyGram NBLP 7275)	51	5	
47	GIVE EVERYBODY SOME RICHARD "DIMPLES" FIELDS (Boardwalk NB-33258-1)	39	8	
48	ZAPP II ZAPP (Warner Bros. 9 23583-1)	37	25	
49	CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	50	12	
50	DISTANT LOVER ALPHONSE MOJZON (Highrise HR 100AE)	52	9	
51	RIGHT BACK AT CHAI DYNASTY (Solar/Elektra 9 60176-1)	48	8	
52	HERE WE GO AGAIN BOBBY BLAND (MCA-5297)	53	29	
53	IT'S GOOD TO BE HOME HARRY RAY (Sugar Hill SH 269)	60	2	
54	FIRST TAKE THE VALENTINE BROTHERS (Bridge BR-101936)	57	22	
55	TOO TOUGH ANGELA BOFILL (Arista AL 9616)	—	1	
56	TANTALIZINGLY HOT STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	49	25	
57	ALICIA ALICIA MYERS (MCA-5181)	47	18	
58	TONGUE IN CHIC CHIC (Atlantic 80031-1)	58	9	
59	SNEAKIN' OUT STACY LATTISAW (Cotillion/Atco 90002-1)	44	23	
60	WOLF BILL WOLFER (Constellation/Elektra 9 60187)	—	1	
61	INSTANT LOVE CHERYL LYNN (Columbia FC 38057)	52	29	
62	STEVIE WONDER'S ORIGINAL MUSIQUARIUM I STEVIE WONDER (Tanna/Motown 6002TL2)	64	35	
63	DONNA SUMMER (Geffen GH3 2905)	63	25	
64	LIVIN' IN THE NEW WAVE ANDRE CYMONNE (Columbia FC 38123)	59	12	
65	WINDSONG RANDY CRAWFORD (Warner Bros. 9 60142-1)	66	32	
66	ENCHANTED LADY ENCHANTMENT (Columbia FC 38024)	68	10	
67	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	65	75	
68	BLUES IN MY BEDROOM LYNN WHITE (Waylo/Peter Pan TAS 12121)	74	2	
69	THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23596-1)	61	8	
70	IF THAT'S WHAT IT TAKES MICHAEL MCDONALD (Warner Bros. 9 23703-1)	75	19	
71	GRAND SLAM THE SPINNERS (Atlantic 80020-1)	55	13	
72	LEARNING TO LOVE RODNEY FRANKLIN (Columbia FC 38198)	—	1	
73	NEW DIRECTIONS TAVARES (RCA AFL 1-4357)	73	18	
74	THE BAD C.C. Carl Carlton (RCA AFL 1-4425)	72	15	
75	THIS ONE'S FOR YOU TEDDY PENDERGRASS (Philadelphia Int'l/CBS FZ 38118)	70	23	

TOP 100 BLACK CONTEMPORARY SINGLES

January 22, 1983

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 PUT IT IN A MAGAZINE SONNY CHARLES (Highrise SHR-2001)	1 17	33 WILD NIGHT ONE WAY (MCA-52133)	33 12	67 SPACE IS THE PLACE JONZUN CREW (Tommy Boy 828)	76 2
2 SEXUAL HEALING MARVIN GAYE (Columbia 38-03302)	2 15	34 PASS THE DUTCHIE MUSICAL YOUTH (MCA-52149)	54 5	68 MANEATER DARYL HALL & JOHN OATES (RCA PB-13354)	72 8
3 THE GIRL IS MINE MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)	3 11	35 SINCE I LOST MY BABY LUTHER VANDROSS (Epic 34-03487)	53 2	69 HEY THERE LONELY BOY STACY LATTISAW (Cotillion/Atco 7-99943)	71 6
4 GOT TO BE THERE CHAKA KHAN (Warner Bros. 7-29881)	5 12	36 AIN'T NOBODY, BABY CON FUNK SHUN (Marcury/PolyGram 76185)	36 11	70 ALWAYS ON MY MIND SONNY CHARLES (Highrise SHR-2006)	— 1
5 OUTSTANDING THE GAP BAND (Total Experience/PolyGram TE 8205)	16 9	37 VERY SPECIAL PART JERMAINE JACKSON (Motown 1649)	30 12	71 LET LOVE SHINE SKYY (Salsoul/RCA S7 7045)	— 1
6 ARE YOU SERIOUS TYRONE DAVIS (Highrise SHR-2005)	8 10	38 BABY, COME TO ME PATTI AUSTIN (Qwest/Warner Bros. QWE50036)	51 13	72 HEART TO HEART KENNY LOGGINS (Columbia 38-03377)	79 5
7 TRULY LIONEL RICHIE (Motown 1644)	4 15	39 MY LOVE GROWS STRONGER (PART I) BLOODSTONE (T-Nack/CBS Z54 03394)	49 6	73 GOT TO GET UP ON IT BOBBY NUNN (Motown 1653)	82 2
8 BETCHA SHE DON'T LOVE YOU EVELYN KING (RCA PB-13380)	9 11	40 LET ME BE CLOSE TO YOU THE VALENTINE BROS. (Bridge BR-1984)	40 12	74 TOO LATE SHAWN CHRISTOPHER (LARC 81012)	81 5
9 HEARTBEATS YARBROUGH & PEOPLES (Total Experience/PolyGram TE8204)	28 6	41 AFTER I CRY TONIGHT LANIER & COMPANY (LARC 81010)	48 10	75 I AM READY (SEXUAL HEALING) ELEANOR GRANT (Catawba 8000)	83 2
10 NIPPLE TO THE BOTTLE GRACE JONES (Island/Atco 7-99963)	10 13	42 DO IT ANY WAY YOU WANT ROBERT WINTERS & FALL (Casablanca/PolyGram NB2361)	42 10	76 FUNKY SOUL MAKOSSA NAIROBI (Streetwise 2205)	84 2
11 BAD BOY RAY PARKER, JR. (Arista AS 1030)	21 8	43 THERE I GO ALFIE SILAS (RCA PB-13387)	43 9	77 I BELIEVE IN YOU AND ME THE FOUR TOPS (Casablanca/PolyGram NB 2353)	86 2
12 THE SMURF TYRONE BRUNSON (Believe In A Dream/CBS Z54 03163)	14 13	44 THE MESSAGE II (SURVIVAL) MELLE MEL AND DUKE BOOTEE (Sugar Hill 594)	63 2	78 KEEP THE FIRE BURNING GWEN McRAE (Atlantic 7-89910)	87 2
13 WELCOME TO THE CLUB THE BROTHERS JOHNSON (A&M 2506)	13 9	45 FUNNY HOW TIME SLIPS AWAY SPINNERS (Atlantic 7-89922)	50 8	79 LET'S STAY TOGETHER BOBBY MILITELLO Featuring JEAN CARN (Gordy/Motown 1652)	88 2
14 PAINTED PICTURE COMMODORES (Motown 1651)	15 9	46 I LIKE IT DeBARGE (Motown 1645)	58 7	80 I'M THE ONE MATERIAL (Elektra E-69933)	80 5
15 LET'S GO DANCIN' (OOH LA, LA, LA) KOOL & THE GANG (Da-Lite/PolyGram DE824)	6 12	47 MUSIC AND LIGHTS IMAGINATION (MCA-52129)	47 9	81 ARE YOU GETTING ENOUGH HAPPINESS HOT CHOCOLATE (EMI America 8143)	89 2
16 TURN TO ME MAXINE NIGHTINGALE FEATURING JIMMY RUFFIN (Highrise SHR-2004)	17 11	48 YOU CAN DO IT VAUGHAN MASON FEATURING BUTCH DAYO (Salsoul/RCA S7 7042)	56 6	82 I'LL LOVE YOU THROUGH IT ALL SOCIETY OF SEVEN (Network/Elektra 7-69973)	90 2
17 LADY IN RED ALPHONSE MOUZON (Highrise SHR-2000)	18 18	49 THE BEAT GOES ON ORBIT (Quality/RFC 7025)	64 6	83 THE WOMAN IN ME DONNA SUMMER (Geffen 7-29805)	— 1
18 YOUNG LOVE JANET JACKSON (A&M 2440)	11 16	50 BABY GETS HIGH PETER BROWN (RCA PB-13413)	55 2	84 HANGIN' CHIC (Atlantic 7-89954)	41 11
19 THE BEST IS YET TO COME GROVER WASHINGTON, JR. with PATTI LABELLE (Elektra 7-69887)	22 8	51 FALL IN LOVE WITH ME EARTH, WIND & FIRE (Columbia 38-03375)	— 1	85 DO IT ANY WAY YOU WANNA CASHMERE (Philly World 2009)	— 1
20 1999 PRINCE (Warner Bros. 7-29896)	12 15	52 I'VE MADE LOVE TO YOU A THOUSAND TIMES SMOKEY ROBINSON (Tamlia/Motown 1655)	— 1	86 EVERY LITTLE BIT HURTS ELLIS HALL, JR. (HRCR HC7-31300)	— 1
21 MIND UP TONIGHT MELBA MOORE (Capitol B-5180)	26 10	53 YOU AND I GOODIE (Total Experience/PolyGram TE8206)	69 5	87 DO YOU LIKE IT . . . (GIRL) SLAVE (Cotillion/Atco 7-99927)	— 1
22 LOVE ME RIGHT ARETHA FRANKLIN (Arista AS1023)	24 9	54 YA MAMA WUF TICKET (Prelude 644)	60 7	88 BAD BOY/HAVING A PARTY LUTHER VANDROSS (Epic 14-03205)	39 19
23 DO IT (LET ME SEE YOU SHAKE) THE BAR-KAYS (Mercury/PolyGram 76187)	7 14	55 CHANGE THE WORLD ALFONZO (LARC 81011)	57 8	89 MIRDA ROCK REGGIE GRIFFIN & TECHNOFUNK (Sweet Mountain 2001)	— 1
24 THE WALK THE TIME (Warner Bros. 7-29856)	20 10	56 SWING THAT SEXY THANG CARL CARLTON (RCA PB-13406)	62 2	90 I'M SO PROUD JOHNNIE TAYLOR (Beverly Glen BG-2004)	— 1
25 MUSCLES DIANA ROSS (RCA PB-13348)	19 16	57 YOU ARE LIONEL RICHIE (Motown 1657)	— 1	91 I.G.Y. (WHAT A BEAUTIFUL WORLD) DONALD FAGEN (Warner Bros. 7-29900)	67 8
26 KNOCKOUT MARGIE JOSEPH (HRCR WS4 03337)	34 10	58 IT'S RAINING MEN THE WEATHER GIRLS (Columbia 38-03354)	61 7	92 MS. FINE BROWN FRAME SYL JOHNSON (Boardwalk NB-99904-9)	78 11
27 SWEET BABY HARRY RAY (Sugar Hill SH 789)	27 13	59 NUNK WARP 9 (Prism 450)	65 6	93 PEOPLE TREAT YOU FUNKY RICHARD "DIMPLES" FIELDS (Boardwalk NB-11-164-7)	38 11
28 HEARTBREAKER DIONNE WARWICK (Arista AS1015)	25 15	60 I OWE IT TO ME DUNN & BRUCE STREET (Devaki/Mirus DK 1014)	66 6	94 ONE MORE TIME McFADDEN & WHITEHEAD (Capitol 5176)	59 9
29 TAKE IT OFF CHOCOLATE MILK (RCA PB-13364)	29 12	61 BODY SLAM BOOTSY'S RUBBER BAND (Warner Bros. 7-29889)	32 15	95 LOOPZILLA GEORGE CLINTON (Capitol B5160)	45 15
30 MOVIN' VIOLATION SKYY (Salsoul/RCA S7 7036)	23 13	62 PAPA WAS A ROLLIN' STONE WOLF (Constellation/Elaktra 7-69849)	73 5	96 SCORPIO GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH790)	44 12
31 WE DON'T HAVE TO TALK (ABOUT LOVE) PEABO BRYSON (Capitol B-5188)	37 6	63 PLAY AT YOUR OWN RISK PLANET PATROL (Tommy Boy 825)	35 12	97 DOO WA DITTY (BLOW THAT THING) ZAPP (Warner Bros. 7-29891)	52 14
32 NASTY GIRL VANITY 6 (Warner Bros. 7-29908)	31 17	64 MAGIC'S WAND WHODINI (Jive/Arista VS 2004)	70 6	98 PASSION BARRY WHITE (Unlimited Gold/CBS Z54 03379)	68 8
		65 LAST NIGHT A D.J. SAVED MY LIFE INDEEP (Sound Of New York S.N.Y. 5102)	75 5	99 HIGH HOPES THE S.O.S. BAND (Tabu/CBS Z54 03248)	46 16
		66 SUCH A FEELING AURRA (Salsoul/RCA S7 7043)	74 5	100 ENUFF IS ENUFF RODNEY FRANKLIN (Columbia 38-03273)	85 10

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

After I Cry (Wishbone/Hot Stuff — BMI) 41	Hangin' (Chic — BMI) 84	Loopzilla (Malbiz/Jobete — BMI) 95	Sexual Healing (April — ASCAP) 2
Ain't Nobody (Val-je Joe/Bee Jermaine — BMI) 36	Heartbeats (Total Experience — BMI) 9	Love Me Right (April/Uncle Ronnie's — ASCAP) 22	Space Is The Place (T.Boy/Boston International — ASCAP) 67
Always On My Mind (Screen Gems/Rose Bridge — BMI) 70	Heartbreaker (Gibb Bros. Adm. by Unichappell — BMI) 28	Magic's Wand (Zomba — BMI/Participation — ASCAP) 64	Since I Lost My Baby (ASCAP) 35
Are You Getting Enough (Finchley — ASCAP) 81	Heart To (Milk Money/Genevieve — ASCAP/Foster Frees — BMI) 72	Maneater (Fust Buzza/Hot-Cha/Unichappell — BMI) 68	Such A Feeling (Red Aurra — BMI) 66
Are You Serious (Content/Tiaura Ani Kiki — BMI) 6	Hey There Lonely Boy (Famous — ASCAP) 69	Mind Up (Mighty M — ASCAP) 21	Sweet Baby (Sugar Hill — BMI) 27
Baby, Come To Me (Roadsongs — PRS) 38	High Hopes (Interior/Irving — BMI/Richer — ASCAP) 99	Mirda Rock (Sugar Hill — BMI) 89	Swing That Sexy (Bell Boy — BMI/Gratitude Sky — ASCAP) 56
Baby Gets High (Minong — BMI) 50	I.G.Y. (Freejunkt — ASCAP) 91	Movin' Violation (Alligator — ASCAP) 30	Take It Off (Cessess/Million Dollar — BMI) 29
Bad Boy (ABKCO — BMI/Lags — ASCAP) 88	I'll Love You (Come Sopra/Stay Attuned — BMI) 82	Ms. Fine Brown (On The Boardwalk/Syl-Zel — BMI) 92	The Beat Goes (Chris Marc-Cotillion — BMI) 49
Bad Boy (Raydiola — ASCAP) 11	I'm So Proud (Mighty Three — BMI) 90	Muscles (Mijac — BMI) 25	The Best Is Yet (Assorted — BMI) 19
Betcha She Don't (Music Corp. of America/Kashif — BMI) 8	I'm The One (In Dispute) 80	Music and Lights (MCA Music — ASCAP) 47	The Girl Is Mine (Mijac — BMI) 3
Body Slam (Mash-A-Mug — BMI) 61	I've Made Love (Bertam — ASCAP) 52	My Love Grows (Triple Three — BMI) 39	The Message II (Sugar Hill — BMI) 12
Change The World (Claka/Fonz Songs/Lindae — ASCAP) 55	I Am Ready (April — ASCAP) 75	Nasty Girl (Girl's Song — ASCAP) 32	The Smurf (Dextotis/Band of Angels — BMI) 44
Do It (Warner-Tamerlane/Bar-Kays — BMI) 23	I Believe In You (Manhattan Island/Sandy Linzer — BMI) 77	1999 (Controversy — ASCAP) 20	The Walk (Tionna — ASCAP) 24
Do It Any (Warner-Tamerlane Marseant — BMI) 42	I Like It (Jobete — ASCAP) 46	Nipple To The (Ackee/Graca Jones Entrp. — ASCAP/lat/Island — BMI) 10	The Woman In Me (Warner-Tamerlane/Rashida/Flying Dutchman/Sweet Harmony — ASCAP) 83
Do It Any Way You (Philly World/On the Move/SUJAA/Wizkid — BMI) 85	I Love It (Murios/Davahkae — ASCAP) 60	Nunk (Snowflake/RC Songs — ASCAP/Prismatic/Sonic Rock — BMI) 59	There I Go (ATV — BMI) 43
Do You Like It (Slave Song/Cotillion — BMI) 87	It's Raining (Songs of Manhattan Island/Olga — BMI/Postvalda — ASCAP) 58	One More Time (McFadden & Whitehead — BMI/Barry Eastmond — ASCAP) 94	Too Late (Lindee/Man Of Song — ASCAP) 74
Doo Wa Ditty (Troutman's — BMI) 97	Keep The Fire (Warner-Tamerlane/Its The Song — BMI) 78	Outstanding (Total Experience — BMI) 5	Truly (Brockman — BMI) 7
Enuff Is Enuff (Maicaboom/Clarke — BMI) 100	Knockout (Mannish Kidd/Funtown — BMI) 26	Painted Picture (Walter Oranga/Snouse — ASCAP) 14	Turn To Me (Peer Int'l Corp./Jet D'eau/Cinescore — BMI) 16
Every Little Bit (Jobete — ASCAP) 86	Lady In Red (Mouzon — ASCAP) 17	Papa Was A Rollin' Stone (Stone Diamond — BMI) 62	Very Special (Jobete — ASCAP) 37
Fall In Love (Saggi/ire/Yougoulat/Wenkewa — ASCAP) 51	Last Night (Fools Prayer/Young Lions — BMI) 65	Pass The Dutchie (Virgin/Hal Shaper — ASCAP) 34	We Don't Have (WB/Peabo — ASCAP) 31
Funky Soul Makossa (Rightsong/Cooper — BMI) 76	Let Love Shine (Alligator — ASCAP) 71	Passion (Ba-Dake/Seven Songs — BMI) 98	Welcome To (State Of The Arts/Keiko — ASCAP) 13
Funny How Time (Tree/Tree Group — BMI) 45	Let Me Be (Stan/Flo — BMI) 40	People Treat You (On The Boardwalk/Dat Richfield Kat — BMI/Songs Can Sing — ASCAP) 93	Wild Night (Perk's Duchess — BMI) 33
Got To Be (Jobeta/Glanwood — ASCAP) 4	Let's Go Dancin' (Delightful — BMI/Double F — ASCAP) 15	Play At Your (Shakin' Baker — BMI) 63	Ya Mama (Trumar/Mason-Malcolm — BMI) 54
Got To Get Up (Stone Diamond — BMI/Chaguanas — ASCAP) 73	Let's Stay Together (Irving — BMI) 79	Put It In (Pari-Wex/Sun Hill — ASCAP) 1	You And I (Total Experience — BMI) 53
		Scorpio (Sugar Hill — BMI) 96	You Are (Brockman — ASCAP) 57
			You Can Do It (Silver Flute — BMI) 48
			Young Love (A La Mode/Arista — ASCAP) 18

MOST ADDED SINGLES

- FALL IN LOVE WITH ME — EARTH, WIND & FIRE — COLUMBIA**
WSOK, WGCI, WLOU, WNHC, WRBD, KDIA, KGFJ, WRKS, KSOL, WWDM, KDAY, WOKB, WBMX, KPRS, V103, WDIA, WCIN, WILD, WTLC, WGIV, WATV, WIGO, WJLB, WPLZ, WDMT, WEDR, WKYS, WZEN, KUKQ
- I'VE MADE LOVE TO YOU A THOUSAND TIMES — SMOKEY ROBINSON — TAMLA/MOTOWN**
WSOK, WAIL, WDAO, WLOU, WRBD, KGFJ, WRKS, KSOL, WWDM, WOKB, WBMX, WDIA, WCIN, WILD, WTLC, WATV, WLLC, WAMO, WIGO, WJLB, WPLZ, WKYS, WZEN, KUKQ
- YOU ARE — LIONEL RICHIE — MOTOWN**
OK100, WSOK, WAIL, WLOU, WNHC, KGFJ, WRKS, KSOL, WOKB, KPRS, V103, WDIA, WCIN, WILD, WTLC, WUFO, WYLD, WGIV, WATV, WLLC, WAMO, WJLB, KUKQ
- ALWAYS ON MY MIND — SONNY CHARLES — HIGHRISE**
OK100, WLUM, WLOU, KPRS, V103, WAWA, WILD, WYLD, KOKA, WRBD, WWIN, WGIV, WATV, WEDR
- LET LOVE SHINE — SKYY — SALSOUL/RCA**
OK100, WSOK, WLUM, WLOU, WRBD, KGFJ, WOKB, KPRS, WAWA, WILD, WJMO, WAMO, WEDR, KUKQ

MOST ADDED ALBUMS

- BLOW — RICK JAMES PRESENTS BOBBY M — GORDY/MOTOWN**
WGCI, WDAO, WOKB, WGIV, WPAL
- S.O.S.III — THE S.O.S. BAND — TABU/CBS**
WGCI, WGFJ, WOKB, WGIV
- IT'S GOOD TO BE HOME — HARRY RAY — SUGAR HILL**
WSOK, WDAO

UP AND COMING

- BILLIE JEAN — MICHAEL JACKSON — EPIC**
HE'S A PRETENDER — HI INERGY — GORDY/MOTOWN
TOO TOUGH — ANGELA BOFILL — ARISTA
BODY MECHANIC — QUADRANT SIX — ATLANTIC

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — M. GAYE
HOTS: M. Jackson/P. McCartney, T. Brunson, Gap Band, P. Austin, Janet Jackson, R. Parker, Jr., G. Jones, M. Joseph, L. Richie, Orbit, DeBarge, Bar-Kays, Spinners, T. Davis, P. Bryson, T. Basil, G. Washington, Jr., Chocolate Milk, Musical Youth, Kool & The Gang. ADDS: L. Richie, Ebonee Webb, T.S. Monk, C. Lynn, S. Clarke, S. Turrentine, S. Charles, Jonzun Crew, A. Bofill, Sylvester, Earth, Wind & Fire, J. Osborne. LP ADDS: Bar-Kays, Chic, ABC, Z.Z. Hill.

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — M. JACKSON/P. McCARTNEY
HOTS: M. Gaye, Prince, C. Khan, T. Brunson, Bootsy's Rubber Band, E. King, Gap Band, M. Joseph, Michael Jackson, Earth, Wind & Fire. ADDS: Hot Chocolate, Jonzun Crew, S. Robinson, Four Tops, V. Mason, Randy Crawford. LP ADDS: G. Jones.

WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — WHODINI
HOTS: G. Jones, Orbit, Indeeep, C. Khan, M. Gaye, Gap Band, Bootsy's Rubber Band, G. Washington, Jr., M. Mel/D. Bootee, S. Charles, T. Brunson, Michael Jackson, S. Robinson, Earth, Wind & Fire, I-Level, L. Vandross, Wuf Ticket, Four Tops, Yarbrough & Peoples, R. Griffin, Mikki. ADDS: A. Bofill, D. Marie, R. Ayers, D. Summer, E. Hall, Jr., Madonna, S. Redd, B. Norris, Culture Club, Mandrill, P. Dodson, Triple Play, Fresh Face, Sylvester. LP ADDS: C. Mangione, G. McCrae.

WATC — BIRMINGHAM — RON JANUARY, MD — #1 — C. KHAN
HOTS: E. King, S.O.S. Band, M. Joseph, P. Austin, W. Hutch, Planet Patrol, R. Parker, Jr., M. Jackson/P. McCartney, L. Richie, M. Gaye, Gap Band, Bar-Kays, P. Bryson, Orbit, G. Jones, A. Cymone, R. Winters & Fall, A. Franklin, Janet Jackson, Chocolate Milk. ADDS: L. Richie, S. Robinson, V. Mason, Treacherous Three, Soul Sonic Force, Quadrant Six, S. Charles, Earth, Wind & Fire, R. Griffin, Indeeep.

WILD — BOSTON — STEVE CRUMBLEY, PD — #1 — MARVIN GAYE
JUMPS: 13 To 2 — R. Parker, Jr., 17 To 10 — T. Davis, 23 To 13 — P. Bryson, 24 To 14 — J. Taylor, 30 To 15 — Orbit, 22 To 17 — G. Washington, Jr., 27 To 20 — H. Ray, Ex To 21 — Musical Youth, Ex To 22 — Indeeep, Ex To 23 — M. Mel/D. Bootee, Ex To 24 — Jonzun Crew, Ex To 25 — E. Grant, Ex To 26 — V. Mason, Ex To 27 — Wolf, Ex To 28 — L. Vandross, Ex To 29 — S. Redd, Ex To 30 — Commodores. ADDS: Hot Chocolate, Culture Club, Michael Jackson, Earth, Wind & Fire, S. Robinson, L. Richie, Skyy, E. Hall, Jr., S. Charles, Arlana, Triple Play, T. Lee.

WGIV — CHARLOTTE — HAL HARRILL, PD — #1 — M. JACKSON/P. McCARTNEY
HOTS: Yarbrough & Peoples, Brothers Johnson, A. Cymone, M. Moore, Commodores, Gap Band, Lanier & Co., B. Nunn, M. Mel/D. Bootee, T. Davis, V. Mason, Four Tops, C. Khan, P. Austin, H. Ray. ADDS: Earth, Wind & Fire, Enchantment, L. Richie, C. Lynn, Slave, T. Lee, Disco Four, Alfonso, S. Charles, First Love, Soul Sonic Force. LP ADDS: T. Davis, D. Reeves, M. Nightingale, Kleeer, R. Winters & Fall, Slave, Azymuth, S. Turrentine.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — M. JACKSON/P. McCARTNEY
HOTS: L. Richie, Kool & The Gang, M. Gaye, Gap Band, G. Jones, E. King, C. Khan, S. Charles, A. Myers, H. Ray, Dynasty, DeBarge, Commodores, R. Parker, Jr., Omni, R. Flack, A. Franklin, M. Joseph, M. Moore, G. Washington, Jr., T. Davis, R. Winters & Fall, W. Jackson, A. Silas, Warp 9, J. Osborne, Spinners. ADDS: C. Mayfield, G. Clinton, L. Vandross, Goodie, V. Mason, Indeeep, S. Robinson, Earth, Wind & Fire.

WGCI — CHICAGO — RICHARD PEGUE, PD — #1 — R. PARKER, JR.
HOTS: G. Clinton, T. Davis, M. Gaye, Prince, P. Bryson, Michael Jackson, C. Khan, Whodini, Kool & The Gang, Commodores, M. Joseph, The Time, D. Warwick, L. Vandross, DeBarge, S. Robinson, T. Lee, ABC, Gap Band, G. Washington, Jr., P. Brown, D. Henley, Indeeep, Mikki. ADDS: Cashmere, Sylvester, Orbit, Nairobi, K. Loggins, Earth, Wind & Fire, Z.Z. Hill, M. Moore. LP ADDS: Bobby M., Wolf, S.O.S. Band.

WCIN — CINCINNATI — FRANK BAILEY, MD — #1 — YARBROUGH & PEOPLES
HOTS: T. Davis, M. Moore, G. Washington, Jr., Lanier & Co., Dunn & Bruce Street, P. Bryson, Prince, M. Joseph, Sylvester, Bobby M., Aurra, Brothers Johnson. ADDS: Alfonso, E. Hall, Jr., M. Mel/D. Bootee, Indeeep, R.D. Fields, Earth, Wind & Fire, A. Bofill, S. Robinson, L. Richie, Musical Youth, T. Lee, Jammers. LP ADDS: Sunfire, S. Turrentine, Madonna, Skyy, First Love.

WDMT — CLEVELAND — BOBBY MAGIC, MD — #1 — WUF TICKET
HOTS: Prince, Hall & Oates, L. Vandross, E. King, Men At Work, Michael Jackson, A. Franklin, R. Parker, Jr., Joe Jackson, M. Jackson/P. McCartney, Toto, Whodini, Weather Girls, C. Khan, Bar-Kays, M. Moore, Commodores, M. Joseph, M. McDonald, P. Bryson. ADDS: Musical Youth, Who, Clash, R.D. Fields, G. Clinton, G. Washington, Jr., Earth, Wind & Fire.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — GAP BAND
HOTS: A. Silas, Lanier & Co., T. Davis, Bar-Kays, M. Joseph, A. Mouzon, E. King, S. Christopher, A. Franklin. ADDS: Four Tops, Dunn & Bruce Street, E. Grant, Goodie, First Love, Alfonso, Orbit, M. Mel/D. Bootee, G. McCrae, Skyy, R. Crawford, E. Hall.

WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — WHODINI
HOTS: C. Khan, M. Mel/D. Bootee, Orbit, A. Franklin, Warp 9, L. Vandross, R. Parker, Jr., M. Moore, Yarbrough & Peoples. ADDS: Earth, Wind & Fire, S. Robinson, Dazz Band, A. Bofill, R. James, O'Bryan, DeBarge, Ebonee Webb, Indeeep, Treacherous 3, Cashmere, Sekou Bunch. LP ADDS: H. Ray, Bobby M.

WJLB — DETROIT — J. MICHAEL MCKAY, MD — #1 — JANET JACKSON
HOTS: P. Bryson, T. Brunson, I-Level, C. Brand, D. Train, M. Moore, A. Franklin, C. Khan, E. King, Michael Jackson, S. Charles, DeBarge, R. Parker, Jr., M. Gaye, L. Richie, Orbit, A. Cymone. ADDS: L. Vandross, Aurra, T. Davis, Jammers, Earth, Wind & Fire, L. Richie, T. Basil, S. Robinson, Earth, Wind & Fire. LP ADDS: S. Mills.

KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — COMMODORES
HOTS: G. Jones, M. Moore, B. Nunn, R. Parker, Jr., M. Jackson/P. McCartney, G. Washington, Jr., DeBarge, Yarbrough & Peoples, Musical Youth. ADDS: Earth, Wind & Fire, Hi Inergy, D. Summer, System, G. McCrae.

KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — M. JACKSON/P. McCARTNEY
HOTS: Vanity 6, M. Gaye, C. Khan, E. King, The Time, R. Franklin, M. Moore, A. Franklin, I-Level. ADDS: G. Washington, Jr., Skyy, Earth, Wind & Fire, Cashmere, Hi Inergy, S. Robinson, L. Richie, R. Griffin, Jonzun Crew, W. Pickett, Felix & Jarvis, Michael Jackson. LP ADDS: S.O.S. Band, R. Crawford, Slave, The Time.

WLOU — LOUISVILLE — NEAL OREA, PD — #1 — T. BRUNSON
HOTS: Commodores, Whodini, M. Jackson/P. McCartney, A. Franklin, M. Joseph, One Way, E. King, C. Khan, Lanier & Co., T. Davis, R. Parker, Jr., Chocolate Milk, F. Payne, V. Mason, Brothers Johnson, C. Carlton, R. Griffin, Kleeer, G. Washington, Jr., M. Moore. ADDS: M. Mel/D. Bootee, D. Summer, G.

Clinton, Slave, Earth, Wind & Fire, S. Robinson, Skyy, L. Richie, S. Charles, R. Franklin, Janet Jackson, Ultimate Choice, Amusement Park. LP ADDS: Kleeer.

WDIA — MEMPHIS — CARL CONNER, PD
HOTS: T. Davis, J. Taylor, T. Brunson, DeBarge, Lanier & Co., R. Parker, Jr., Wuf Ticket, S. Johnson, Commodores, T. Basil. ADDS: Aurra, Earth, Wind & Fire, E. Hall, Jr., Goodie, L. Richie, S. Robinson, S. Lattisaw.

WEDR — MAIMI — GEORGE JONES, PD — #1 — GAP BAND
HOTS: Prince, Bar-Kays, Orbit, M. Joseph, Kool & The Gang, C. Khan, T. Davis, R.D. Fields, Brothers Johnson, S. Johnson, McFadden & Whitehead, Warp 9, Dr. Jekyll & Mr. Hyde, Yarbrough & Peoples, Commodores, Stone, Kleeer, Nairobi, Cashmere, Society of Seven. ADDS: B. Nunn, Bell Brothers, S. Charles, Sylvester, Earth, Wind & Fire, Skyy, D. Marley, Disco 4, Soul Sonic Force.

WAWA — MILWAUKEE — JIMMY GOODTYME, PD — #1 — BAR-KAYS
HOTS: Prince, Kool & The Gang, E. King, The Time, G. Guthrie, G. Jones, Kleeer, A. Cymone, G. Clinton, Joe Jackson, A. Franklin, T. Davis, M. Nightingale. ADDS: Aurra, V. Mason, Ebonee Webb, C. Davis, S. Charles, Skyy.

WNHC — NEW HAVEN — JAMES JORDAN, PD — #1 — M. JACKSON/P. McCARTNEY
HOTS: C. Khan, Musical Youth, M. Joseph, T. Basil, Orbit, M. Gaye, Indeeep, Central Line, Four Tops, Janet Jackson, Junior, Rodway, People's Choice, R. Parker, Jr., M. Moore, Hot Chocolate, Man Parrish, P. Brown, S. Lattisaw, Cashmere. ADDS: Y. Brown, A. Bofill, Hi Inergy, Soul Sonic Force, Jonzun Crew, L. Richie, Kchemistry, Quadrant Six, Earth, Wind & Fire, Der Kommissar, B. Nunn, Forrest, Feel, T. Lee.

WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — M. GAYE
HOTS: C. Khan, P. Austin, Tilt, Bar-Kays, Chocolate Milk, Joe Jackson, Jonzun Crew, Men At Work, R. Parker, Jr., Indeeep, G. Washington, Jr., Musical Youth, G. Jones, K. Loggins, E. King, Michael Jackson, Wuf Ticket, Hot Chocolate, L. Richie, D. Summer. ADDS: M. Gaye, Soul Sonic Force, S. Robinson, M. Joseph, Queen, Wolf, O'Bryan.

WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — M. GAYE
HOTS: M. Jackson/P. McCartney, One Way, Brothers Johnson, C. Khan, T. Davis, M. Joseph, Louisiana Purchase, G. Washington, Jr., H. Ray, E. King, P. Bryson, Yarbrough & Peoples, R. Parker, Jr., W. Jackson, Goodie, Gap Band, Slave, Material, S. Robinson, Musical Youth, Earth, Wind & Fire. ADDS: L. Richie, L. Vandross, R. Crawford, S. Charles, E. Hall, Jr.

WOKB — ORLANDO — BILLIE LOVE, PD — #1 — T. DAVIS
JUMPS: 6 To 2 — Gap Band, 12 To 4 — R. Winters & Fall, 9 To 5 — C. Khan, 19 To 8 — Janet Jackson, 20 To 9 — Brothers Johnson, 21 To 10 — G. Jones, 22 To 11 — Orbit, 38 To 12 — R. Parker, Jr., 45 To 15 — Yarbrough & Peoples, 24 To 19 — Spinners, 26 To 20 — One Way, 28 To 13 — Musical Youth, 34 To 22 — P. Bryson, 40 To 23 — Valentine Brothers, 35 To 24 — G. Washington, Jr., 41 To 25 — Man Parrish, 44 To 26 — Atlantic Starr, 33 To 28 — Commodores, 48 To 29 — Goodie, 33 To 30 — Imagination, Ex To 31 — M. Mel/D. Bootee, 42 To 32 — Mandrill, 43 To 33 — B. Nunn, 45 To 34 — Wolf, 47 To 35 — Wrecking Crew, 49 To 37 — Jonzun Crew, Ex To 38 — Bobby M., Ex To 39 — L. Vandross. ADDS: S. Robinson, Ebonee Webb, Earth, Wind & Fire, L. Richie, Michael Jackson, R. James, Disco 4, Cashmere, Skyy, Quadrant Six. LP ADDS: R. Marley, R. Parker, Jr., Brothers Johnson, J. Butler, Bobby M., S.O.S. Band.

WAMO — PITTSBURGH — J. C. FLOYD, PD — #1 — KOOL & THE GANG
JUMPS: 16 To 4 — The Time, 10 To 5 — Bar-Kays, 11 To 6 — L. Ritenour, 13 To 10 — Brothers Johnson, 24 To 11 — R. Parker, Jr., 36 To 12 — M. Joseph, Ex To 13 — Commodores, Ex To 14 — G. Washington, Jr., Ex To 15 — Warp 9, 29 To 20 — Goodie, 31 To 22 — Spinners, 27 To 23 — DeBarge, 30 To 24 — A. Myers, Ex To 26 — Sylvester, 37 To 27 — M. Nightingale, 39 To 30 — V. Mason, Ex To 32 — Material, Ex To 33 — Bloodstone, Ex To 38 — R. Sheppard, Ex To 39 — T. Davis, Ex To 40 — Musical Youth. ADDS: Gap Band, Wrecking Crew, L. Richie, Skyy, D. Summer, S. Robinson, Janet Jackson. LP ADDS: Michael Jackson.

WLE — RALEIGH — CHESTER DAVIS, PD — #1 — G. JONES
HOTS: M. Jackson/P. McCartney, G. Clinton, Brothers Johnson, T. Brunson, M. Gaye, L. Vandross, G. Washington, Jr., C. Khan, P. Bryson. ADDS: S. Robinson, L. Richie.

WPLZ — RICHMOND — HARDY JAY LANG, MD — #1 — M. JACKSON/P. McCARTNEY
HOTS: A. Franklin, T. Brunson, Lanier & Co., Bar-Kays, Con Funk Shun, Orbit, G. Jones, C. Khan, The Time, Michael Jackson, Earth, Wind & Fire, M. Moore, Four Tops, Spinners, Janet Jackson, A. Silas, Gap Band, M. Gaye, R. Parker, Jr., G. Washington, Jr., M. Mel/D. Bootee. ADDS: A. Bofill, Earth, Wind & Fire, S. Robinson. LP ADDS: Prince, The Time.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — M. JACKSON/P. McCARTNEY
HOTS: E. King, M. Gaye, R. Parker, Jr., H. Johnson, Bar-Kays, Brothers Johnson, P. Bryson, C. Khan, G. Jones. ADDS: L. Richie, Earth, Wind & Fire, Gap Band, P. Brown, M. Joseph, Sylvester, Yarbrough & Peoples, S. Robinson, L. Vandross, Wuf Ticket.

WSOK — SAVANNAH — JAY BRYANT, PD — #1 — ONE WAY
JUMPS: 11 To 7 — Spinners, 15 To 9 — A. Franklin, 19 To 10 — M. Joseph, 16 To 14 — Commodores, 20 To 16 — R. Parker, Jr., 21 To 17 — B. White, 22 To 18 — Yarbrough & Peoples, 26 To 19 — P. Bryson, 27 To 20 — V. Mason, 29 To 25 — Aurra, 30 To 26 — Bobby M., Ex To 22 — L. Vandross, Ex To 27 — E. Klugh/B. James, Ex To 28 — Musical Youth, Ex To 29 — C. Davis, Ex To 30 — Central Line. ADDS: Black Diamond, Skyy, R.G.&B., L. Richie, A. Bofill, Jonzun Crew, S. Robinson, Earth, Wind & Fire. LP ADDS: H. Ray.

WWDM — SUMTER — BARBARA TAYLOR, PD
HOTS: M. Gaye, M. Jackson/P. McCartney, C. Khan, Prince, Commodores, Dr. Jekyll & Mr. Hyde, R. Parker, Jr., M. Mel/D. Bootee. ADDS: S. Robinson, S. Turrentine, Soul Sonic Force, Earth, Wind & Fire, Cashmere, G. Dunlap, Disco 4, System, Forrest. LP ADDS: J. McLaughlin, S. Rollins, M. Shaw, H. Hancock.

OK100 — WASHINGTON, D.C. — JON TURK, MD — #1 — MARVIN GAYE
HOTS: Kool & The Gang, One Way, Brothers Johnson, T. Brunson, Bar-Kays, D. Warwick, H. Johnson, Commodores, E. King, C. Lynn, M. Moore, E. Grant, Michael Jackson, A. Franklin, G. Washington, Jr., W. Jackson, Fresh Face, L. Richie, Valentine Brothers. ADDS: Skyy, Lemelle, Sylvester, E. Hall, Jr., L. Vandross, S. Charles, Wolf, DeBarge, R. Griffin. LP ADDS: Earth, Wind & Fire, C. Khan, Cheri, Mandrill, Bar-Kays, Spinners.

WKYS — WASHINGTON, D.C. — DONNIE SIMPSON, PD
ADD: S. Robinson, Earth, Wind & Fire, DeBarge, A. Bofill.



NARAS FAMILY PHOTO — For the first time ever all the past local chapter and national presidents from Nashville assembled recently to discuss projects that the National Academy of Recording Arts And Sciences (NARAS) are currently involved in, including bringing the Grammy Awards show to the city next year. Pictured seated (l-r) are: Bill Denny, past national and chapter president; Wesley Rose, past national president; Harold Bradley, past chapter president; and Bill Ivey, current national president. Pictured standing are (l-r): former chapter presidents John Sturdivant, Buddy Killen, Frank Jones, Eddy Arnold, Don Butler, Glenn Snoddy, Roger Sovine and Joe Moscheo.

Country Arbitron Numbers Down In Cleveland, Houston, St. Louis

by Tom Roland

NASHVILLE — Some fairly significant declines in country listenership marked the second round of advance numbers from Arbitron following the fall survey results. In Houston, Cleveland and St. Louis, each of the "big three" country stations showed some sort of decline dropping total country listenership at least one share point in each market, although in the nation's capital, country stations pulled in an extra 1.7 share, due mostly to the efforts of WPKX-FM, which regained the lead in the market. PKX came out of the Summer Book with a 3.4 share, a tenth off the leading mark posted by FM competition WMZQ. The latter station upped its score in the fall to 3.6, but WPKX shot past them to reach an even 5.0. While the front position in Washington, D.C., seems to have changed hands a number of times over the past year, the overall growth of country in the political center has been somewhat phenomenal in the past six months. In the Spring Book, PKX maintained a 2.9, while MZQ reached a 2.7; their combined share of the market amounted to a 5.6. The latest figures find country up a full three shares. Elsewhere, country found less impressive degrees of movement, especially in Houston, where nearly four points were shaved off last year's market share. KIKK-FM retained the lead, although it lost an even 2.0 in posting a 6.6 share. Continuous country KILT-FM also dropped, checking

in at 5.4 after a summertime performance that reached 6.7, and the AM sister signal slid 0.4 to a 2.9. In St. Louis, each of the three country proponents felt a decline, though market frontrunner WIL-FM lost only 0.2 to score a 6.5 in the book. WIL-AM dropped an entire point in garnering an even 2.0, while KSD was socked for six-tenths when it slipped to 3.5. Overall, country was hit for 1.8 share points. Likewise, Cleveland suffered a decline of 1.4 shares, although the leading country outlet, WHK, dug in its heels at 5.1, nearly duplicating the 5.2 which was rendered during the previous survey period. WWWE, in spite of its massive signal, sank to third place with a 3.2 following a somewhat promising Summer Book, which reached 4.4. Stereo WKSX-FM regained the second spot in spite of a drop of 0.3, placing the station squarely at a 3.5. Detroit showed a less penetrating decline, as country lost only 0.7 points in the Motor City. WWWW retained the lead, but it clearly lost ground to bandmate WCXI-FM as they showed equal movements of a conflicting nature. W4 dropped a half-share to an even 4.0, while WCXI increased its share a half-point in reaching a 2.2 figure. WCXI-AM, meanwhile, fell from 3.0 to 2.3. Both San Francisco and Dallas proved rather stable during the survey period. KNEW held steady in the Bay Area, producing a 2.8 book, but former rocker KSAN pulled out of a tie with its sister station, while reaching the 3.0 plateau. In Dallas, however, KPLX-FM overtook WBAP to reach second in the country race, while KSCS-FM held firm at 8.3. Just as KPLX bounced from a 3.4 to 5.7, WBAP tumbled from its 6.8 status to a 4.8 mark. KIXK-FM tacked on additional tenth to reach 1.6, while neither KBOX nor KXOL were able to post scores in excess of one share. All figures represent average quarter hour listening for all persons, 12+, Monday-Sunday, from 6 a.m. to midnight, which were tabulated during the fall ratings period, Sept. 23-Dec. 15, 1982.



FRICKE ON THE MOVE — Columbia recording artist Janie Fricke took a ride with the label to the new CBS offices in the revamped CBS Studios atop the desk of vice president of marketing Roy Wunsch. Fricke played hostess for the company's holiday luncheon prior to the Christmas break, while the label in turn surprised Fricke with a birthday cake. CBS's new address is 34 Music Square East, Nashville, Tenn. 37203.

New Halsey Office
NASHVILLE — The forthcoming branch of Halsey International will be located at 2 Music Circle South, across the hall from **Cash Box**. Jerry Flowers, director of operations for the branch, indicated that the space may be occupied as soon as Jan. 17, with room left for possible future expansion. The company's telephone number is (615) 242-0902.

Warner Bros., E/A Combine Nashville Offices In Major WCI Shakeup

by Tom Roland

NASHVILLE — In conjunction with organizational changes that occurred throughout the Warner Communications, Inc. (WCI), records operations (see separate story), Warner Bros. Records' and Elektra/Asylum Records' country divisions were consolidated last week, eliminating Elektra's Nashville branch and up to 10 staff positions.



Jimmy Bowen

Seen by most as an effort to streamline WCI's recording interests within the country center, the move included the elimination of Elektra's Nashville office, with the Elektra staff assuming the duties of both the Elektra and Warner Bros. staffs. The 8-10 Warner Bros. employees were released as of Jan. 14, and the entire Elektra and Warner Bros. country rosters have been grouped under the Warner Bros. banner, with the employees from the former Elektra staff assuming control.

Andy Wickham, who had served as the head of the Warner Bros. operation, will move to London, where he will serve in the area of European talent acquisition. Jimmy Bowen, formerly division vice president for Elektra, will act as senior vice president for the Warner Bros. entity, reporting directly to board chairman Mo Ostin. Stan Byrd, who served as the Warner Bros. national director of country promotion and sales, will continue to work for three months with Warner Bros. as an independent consultant to aid the transition.

Ewell Rousell, vice president of marketing for Warner Bros., indicated that the transition is currently the major concern of the company. The Elektra staff had eight records represented on the **Cash Box** Country Singles chart this week, but the addition of the Warner Bros. product makes the crew responsible for 20 records on the charts plus new releases, and Rousell suggested that establishing promotional priorities without slighting any of the artists involved is the primary short-term difficulty faced by the company.

"As far as sales go, it will be business as usual," he stated. "Billing is not our big concern right now; whether it goes through Elektra or through Warner Bros., it will still go to WCI. What we have to do in promotion is juggle priorities, but we will not jeopardize any product." Rousell noted that independent promoters would be hired as needed to handle the extra burden until scheduling difficulties could be worked out with future product.

Change Of Logos

He added that product that is already pressed and packaged, such as the new Hank Williams, Jr. album, "Strong Stuff," will be shipped under the Elektra label until the supply is exhausted, at which time new Warner Bros. labels will be affixed to the product. No immediate additions to the staff are planned, although later expansion of a few positions may be forthcoming; but the artist roster will be trimmed from approximately 35 acts to a more workable number after careful consideration. Rousell emphasized that the roster cuts would not be made until all the acts from both labels could be evaluated. He admitted that the Elektra staff is unfamiliar with many of the Warner Bros. acts and that the decision to discontinue any association would be based on a number of factors, including the acts' on-stage ability, as well as the compatibility of the management team. He added that he considers the Warner Bros. roster of developing artists one of the most impressive in country.

New and developing acts in the Warner Bros. stable include Karen Brooks, the Wright Brothers, Bandana, Gary Morris, Judy Bailey and Gail Davies. Other mem-

bers of the Warner Bros. roster include T.G. Sheppard, John Anderson, Emmylou Harris, Tom T. Hall, Freddy Fender, Porter Wagoner and Rodney Crowell.

Included in the Elektra stable are Conway Twitty, Crystal Gayle, Hank Williams, Jr., the Whites, Eddy Raven, Kieran Kane, Johnny Lee, the Osmonds and the Bellamy Brothers. WCI is able to re-classify the Elektra artists through a "re-assignment clause" that is present in most artist contracts, giving the corporation the option to place them with alternate labels within the framework of WCI.

"Obviously, the basic decision was to combine the two (Elektra and Warner Bros.)," commented David H. Horowitz, co-chief operating officer and office of the president, WCI. "You can understand the reasons for that: it's a little bit more economical and efficient. Both moves (the Nashville consolidation and additional ties with Atlantic Records in New York — see separate story) were prompted by the desire for greater efficiency. We're trying to deal with a difficult marketplace and remain plausible. As to why Warner Bros. rather than Elektra, I would say that that in part reflects a greater interest on the part of the management at Warner Bros. than the new management at Elektra in the country field. Warners has been in that field for a long time, and it seemed to make sense. It could have gone either way; it wasn't a major issue."

Reportedly, Bowen will continue to produce many of the artists on the Warner Bros. roster, although many have speculated that Jim Ed Norman, who produces Johnny Lee, Mickey Gilley and Anne Murray, will join the label in some A&R capacity. Neither Warner Bros. nor Jensong and Jensong Music (Norman's publishing operation) would comment on the rumor.

In spite of the consolidation, officials with Warner Bros. say that the publishing operations will not be affected. Warner Bros. Music and Elektra/Asylum Music will not merge, although the name of the latter company may be changed. Dixie Gamble-Bowen heads up the Elektra/Asylum Music operation Nashville, and no cuts or alterations in the staff there are expected.

Viva Records, the Los Angeles-based record company that features David Frizzell & Shelly West, as well as a number of soundtracks such as the current *Honkytonk Man* album, is currently renegotiating its distribution agreement with Warner Bros. and has been acting through the prior arrangement, which ended in October. Although label president Don Blocker indicated that he wished to remain with the Warner Bros. organization, he suggested that the new regime will have a great impact on whether or not Viva can cement a new agreement with the label.

"If they want to be in the country business, then we want to be with them if the deal can work out," he commented, "but the indication has been that maybe Warners doesn't want to be in the country business. That's their choice, but if that's the case, we can't be a part of that. I'm a little disappointed with Warners, and it's not

(continued on page 25)

TOP 75 ALBUMS

	Weeks On Chart		Weeks On Chart
	1/15		1/15
1 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	1	38 PERFECT STRANGER T.G. SHEPPARD (Warner/Curb 23726-1)	36 14
2 WWII WAYLON AND WILLIE (RCA AHL 1-4455)	2	39 BUSTED JOHN CONLEE (MCA 5310)	41 41
3 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	3	40 GET CLOSER LINDA RONSTADT (Asylum 9 60185)	40 10
4 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996)	4	41 STRONG WEAKNESS THE BELLAMY BROTHERS (Elektra/Curb 9 60210-1)	49 5
5 GOING WHERE THE LONELY GO MERLE HAGGARD (Epic FE 38092)	9	42 GREATEST HITS JANIE FRICKE (Columbia FC 38310)	35 10
6 GREATEST HITS DOLLY PARTON (RCA AHL 1-4422)	6	43 A COUNTRY CHRISTMAS VARIOUS ARTISTS (RCA CPL 1-4396)	33 5
7 JUST SYLVIA SYLVIA (RCA AHL 1-4312)	5	44 SOUNDS LIKE LOVE JOHNNY LEE (Full Moon/Asylum 60147-1)	47 14
8 HANK WILLIAMS, JR.'S GREATEST HITS (Elektra/Curb 60193-1)	8	45 THE BEST LITTLE WHOREHOUSE IN TEXAS ORIGINAL SOUNDTRACK (MCA 6112)	45 22
9 RADIO ROMANCE EDDIE RABBITT (Elektra 60160-1)	10	46 BIGGEST HITS MICKEY GILLEY (Epic FE 38320)	46 5
10 ANNIVERSARY — TEN YEARS OF HITS GEORGE JONES (Epic KE2 38328)	13	47 GOING HOME FOR CHRISTMAS MERLE HAGGARD (Epic FE 38307)	42 6
11 IT AIN'T EASY JANIE FRICKE (Columbia FC 38214)	16	48 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb E1 60019)	48 72
12 SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA AHL 1-4348)	12	49 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	54 97
13 THE WINNING HAND KRIS KRISTOFFERSON, WILLIE NELSON, DOLLY PARTON AND BRENDA LEE (Monument JWG 38389)	17	50 MICHAEL MARTIN MURPHY Liberty LT-51120)	50 20
14 A TASTE OF YESTERDAY'S WINE MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	14	51 HONKYTONK MAN ORIGINAL SOUNDTRACK (Warner Bros./Viva 9 23739-1)	66 2
15 LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1)	23	52 TOM JONES COUNTRY Mercury/PolyGram ARM-1-4062)	57 14
16 SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 36135)	19	53 THE ELVIS MEDLEY ELVIS PRESLEY (RCA AHL 1-4530)	56 5
17 THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23697-1)	11	54 A LITTLE MORE RAZZ RAZZY BAILEY (RCA AHL 1-4423)	51 6
18 TRUE LOVE CRYSTAL GAYLE (Elektra 60200-1)	20	55 THE LEGEND GOES ON THE STATLER BROTHERS (Mercury/PolyGram SRM-1-4048)	58 60
19 THE BIRD JERRY REED (RCA AHL 1-4529)	15	56 BEST OF BOXCAR, VOL. ONE BOXCAR WILLIE (Main Street ST 73002)	63 10
20 SOMEWHERE IN THE STARS ROSANNE CASH (Columbia TC37570)	21	57 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA-5330)	60 14
21 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	18	58 CONWAY'S #1 CLASSICS VOL. II CONWAY TWITTY (Elektra 60209)	— 1
22 WILD & BLUE JOHN ANDERSON (Warner Bros. 23721-1)	26	59 TOO GOOD TO HURRY CHARLY McCLAIN (Epic FE 38064)	62 14
23 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	22	60 OUR BEST TO YOU FRIZZELL & WEST (Warner Brothers 23754-1)	— 1
24 QUIET LIES JUICE NEWTON (Capitol ST 12210)	24	61 GREATEST HITS ANNE MURRAY (Capitol SOO-12110)	65 2
25 THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE! DAVID FRIZZELL (Warner/Viva 23688)	25	62 STEVE WARINER RCA (AHL 1-4154)	53 10
26 CHRISTMAS THE OAK RIDGE BOYS (MCA-5365)	7	63 HIGH NOTES HANK WILLIAMS, JR. (Elektra/Curb F1-60100)	55 40
27 PUT YOUR DREAMS AWAY MICKEY GILLEY (Epic FE 38082)	27	64 THE DAVID FRIZZELL AND SHELLY WEST ALBUM (Warner Bros./Viva BSK 3643)	75 51
28 STRAIT FROM THE HEART GEORGE STRAIT (MCA 5320)	39	65 CONWAY'S #1 CLASSICS CONWAY TWITTY (Elektra E1-60115)	59 19
29 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	29	66 JUST HOOKED ON COUNTRY ATLANTA POPS ORCHESTRA — ALBERT COLEMAN, conducting (Epic FE 38154)	61 23
30 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	30	67 UNLIMITED REBA McENTIRE (Mercury/PolyGram SRM 1-4047)	64 28
31 INSIDE AND OUT LEE GREENWOOD (MCA-5305)	31	68 LISTEN TO THE RADIO DON WILLIAMS (MCA-5306)	67 41
32 DREAM MAKER CONWAY TWITTY (Elektra 60182-1)	28	69 BOBBIE SUE OAK RIDGE BOYS (MCA-5294)	69 49
33 COME BACK TO ME MARTY ROBBINS (Columbia FC 37995)	38	70 INSIDE RONNIE MILSAP (RCA AHL 1-4311)	68 31
34 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO 51124)	34	71 THIS DREAM'S ON ME GENE WATSON (MCA-5302)	70 24
35 16TH AVENUE LACY J. DALTON (Columbia FC37975)	37	72 THE MAN WITH THE GOLDEN THUMB JERRY REED (RCA AHL 1-4215)	71 34
36 BIGGEST HITS MARTY ROBBINS (Columbia FC 38309)	43	73 THE BEST OF JERRY LEE LEWIS (Elektra 60191-1)	73 10
37 BIG CITY MERLE HAGGARD (Epic FE 37593)	32	74 THE HOTTEST NIGHT OF THE YEAR ANNE MURRAY (Capitol ST-1225)	72 21
		75 I WRITE IT DOWN ED BRUCE (MCA-5323)	74 12

Warner Bros., E/A Consolidate Offices

(continued from page 23)

necessarily with the closing the other day. I've had that nagging feeling for a long time that I don't know if they want a country label. Maybe they do, but they don't act like it."

Blocker said that the new management is already working the Viva product and that his promotion fund had allowed room to hire independent promoters. Because of that, he felt that there would be little or no transitional problem, and that Frizzell & West product would not have to suffer a loss of priority due to the expanded roster.

Other artist managers, such as Jack Johnson, who handles T.G. Sheppard; Ken Stills, who works with Eddy Raven; and Dee Henry, who represents Conway Twitty,

suggested that the consolidation was a necessary move to increase the profitability of the WCI program. They felt that the use of independents would smooth out any wrinkles in the transition period and that future scheduling by the new management team would avoid any problems with conflicting priorities.


Some anxiety existed, however, within the ranks of the newer artists, who had some doubt as to whether or not they would be retained by the label. Their fears were heightened somewhat when Warner Bros. admitted that it would be forced to trim the roster, since the details of the move cannot be fully realized until preliminary discussions between the label and the various management teams can be completed.

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THE COUNTRY MIKE

ARNOLD TO HOST NEW PROGRAM — WHN/New York air personality, **Lee Arnold** will be hosting a weekly, three-hour country music interview and concert program, *Lee Arnold On A Country Road*, scheduled to debut on the Mutual Broadcasting System Saturday, Jan. 15. The weekly program, produced for Mutual by Broadcast International, will feature a unique blend of exclusive interviews, top-rated country music, insider's gossip, records on the rise, hits from the past, guest disc jockeys, a national country concert tour guide and calendar plus a weekly profile of a major country artist. Also there will be a weekly 30-minute concert recorded live at Billy Bob's Texas, the world's largest honky tonk, located in Fort Worth. **Dick Carr**, vice president of programming, said the show is "the best of both worlds," combining elements



from both the countdown format and the live concert broadcast. Dodge Trucks will be a principle sponsor of the program. **Ike Eagan**, executive director of Broadcast International, will be executive producer for the program, and **Glenn Morgan**, director of music programming for Mutual, will serve as executive in-charge of production.

MACK IS BACK — **Bill Mack**, a veteran disc jockey of 30 years, is back on the airways. His *International Country Road Show*, is being transmitted through the facilities of 250,000-watt **XERF/Ciudad Acuna**, Mexico. XERF is said to be the most powerful commercial operation in the world today; Mack has heard from listeners as far away as Bolton, Ontario, Canada, and a town

100 miles north of Tokyo, Japan. His program can be heard nightly from 2:00-6:00 a.m., CST, seven nights a week.

COUNTRY RADIO SEMINAR PROVIDES COLLEGE CREDIT — The Organization of Country Radio Broadcasters (OCRB), in cooperation with Middle Tennessee State University (MTSU), is offering two hours of transferable college class credit to students attending the upcoming Country Radio Seminar. The offer is open to students enrolled in accredited university programs in broadcasting or recording. This arrangement supports the ORCB philosophy that time and efforts should be invested in the individuals that will be an important element of the broadcasting industry in the future. A special seminar registration form will be available from the ORCB office, and those students who wish to participate must pay the registration fee of \$176. This fee includes the tuition costs of the class. Students do not have to be residents of Tennessee to participate in this program. For more information, contact **Dennis Buss** or **Susan Roberts** at the ORCB office in Nashville at (615) 327-4488.

FREEBIES — As a tie-in with its current four-in-a-row contest (**Cash Box**, Oct. 30), **KOKE/Austin** is offering another one. On each of the four Tuesday nights in February, KOKE is sponsoring a free concert at the Double Eagle Club. Scheduled artists include **Ed Bruce** (Feb. 1), **Sylvia** (Feb. 8), **Terri Gibbs** (Feb. 15) and **Ronnie McDowell** (Feb. 26) ... Speaking of free concerts, **KFDI/Wichita** is holding a concert free of charge to area residents, with **Roy Clark** as the feature performer. Although this is KFDI's 11th annual free show, the current economic conditions have heightened the significance of this event. Other artists on the bill are **Rodney Lay & the Wild West**, **Cindy Hurt**, **Jimmy Henley**, **Fanci**, **Debbie Campbell** and **Ronnie Dunn**.

STATION CHANGES — **Cecil Thomas** has been named general manager of **WSIX-AM & FM/Nashville**. He will replace **Jim Bocock**, who is learning to become president of Blair Broadcasting of Florida and will serve as general manager of Blair's **WFLA-AM & FM/Tampa**. He had been with WSIX since 1978. Thomas joined the stations in 1977 and had previously been associated with **WENO** and **WMAK** in Nashville. **Beth Lewis**, local sales manager for WSIX-AM & FM, has been named general sales manager of the stations.

juanita butler

PROGRAMMERS PICKS

Chris Taylor	KYNN/Omaha	Reasons To Quit — Merle Haggard & Willie Nelson — Epic
Wiley Carpenter	WWNC/Ashville	Swingin' — John Anderson — Warner Bros.
Bill Warren	KLIC/Monroe	Breakin' It — Loretta Lynn — MCA
Lee Phillips	WKMF/Flint	Swingin' — John Anderson — Warner Bros.
Mike Lee	KVOC/Casper	Gonna Go Huntin' Tonight — Hank Williams, Jr. — Elektra/Curb
Al Hamilton	KEBC/Oklahoma City	Shine On — George Jones — Epic
Rick Stevens	KWKH/Shreveport	I Love How You Love Me — Glen Campbell — Atlantic/America
Jim Clemens	WPLO/Atlanta	Shame On The Moon — Bob Seger & The Silver Bullet Band — Capitol
Bill White	WEEP/Pittsburgh	Swingin' — John Anderson — Warner Bros.
Kevin Herring	WWWW/Detroit	Swingin' — John Anderson — Warner Bros.
Cathy Hahn	KLAC/Los Angeles	When I'm Away From You — The Bellamy Brothers — Elektra
Al Twine	WBXB/Edenton	Breakin' It — Loretta Lynn — MCA

MOST ADDED COUNTRY SINGLES

1. YOU DON'T KNOW LOVE — JANIE FRICKE — COLUMBIA — 35 ADDS
2. MY FIRST TASTE OF TEXAS — ED BRUCE — MCA — 35 ADDS
3. SWINGIN' — JOHN ANDERSON — WARNER BROS. — 34 ADDS
4. WHEN I'M AWAY FROM YOU — THE BELLAMY BROTHERS — ELEKTRA — 28 ADDS
5. I HAVE LOVED YOU, GIRL — EARL THOMAS CONLEY — RCA — 26 ADDS

MOST ACTIVE COUNTRY SINGLES

1. WHY BABY WHY — CHARLEY PRIDE — RCA — 59 REPORTS
2. IF HOLLYWOOD DON'T NEED YOU — DON WILLIAMS — MCA — 54 REPORTS
3. I WOULDN'T CHANGE YOU IF I COULD — RICKY SKAGGS — EPIC — 49 REPORTS
4. THE ROSE — CONWAY TWITTY — ELEKTRA — 47 REPORTS
5. VELVET CHAINS — GARY MORRIS — WARNER BROS. — 44 REPORTS

SINGLES REVIEWS

OUT OF THE BOX



LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 38-03517)

Almost Called Her Baby By Mistake (2:53) (Larry Gatlin Music — BMI) (L. Gatlin) (Producers: J. Crutchfield, L. Gatlin)

The Gatlins' well-defined falsetto harmonies have become one of the most easily recognized properties in contemporary country, in this instance crooning a lilting hook about fidelity (or near-infidelity) across sentimental, string-laden instrumental tracks. This is the second release from "Sure Feels Like Love."

FEATURE PICKS

JOHNNY CASH (Columbia 38-03524)

We Must Believe In Magic (2:32) (Jack Music, Inc. — BMI) (A. Reynolds/B. McDill) (Producer: J. Clement)

RONNIE McDOWELL (Epic 34-03526)

Personally (3:26) (Tree Publ./Five Of A Kind Pub./Tree Group — BMI) (P. Kelly) (Producer: B. Killen)

JOHNNY LEE (Full Moon/Asylum 7-69848)

Sounds Like Love (2:51) (Chappell Music/Bibo Music — ASCAP) (C. Black, T. Rocco) (Producer: J.E. Norman)

THE WRAY BROTHERS BAND (CIS CIS-3011-AS)

Reason To Believe (3:11) (Hudson Bay Music Pub., Inc. — BMI) (T. Hardin) (Producer: Not Listed)

THE RANGERS (CBO CBO-133)

Don't Play Cheatin' Heart (2:45) (Phone Pub./Muhlenberg Music Inc. — BMI) (D. Hoggard) (Producer: S. Chandler)

BOB SANDERSON (New Records NW-101)

Back On The Barstool Again (3:39) (Bibo Music — ASCAP/Somebody's Music — SESAC) (C. Silver, J. Gillespie) (Producer: J. Gillespie)

LINDA JORDAN (Chaparrel SO-17310)

Only Your Heart Can Tell (2:45) (Chriswood Music — BMI) (B. Wood, M. Fielder) (Producer: L. Morton)

RAY PIERCE (Tramline RP 109)

She's Out Breakin' Her Old Habit (2:36) (Baray Music — BMI) (D. Mitchell) (Producer: D. Mitchell)

BRENTWOOD (Hot Schats HS 0050)

Katy Bar The Door (2:35) (Granite Pub. — ASCAP/Boquillas Canyon Music — BMI) (L. Domann, R. Whiteway) (Producer: E. Spielman)

NEW AND DEVELOPING

MARCIA BEVERLY (Epic 34-03496)

The Blues Around Town (3:05) (Acuff-Rose Publications, Inc. — BMI) (M. Beverly) (Producer: R. Albright)

Emmylou Harris lends backing vocals to Beverly's second single, a brooding lament of misguided self-evaluation and ill-advised upheaval. Beverly maintains a strong country image — kind of a female John Anderson — although the supporting musicians don't quite seem as inspired as she, but the image is that of a strong, self-willed woman in stark contrast to the usual sugar and syrup applied to most female singers.



COUNTRY COLUMN

CONGRATULATIONS — To all of those country artists who were nominated for Grammy Awards. **Willie Nelson** certainly deserves the highest accolades, along with **Johnny Christopher**, **Mark James** and **Wayne Thompson**, who wrote "Always On My Mind," for that song netted four nominations, including the coveted Record of the Year. In addition, "Always On My Mind" was picked as a finalist for Song of the Year and Country Song of the Year, and Nelson was tabbed for Best Country Vocal Performance, Male. Highlighting its 25th year as the most prestigious award bestowed upon a recording artist, the Grammy Awards show has been expanded to three hours this year, airing at 8:00 p.m. EST via CBS-TV, Wednesday, Feb. 23. **John Denver** will host the program, telecast live from the Shrine Auditorium in Los Angeles. For the first time,



STILL SOME LEFT — Former pop star **Connie Francis** (l) has resurfaced with Polydor/PolyGram, and her first single, "There's Still A Few Good Love Songs Left in Me," is ready to ship. **Harold Shedd** (r) produced the release. Her signing with PolyGram unites Francis with the company that owns the masters from the MGM label, where she recorded each of her five million-selling singles.

The organization is beginning to sound extremely "pro-Nashville," and we can no doubt expect more to take place in Music City within the framework of the academy's structure. Incidentally, Nelson has received four previous Grammys; the only country artists who have won more are: **Roger Miller** (11), **Chet Atkins** (seven), **Johnny Cash** (six) and **Glen Campbell** (five). **Ray Charles**, who has moved freely in his career between R&B and country, has amassed 10.

A KING AND HIS CASTLE — The Castle Recording Studio, a revamped gangster hangout built to resemble a medieval castle, is officially opening its doors after a couple years of remodeling and sound design. Located in Franklin, approximately 25 minutes from Music Row, The Castle is set in a remote and serene section of the outlying hilly area, giving artists and producers an opportunity to get away from the more populated sections of the city to a secluded suburb, hopefully enabling them to concentrate exclusively on musical output. Supposedly, the 36-track facility was originally built by the Mafia to house **Al Capone** and his fellow gunslingers when their Chicagoland activities had brought them under fire from the city's police force. **Joseph Nuyens**, a native Belgian, purchased the property several years ago and has since worked to convert the structure into a recording studio. The facility offers upstairs living quarters to boot, and the sound can be altered through the use of numerous heavy curtains. When opened, the walls reflect a natural live sound, while the closing of the draps will deaden the aural quality. The Castle's address is Old Hillsboro Rd., Route 7, Franklin, Tenn. 37064, with telephone number (615) 794-0189.

FORUM #1 — The Nashville Music Assn. (NMA) is set for its first forum of the new year, a panel entitled "Being Creative With Costs, and The Cost Of Being Creative," scheduled Wednesday, Jan. 19, at the Cannery II. The forum is designed to illustrate the effect of the current financial and economic climate, while providing an outlet to discuss methods of coping with the problems and concerns of various parties within the sphere of the music industry. The seven-person panel will include: **Duane Allen**, of the **Oak Ridge Boys**; **Mickey Bryant**, of financial consulting firm Gelfand, Rennert & Feldman; **Robert Fead**, president, Monument Records; **Bill Hall**, Welk Music Group; **Joel Katz**, Kat Family Records; **Kerry O'Nell**, Kraft Bros., Esstman, Patton & Harrell, another financial company; and **David Skepner**, **Loretta Lynn** Enterprises. **Jan Rhees** will serve as moderator for the event. The forum will commence at 5:30 p.m., and NMA members will be admitted at no cost. Non-NMA members may attend at \$2.00 per person.

FUND HONORS JUSTIS — A scholarship fund has been established at Belmont College in memory of Nashville arranger **Bill Justis**, who died last July. The fund was established by his wife, **Yvonne**, and Monument's **Fred Foster**, along with several other members of the local music community, to benefit qualified music business students in the college's business school. The fund's founders hope to pile up a healthy reserve of \$50,000-\$75,000. While working in Nashville, Justis arranged tunes for a number of artists, including **Frank Sinatra**, **Kenny Rogers**, **Dean Martin**, **Tom Jones**, **Kris Kristofferson** and **Brenda Lee**. Lee, incidentally, is an advisor for the school's music business program, and she is reportedly considering establishing a workshop at the school for developing entertainers.

NEW CLUB Another nightclub has surfaced in Nashville, hoping to attract that after-hours clientele that seems to have been so difficult for most local clubs to establish. Although the city is generally noted as the home of country music, country artists have not traditionally provided strong drawing power, possibly because Nashvillians can see the artists at television tapings or because of a supposed "country backlash." Regardless, **Charles Shrader** and **Jim Mullins** have established the Cheyenne Restaurant at 6200 Nolensville Road with a large dance floor for two-steppin' to track down that elusive country audience. The showplace opened its doors Jan. 4 with appearances in the first month by such artists as **Terri Gibbs**, **Razzy Balley**, **John Anderson**, **Margo Smith**, **Johnny Rodriguez**, **David Rogers**, **Cristy Lane**, **Jeannie Pruett**, **Tommy Overstreet** and **Ronnie Prophet**.

MOVIN' ON — As of Jan. 15, the Lavender Agency has relocated at 819 18th Ave. S., Nashville, Tenn. 37203. The talent firm's number remains unchanged.

KENDALLS TO BECOME 'EXERCISTS'? — The **Kendalls** have been in the studio recently with producer **Brian Ahern** of Happy Sack Prods. Word is that **Emmylou Harris** will contribute some vocal work to the package, which should be out on PolyGram in the next two to three months. **Ricky Skaggs** has also shown an interest in producing the duo.

tom roland

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- BOB HUDSON • JOHN LUND • PETER MOORE
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AGRIBUSINESS	THE COURT ROOM VS. THE RADIO ROOM	RADIO PROGRAMMING DOCTORS	AM COUNTRY RADIO
MARKETING THE KEY TO INCREASED SALES REVENUE	SMALL MARKETS BILLING BIG BUCKS	WOMEN IN RADIO	
AUTOMATION AND THE SYNDICATED MUSIC SERVICES	MAKING YOUR OWN MUSIC THE HOT COUNTRY HITS		
THE WINNING MANAGEMENT TEAM	SPECIAL PRESENTATION BY THE COUNTRY MUSIC ASSOCIATION	CAPITALIZING ON MAJOR EVENTS IN YOUR MARKET	
STRATEGIC IMAGE MARKETING FOR YOUR STATION	RATES TODAY FOR A BETTER TOMORROW	AGRIBUSINESS	
BANQUET & NEW FACES SHOW	EXHIBITOR SUITES	WOMEN IN RADIO	
MAKING YOUR OWN MUSIC THE HOT COUNTRY HITS	ARTIST/ATTENDEE COCKTAIL RECEPTION	MARKETING	
THE WINNING MANAGEMENT TEAM	SMALL MARKETS BILLING BIG BUCKS		

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Music Programming Lacking On New Pay-TV Stations Starting In Canada

by Kirk LaPointe

OTTAWA — Pay-TV comes to most of Canada starting Feb. 1, but any hopes the national, regional and cultural channels licensed by the federal broadcast agency will be a cash cow for Canadian musicians seem slim at best.

Although the federal cabinet ordered pay channels last summer to devote at least between 25% and 45% of their gross revenues to Canadian productions during each of the five years of their licenses (the Canadian Radio-television and Telecommunications Commission was ready to permit the licenses to spread that amount over the term of the licenses), initial programming plans by the costly upstart channels reveal little or no Canadian music productions.

Indeed, for music lovers, the stations won't offer much at all. First Choice Communications, the English-language national service, will import most of its music content, including recently taped concerts by Men At Work, Blondie, Crystal Gayle and the Gatlin Brothers. A Triumph clip is included in the firm's advertising on cable television, but the program does not appear on the schedule yet.

In Ontario and Alberta, regional channels will offer foreign concert programming

CM Books Publishes Canadian Directory

LOS ANGELES — CM Books of Toronto has published *Music Directory Canada '83*, a listing of Canadian music industry-related companies and organizations. The directory, which will be updated annually, was compiled after two years of research.

The directory includes sections on acoustic consultants, artwork and graphics, associations, audio/video suppliers, awards, booking agencies, competitions, concert promoters, consumer and trade shows, custom duplicators, financial aid, insurance companies, lawyers, lighting and special effects, management companies, music education, music festivals, music libraries, music publications, music publishers, musical instrument and sound equipment suppliers, opera companies, packaging and labelling companies, performing and mechanical rights societies, promotion and publicity, rackjobbers, radio stations, record companies, record distributors, record manufacturers, record producers, recording studios, rehearsal studios, sound and lighting, symphony orchestras, touring organizations and video production houses.

The directory is available from CM Books for \$19.95. CM Books is located at: 832 Mt. Pleasant Rd., Toronto, Ontario M4P 2L3, Canada. The telephone number is (416) 485-1049.

from Kris Kirstofferson, Tina Turner, Charley Pride, Rita Coolidge, The Bellamy Brothers, Cleo Laine and a 1960s folk reunion.

And the national cultural channel, better known as C-Channel, is advertising specials featuring Jean-Luc Ponty, Liona Boyd and James Galway.

Pay-TV will also show specials by Paul Simon and The Who (the latter a repeat of the Dec. 17 Maple Leaf Gardens show, made available free on commercial television here).

In addition, the regional channels, known in Ontario as Super Channel, will offer all their programming in stereo with a special link between the television and audio equipment.

But the scarcity of musical offerings has upset many advocates of Canadian talent, most notably the Canadian Conference of the Arts, which represents more than 700 arts organizations, including the Canadian Recording Industry Assn. (CRIA).

CCA spokesman Brian Anthony said the arts community is worried pay-TV licenses won't live up to Canadian content requirements and that the CRTC will be powerless to order them to do so.

"It may be that pay-TV won't be viable, and in order to survive, the CRTC will have to let the licensees change their programming promises to stay alive."

Anthony said that means Canadian productions will be dashed in favor of foreign programming already taped and shown in the U.S. or other markets.

The CRTC has said it will be tough on the licensees and won't hesitate to take away their license if things get out of hand.

At present, the channels will have to spend between 25% and 45%—depending on that service—and a certain amount of their overall programming expenditures (about 60% in most cases). The percentages increase towards the end of the license period.

But, as has been the case with recordings, what constitutes a Canadian production is still fuzzily defined. A Red Skelton comedy special, recently taped at Hamilton Place in Ontario, is classified Canadian.

Spokesman for the pay channels indicate they have plans for Canadian concert and other musical productions this year, but they aren't elaborating for fear their competitors will try to scoop them.

And many concert promoters have suggested in recent weeks that pay-TV shows are being arranged.

Cable companies will deliver pay-TV in Canada and are charging between \$14 and \$17 for the first channel, up to \$32 for any two, up to \$42 for any three and up to \$55 for four channels (including a French station).

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — Musical Once, one of the leading one-stops and distributors, has opened a new branch in the city of Mar del Plata with an eye on the lucrative market in Argentina's main summer resort, which turns into a sort of capital city of the showbiz world from December through February. The organization, owned by **Ernesto Barletti** and maintaining a share of about 15% of the whole record market, already has branches in the cities of Cordova, Rosario and Tucuman, and has recently decided to send a salesman to the southern provinces of the Patagonia, a part of the country not regularly serviced by the labels due to the distances and low population.

RCA is releasing an album recorded by Venezuelan chanteuse **Soledad Bravo**, with songs penned by **Chlco Buarque** — the leading Brazilian composer — in Spanish version, with arrangements by star salsa orchestra director **Willie Colon**. There is also a new album by regional group **Los Iracundos**, whose blend of pop and melodic songs has been well accepted in the interior of the country for many years.

Manager **Pierre Bayona** has returned from a tour of several countries arranging dates for the oncoming **Piero** tour through Latin America. CBS has been selling very well his latest album, and other Piero efforts (including some tunes recorded nearly 10 years ago) have been also appearing in the charts.

Miguel Angel Kellechea, who has been associated in the past with CBS both in Venezuela and Argentina, has formed a talent agency, **TeMa Prods.**, and signed pop artist **Cris Manzano** to an exclusive contract. Manzano has been selling well three singles during 1982 and is a potential star for the teen crowds.

Celeste Carballo and **Nito Mestre** will be the leading names at the oncoming rock concert organized by **Daniel Grinbank** at the Ferro Stadium next month. Grinbank drew a 30,000 crowd for **Charly Garcia** at the same arena and this week is managing the **Mercedes Sosa** folk music concert.

miguel smirnoff

Canada

TORONTO — Nominees for the 1983 Technics All Star Band Award have been released. The awards are part of the Juno ceremonies and are voted on by the public at record stores, Panasonic dealers and concerts. The winners will be announced at the Junos April 5 in Toronto. Here's a list of who is up for what, with band designations in brackets where pertinent. Female Vocalist: **Martha Johnson (Martha and the Muffins)**, **Darby Mills (Headplns)**, **Carole Pope (Rough Trade)**, **Shari Uirlich and Holly Woods (Toronto)**. Male Vocalist: **Bryan Adams**, **Burton Cummings**, **Myles**

Goodwin (April Wine), **Bill Henderson (Chilliwack)** and **Geddy Lee (Rush)**. Guitarist: **Paul Dean (Loverboy)**, **Rik Emmett (Triumph)**, **Myles Goodwin (April Wine)**, **Alex Lifeson (Rush)** and **Domenic Troiano**. Keyboard Players: **Christopher Livingston (Payola\$)**, **William MacCalder (Powder Blues)**, **Brian Macleod (Chilliwack)**, **Bob Preuss (The Spoons)** and **Doug Riley**. Drummer: **Jorn Anderson (Rough Trade)**, **Matt Prenette (Loverboy)**, **Jerry Mercer (April Wine)**, **Steve Negus (Saga)** and **Neal Pearl (Rush)**. Bass Player: **Prakesh John (The Lincolns)**, **Geddy Lee (Rush)**, **Barry Muir (Payola\$)**, **Spider Sinnæve (Streetheart)**, **Scott Smith (Loverboy)**, **Arnie Chlcowsky**, **Jamie Croll (The Wildroot Orchestra)**, **Mark Hasselbach (Powder Blues)** and **Rob McConnell**; Reed Player: **Eugene Amaro**, **Paul Horn**, **Tom Keenlyside (Wildroot Orchestra)**, **Moe Koffman**, **Kathryn Moses**.
Kirk LaPointe

United Kingdom

LONDON — Channel 4, the new independent U.K. TV station aired the first of its excellent new year rock shows, *The Other Side Of The Tracks*. Hosted by the incisive American rock broadcaster, **Paul Gambaccini**, the hour-long program takes a documentary format looking behind the scenes of the U.K. music business. First subject for Gambaccini's in-depth questions was the inimitable singing drummer, **Phil Collins**, who, prompted by Gambaccini, revealed some astonishing insights into the dynamics behind **Genesis** and his own successful solo career. When discussing the future of Genesis in the wake of his current success, Collins said: "We're coming back together in February, but if we don't like what we write we'll split up..." The final part of the program filmed EMI Records personnel gearing up plans to launch a group tipped to be its biggest name of '83, **Kajagoogoo**.

WEA's first U.S. artist to visit these shores this new year is **Linda Ronstadt**, who arrives Jan. 21 to promote her latest single, "I Knew You When".

By **Jingo**, WEA has planned a national marketing campaign in support of an LP, which, if you're military minded, will help you develop speed, skill, stamina, strength and suppleness — qualities for which the **2nd Battalion of The Parachute Regiment** is renowned. The LP, titled "Get Fighting Fit with 2Para," contains a two-stage exercise course specially devised by the regiment with a musical accompaniment by the regiment's band. WEA's extensive campaign is based around the slogan "This Year's Resolution — Get Fighting Fit." Even though the U.K. fortunately no longer has compulsory national service, the album is bound to put some muscle in the peace-loving record buying public.

nick underwood

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

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

TOP TEN LPs

- 1 **Pimpinela** — Pimpinela — CBS
- 2 **Clemente, Vol. 2** — Clemente — Interdisc
- 3 **Winners V** — various artists — EMI
- 4 **17 Top Hits** — various artists — PolyGram
- 5 **Aleluya** — Gian Franco Pagliaro — EMI
- 6 **Momentos** — Julio Iglesias — CBS
- 7 **Como Un Pajaro Libre** — Mercedes Sosa — PolyGram
- 8 **Actuar Para Vivir** — Juan Carlos Baglietto — EMI
- 9 **Soles** — Marilina Ross — CBS
- 10 **Celeste Carballo** — Celeste Carballo — SG/Interdisc — Prensario

Germany

TOP TEN 45s

- 1 **Do You Really Want To Hurt Me** — Culture Club — Virgin
- 2 **Pass The Dutchie** — Musical Youth — MCA
- 3 **It's Raining Again** — Supertramp — A&M
- 4 **John Wayne Is Big Leggy** — Haysi Fantazee — Regard
- 5 **Words** — F.R. David — Carrere
- 6 **Anna-Lassmichreln, Lassmichraus** — Trio — Mercury
- 7 **Come On Eileen** — Dexy's Midnight Runners — Mercury
- 8 **Das Blech** — Spliff — CBS
- 9 **Ich Schau' Dich On** — Spider Murphy Gang — Electrola
- 10 **Arrlverdercl Clalre** — Andy Borg — Papagayo

TOP TEN LPs

- 1 **Rock Classics** — Peter Hofmann — CBS
- 2 **Famous Last Words** — Supertramp — A&M
- 3 **Ein Welhnachtstraum** — Richard Clayderman — Teldec
- 4 **Vun Drinne Nohdrusse** — Bap — Musikant
- 5 **The Getaway** — Chris De Burgh — A&M
- 6 **Tutti Frutti** — Spider Murphy Gang — EMI
- 7 **Herzlichen Gluckwunsch!** — Spliff — CBS
- 8 **Adios Amor** — Andy Borg — Papagayo
- 9 **Fur Usszeschnlgge** — Bap — Musikant
- 10 **The Singles** — ABBA — Polydor

—Der Musikmarkt

United Kingdom

TOP TEN 45s

- 1 **You Can't Hurry Love** — Phil Collins — Virgin
- 2 **A Winter's Tale** — David Essex — Mercury
- 3 **Buffalo Gals** — Malcolm McLaren — Charisma
- 4 **Our House** — Madness — Stiff
- 5 **Time** — Culture Club — Virgin
- 6 **Save Your Love** — Renee & Renato — Hollywood
- 7 **Best Years Of Our Lives** — Modern Romance — WEA
- 8 **Orville's Song** — Keith Harris & Orville — BBC
- 9 **All The Love In The World** — Dionne Warwick — Arista
- 10 **Cachaupaya** — Incantation — Beggar's Banquet

TOP TEN LPs

- 1 **The John Lennon Collection** — Parlophone
- 2 **Heartbreaker** — Dionne Warwick — Arista
- 3 **Dig The New Breed** — The Jam — Polydor
- 4 **Rio** — Duran Duran — EMI
- 5 **The Singles** — ABBA — Epic
- 6 **Hello, I Must Be Going!** — Phil Collins — Virgin
- 7 **Friends** — Shaiamar — Solar
- 8 **Pearls 2** — Elkie Brooks — A&M
- 9 **Kissing To Be Clever** — Culture Club — Virgin
- 10 **Love Songs** — Diana Ross — K-tel

—Melody Maker

CASH BOX TOP 100 ALBUMS

January 22, 1983

Title, Artist, Label, Number, Distributor

Rank	Title, Artist, Label, Number, Distributor	Weeks On Chart		Rank	Title, Artist, Label, Number, Distributor	Weeks On Chart		Rank	Title, Artist, Label, Number, Distributor	Weeks On Chart		
		1/15	Chart			1/15	Chart			1/15	Chart	
1	BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37978) CBS	1	29	34	MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229) RCA	8.98	33	45	AS ONE KOOL & THE GANG (De-Lite DSR 8505) POL	8.98	69	17
2	BUILT FOR SPEED STRAY CATS (EMI America ST-17070) CAP	8.98	2	31	GREATEST HITS LITTLE RIVER BAND (Capitol ST-12247) CAP	8.98	39	8	TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244) CAP	8.98	67	12
3	GET NERVOUS PAT BENATAR (Chrysalis CHR 1396) IND	8.98	3	10	TRANS NEIL YOUNG (Geffen GHS 2018) WEA	8.98	—	1	EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AL 9599) IND	8.98	74	32
4	H2O DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	—	4	13	WORLDS APART SAGA (Portrait ARR 38246) CBS	—	42	13	GREATEST HITS RAY PARKER, JR. (Arista AL 9612) IND	8.98	83	8
5	THE DISTANCE BOB SEGER & THE SILVER BULLET BAND (Capitol ST-12254) CAP	8.98	9	2	JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	—	40	35	ANNIE ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS	—	68	36
6	CODA LED ZEPPELIN (Swan Song/Atco 7 90051-1) WEA	8.98	6	6	IV TOTO (Columbia FC 37728) CBS	—	51	41	LIVING MY LIFE GRACE JONES (Island/Atco 7 90018-1) WEA	8.98	76	7
7	THRILLER MICHAEL JACKSON (Epic QE 38112) CBS	—	8	5	WILD THINGS RUN FAST JONI MITCHELL (Geffen GHS 2019) WEA	8.98	37	10	A FLOCK OF SEAGULLS (Jive/Arista VA 66000) IND	8.98	77	36
8	LIONEL RICHIE (Motown 5007 ML) IND	8.98	5	14	SCREAMING FOR VENGEANCE JUDAS PRIEST (Columbia FC 38160) CBS	—	38	28	IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warner Bros. 9 23703-1) WEA	8.98	73	22
9	MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197) CBS	—	7	10	MIRAGE FLEETWOOD MAC (Warner Bros. 9 23607-1) WEA	8.98	35	28	SILK ELECTRIC DIANA ROSS (RCA AFL1-4384) RCA	8.98	62	14
10	LONG AFTER DARK TOM PETTY AND THE HEARTBREAKERS (Backstreet BSR-5360) MCA	8.98	10	10	ALL THE GREAT HITS COMMODORES (Motown 6028ML) IND	8.98	44	8	LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO-51124) CAP	8.98	72	27
11	THE NYLON CURTAIN BILLY JOEL (Columbia TC 38200) CBS	—	12	15	HERE COMES THE NIGHT BARRY MANILOW (Arista AL 9610) IND	8.98	48	7	20 GREATEST HITS THE BEATLES (Capitol SV-12245) CAP	9.98	75	10
12	COMBAT ROCK THE CLASH (Epic FE 37689) CBS	—	13	33	SIGNALS RUSH (Mercury SRM-1-4063) POL	8.98	47	17	JANET JACKSON (A&M SP-6-4907) RCA	6.98	80	13
13	NIGHT AND DAY JOE JACKSON (A&M SP-4906) RCA	8.98	11	18	WINDS OF CHANGE JEFFERSON STARSHIP (Grunt BXL1-4372) RCA	8.98	45	13	12 GREATEST HITS VOL. II NEIL DIAMOND (Columbia TC 38066) CBS	—	79	35
14	HELLO, I MUST BE GOING PHIL COLLINS (Atlantic 80035-1) WEA	8.98	16	9	PROPOSITIONS BAR-KAYS (Mercury SRM-1-4065) POL	8.98	41	11	ABSOLUTELY LIVE ROD STEWART (Warner Bros. 9 23743-1G) WEA	11.98	70	10
15	FAMOUS LAST WORDS SUPERTRAMP (A&M SP-3732) RCA	8.98	15	11	ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	—	50	43	CHRISTMAS THE OAK RIDGE BOYS (MCA-5365) MCA	8.98	36	10
16	GREATEST HITS DAN FOGELBERG (Full Moon/Epic QE 38308) CBS	—	14	11	CHICAGO 16 CHICAGO (Full Moon/Warner Bros. 9-23689-1) WEA	8.98	46	32	BEATITUDE RIC OCASEK (Geffen GHS 2022) WEA	8.98	—	1
17	SPRING SESSION M MISSING PERSONS (Capitol ST-12228) CAP	8.98	19	13	BRANIGAN LAURA BRANIGAN (Atlantic SD 19288) WEA	8.98	43	21	HOOKED ON SWING LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343) RCA	8.98	81	48
18	SPEAK OF THE DEVIL OZZY OSBOURNE (Jet ZX2 38350) CBS	—	20	7	THE SINGLES ABBA (Atlantic 80036-1-G) WEA	11.98	54	7	RIO DURAN DURAN (Capitol ST-12211) CAP	8.98	134	6
19	AMERICAN FOOL JOHN COUGAR (Riva RVL 7501) POL	8.98	18	38	IT'S HARD THE WHO (Warner Bros. 9 23731-1) WEA	8.98	55	19	REACH RICHARD SIMMONS (Elektra E1-60122F) WEA	10.98	85	34
20	RECORDS FOREIGNER (Atlantic 7 80999-1) WEA	8.98	22	5	CHAKA KHAN (Warner Bros. 9 23729-1) WEA	8.98	58	7	KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398) CBS	—	103	8
21	EMOTIONS IN MOTION BILLY SQUIER (Capitol ST-12217) CAP	8.98	17	25	HEARTBREAKER DIONNE WARWICK (Arista AL 9609) IND	8.98	52	14	DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241) CAP	8.98	91	8
22	DAYLIGHT AGAIN CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	8.98	21	28	LOVE OVER GOLD DIRE STRAITS (Warner Bros. 9 23726-1) WEA	8.98	49	16	THE YOUTH OF TODAY MUSICAL YOUTH (MCA-5389) MCA	8.98	122	2
23	1999 PRINCE (Warner Bros. 9 23720-1F) WEA	10.98	23	10	PETER GABRIEL (Geffen GHS 2011) WEA	8.98	57	17	NO CONTROL EDDIE MONEY (Columbia FC 37960) CBS	—	86	29
24	HEARTLIGHT NEIL DIAMOND (Columbia TC 38359) CBS	—	24	15	SPECIAL BEAT SERVICE THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	8.98	63	14	AEROBIC SHAPE-UP JOANIE GREGGAINS (Parade/Peter Pan 104) IND	8.98	87	41
25	SHOWTIME THE J. GEILS BAND (EMI America SO-17087) CAP	8.98	27	8	NEBRASKA BRUCE SPRINGSTEEN (Columbia TC 38358) CBS	—	56	18	E.T. THE EXTRA-TERRESTRIAL STORYBOOK NARRATED BY MICHAEL JACKSON (MCA-70000) MCA	11.98	98	8
26	FRIEND OR FOE ADAM ANT (Epic ARE 38370) CBS	—	28	13	THREE LOCK BOX SAMMY HAGAR (Geffen GHS 2021) WEA	8.98	78	5	CREATURES OF THE NIGHT KISS (Casablanca NBLP 7270) POL	8.98	100	8
27	THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23696) WEA	8.98	25	13	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1) WEA	8.98	71	7	MORE JAZZERCISE JUDI SHEPPARD MISSETT (MCA-5375) MCA	8.98	88	11
28	LEXICON OF LOVE ABC (Mercury SRM-1-4059) POL	8.98	29	21	HIGH ADVENTURE KENNY LOGGINS (Columbia TC 38127) CBS	—	64	19	WHAT TIME IS IT? THE TIME (Warner Bros. 9 23701-1) WEA	8.98	90	19
29	I CAN'T STAND STILL DON HENLEY (Asylum EL-60048) WEA	8.98	30	21	GET LUCKY LOVERBOY (Columbia FC 37638) CBS	—	59	63	QUIET LIES JUICE NEWTON (Capitol ST-12210) CAP	8.98	97	35
30	WORD OF MOUTH TONI BASIL (Chrysalis CHR 1410) IND	8.98	32	14	OH, NO! IT'S DEVO DEVO (Warner Bros. 9 23741-1) WEA	8.98	60	10	THE EVER POPULAR TORTURED ARTIST EFFECT TODD RUNDGREN (Bearsville 9 23732-1) WEA	8.98	—	1
31	OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	8.98	31	17	GET CLOSER LINDA RONSTADT (Asylum 9 60185-1) WEA	8.98	61	15	IT'S ALRIGHT YOKO ONO (Polydor PD-1-6364) POL	8.98	105	5
32	THE JOHN LENNON COLLECTION (Geffen GHSP 2023) WEA	9.98	26	9	ASIA (Geffen GHS 2008) WEA	8.98	66	43	GET LOOSE EVELYN KING (RCA AFL1-4337) RCA	8.98	94	20
33	FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235) CBS	—	34	15	GREATEST HITS, VOLUME 2 EAGLES (Asylum 9 60205-1) WEA	8.98	53	11	EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Warner Bros. QWS 3691) WEA	8.98	115	9
					HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4373) RCA	8.98	65	26				

Cash Box Top Albums/101 to 200

January 22, 1983

Rank	Album	Label	Chart	Weeks On Chart
101	VANITY 6	(Warner Bros. 923716-1) WEA	89	17
102	FEELS SO RIGHT	ALABAMA (RCA AHL 1-3930) RCA	93	98
103	HIMSELF	BILL COSBY (Motown 6026ML) IND	110	7
104	FOREVER NOW	THE PSYCHEDELIC FURS (Columbia ARC 3826) CBS	107	15
105	SINGLES — 45's AND UNDER	SQUEEZE (A&M SP-4922) RCA	120	7
106	WW II	WAYLON AND WILLIE (RCA AHL 1-4455) RCA	96	14
107	CUT	GOLDEN EARRING (21 T1-1-9004) POL	126	8
108	PICTURES AT ELEVEN	ROBERT PLANT (Swan Song/Atco SS 8512) WEA	108	27
109	LAST DATE	EMMYLOU HARRIS (Warner Bros. 9 23740-1) WEA	102	12
110	THE JAZZ SINGER	NEIL DIAMOND (Capitol SWAV-12120) CAP	99	12
111	DECEMBER	GEORGE WINSTON (Windham Hill C-1025) IND	123	5
112	GREATEST HITS	DOLLY PARTON (RCA AHL 1-4422) RCA	101	16
113	AN OFFICER AND A GENTLEMAN	ORIGINAL SOUNDTRACK (Island/Atco 7 90017-1) WEA	95	14
114	TO THE MAX	CON FUNK SHUN (Mercury SRM-1-4067) POL	82	11
115	AEROBIC SHAPE-UP II	JOANIE GREGGAINS (Parade/Peter Pan PA 106) IND	128	5
116	GONE TROPPO	GEORGE HARRISON (Dark Horse 9 23734-1) WEA	92	10
117	RADIO ROMANCE	EDDIE RABBITT (Elektra 9 60160-1) WEA	119	12
118	NO FUN ALOUD	GLENN FREY (Asylum 9 60129-1) WEA	118	32
119	CASINO LIGHTS—RECORDED LIVE AT MONTREUX, SWITZERLAND	VARIOUS ARTISTS (Warner Bros. 9 23718-1) WEA	111	12
120	THE MESSAGE	GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-268) IND	112	15
121	TRUE LOVE	CRYSTAL GAYLE (Elektra 9 60200-1) WEA	113	9
122	NO-MAN'S LAND	LENE LOVICH (Stiff/Epic ARE 38399) CBS	114	8
123	SKYYJAMMER	SKYY (Salsoul SA-8555) RCA	109	10
124	S.O.S. III	THE S.O.S. BAND (Tabu FZ 38352) CBS	117	9
125	I ADVANCE MASKED	ANDY SUMMERS & ROBERT FRIPP (A&M SP-4913) RCA	121	14
126	THE OTHER SIDE OF THE RAINBOW	MELBA MOORE (Capitol ST-12243) CAP	127	11
127	JEFFREY OSBORNE	(A&M SP-4896) RCA	124	32
128	GREATEST HITS	KENNY ROGERS (Liberty LOO-1072) CAP	129	119
129	INCOGNITO	SPYRO GYRA (MCA-5368) MCA	125	15
130	I COULD RULE THE WORLD IF I COULD GET THE PARTS	THE WAITRESSES (Ze/Polydor PX-1-507) POL	130	8
131	SUCCESS HASN'T SPOILED ME YET	RICK SPRINGFIELD (RCA AFL 1-4125) RCA	131	44
132	CHRISTMAS WISHES	ANNE MURRAY (Capitol SN-16323) CAP	84	8
133	JUMP TO IT	ARETHA FRANKLIN (Arista AL 9601) IND	135	25

Rank	Album	Label	Chart	Weeks On Chart
134	MEN WITHOUT WOMEN	LITTLE STEVEN and THE DISCIPLES OF SOUL (EMI America ST-17086) CAP	136	11
135	SHANGO	SANTANA (Columbia FC 38122) CBS	139	21
136	RIT/2	LEE RITENOUR (Elektra 9 60186) WEA	133	9
137	NOW AND FOREVER	AIR SUPPLY (Arista AL 9587) IND	138	32
138	E.T. THE EXTRA-TERRESTRIAL	ORIGINAL SOUNDTRACK (MCA-6109) MCA	140	31
139	WILD NIGHT	ONE WAY (MCA-5369) MCA	137	14
140	UTOPIA	(Network/Elektra 9 60183-1) WEA	145	16
141	SOMETHING'S GOING ON	FRIDA (Atlantic 80013-1) WEA	143	11
142	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	WILLIE NELSON (Columbia KC 237542) CBS	144	71
143	RUN FOR THE ROSES	JERRY GARCIA (Arista AL 9603) IND	141	11
144	HANK WILLIAMS, JR.'S GREATEST HITS	(Elektra/Curb 9-60193-1) WEA	142	16
145	PRETTY PAPER	WILLIE NELSON (Columbia JC 36189) CBS	116	7
146	TOO TOUGH	ANGELA BOFILL (Arista AL 9616) IND	—	1
147	GAP BAND IV	THE GAP BAND (Total Experience/TE-1-5001) POL	150	33
148	VISIONS OF THE LITE	SLAVE (Cotillion/Atco 7 90024-1) WEA	148	6
149	EYE OF THE TIGER	SURVIVOR (Scotti Bros. FZ 38062) CBS	149	26
150	ANNE MURRAY'S GREATEST HITS	(Capitol SOO-12110) CAP	151	151
151	ESCAPE	JOURNEY (Columbia TC 37408) CBS	153	77
152	HOOKED ON CLASSICS	LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4194) RCA	152	62
153	BLAST!	BROTHERS JOHNSON (A&M SP-4827) RCA	146	6
154	CHARIOTS OF FIRE	ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor PD-6335) POL	159	67
155	BLACKOUT	SCORPIONS (Mercury SRM-1-4039) POL	157	44
156	DIG THE NEW BREED	THE JAM (Polydor PD-1-6365) POL	—	1
157	SHUTTERED ROOM	THE FIXX (MCA-5345) MCA	162	15
158	JUST AIN'T GOOD ENOUGH	JOHNNIE TAYLOR (Beverly Glen BG 10001) IND	161	10
159	PARTY, PARTY	ORIGINAL SOUNDTRACK (A&M SP-3212) RCA	172	2
160	DAWN PATROL	NIGHT RANGER (Boardwalk NB-33259-1) IND	—	1
161	VACATION	GO-GO'S (I.R.S./A&M SP 70031) RCA	160	24
162	COMPUTER GAMES	GEORGE CLINTON (Capitol ST-12246) CAP	169	8
163	CAROL HENSEL'S EXERCISE & DANCE PROGRAM — VOLUME 3	(Vintage/Mirus VNI 30004) IND	164	6
164	CATS	ORIGINAL LONDON CAST (Geffen 2GHS 2017) WEA	—	1
165	HIGHWAYS & HEARTACHES	RICKY SKAGGS (Epic FE 37396) CBS	155	17

Rank	Album	Label	Chart	Weeks On Chart
166	JUST SYLVIA	SYLVIA (RCA AFL 1-4312) RCA	167	24
167	ABRACADABRA	THE STEVE MILLER BAND (Capitol ST-12216) CBS	158	31
168	BIGGEST HITS	MARTY ROBBINS (Columbia FC 38309) CBS	171	5
169	TONGUE IN CHIC	CHIC (Atlantic 80031-1) WEA	156	9
170	VANDENBERG	(Atco 7 90005-1) WEA	174	5
171	ALL FOUR ONE	THE MOTELS (Capitol S-12177) CAP	165	39
172	THREE SIDES LIVE	GENESIS (Atlantic SD 2-200) WEA	163	31
173	ZAPP II	ZAPP (Warner Bros. 9 23583-1) WEA	154	25
174	BLIZZARD OF OZZ	OZZY OSBOURNE (Jet JZ 36812) CBS	177	2
175	VOYEUR	KIM CARNES (EMI America SO-17018) CAP	175	19
176	DIVER DOWN	VAN HALEN (Warner Bros. BSK 3677) WEA	180	38
177	MEMORIES	BARBRA STREISAND (Columbia TC 37678) CBS	—	1
178	DIARY OF A MADMAN	OZZY OSBOURNE (Jet FZ 37492) CBS	181	62
179	STATES OF EMERGENCY	TAXXI (Fantasy F-9617) IND	—	1
180	GRAND SLAM	THE SPINNERS (Atlantic 80020-1) WEA	168	10
181	TOUR DE FORCE — "LIVE"	AL DI MEOLA (Columbia FC 38373) CBS	166	9
182	DONNA SUMMER	(Geffen GHS 2005) WEA	185	25
183	BELLA DONNA	STEVIE NICKS (Modern/Atco MR 38-139) WEA	—	1
184	USED TO BE	CHARLENE (Motown 6027ML) IND	170	9
185	THE PARTY'S OVER	TALK TALK (EMI America ST-17093) CAP	179	11
186	CHRISTMAS	KENNY ROGERS (Liberty LOO-51115) CAP	104	8
187	WALT DISNEY PRODUCTIONS' MOUSERCISE	(Disneyland 61516) IND	190	45
188	OPUS X	CHILLIWACK (Millennium BXL1-7766) RCA	176	6
189	DAYS OF INNOCENCE	MOVING PICTURES (Network/Elektra 9 60202-1) WEA	—	1
190	MADNESS, MONEY AND MUSIC	SHEENA EASTON (EMI America ST-17080) CAP	197	16
191	HARD TIMES	MILLIE JACKSON (Spring SP-1-6737) POL	184	7
192	THE BITTEREST PILL (I EVER HAD TO SWALLOW)	THE JAM (Polydor PX-1-506) POL	188	7
193	FRICITION	CHOCOLATE MILK (RCA AFL 1-4412) RCA	182	8
194	VIEW FROM THE GROUND	AMERICA (Capitol ST-12209) CAP	194	20
195	GREATEST HITS	POINTER SISTERS (Planet/Elektra 9 60203-1) WEA	198	10
196	PERFECT STRANGER	T.G. SHEPPARD (Warner/Curb 9 23726-1) WEA	196	12
197	STEEL BREEZE	(RCA AFL1-4424) RCA	195	18
198	SECOND TO NUNN	BOBBY NUNN (Motown 8022) IND	200	14
199	CHRISTMAS ALBUM	BARBRA STREISAND (Columbia CS 9557) CBS	132	8
200	IN THE MOOD FOR SOMETHING RUDE	FOGHAT (Bearsville 9 1-23747) WEA	192	7

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Bata of Seagulls	74	Cosby, Bill	103	Grano Master Flash	120	McDonald, Michael	75	Rabbitt, Eddie	117	Summers & Fripp	125
ABBA	51	Cougar, John	19	Hagar, Sammy	59	Men At Work	1	Richie, Lionel	8	Supertramp	15
ABC	28	Crosby, Stills & Nash	22	Hall & Oates	4	Miller, Steve	167	Ritenour, Lee	136	Survivor	149
Aerobics (Greggains)	91,115	Culture Club	87	Harris, Emmylou	109	Missing Persons	17	Robbins, Marty	168	Sylvia	166
Aerobics (Hensel)	163	Devo	63	Harrison, George	116	Mitchell, Joni	40	Rogers, Kenny	77,128,186	Talk Talk	165
Aerobics (Missett)	94	Diamond, Neil	24,80,110	Henley, Don	29	Money, Eddie	90	Ronstadt, Linda	64	Taxxi	179
Air Supply	137	Di Meola, Al	181	J. Geils Band	25	Moore, Melba	128	Ross, Diana	76	Taylor, Johnnie	158
Alabama	34,102	Dire Straits	55	Jackson, Janet	79	Motels	171	Royal Philharmonic Orch	67,152	Time	95
America	194	Duran Duran	85	Jackson, Joe	13	Mouserice	187	Rundgren, Todd	97	Utopia	39
Ant, Adam	26	E.T. Storybook	92	Jackson, Michael	7	Moving Pictures	189	Rush	45	Utopia	140
Asia	65	Eagles	66	Jackson, Millie	191	Murray, Anne	132,150	S.O.S. Band	124	Van Halen	176
Austin, Patti	100	Easton, Sheena	190	Jam	156,192	Musical Youth	69	Saga	37	Vandenberg	170
Bar-Kays	47	English Beat	57	Jefferson Starship	46	Nelson, Willie	48,142,145	Santana	135	Vanity 6	101
Basil, Toni	30	Fagen, Donald	27	Joel, Billy	11	Newton, Juice	96	Scorpions	155	Vandross, Luther	33
Beatles	78	Fixx	157	Jones, Grace	73	Newton-John, Olivia	31	Segar, Bob	5	Waitresses	130
Benatar, Pat	3	Fleetwood Mac	42	Journey	151	Nicks, Stevie	183	Sheppard, T.G.	196	Warwick, Dionne	54
Bofill, Angela	146	Fogelberg, Dan	16	Judas Priest	41	Night Ranger	160	Simmons, Richard	86	Washington, Grover	60
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CASH BOX

January 22, 1983

AROUND THE ROUTE

by Camille Compasio

There's been a change of date and location of the Pacific Amusement Operators (PAO) Show, as we learned from **Terence Cunningham**, director of the convention. Originally slated for Feb. 21-23 in San Francisco (*Cash Box*, Dec. 18, 1982), the first annual PAO show will now be held during the period of April 22-24 at the Disneyland Hotel in Anaheim, Calif. The dates coincide with this year's NAMA Western Convention (in Anaheim). Further details may be obtained by contacting Mr. Cunningham at Westco Amusement, 2727 Midtown Court, Suite One, Palo Alto, Calif. 94303, phone: (415) 325-6691.

Things are off to a terrific start for the new year at Bally Amusement Manufacturing division, thanks to the birth in late '82 of "Baby Pac-Man," the firm's hot selling pin/video. Or, as marketing vice president **Tom Nieman** put it: baby is doing just fine — resting well during the night — and very, very active during the day! The new game made a tremendous impact when it was first introduced, he said, and has since developed into a "steady money maker" and a very popular piece with players. The European market has also welcomed the new

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Increased Foreign Participation At 39th Annual ATE

LONDON — The 39th annual Amusement Trade Exhibition (ATE) opened its four-day run Jan. 10 at the Olympia Center here with an emphasis on foreign participation. Of the 172 exhibitors, 25 were foreign companies, including 10 U.S. firms.

Although overall attendance figures were not available at press time, it was expected that attendance at this year's show would exceed that of last year. The increase was attributed to the change in venue from Birmingham to London, which made access to the show easier for foreign-based companies from such countries as Italy, Spain, Holland, Finland and Lebanon.

Frank Manzie, chairman of the Amusement Trade Exhibition, in his opening address said, "The industry has been passing through a rough tough period of economic difficulty, but this is a resourceful trade, in the business of providing amusement, pleasure and entertainment. In our industry, there is much resilience and confidence in the future, well-illustrated by the innovation shown in the large range and type of equipment on display at this exhibition."

The sudden boom last year in microprocessor chips was in evidence at the ATE, with many companies displaying the latest computer games. One U.K. company, Interplay Electronics, exhibited a mini-fruit (slot) machine controlled by microprocessor units. Additionally, Sega Europe Ltd. presen-

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Wayne Hesch

Hesch, Prominent Operator And AMOA Past President, Dies

CHICAGO — Wayne Hesch, president of A. H. Entertainers of Rolling Meadows, Ill., died Jan. 8 in Florida. He had been ill for about a month and was vacationing on Cayman Island when he was rushed to Cedars of Lebanon hospital in Florida for treatment. His death, at 48, is a tremendous loss for the coin machine industry.

Hesch was literally raised in the coin machine business. His late father, Anthony, founded A. H. in 1938 and Wayne joined the firm immediately following his graduation

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COIN MACHINE

Used Amusement Game Market Undergoing Metamorphosis

by Jeffrey Ressler

LOS ANGELES — Just a few years back, there were three options open for operators who wanted to unload their outdated game equipment: they could sell the games to consumers who wanted an arcade unit for their homes, trade in the pieces to distributors for credit on new machines or rotate the units within their routes in order to supply secondary locations with product. Now, since the home market has been swamped with low-cost programmable video game consoles and cartridges, and many distributors' warehouses are already overflowing with used machines, two of the options have been effectively wiped out. And just as buyers of new coin-op vid games are becoming much more selective about their purchases — choosing only those "hit games" with proven collection power — professionals who deal in second-hand games have become more "brand name" conscious.

According to a **Cash Box** survey of operators and distributors around the country, the used electronic games market has dried up so much that only a few older machines, including "Pac-Man," "Ms. Pac Man," "Galaga," "Donkey Kong," "Defender" and "Centipede" are in demand. Second-hand models of these machines fetch between \$1,000-\$1,800, depending on their condition and other factors.

Though most industry members queried said used games have never been a major part of their businesses, several pointed out that the present tough economic climate has made

more and more routemen value their older machines. "When 'Asteroids' hit big people said they'd throw out the machines when the run was finished," said Circle International Distributors' Dean McMurdie. "Now they don't want to do that."

Distributors and operators had a variety of comments about what can be done with games that are no longer profitable. Many donate the machines to favorite charities and write off the gift on their income tax returns. Others trade them in for minimal credit on newer games, absorbing the loss. Several game owners purchase conversion and enhancement kits, legal or otherwise, and modify an aging upright into an "almost new" piece. And with the explosion of home video game consoles, very few attempt to sell older games to folks who want a curiosity item for their den or rumpus room. But, like most of the country's economically depressed sales markets, the used game arena hardly seems thriving.

Conversion Trend

"Used machines are moving very, very slowly," said Utah-based Struve Distributing Co., Inc.'s Stan Larsen. "Business is probably 10% less than what it was in 1981. Everybody's trying conversion kits to see if they can get a decent return on their investments. Operators are using Gremlin's Convert-A-Pac, the Stern conversions, and there's starting to be some interest in Bally's new 'Pac-Man Plus' enhancement kit, but it's too early to tell what kind of effect these will have on the industry. We have to go back to basics, buying carefully for the top spots and rotating the old games to other locations."

Mark Blum, Jr., president of Wichita, Kansas-headquartered United Distributors agreed that "it's very difficult to sell used machines in a depressed market." He said most ops in his area are buying conversion kits to revamp outdated models, adding, "most of them are smart enough not to buy illegal kits." In fact, out of his 35 current accounts, Blum Jr. estimated that about 15-20 of his clients are using convert-a-game systems to alter their goods.

According to L.A.'s Silco West executive
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The Stern Solution For 1983

(Ed Note: Stern Electronics, Inc. experienced various financial and internal problems in 1982 that led to a substantial reduction in its operations. The company issued the following statement with respect to its plans for 1983, which Cash Box is reproducing in its entirety.)

As we enter 1983, we realize there are numerous problems within our industry. Stern Electronics has reorganized itself to concentrate on the video game business as we see it in 1983. In the last year we have taken many actions to prepare ourselves. As you know, we have discontinued the manufacture of pinball machines as the market was very small. We have sold our pinball building and the machinery associated therewith. We have consolidated our operation into our printed circuit board stuffing facility where we can also make several hundred games a day, although we are happy with a fraction of that volume. We have streamlined our personnel complement yet keeping a very strong engineering group. These sales of assets and streamlining efforts have allowed us to decrease our costs and to reduce our bank loan by more than 80%. An additional dividend of our consolidation is a significant increase in quality. We are sure this has been noticed in our recent games.

We are going to pass our savings along to you. Effective January 1, 1983, we are reducing the price of our regular video games to dis-



EXPANDED SERVICES — AMOA president Wesley S. Lawson proudly displays the various education and information services publications and cassette tapes produced by AMOA on a continuing basis, as part of the association's vast membership services. These range from the monthly membership newsletter, *The Location*; the quarterly newsletter for state associations, *The Quarternote*; to the newest information publication, *Guidelines For AMOA Members Regarding Local Regulations Of Amusement Games*. Order forms are available upon request by writing AMOA, 2000 Spring Road, Suite 220, Oak Brook, Ill. 60521. Address all inquiries to the attention of Julie Komat, Publications Secretary.

AOE '83 Set For March In Chicago

CHICAGO — The fourth annual Amusement Operator's Exposition (AOE) will be held at Chicago's O'Hare Expo Center March 25-27; and this year's format will find an expanded seminar program (which is among the key features of AOE) and a comprehensive exhibition of coin-operated amusement equipment and related products. Last year's AOE saw an exceptional turnout of major manufacturers, suppliers, etc. of coin-operated equipment, and this year's edition is expected to surpass the impressive record set in 1982.

Exhibit hours will be from 10:30 a.m.-4:00 p.m. on Friday, March 25, and Sunday, March 27, and from 10:30 a.m.-6:30 p.m. on Saturday, March 26. Admission is free to qualified attendees, and children under 18 will not be admitted. During the hours of 9:00-10:30 a.m. on March 26 and 27, there will be a

special "distributors only" exhibit preview, when the floor will be opened exclusively to distributors.

The extensive agenda of seminars and workshops over the three-day period of the convention will focus on a wide sphere of pertinent topics ranging from service and troubleshooting techniques to insurance, route and arcade management, promotion methods, equipment purchasing, the use of the computer and various methods for improving business practices and profits, among others.

The cost of attending the seminars is \$25 per session, which includes registration and admission to the exhibit hall. The sessions are timed so they won't conflict with exhibit hours. The full seminar program will be presented in morning (9-11:00 a.m.) and afternoon (3:30-5:30 p.m.) sessions on all three days of the show.

Further information may be obtained by contacting Conference Management Corp., 17 Washington St., P.O. Box 4990, Norwalk, Conn. 06856.

World Wide Hosts Celebrations For Michigan Branches

CHICAGO — To launch its new branch offices in Michigan, World Wide Distributors, Inc., of Chicago hosted two highly successful grand opening celebrations.

On Dec. 15, some 200 operators and guests were present at the unveiling of the Detroit branch, which is housed in spacious facilities in Royal Oak, Mich. Hosting the festivities were Fred Skor, World Wide president and chief executive officer; Harold Schwartz, vice president; Doug Skor, sales executive; Jeff Neumann, director of branch offices; Ron Howard, Grand Rapids branch manager; and Jerry Womble, manager of the forthcoming St. Louis branch.

Factory representatives in attendance included Rus Strahan, president of Loewen-America; Robert E. Lentz, sales manager of Stern Electronics, Inc.; Don Gentry, director of marketing for Destron; Don Canfield, Jr., sales manager for K Enterprises; Marcia Young, sales administrator for Taito America; Mark McCleskey, sales manager of Data East; and Marcio Bonilla, sales manager of Arachnid.

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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 22-24: Pacific Amusement Operators Show; trade show; Disneyland Hotel; Anaheim, Calif.

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

May 20-22: Music and Amusement Assn.; annual convention; Concord Hotel; Keamesha Lake, N.Y.

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.

7456 7690 7834 8078 8322 8566 8810 9054 9298 9542 9786 10030
6856 7040 7232 2572 2710 2830 2930 3024 3140 4236 4372 4446 4564 4756 49

Williams[®]

The Williams portfolio.
Big-dividend games for solid returns.



1983 forecast:



JOUST, our first dual player video game and first and only dual player cocktail table, is still in production, continuing to generate long-term gains. With striking realism and lifelike animation, it's cooperation and competition for dual player thrills and dual player earnings!

solid investment opportunities



SINISTAR, one of our newest offerings introduced at the AMOA Show, is a hi-intensity game with hi-resolution graphics and intense action. The game features a chase through outer space at blinding speed with riveting special effects. **SINISTAR** is equipped with the first variable speed joystick for the ultimate in maneuverability and introduces Williams' cockpit cabinet with sensational styling that transports the player to another world in space and time for total game involvement!

Diversification of your portfolio is a key to any successful operation and Williams is equally proud of its innovations in pinball games.

DEFENDER pinball is a brilliant adaptation of our **DEFENDER** video game. All the familiar aliens and enemies, the landers, swarmers, bombers, baiters, pods and mutants are here. There's warp and there are smart bombs too for wave after wave of video-like excitement that's sure to attract the die-hard video game player as well as the pinball purist!

WARLOK, a futuristic version of Williams' hit pinball game, **BLACKOUT**, features superb special effects and solid play appeal at a very exciting price!



1983. Another bullish year.
For Williams. And for you.

Williams[®] 
ELECTRONICS, INC.

AROUND THE ROUTE

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"baby" with open arms for its appeal, earning power, etc. — plus the fact that it is "copy proof." As Tom explained, this is "the first video-oriented product that just cannot be duplicated, which should certainly alleviate any fears of infringement" . . . A very familiar coinbiz personality was in the midst of indoctrination when we called on Tom. He is **Steve Blattspieler** (formerly with Cinematronics), who is the newest member of the Bally team. His position is western regional sales representative, handling both product lines (pins and videos) of the new division, and he will be based in San Francisco. In his new position, Steve will be working closely with sales chiefs **Paul Calamari** and **Larry Berke**. Welcome aboard!

As we were gathering news for this week's column, American tradesters were getting ready to cover the annual ATE convention in London.

"Front Line" is indeed the center of excitement at Taito America. The game was extensively tested, with super results, prior to its debut at the November '82 AMOA convention. "From an earnings point of view, Front Line is the best game Taito America has built up to this point," said marketing manager **Mike Von Kennel**. Earnings have been consistently high over long periods of time at test locations, he added, which is proof positive. Reaction from ops and distribs has been fantastic. Needless to say, Front Line is in full production at the Elk Grove village plant in order to meet the big demand! Dateline Columbus, Ohio, where we spoke with **Stanley Knoll**, branch manager of the Cleveland Coin branch office out there. First off, Stanley told us he felt that AMOA Expo '82 brought forth an unsurpassed number of "good games." He singled out Gottlieb's "Q-bert"; Nintendo's "Popeye" ("the graphics are superior"); Atari's "Pole Position"; Centuri's "Time Pilot"; Taito America's "Front Line" (Stan said at a campus location that housed eight games, Front Line out-earned the other seven); and Bally's Baby Pac-Man and "Super Pac-Man." He is very impressed with Sega's "viable convert-a-pak games" and feels the firm has definitely set the pace where this concept is concerned. Knoll said he is looking forward to receiving Stern's "Lost Tomb" in the cabinet and conversion kit.

PAO Moved To April

CHICAGO — The Pacific Amusement Operators (PAO) Show (formerly set for February 21-23) is now scheduled for April 22-24, 1983 at the Disneyland Hotel in Anaheim, Calif.

"There are four main reasons for rescheduling the show," said director Terry Cunningham. "One, the Disneyland Hotel offers larger exhibit hall space, which means more room for more exhibitors; two, manufacturers prefer a West Coast show to be later in the year; three, there are a tremendous number of operators in Southern California; and four, the Western NAMA show is being held at the same time at the Anaheim Convention Center with an estimate of over 3,500 attendees," he

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Tom Campbell

Campbell Named Marketing Head At Cinematronics

CHICAGO — Tom Campbell has joined Cinematronics, Inc., in the position of director of marketing. He previously served, in a similar capacity, at Stern Electronics, Inc., the Chicago-based manufacturer of amusement equipment.

Campbell has extensive experience in both the distributing and manufacturing levels of the coin machine business. Prior to his two-and-a-half year tenure at Stern, he was with Betson Pacific in California and, before that, was on the staff of Bally Advance in San Francisco.

"It is great to be back in California," said Campbell, in commenting on his new affiliation, "and I look forward to working with the fine staff of people at Cinematronics."

He indicated that Cinematronics has a number of interesting products on the planning board for possible introduction at the March AOE convention in Chicago and is currently testing a new game that "looks very good."

M.V.S. Fundraiser To Benefit Cancer Society

CHICAGO — M.V.S. Amusements, Inc. of Indianapolis, Ind., will donate the gross proceeds from video games that are being used in a fundraiser, scheduled to run Jan. 17-Feb. 21, for the American Cancer Society.

Two video games, Williams Electronics' "Joust" and Nintendo's "Donkey Kong Junior," will be set for one week at a time in downtown Indianapolis locations, such as the Hyatt Regency, Indiana University, Purdue University at Indianapolis, Wishard Hospital, Butler University and the Hilton.

The games will be rotated on a weekly basis. Weekly tallies will be kept, and a plaque will be awarded to the group that raises the most money for cancer research.

Handout materials will be provided by M.V.S. and the American Cancer Society. They will provide information on progress in cancer research and use of video games for chemotherapy patients.

Cindy Calderon, spokesperson for M.V.S., commented, "We are all very excited to participate in a program to help win the battle against cancer. Unfortunately, it seems to be the one disease that touches everyone's life, either directly or indirectly, at some point or another, according to present rates," she continued, "one in four people will eventually have cancer. Over the years, cancer will strike in approximately two of three families. We're hoping that the public will lend its support in this effort."

"If the program is successful this year, we

Used Amusement Game Market Undergoing Metamorphosis

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vice president, Elliot Silverstein, "The only obvious sales of used games are being made to small operators with minimal routes who buy and convert them. An op will buy a used piece, paint the cabinet yellow, put illegal Pac-Man boards in and install them at little bars where the manufacturers would never think of looking for copyright infringements."

Silverstein said the only viable used games right now are Centipede, Pac-Man, Galaga, "Dig Dug" and "Tron," selling at around \$1,000 each, and there really aren't that many of the games available at that price. While Silverstein conceded some ops donate their obsolete games to community groups or charitable organizations, he remarked that most operators "already have breaks like investment tax credits and depreciation of equipment write-offs, so when machines are donated it's usually after the books are closed anyway." Many route people, said the Silco executive, prefer to let the machines "eke out a few more bucks at locations" until they're completely dry before giving them away to charity foundations.

Boseman, Montana's D&R Music and Vending gave away six machines to the Butte Children's Home, an institution for emotionally disturbed pre-teens and adolescents, while 15-20 other unusable games were torn open and gutted for spare parts. President John Stockdale told **Cash Box** the used trade is extremely "tough" in videos, and even sales of outdated pinball machines declined 25% last year from 1981 figures. Occasionally, according to Stockdale, his firm sells a pool table or jukebox for home use, but even these products are becoming more difficult to get rid of.

Clearance Sales

In order to clear out warehouses of antiquated pin machines, some ops are dumping them "as is" for ultra-low prices. For example, shop manager Gary Benson of Rochester, Minn.'s D&R Novelty said his company sells pinballs for \$100 to families and other buyers.

would like to make it an annual event and involve additional downtown locations," she concluded.

American Cancer Society medical affairs director Jan Bibler stated, "We are currently saving more than one out of every three Americans stricken by cancer, but the statistics could be one out of every two if only early warning signals would be heeded and a doctor's attention sought."

World Wide Host Michigan Celebrations

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On the morning of Dec. 16, World Wide personnel along with representatives of the various factories, boarded a bus for the trip to the new location of the Grand Rapids branch for the second celebration. This event was attended by over 250 operators, wives and servicemen who were most impressed with the facilities, particularly the unique showroom set-up, which displayed an outstanding assortment of games in an arcade motif.

On or about Feb. 1 World Wide will also open a branch in St. Louis, Mo. According to Jerry Womble, manager of the new facility, it will contain 13,400 sq. ft. of space with a loading dock, ample parking, administration offices, showroom, etc. The new branch will be located at 2735 Olive St. in St. Louis, and World Wide is planning a grand opening party for sometime in March.

Company president Fred Skor said he is eyeing other locations to establish additional branch offices, in accordance with World Wide's slogan, "We're on the move."

And Silco's Silverstein commented he recently cleared out 600 pin games at \$150 a piece to a single customer, practically flushing out his entire inventory of the items.

Surprisingly enough, used video games are selling best in backwoods locations, where the video game business is just beginning to pick up some momentum. "Although nobody will touch an 'Asteroids' or 'Space Invaders,' Bally's Pac-Man machine is still a very hot item," remarked Omaha, Nebraska's Pete Godwin of Coin-A-Matic. "There are some people in Iowa and Nebraska who haven't seen the machine yet, believe it or not, and we could sell quite a few of those around here if we could get them at a good price."

L.A. Distribs, Ops View Video Music Jukebox

LOS ANGELES — Video Music International, in conjunction with SILCO West, recently hosted a presentation of the "The Startime Video Jukebox," a music box capable of featuring the latest videos of contemporary recording artists.

The presentation, which attracted about 70 distributors, operators and members of the press was held during a party at the California Pizza & Pasta Co. here, a test site for the video jukebox located adjacent to the University of Southern California campus.

Coin industry companies represented at the fete included Accurate Vending Corp., Interstate United, Rowe International, Berheimer & Kline, Inc. and Stan Russo, Inc.

Video Music International staff on hand included Jack Millman, president; Joy Millman, chief financial officer; Robert Miller, executive vice president; Joe Thomas, engineer; and Sheryl B. Neely, director of public relations.

The Startime Video "Muzzikboxx," aka Startime Video Jukebox, officially debuted at the Videxpo '82 held Sept. 30-Oct. 4 in Bal Harbour, Fla.

Video Music International projects 1,000 units of the video juke to be in the U.S. market by the end of 1983 and has already licensed companies in Europe to distribute the machines. The company manufactures a deluxe and standard model.



Startime Video Juke

PINBALL MACHINES

BALLY

Flash Gordon (2/81)
Eight Ball Deluxe (4/81)
Fireball II (5/81)
Embryon, w.b. (7/81)
Fathom (8/81)
Medusa (10/81)
Centaur (10/81)
Elektra (12/81)
Vector (2/82)
Mr & Mrs. Pac-Man (5/82)
Rapid Fire (5/82)
Spectrum (8/82)
Speakeasy, 2-pl. (9/82)

GAMEPLAN

Coney Island (3/80)
Super Nova (4/80)
Lizard (6/80)

GOTTLIEB

Force II (1/81)
Pink Panther (3/81)
Mars (6/81)
Volcano (8/81)
Black Hole (10/81)
Haunted House (2/82)
Devil's Dare (4/82)
Caveman pin/video (5/82)
Rocky (8/82)
Spirit (9/82)
Punk (11/82)

STERN

Nine Ball (1/81)
Free Fall (2/81)
Lightning (4/81)
Split Second (7/81)
Catacomb (9/81)
Viper (11/81)
Orbitor I (4/82)

WILLIAMS

Jungle Lord (4/81)
Pharaoh (7/81)
Solar Fire (9/81)
Barracora (10/81)
Hyperball pin/video (2/82)
Cosmic Gunfighter (7/82)

VIDEO GAMES (upright)

AMSTAR

Laser Base (7/81)

ATARI

Asteroids Deluxe (4/81)
Asteroids Deluxe Cabaret (4/81)
Centipede (6/81)
Centipede Cabaret (6/81)
Red Baron (8/81)
Red Baron, sit-down (8/81)
Tempest (10/81)
Tempest Cabaret (10/81)
Dig Dug (4/82)
Dig Dug Cabaret (4/82)
Kid Kangaroo (6/82)
Gravitar (8/82)
Pole Position (12/82)
Millipede (12/82)
Liberator (12/82)
Quantum (12/82)

BALLY MIDWAY

Deluxe Space Invaders (1/80)
Galaxian (4/80)
Extra Bases (5/80)
Space Encounters (8/80)
Space Encounters Mini-Myte (9/80)
Space Zap (10/80)
Space Zap Mini-Myte (10/80)
Pac-Man (11/80)
Pac-Man Mini-Myte (11/80)
Rally-X (2/81)
Rally-X Mini-Myte (2/81)
Gorf (4/81)
Gorf Mini-Myte (4/81)
Wizard of Wor (6/81)
Wizard of Wor Mini-Myte (6/81)
Omega Race (8/81)
Omega Race Mini-Myte (8/81)
Omega Race sit-in capsule (8/81)
Galaga (11/81)
Galaga Mini-Myte (11/81)
Kick-Man (1-82)
Kick-Man Mini-Myte (1/82)
Ms. Pac-Man (2/82)

MANUFACTURERS EQUIPMENT

A compilation of music and games equipment (new and used) with approximate production dates included in most cases.

Ms. Pac-Man Mini-Myte (2/82)
Bosconian (2/82)
Bosconian Mini-Myte (2/82)
Tron (8/82)
Tron Mini-Myte (8/82)
Solar Fox (8/82)
Solar Fox Mini-Myte (8/82)
Satan's Hollow (10/82)
Blueprint (11/82)
Blueprint Mini-Myte (11/82)
Burger Time (11/82)
Domino Man (12/82)

CENTURI

Phoenix (1/81)
Route 16 (4/81)
Route 16 Elite (4/81)
Pleiades (7/81)
Vanguard (9/81)
Challenger (11/81)
The Pit (3/82)
Loco-Motion (3/82)
D-Day (3/82)
Tunnel Hunt (7/82)
Swimmer (10/82)
Time Pilot (12/82)

CINEMATRONICS

Armor Attack (5/81)
Solar Quest (10/81)
Jack The Giantkiller (4/82)
Naughty Boy (5/82)

DATA EAST

Explorer (9/82)
Burger Time (11/82)

DYNAMO

Lil Hustler (12/81)

EXIDY

Spectar (1/81)
Venture (8/81)
Mousetrap (12/81)
Victory (2/82)
Pepper II (6/82)
Whirly Bucket non-video game (11/82)
Hardhat (12/82)

GAMEPLAN

Intruder (2/81)
Tank Battalion (3/81)
Killer Comet (4/81)
Megatack (9/81)
King And Balloon (10/81)
Enigma II (10/81)
Kaos (11/81)

GAMETECNIKS

Tri-Pool (1/82)

GDI

Red Alert (10/81)
Slither (8/82)

GOTTLIEB

New York, New York (2/81)
Reactor (7/82)
Q*bert (12/82)

NAMCO AMERICA

Sweet Licks (4/82)

NINTENDO

Donkey Kong (9/81)
Donkey Kong Jr. (8/82)

ROCK-OLA

Warp-Warp (9/81)
Eyes (7/82)

SEGA/GREMLIN

Astro Blaster (3/81)
Pulsar (4/81)
Space Odyssey (7/81)
Space Fury (7/81)
Frogger (9/81)
Eliminator (12/81)
Turbo (1/82)
005 (1/82)
Eliminator 4-player (2/82)

Zaxxon (4/82)
Turbo Mini-Upright (5/82)
Zektor (8/82)
Subroc 3-D (8/82)
Pengo (10/82)
Tac/Scan (10/82)
Buck Rogers (12/82)
Super Zaxxon (12/82)
Monster Bash (12/82)

SIGMA

Launcher Z (12/81)
Rolling Star Fire (12/81)

STERN

Berzerk (1/81)
The End (3/81)
Scramble (4/81)
Super Cobra (7/81)
Moon War (10/81)
Turtles (11/81)
Strategy X (11/81)
Jungler (2/82)
Frenzy (5/82)
Tazz-Mania (5/82)
Tutankham (7/82)
Dark Planet (11/82)

TAITO AMERICA

Space Invaders Trimline (2/81)
Crazy Climber (3/81)
Crazy Climber Trimline (3/81)
Zarzon (5/81)
Zarzon Trimline (5/81)
Colony 7 (7/81)
Colony 7 Trimline (7/81)
Moon Shuttle (8/81)
Moon Shuttle Trimline (8/81)
Qix (10/81)
Qix Trimline (10/81)
Lock 'N Chase (10/81)
Grand Champion (12/81)
Alpine Ski (3/82)
Wild Western (5/82)
Electric Yo-Yo (5/82)
Kram (5/82)
Space Dungeon (7/82)
Jungle King (9/82)
Jungle Hunt (11/82)
Front Line (12/82)

THOMAS AUTOMATICS

Triple Punch (6/82)
Oli Boo Chu (7/82)
Holey Moley (9/82)

UNIVERSAL USA

Zero Hour (1/81)
Space Panic (1/81)
Cosmic Avenger (8/81)
Lady Bug (12/81)

U.S. BILLIARDS

Quasar (4/81)

WILLIAMS

Stargate (10/81)
Make Trax (10/81)
Robotron 2084 (3/82)
Moon Patrol (8/82)
Joust (10/82)

COCKTAIL TABLES

AMSTAR

Phoenix

ATARI

Asteroids Deluxe (4/81)
Centipede (6/81)
Tempest (10/81)
Dig Dug (4/82)

BALLY MIDWAY

Rally-X (2/81)
Gorf (4/81)
Wizard of Wor (6/81)
Omega Race (8/81)
Galaga (11/81)
Kick-Man (1/82)
Ms. Pac-Man (2/82)
Bosconian (2/82)
Tron (8/82)
Solar Fox (8/82)
Blueprint (11/82)

CENTURI

Route 16 (4/81)
Pleiades (7/81)
Swimmer (10/82)

ELCON

Diversions booth size (9/81)

GAMEPLAN

Shark Attack (5/81)

GAMETECNIKS

Tri-Pool (1/82)

GDI

The Thief (4/82)
Slither (8/82)

GOTTLIEB

New York, New York (3/81)

SEGA/GREMLIN

Carnival
Space Firebird
Astro Blaster (4/81)
Frogger (11/81)
Zaxxon (5/82)
Pengo (1/83)

STERN

The End (1/81)
Berzerk (2/81)
Scramble (5/81)

TAITO AMERICA

Crazy Climber (5/81)
Zarzon (5/81)
Qix (10/81)

THOMAS AUTOMATICS

Triple Punch (6/82)
Oli Boo Chu (7/82)

WILLIAMS

Defender (4/81)

PHONOGRAPHS

Centuri 2001
Lowen-NSM Consul Classic
Lowen-NSM Prestige ES-2
Lowen-NSM Festival
Lowen-NSM 250-1
Rock-Ola Grand Salon II Console (9/80)
Rock-Ola 484 (11/80)
Rock-Ola 481 Max 2 (1/81)
Rock-Ola Deluxe (10/82)
Rowe R-85 (10/80)
Rowe Jewel
Rowe R-87 (10-82)
Seeburg Phoenix (12/80)
Stern/Seeburg DaVinci (7/81)
Stern/Seeburg VMC (11/81)
Wurlitzer Cabarina
Wurlitzer Tarock
Wurlitzer Atlanta
Wurlitzer Silhouette

POOL TABLES & FOOSBALL

Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynamo Model 37
Dynamo-The Tournament foosball (5/82)
TS Tournament Eight Ball
U.B.I. Bronco
Valley Cougar
Valley Tiger Cat bumper pool (6/82)
Valley Cougar Cheyenne (8/82)

AMOA EXPO '83

Sega Bows New 'Zaxxon' Conversion

SAN DIEGO — SEGA Electronics, Inc. has announced that a conversion kit is now available to convert any upright model of "Zaxxon" to "Super Zaxxon." Authorized SEGA distributors will make these conversions. "We believe this action is an industry first," commented Duane Blough, president of SEGA Electronics, Inc., "that is, a manufacturer making available a conversion kit for a brand new game which distributor feedback tells us is the number one game in many test locations around the country."

The authorized factory conversion kit includes new Super Zaxxon electronics, complete control panel including new, extra-heavy duty flight stick, Super Zaxxon logo panel and side graphics.

Super Zaxxon features gameplay action at supersonic speeds and fantastic new game graphics and colors. A more challenging floating munitions fortress and a foreboding tunnel of doom, filled with surprising new op-



Duane Blough

ponents, are just part of the excitement as this 3-dimensional-like game presents the ultimate space challenge, a bigger-than-life, fire-breathing dragon.

Said Blough, "We believe it is fair to say that SEGA is doing everything it possibly can to support both operators and distributors in this difficult market period."

New Edition Of Promotion Book Now Available

CHICAGO — The second edition of *Promoting Your Game Center* is now available from Business Builders of Cupertino, Calif. It contains additional promotion suggestions and an anthology of promotion articles written by Carol Kantor, president of Business Builders, and published in various industry trade magazines.

"The book was written originally to give operators ideas and information on how to plan and implement a promotion," explained

Kantor. "The response to the first book was excellent. This year, I have made some additions and included selected articles to give operators even more resources."

The new edition of *Promoting Your Game Center* is priced at \$10.00 per copy (including postage and handling) and may be ordered by contacting Business Builders, 10381 S. De Anza Blvd., Suite 209, Cupertino, Calif. 95014.

Hesch, AMOA Past President, Dies

(continued from page 31)

from Illinois Wesleyan University. He directed the firm's music and games division while his brother, Donald, handled vending and food service.

Hesch was a member of AMOA for about 25 years, 14 of which were spent as a director on the association's board. He served as president of AMOA in 1978-79 and had also been a president of the Illinois Coin Machine Operators Assn. It was during his term of office that AMOA experienced the first

PAO Moved To April

(continued from page 33)

continued. "With a high percentage of vending operators also operating games, having the show at the same time should substantially increase the attendance at both shows."

Disneyland is the most famous amusement theme park in the world, Cunningham noted, stressing that the hotel offers great amusements of its own. In addition to the many international theme restaurants of the hotel, there are numerous attractions, including remote control toy boats and cars, pedal boats, outdoor water and light shows, strolling musicians, cascading waterfalls with footpaths and a major game manufacturer's futuristic arcade. Visitors may board the Disney Monorail at the hotel and be teleported right into Disneyland.

Further information about the convention may be obtained by contacting Cunningham at Westco Amusement, 2727 Midtown Court, Suite One, Palo Alto, Calif. 94303 or phoning (415) 325-6691.

dramatic increase in attendance at its annual exposition. Among his major goals as AMOA president were to assure the confidentiality of location lists and to strengthen the association's educational services.

Hesch was a highly respected industry figure, held in esteem and affection by his colleagues. AMOA officials who planned to attend funeral services included Mr. & Mrs. Wes Lawson, Mr. & Mrs. Don Van Brackel, Mr. & Mrs. Kem Thom, Norman Pink, John Estridge and Leo Droste.

Visitation was held at Ahlgrim Funeral Home in Palatine, Ill., Jan. 10 and 11, with funeral services on Jan. 12.

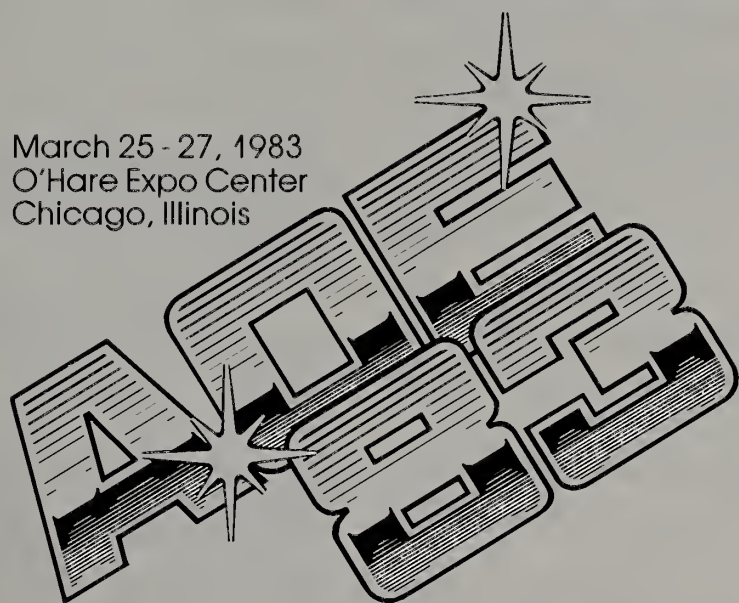
Hesch is survived by his wife, Beverly; three daughters Diane McSwain, Judith Ann and Elizabeth Jane; his mother, Isabel and his brother, Donald.

Record Crowd For ATE

(continued from page 31)

ted three new innovative games: "Super Locomotive," "Zaxxon" and "Tac-Scan" video units, available for the first time to operators in kit form.

Everything from automatic candy floss vending machines to artificial mobile ski and sledding slopes were on display. Computer video games were particularly popular, as were video jukeboxes, bio-rhythm machines and astrologer's forecasting coin-ops. The chief executive of the ATE, Mr. Willis, told *Cash Box* that although the obvious boom in computer and video game is still escalating dramatically, this year's exhibition is more diverse than previous years' in terms of the scope of choice in leisure amusements.



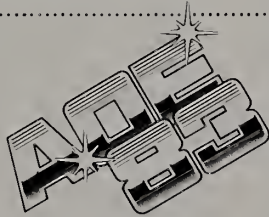
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THE JUKEBOX PROGRAMMER

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* indicates new entry

POP

- 1 **DOWN UNDER**
MEN AT WORK (Columbia 38-03303)
- 2 **SHAME ON THE MOON**
BOB SEGER & THE SILVER BULLET BAND (Capitol B-5187)
- 3 **DIRTY LAUNDRY**
DON HENLEY (Asylum 7-69894)
- 4 **AFRICA**
TOTO (Columbia 38-03335)
- 5 **MANEATER**
DARYL HALL & JOHN OATES (RCA PB-13354)
- 6 **THE GIRL IS MINE**
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
- 7 **THE OTHER GUY**
LITTLE RIVER BAND (Capitol B-5185)
- 8 **YOU CAN'T HURRY LOVE**
PHIL COLLINS (Atlantic 7-89933)
- 9 **STRAY CAT STRUT**
STRAY CATS (EMI America B-8122)
- 10 **I DO**
THE J. GEILS BAND (EMI America B-8148)
- 11 **MICKEY**
TONI BASIL (Chrysalis CHS 2638)
- 12 **BABY, COME TO ME**
PATTI AUSTIN (Qwest/Warner Bros. QWE50036)
- 13 **ROCK THIS TOWN**
STRAY CATS (EMI America B-8132)
- 14 **YOU GOT LUCKY**
TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52144)
- 15 **IT'S RAINING AGAIN**
SUPERTRAMP (A&M 2502)
- 16 **HEART TO HEART**
KENNY LOGGINS (Columbia 38-03377)
- 17 **GOODY TWO SHOES**
ADAM ANT (Epic 34-03367)
- 18 **TRULY**
LIONEL RICHIE (Motown 1644MF)
- 19 **THE LOOK OF LOVE**
ABC (Mercury/PolyGram 76168)
- 20 **SEXUAL HEALING**
MARVIN GAYE (Columbia 38-03302)
- 21 **BAD BOY RAY PARKER, JR.**
RAY PARKER, JR. (Arista AS 1030)
- 22 **DO YOU REALLY WANT TO HURT ME***
(CULTURE CLUB (Epic 34-03368)
- 23 **SPACE AGE LOVE SONG**
A FLOCK OF SEAGULLS (Jive/Arista VS 2003)
- 24 **ALLENTOWN**
BILLY JOEL (Columbia 38-03413)
- 25 **MUSCLES**
DIANA ROSS (RCA PB-13348)
- 26 **BACK ON THE CHAIN GANG***
PRETENDERS (Sire 7-029840)
- 27 **MISSING YOU**
DAN FOGELBERG (Full Moon/CBS 34-03289)
- 28 **SHADOWS OF THE NIGHT**
PAT BENATAR (Chrysalis CHS 2647)
- 29 **TIED UP***
OLIVIA NEWTON-JOHN (MCA-52155)
- 30 **HEARTBREAKER**
DIONNE WARWICK (Arista AS 1015)

COUNTRY

- 1 **LIKE NOTHING EVER HAPPENED**
SYLVIA (RCA PB-13330)
- 2 **INSIDE**
RONNIE MILSAP (RCA PB-13362)
- 3 **GOING WHERE THE LONELY GO**
MERLE HAGGARD (Epic 34-03315)
- 4 **TALK TO ME**
MICKEY GILLEY (Epic 34-03326)
- 5 **I DON'T REMEMBER LOVING YOU**
JOHN CONLEE (MCA-52116)
- 6 **WHAT SHE DON'T KNOW WON'T HURT HER**
GENE WATSON (MCA-52131)
- 7 **THANK GOD FOR KIDS**
THE OAK RIDGE BOYS (MCA-52145)
- 8 **SOMEBODY'S ALWAYS SAYING GOOD BYE**
ANNE MURRAY (Capitol B-5183)
- 9 **A LOVE SONG**
KENNY ROGERS (Liberty B-1485)
- 10 **WITH YOU**
CHARLY McCLAIN (Epic 34-03309)
- 11 **FAKING LOVE**
T.G. SHEPPARD and KAREN BROOKS (Warner/Curb 7-29854)
- 12 **C.C. WATERBACK**
GEORGE JONES/MERLE HAGGARD (Epic 34-02405)
- 13 **(SITTIN' ON) THE DOCK OF THE BAY**
WAYLON & WILLIE (RCA PB-13319)
- 14 **LAST THING I NEEDED FIRST THING THIS MORNING**
WILLIE NELSON (Columbia 38-03385)
- 15 **IF HOLLYWOOD DON'T NEED YOU**
DON WILLIAMS (MCA-52152)
- 16 **YOU AND I**
EDDIE RABBIT with CRYSTAL GAYLE (Elektra 7-69936)
- 17 **I WOULDN'T CHANGE YOU IF I COULD**
RICKY SKAGGS (Epic 34-03482)
- 18 **'TILL I GAIN CONTROL AGAIN**
CRYSTAL GAYLE (Elektra 7-69893)
- 19 **REASONS TO QUIT***
MERLE HAGGARD/WILLIE NELSON (Epic 34-03494)
- 20 **CHEROKEE FIDDLE**
JOHNNY LEE (Full Moon/Asylum 7-69945)
- 21 **EVERYTHING'S BEAUTIFUL**
DOLLY PARTON/WILLIE NELSON (Monument WS4 03408)
- 22 **WHY BABY WHY**
CHARLEY PRIDE (RCA PB-13397)
- 23 **MARINA DEL REY**
GEORGE STRAIT (MCA-52120)
- 24 **CAN'T EVEN GET THE BLUES**
REBA McENTIRE (Mercury/PolyGram 76180)
- 25 **THE ROSE***
CONWAY TWITTY (Elektra 7-69854)
- 26 **HONKYTONK MAN***
MARTY ROBBINS (Warner/Viva 7-29847)
- 27 **I WONDER**
ROSANNE CASH (Columbia 38-03238)
- 28 **THE BIRD**
JERRY REED (RCA PB-13355)
- 29 **SHINE ON***
GEORGE JONES (Epic 34-03489)
- 30 **SOMEWHERE BETWEEN RIGHT AND WRONG**
EARL THOMAS CONLEY (RCA PB-13320)

BLACK CONTEMPORARY

- 1 **GOT TO BE THERE**
CHAKA KHAN (Warner Bros. 7-29881)
- 2 **OUTSTANDING**
THE GAP BAND (Total Experience/PolyGram TE 8205)
- 3 **LET'S GO DANCIN' (OOH LA, LA, LA)**
KOOL & THE GANG (De-Lite/PolyGram DE824)
- 4 **BAD BOY**
RAY PARKER, JR. (Arista AS 1030)
- 5 **WELCOME TO THE CLUB**
THE BROTHERS JOHNSON (A&M 2506)
- 6 **ARE YOU SERIOUS**
TYRONE DAVIS (Highrise SHR-2005)
- 7 **TRULY**
LIONEL RICHIE (Motown 1644MF)
- 8 **PUT IT IN A MAGAZINE**
SONNY CHARLES (Highrise SHR-2001)
- 9 **BETCHA SHE DON'T LOVE YOU**
EVELYN KING (RCA PB-13380)
- 10 **THE GIRL IS MINE**
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
- 11 **THE BEST IS YET TO COME**
GROVER WASHINGTON, JR. with PATTI LABELLE (Elektra 7-69887)
- 12 **PAINTED PICTURE**
THE COMMODORES (Motown 1651 MF)
- 13 **HEARTBEATS**
YARBROUGH & PEOPLES (Total Experience/PolyGram TE8204)
- 14 **SEXUAL HEALING**
MARVIN GAYE (Columbia 38-03302)
- 15 **DO IT (LET ME SEE YOU SHAKE)**
THE BAR-KAYS (Mercury/PolyGram 76167)
- 16 **MIND UP TONIGHT**
MELBA MOORE (Capitol B-5160)
- 17 **WE DON'T HAVE TO TALK (ABOUT LOVE)**
PEABO BRYSON (Capitol B-5188)
- 18 **YOUNG LOVE**
JANET JACKSON (A&M 2440)
- 19 **PASS THE DUTCHIE**
MUSICAL YOUTH (MCA-52149)
- 20 **KNOCKOUT**
MARGIE JOSEPH (HCRC WS4 03337)
- 21 **1999**
PRINCE (Warner Bros. 7-29896)
- 22 **SINCE I LOST MY BABY***
LUTHER VANDROSS (Epic 34-03487)
- 23 **YOU ARE***
LIONEL RICHIE (Motown 1657 MF)
- 24 **FALL IN LOVE WITH ME**
EARTH, WIND & FIRE (Columbia 38-03375)
- 25 **IT'S RAINING MEN**
WEATHER GIRLS (Columbia 38-03354)
- 26 **VERY SPECIAL PART**
JERMAINE JACKSON (Motown 1649 MF)
- 27 **I'VE MADE LOVE TO YOU A THOUSAND TIMES***
SMOKEY ROBINSON (Tamla/Motown 1655 TF)
- 28 **HEARTBREAKER**
DIONNE WARWICK (Arista AS1015)
- 29 **LOOPZILLA**
GEORGE CLINTON (Capitol B-5160)
- 30 **NASTY GIRL**
VANITY 6 (Warner Bros. 7-29908)

OPERATORS PICKS

Margot Green (Jones Music, Burbank)
BACK ON THE CHAIN GANG — Pretenders — Sire
 Dan Tortorice (Modern Specialty, Madison)
HUNGRY LIKE THE WOLF — Duran Duran — Capitol
 Gary Snortum (Cigarette Services, Inc., Appleton)
STRAY CAT STRUT — Stray Cats — EMI America

RECORDS TO WATCH

ALWAYS ON MY MIND — Sonny Charles — Highrise
SWING THAT SEXY THANG — Carl Carlton — RCA
I HAVE LOVED YOU, GIRL — Earl Thomas Conley — RCA
SHADOWS OF MY MIND — Leon Everette — RCA
NEW FRONTIER — Donald Fagen — Warner Bros.

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INDUSTRY NEWS

New Equipment

Laser Disc Action

"Astron Belt," a laser disc "video game of the future," exemplifies the latest technological achievement of Sega Enterprises, Inc. Billed as a technology demonstration to reflect the company's intense dedication to the research and development of exciting and innovative new video game concepts, the laser disc video was featured at the November '82 AMOA convention.

The cockpit display received extensive media coverage as Sega demonstrated state-of-the-art laser disc/computer video game hardware and software that permits laser disc images to interact with computer generated graphics in a fantastic gameplay experience. A new stereo sound system that utilizes "body-sonics" joins the incredibly realistic scenes for a "total" video game experience.

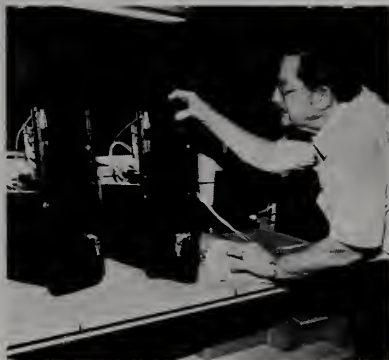
Astron Belt uses 320,000 picture elements as opposed to only 60,000 elements for conventional video games. The video disc, which is similar to a phonograph record, holds the game information in thousands of small indentations that are embedded beneath a clear plastic protective shell. These indentations are "read" by a small, low powered laser that then converts the information into picture and sound. The non-contact system never touches the disc, thus saving it from wear, meaning that the disc can be played hundreds of thousands of times without degradation in graphic display quality.

The game concept displayed showed several short action sequences from a science fiction adventure movie of extremely high quality.



Utilizing the random access capability of the laser disc system, gameplay action of overwhelming excitement and realism results as the scene changes instantly to any of a large number of programmed scenes, in accordance with the player's command or the progress of the game.

Distributor and operator response to the game was outstanding, according to Sega. The schedule for actual production is tentatively slated for the summer of 1983. Further information may be obtained by contacting Sega Electronics, Inc., 16250 Technology Drive, San Diego, Calif. 92127 or phoning (619) 485-4464.



Wico Coin Doors

Wico Corp., of Niles, Ill., has introduced its own line of coin doors, which were a popular attraction in the firm's exhibit at the November '82 convention. Wico began manufacturing coin doors about six months ago.

As noted by Larry Kesselman, manager of the firm's OEM Division, "Ease of installation, engineering quality and pricing have combined to make Wico's entry into the coin door market an unqualified and 'almost overnight' success."

A majority of equipment manufacturers have approved the Wico door and have begun purchasing it for their commercial arcade units, he added. "Wico-made game controls have become the industry standard, and we believe our coin doors, because of their quality, will also become recognized as number one in their product category," said Kesselman.

The company produces five types of coin doors: the over-and-under door, the wide single door, the mini-door, the single entry plate and blank access door. Plans call for subsequent product line expansion that will incorporate new technology currently under development.

Wico coin doors are zinc die-cast and feature chip-resistant epoxy paint, reinforced ribbings and a snap-in coin rejector to facilitate service accessibility. The company offers manufacturers lockout coils and harnessings, as well as the option of a customized name plate on the door.

"Every component part, as well as the completed door, is tested six times for quality control," explained Kesselman. "As a result, we are running a zero return rate."

Wico-designed and -manufactured video and pin game controls, along with the Wico-made cue sticks, also drew special interest at the AMOA convention. All were especially fast-selling and popular items with operators and distributors, according to Frank Nickerson, national sales manager of the distribution division.

Wico, with corporate headquarters and manufacturing facilities in Niles, Ill., has sales and distribution centers in California, New Jersey, Georgia, Nevada and Texas and international offices in Japan and Taiwan. The privately held company was founded by Max Wiczer in 1940 and has subsequently become a leading supplier of parts and accessories to the coin operated machine industry.

Pictured in the accompanying photo is the Wico over-and-under model coin door, undergoing extensive quality control testing before shipment.

Near-Human Robot

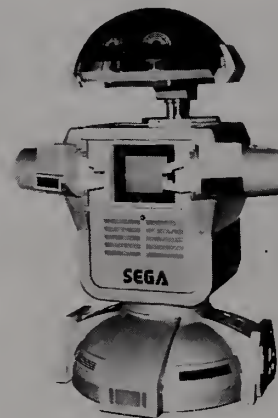
During the recent AMOA convention in Chicago, Sega Enterprises, Inc., unveiled "Sega Chan," a gleaming, futuristic robot that was among the attractions in the Sega exhibit and is destined to be a hit at arcades, shopping malls and sites where promotional impact is desired.

Utilizing the latest in micro-computer technology, Sega Chan features a special voice recognition device that permits the robot to respond verbally to certain questions when asked, his eyes and mouth lighting up when he speaks.

Additional features include: a built-in videocassette player and video display screen for playing videotaped messages; two speakers for sound (one for the video player and one for the voice); a multi-purpose tray for serving food and drinks; and special pockets for dispensing food, drinks, literature, etc.

Standing nearly 60" tall, this electro-mechanical marvel can raise his head over seven inches for additional height (the head can also move 15" to the left and right); can move forward and backward; and can turn a 360° circle in either direction, making him easy to operate in small areas. Fitted with two mechanical arms, the robot can open these arms to a 45° angle and may be adapted to a variety of functions.

A wide variety of optional accessories will be available to adapt Sega Chan to perform many additional tasks. Some of these accessories include: video camera, instant camera, horoscope,



microwave oven, refrigerator, automatic control of the robot within a certain area and interchangeable arms to suit different purposes. Tough sensors and danger prevention sensors make Sega Chan completely safe to operate.

The new model has shown in tests to be an extraordinary and dynamic promotion centerpiece, according to Sega, and should be considered by those individuals or organizations wishing to make a unique presentation.

Further information may be obtained by contacting Sega Electronics, Inc., 16250 Technology Drive, San Diego, California 92127 or phoning (619) 485-4464.

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