

CASH BOX

April 17, 1982

NEWSPAPER

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CASH BOX

THE INTERNATIONAL MUSIC / COIN MACHINE / HOME ENTERTAINMENT WEEKLY

VOLUME XLIII — NUMBER 47 — April 17, 1982

EDITORIAL

As we enter the second quarter, one of the most pressing problems facing the industry today seems to be a lack of direction. One of the more striking conclusions to come from the recent National Assn. of Recording Merchandisers (NARM) convention was that the industry seems to be flailing about in its search for the right formula that will once again define the road to prosperity.

The second quarter release schedules from the labels are loaded with everything needed to bring about a turnaround — ample superstar product, fine new & developing acts and a load of top quality additions to the midlines. The product cannot be faulted.

However, it is disturbing to see the labels and the retailers seemingly pulling in different directions. The labels have supplied the product, and they are going full bore in their efforts to combat the home taping and counterfeiting problems. No one can argue with that. But at the same time, there were once again intimations of price hikes (especially in the area of midlines) and outright label

criticism of retailers for widening their product lines to include such "competitors" as home video games, videocassettes and videodiscs.

On the retail side, the rush to offer a wider range of products to the consumer has left some of the labels feeling like step-children in their own "homes." In these times of hardship for retailers in every industry in the country, it would be hard to fault someone for choosing to sell blank tapes, home video game cartridges and the like to stay afloat. Nevertheless, it is easy to see why labels are concerned.

The time for acrimony and suspicion is past (if there ever was a right time for them). Labels and retailers need to work together to build a solid foundation upon which future growth can stand. Neither camp can be totally right or wrong — but unless some way can be found that accommodates both the labels and retailers who are leaning to a mix of product that includes all kinds of software, another great opportunity will have been lost.

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ON THE COVER

Michael Stroll, president of Williams Electronics, Inc., is shown with "Hyperball," one of the company's latest coin-operated amusement games. Hyperball is unique for its design and innovative play features — which incorporate the appealing elements of both pinball and video, while offering the game player fast moving, challenging action. Williams is among the coin machine industry's most innovative manufacturers, which, under Stroll's leadership, has established an enviable track record — initially as a pinball producer and ultimately diversifying into the video market with a dramatic impact.

Stroll became president of Williams in 1977 and in the ensuing five-year period has succeeded in expanding and enhancing the company's in-house capabilities and technological expertise as a pacesetter in the marketplace. "Defender" marked the company's entry into the production of video games and went on to become of the the most popular arcade pieces of 1981.



TOP POP DEBUTS

SINGLES

77 HEAT OF THE MOMENT — Asia — Geffen

ALBUMS

85 IV — Toto — Columbia

POP SINGLE

I LOVE ROCK 'N ROLL
Joan Jett & The Blackhearts
Boardwalk

B/C SINGLE

THAT GIRL
Stevie Wonder
Tamla/Motown

COUNTRY SINGLE

SAME OLE ME
George Jones
Epic

JAZZ

THE DUDE
Quincy Jones
A&M

NUMBER ONES



Vangelis

POP ALBUM

CHARIOTS OF FIRE
Original Soundtrack By Vangelis
Polydor/PolyGram

B/C ALBUM

LOVE IS WHERE YOU FIND IT
The Whispers
Solar/Elektra

COUNTRY ALBUM

BLACK ON BLACK
Waylon Jennings
RCA

GOSPEL

WHEN ALL GOD'S CHILDREN
GET TOGETHER
Rev. Keith Pringle
Savoy

CASH BOX TOP 100 SINGLES

April 17, 1982

Rank	Title	Artist	Label	Weeks On Chart
1	I LOVE ROCK 'N ROLL	JOAN JETT & THE BLACKHEARTS	(Boerdlwck NB7-11-135)	4/10
2	WE GOT THE BEAT	GO-GOS (I.R.S./A&M IR-9903)		2/13
3	MAIN THEME FROM "CHARIOTS OF FIRE"	VANGELIS (Polydor/PolyGram 2189)		4/19
4	THAT GIRL	STEVIE WONDER (Temple/Motown 1602 TF)		3/14
5	FREEZE FRAME/FLAMETHROWER	THE J. GEILS BAND (EMI America B-8108)		7/9
6	MAKE A MOVE ON ME	OLIVIA NEWTON-JOHN (MCA-52000)		5/10
7	DON'T TALK TO STRANGERS	RICK SPRINGFIELD (RCA PB-13070)		9/7
8	KEY LARGO	BERTIE HIGGINS (Ket Family WS9 02524)		8/24
9	CENTERFOLD	THE J. GEILS BAND (EMI America A-8012)		6/24
10	(OH) PRETTY WOMAN	VAN HALEN (Warner Bros. WBS 50003)		11/10
11	OPEN ARMS	JOURNEY (Columbia 18-02687)		10/14
12	PAC-MAN FEVER	BUCKNER & GARCIA (Columbia 18-02673)		12/17
13	'65 LOVE AFFAIR	PAUL DAVIS (Ariste AS 0661)		16/8
14	DO YOU BELIEVE IN LOVE	HUEY LEWIS AND THE NEWS (Chryselis CHS 2589)		15/11
15	EBONY AND IVORY	PAUL McCARTNEY (Columbia 18-02860)		30/2
16	FIND ANOTHER FOOL	QUARTERFLASH (Geffen GEF 50006)		17/10
17	867-5309/JENNY	TOMMY TUTONE (Columbia 18-02646)		21/13
18	DID IT IN A MINUTE	DARYL HALL & JOHN OATES (RCA PB-13065)		22/5
19	EDGE OF SEVENTEEN	STEVIE NICKS (Modern/Atlantic MR 7401)		19/9
20	ONE HUNDRED WAYS	QUINCY JONES featuring JAMES INGRAM (A&M 2387)		20/14
21	I'VE NEVER BEEN TO ME	CHARLENE (Motown 1611 MF)		24/7
22	NOBODY SAID IT WAS EASY (LOOKIN' FOR THE LIGHTS)	LE ROUX (RCA PB-73059)		23/10
23	GOIN' DOWN	GREG GUIDRY (Columbia 18-02691)		25/9
24	SHOULD I DO IT	POINTER SISTERS (Planet/Elektra P-47960)		18/14
25	GET DOWN ON IT	KOOL & THE GANG (De-Lite/PolyGram DE 818)		28/8
26	THE BEATLES' MOVIE MEDLEY	(Capitol P-B-5100)		32/4
27	TAKE OFF	BOB & DOUG MCKENZIE (Mercury/PolyGram 76134)		14/12
28	BABY MAKES HER BLUE JEANS TALK	DR. HOOK (Casablanca/PolyGram NB 2347)		29/8
29	SHAKE IT UP	THE CARS (Elektra E-47250)		13/22
30	TONIGHT I'M YOURS (DON'T HURT ME)	ROD STEWART (Warner Bros. WBS 49886)		27/13
31	BOBBIE SUE	OAK RIDGE BOYS (MCA-52006)		26/13
32	DON'T YOU WANT ME	THE HUMAN LEAGUE (A&M/Virgin 2397)		36/7
33	EMPTY GARDEN (HEY HEY JOHNNY)	ELTON JOHN (Geffen GEF 50049)		39/5
34	THEME FROM MAGNUM P.I.	MIKE POST (Elektra E-47400)		37/10
35	THE OTHER WOMAN	RAY PARKER JR. (Ariste AS 0669)		43/5
36	MAMA USED TO SAY	JUNIOR (Mercury/PolyGram 76132)		40/8
37	SHANGHAI BREEZES	JOHN DENVER (RCA PB-13071)		41/7
38	ALWAYS ON MY MIND	WILLIE NELSON (Columbia 18-02741)		44/6
39	ON THE WAY TO THE SKY	NEIL DIAMOND (Columbia 18-02712)		34/10
40	GENIUS OF LOVE	TOM TOM CLUB (Sire SRE 49882)		38/12
41	RUN FOR THE ROSES	DAN FOGELBERG (Full Moon/Epic 14-02821)		57/3
42	I'LL TRY SOMETHING NEW	A TASTE OF HONEY (Capitol P-B-5099)		46/6
43	HANG FIRE	THE ROLLING STONES (Rolling Stone/Atlantic RS21300)		49/5
44	MAKING LOVE	ROBERTA FLACK (Atlantic 4005)		48/7
45	STILL IN SAIGON	THE CHARLIE DANIELS BAND (Epic AE7 1414)		52/4
46	WITHOUT YOU (NOT ANOTHER LONELY NIGHT)	FRANKE & THE KNOCKOUTS (Millennium/RCA YB-13105)		64/3
47	MAN ON YOUR MIND	LITTLE RIVER BAND (Capitol P-B-5061)		56/3
48	LET'S HANG ON	BARRY MANILOW (Ariste AS 0675)		55/4
49	IF I HAD MY WISH TONIGHT	DAVID LASLEY (EMI America P-B-8111)		54/6
50	MY GUY	SISTER SLEDGE (Cotillion/Atlantic 47000)		33/12
51	TAINTED LOVE	SOFT CELL (Sire SRE 40655)		53/12
52	MIRROR, MIRROR	DIANA ROSS (RCA PB-13021)		31/14
53	IT'S GONNA TAKE A MIRACLE	DENIECE WILLIAMS (ARC/Columbia 18-02812)		68/3
54	WHEN HE SHINES	SHEENA EASTON (EMI America P-B-8113)		67/3
55	FANTASY	ALDO NOVA (Portrait/CBS 24-02799)		60/5
56	SINCE YOU'RE GONE	THE CARS (Elektra E-47433)		59/4
57	I'LL DRINK TO YOU	DUKE JUPITER (Coast To Coast/CBS ZS5 02801)		62/5
58	STARS ON 45 III	STARS ON (Radio Records/Atlantic RR 4019)		63/4
59	POP GOES THE MOVIES (PART 1)	MECO (Ariste AS 0600)		51/10
60	WAKE UP LITTLE SUSIE	SIMON AND GARFUNKEL (Warner Bros. WBS 50053)		75/3
61	MY GIRL	DONNIE IRIS (MCA 52031)		72/3
62	SHINE ON	GEORGE DUKE (Epic 14-02701)		50/8
63	MAN ON THE CORNER	GENESIS (Atlantic 4025)		69/4
64	MEMORY	BARBRA STREISAND (Columbia 18-02717)		58/9
65	WORK THAT BODY	DIANA ROSS (RCA PB-13201)		78/2
66	JUKE BOX HERO	FOREIGNER (Atlantic 4017)		45/10
67	THE GIGOLO	O'BRYAN (Capitol 5067)		70/4
68	ON A CAROUSEL	GLASS MOON (Radio Records/Atlantic RR 4022)		71/6
69	FINALLY	T.G. SHEPPARD (Warner Bros. WBS 50041)		76/3
70	SECRET JOURNEY	THE POLICE (A&M 2408)		85/2
71	WHEN IT'S OVER	LOVERBOY (Columbia 18-02814)		86/2
72	NEVER GIVE UP ON A GOOD THING	GEORGE BENSON (Warner Bros. WBS 50005)		61/8
73	IF IT AIN'T ONE THING... IT'S ANOTHER	RICHARD "DIMPLES" FIELDS (Boerdlwck NB7-11-139)		87/2
74	JUST TO SATISFY YOU	WAYLON & WILLIE (RCA PB-13073)		82/3
75	ONE TO ONE	CAROLE KING (Atlantic 4026)		83/4
76	CIRCLES	ATLANTIC STARR (A&M 2392)		84/3
77	HEAT OF THE MOMENT	ASIA (Geffen GEF 50040)		—/1
78	LOVING YOU	CHRIS REA (Columbia 18-02727)		79/3
79	A NIGHT TO REMEMBER	SHALAMAR (Soler/Elektra S-48005)		88/2
80	YOU SURE FOOLED ME	THE JOHN HALL BAND (EMI America P-B-8112)		81/3
81	I'M IN LOVE AGAIN	PIA ZADORA (Elektra/Curb E-47428)		89/2
82	RIGHT THE FIRST TIME	GAMMA (Elektra E-47423)		90/2
83	ROSANNA	TOTO (Columbia 18-02811)		—/1
84	DON'T STOP ME BABY (I'M ON FIRE)	THE BOYS BAND (Elektra E-47406)		73/5
85	THROUGH THE YEARS	KENNY ROGERS (Liberty P-A-1444)		35/17
86	DADDY'S HOME	CLIFF RICHARD (EMI America P-A-8103)		47/14
87	MURPHY'S LAW	CHERI (Venture VD-5019)		—/1
88	HOLLYWOOD	SHOOTING STAR (Virgin/Epic 14-2755)		80/4
89	CAT PEOPLE (PUTTING OUT FIRE)	DAVID BOWIE (Backstreet/MCA BSR- 52024)		—/1
90	IF I COULD GET YOU	GENE COTTON (Knoll 5002)		91/4
91	SWEET DREAMS	AIR SUPPLY (Ariste AS 0655)		42/19
92	LOVE IN THE FIRST DEGREE	ALABAMA (RCA PB-12288)		66/21
93	I CAN'T GO FOR THAT (NO CAN DO)	DARYL HALL & JOHN OATES (RCA PB-12357)		74/23
94	TELL ME TOMORROW — PART 1	SMOKEY ROBINSON (Temple/Motown 1601TF)		65/14
95	SPIRITS IN THE MATERIAL WORLD	THE POLICE (A&M 2390)		77/14
96	I BELIEVE	CHILLIWACK (Millennium/RCA YB-13102)		93/14
97	SLEEPWALK	LARRY CARLTON (Warner Bros. WBS 50019)		92/5
98	ANYONE CAN SEE	IRENE CARA (Network/Elektra NW-47950)		95/21
99	DON'T LET HIM KNOW	PRISM (Capitol P-A-5082)		94/11
100	LONELY NIGHTS	BRYAN ADAMS (A&M 2359)		97/5

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Always On My Mind (Screen Gems — EMI/Rose Bridge — BMI)	38	Get Down On It (Delightful/Second Decade — BMI)	25	Making Love (20th Century Fox Film/New Hidden Valley — ASCAP/Begonia Melodies/Fedora — BMI)	44	Shake It Up (Lido Music — BMI)	29
A Night To Remember (Silver Sounds/Spectrum VII/Satellite III — ASCAP)	79	Goin' Down (World Song — ASCAP)	23	Mama Used To Say (Pressure/Aves/EMI Music — PRS)	36	Shanghai Breezes (Cherry Lane — ASCAP)	37
Anyone Can See (Carub Poon's — ASCAP/Fedora — BMI)	98	Hang Fire (Colgems — EMI (ASCAP))	43	Man On The Corner (Hit+Run — ASCAP)	63	Shine On (Mycenae — ASCAP)	62
Baby Makes Her (Horse Hairs — BMI)	28	Heat Of The Moment (WB/Almond Legg/Ackee — ASCAP)	77	Man On Your (Screen-Gems — EMI (BMI))	47	Should I Do It (Unichappell/Watch Hill — BMI)	24
Beatles' Movie (John Lennon + Paul McCartney — BMI)	26	Hollywood (Mad-Ted — EMI)	88	Memory (Really Useful/Faber/Trevor Nunn c/o Set Copy-right/Adm. in U.S.+Can. By Koppelman-Bandler — BMI)	64	Since You Gone (Lido — BMI)	56
Bobbie Sue (House Of Gold — BMI)	31	I Believe (ATV Music Of Canada/Some Sung Songs/Solid Gold — PRO-Canada)	96	My Guy (Jobete — ASCAP)	61	'65 Love Affair (Web IV — BMI)	13
Cat People (MCA Music/Music Corp. Of America — ASCAP)	89	I Can't (Fust Buzza/Hot-Cha Six Continents — BMI)	93	My Guy (Jobete — ASCAP)	50	Sleepwalk (Hudson Bay — BMI)	97
Centerfold (Center City — ASCAP)	9	If I Could (Knoll — ASCAP)	90	Never Give Up (O'Lyric/Blackwood — BMI)	72	Spirits In (Virgin/Adm. in U.S. by Cheppell — ASCAP)	95
Circles (Almo/Jodaway — ASCAP)	76	If I Had My (Chappell/Ironside — ASCAP)	49	Nobody Said (Screen Gems-EMI Music/Lemed — BMI)	22	Stars 3 (Various — ASCAP/BMI)	58
Daddy's Home (Big Seven — BMI)	86	If It Ain't One (On The Boardwalk/Dat Richfield Kat — BMI/Songs Can Sing — ASCAP)	73	On A Carousel (Maribus — BMI)	68	Still In Saigon (Dreene/Dan Deley — BMI)	45
Did It (Fust Buzza/Hot-Cha/Six Continents — BMI)	18	I'll Drink To You (Erankly Music — BMI)	57	One A Hundred Ways (State Of The Arts/Eliza M./Ritesonian — ASCAP/Kidada/Mr. Melody — BMI)	20	Sweet Dreams (Careers/Bestall Reynolds — BMI/Riva Music, Ltd. (PRS))	91
Don't Let Him Know (Adams Communications/Calyso Toonz/Irving/Procan — BMI)	99	I'll Try Something (Jobete — ASCAP)	42	One To One (Elorac — ASCAP/ATV/Mann+Well — BMI)	75	Tainted Love (Equinox — BMI)	51
Don't Stop Me (House Of Gold — BMI/Bobby Goldsboro Music — ASCAP)	84	I Love Rock (Finchley — ASCAP)	1	On The Way (Stonebridge — ASCAP/Unichappell/Begonia Melodies — BMI)	39	The Gigolo (Cortez — ASCAP)	67
Don't Talk (Robie Porter — BMI)	7	I'm In Love Again (Brooklyn — ASCAP/Can't Stop — BMI)	81	Open Arms (Weed High Nightmare — BMI)	11	Take Off (McKenzie Brothers — PRO Cenede)	27
Don't You Want (Virgin/Chappell/Sound Diagrams — ASCAP)	32	It's Gonna Take (Vogue — BMI)	53	Pac-Man Fever (BGO — ASCAP)	12	Tell Me Tomorrow (Chardax — BMI)	94
Do You Believe (Zomba Enterprises — BMI)	14	Juke Box (Somerset Songs/Evensongs — ASCAP)	66	Pretty Woman (Acuff-Rose — BMI)	10	That Girl (Jobete & Black Bull — ASCAP)	4
Edge Of Seventeen (Welsh Witch — BMI)	19	Just To Satisfy (Irving/Parody — BMI)	74	Right The First Time (Montunes — BMI)	82	The Other Woman (Reydlow — ASCAP)	35
867-5309/Jenny (Tutone-Keller — BMI)	17	Key Largo (Jen-Lee — ASCAP/Chappell — ASCAP/Lowery — BMI)	8	Rosanna (Hudmar — ASCAP)	83	Through The Years (Pesco/Sweeney BRAVO! — BMI)	85
Empty Garden (Intersong — ASCAP)	33	Let's Hang On (Seasons Four/Saturday/Screen Gems-EMI — BMI)	48	Run For The Roses (Hickory Grove — ASCAP)	41	Titles (Spheric B.V./WBMusic — ASCAP)	3
Fantasy (ATV Music — BMI)	55	Lonely Nights (Adams Communications/Calyso Toonz/Irving — BMI)	100	Secret Journey (Virgin/Adm. in U.S. by Chappell — BMI)	41	Tonight I'm Yours (Riva/WB — ASCAP)	30
Finally (Meadowgreen — ASCAP)	69	Love In The First (House Of Gold — BMI)	92			Wake Up Little (House Of Bryant — BMI)	60
Find Another (Narrow Dude/Bonnie Bee Good/WB — ASCAP)	16	Loving You (Magnat — ASCAP)	78			We Got The Beat (Daddy — Oh Music)	2
Freeze Frame (Center City — ASCAP)	5	Magnum P.I. (MCA Music — ASCAP)	34			When He Shines (WB Music — ASCAP)	54
Genius Of Love (Metered Music Adm. By Ackee — ASCAP)	40	Make A Move (John Farrar/Snow — BMI)	6			When It's Over (Blackwood/Deen Of Music — BMI/April/Duke Reno — ASCAP)	71

⊕ = Exceptionally heavy radio activity this week

⊕ = Exceptionally heavy sales activity this week

NAB Convention Focuses On Familiar Legislative Issues

by Larry Riggs

DALLAS — Calls for First Amendment protection for broadcasters, further deregulation of the industry and efforts to educate its membership about such new technology as cable radio, AM stereo and satellite-fed networks highlighted the 60th annual National Assn. of Broadcasters (NAB) convention held here April 4-7. Despite last year's gains in broadcast deregulation, the themes of further deregulation and First Amendment protection echoed almost constantly in the ears of the over 28,000 equipment exhibitors and radio and television broadcasters and engineers attending the meet.

Setting the tone for the convention, Vincent Wasilewski, NAB president, stated in his keynote address that emerging communications and computer technology portend a future world with less of everything but electronically-fed information.

"The 1980s will be recalled as the decade when computers and communication technology converged and became the most powerful social force on the planet," said Wasilewski. "The '80s will be remembered as the time when society accepted the reality of the end of a quarter century of unparalleled economic growth and encouraged the shift first to a service-based and then into an information-based economy. It will be the decade in which economic constraint and limited national resources ended the idea of more of everything — except for information."

Wasilewski called for First Amendment protection for broadcasters. This would include elimination of the ostensibly "out-

moded" Fairness Doctrine and the Equal Time Provisions of the Communications Act of 1934. "Our print colleagues have joined us philosophically, as have most sectors of the communications industry," said Wasilewski. "They all know that the rationale for content regulation rules, 'scarcity,' is dead and that there is no need for continued regulation of a proven, trusted commodity."

Despite such stress on further deregulation, these laws are still on the books and coping with them was the topic of the morning workshop, April 5, "What The FCC Didn't Deregulate."

Jeff Baumann, member of the FCC Broadcast Bureau and panelist on this workshop, summed up the pro-deregulation Commission's sentiments on this matter. "Despite what some lawyers think, it's not true that everything has been deregulated," he said. "Hopefully, we'll never reach the stage where we are totally deregulated."

For example, it is still unlawful for radio stations to bill fraudulently or distort news or survey data used for promotional contests. Nor can they engage in "payola" or "plugola," i.e. mention goods or services in which a broadcaster or station employee has financial interest. Rules also still exist governing promotional contests, sponsorship identification, obscenity, false advertising, tobacco product advertising and broadcasting of horse racing information.

In the past year, however, the FCC deregulated in such areas as format determination decisions, commercial time and program logging requirements, a practice

(continued on page 17)



FAME FAMOUS IN LA — Thousands of Los Angeles teenagers recently mobbed the kids from the Fame TV series at the two area Musicland stores. The appearances were in support of RCA's TV soundtrack LP "The Kids From Fame." Pictured at the Northridge Shopping Mall store, where security guards cut short an album-signing session due to overcrowding, are (l-r): Barry Gross, director, merchandising, West Coast, RCA Records; Don Wardell, manager, product management, RCA; and Gene Anthony Ray from the show.

Minor Changes Characterize New York, Los Angeles, Philadelphia Arbs

by Mark Albert

LOS ANGELES — The results of the Winter Arbitron ratings for the period of Jan. 7-March 17 show little significant change in the New York, Los Angeles and Philadelphia markets from the Fall reports. As with the previous book, all-news WOR/New York, all-talk KABC/Los Angeles and all-news KYW/Philadelphia once again led their respective markets.

While WBLS maintained its dominance

as the leading contemporary music station in New York with a steady 5.9, that honor has once again shifted in Philadelphia and Los Angeles. Black contemporary formatted WDAS-FM jumped more than two points in Philly to 7.9, up from 5.4, but still remains a distant second behind KYW's 10.5. Closely following WDAS-FM is new Top 40 rocker WCAU-FM, which climbed to 7.4, up from 6.0 in the fall. Adult contemporary WMGK, which was second in the

overall market in the fall, fell to fourth place with a 7.2, down from 8.0.

In Los Angeles, Top 40 FMer KHTZ became the leading contemporary music station with a full point jump to 4.0. KHTZ is now fourth in the overall marketplace behind KABC's 5.7; beautiful music KBIG at 4.7; and all-news KFVB which pulled a 4.3.

Top 40 stations, in fact, had generally favorable reports in Los Angeles, especially on the FM dial. KRTH was up to 3.3 from 3.1, while KIIS-FM jumped a point to 3.1, tied with KIQQ, which was up from 2.5 in the fall. On the AM dial, KFI moved up two tenths to 2.4, while oldies/Top 40 formatted

(continued on page 19)

Leslie To Head New MGM/UA Home Entertainment Unit

by Michael Glynn

LOS ANGELES — As expected, Metro-Goldwyn-Mayer Film Co. is ending its home video joint venture with CBS, Inc. and setting up a broad-based home entertainment operation that will encompass pay TV, videocassettes and videodiscs. The new unit, to be known as the MGM/UA

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ALL NIGHT WITH BRANIGAN — Atlantic recording artist Laura Branigan recently appeared at New York's Bottom Line in support of both her self-titled debut album and new single, "All Night With Me." Pictured backstage after the show are (l-r): Ahmet Ertegun, chairman, Atlantic Records; artist Andy Warhol; Sheldon Vogel, vice chairman, Atlantic; Branigan; Doug Morris, president, Atlantic; and Dave Glew, executive vice president/general manager, Atlantic.

Home Taping Overrated, Says Merrill Lynch Analyst

by Tom Roland

NASHVILLE — Harold Vogel, senior entertainment analyst with Merrill Lynch in New York, stated that the effect of home taping on the music industry has been overestimated by self-sympathetic members of the industry and that the major woes plaguing the business include the overabundance of "inconsequential filler tracks" and poor quality pressings. Vogel made his point at an April 1 panel co-sponsored by NARAS and host Belmont College entitled "Recording Industry Economics — A Peer Into Future."

Vogel, who offered a "Wall Street view of the recording industry," said that although the music business is "far from dead," it is fatigued and suffering from the effects of new competition in the form of video games and cable television. Vogel did agree that the home taping dilemma and a sagging economy have played a part in the slump of the recording industry, but he also felt that that was only "a part of the story" and that

industry executives had overplayed the importance of those factors.

According to the analyst, too many albums contain too many "inconsequential filler tracks" that the consumer does not really wish to purchase, with many albums offering only six minutes of "desirable music." Estimating the retail cost of an album at six dollars (actually below the usual selling tag), Vogel explained that the consumer is in actuality paying one dollar per minute of entertainment and that consumers were not receiving "good value for their money."

He speculated that even a poor player could enjoy a higher return on four quarters in a bout with Pac-Man.

Consumer Surveys Misleading

Vogel also expressed the feeling that the fear of home taping within the industry is "illusionary." He insisted that placing a copyright fee on sales of blank tapes would only hurt retailers and provide marginal

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BUSINESS NOTES

ASCAP Names Burkan Award Winners

NEW YORK — Prize money totalling \$8,000 has been awarded by the American Society of Composer, Authors and Publishers (ASCAP) to five national winners of the 1981 Nathan Burkan Memorial Competition for outstanding law school essays on copyright law. The winners were chosen from 99 papers submitted by students in 64 law schools throughout the country by a panel of judges consisting of Hon. Harry T. Edwards, U.S. Court of Appeals for the District of Columbia Circuit; Professor Robert B. McKay, director, Institute of Judicial Administration; and Hon. Samuel J. Roberts, Supreme Court of Pennsylvania.

The first prize of \$3,000 went to Richard A. Bernstein of Harvard Law School, whose paper was entitled "Parody and Fair Use in Copyright Law." Christopher Hill of the University of Kentucky College of Law won the \$2,000 second prize for his essay "Copyright Protection for Historical Research: A Defense of the Minority View."

Third prize went to Peter Shapiro of the University of Pennsylvania, who won \$1,500 for his "The Validity of Registered Trademarks for Titles and Characters After the Expiration of Copyright on the Underlying Work." Gary Lawrence of the University of Virginia School of Law received the \$1,000 national fourth prize for his paper "The California Art Preservation Act and Federal Preemption by the 1976 Copyright Act — Equivalence and Actual Conflict."

Kathleen Anne Fisher of Ohio State University College of Law won the \$500 national fifth prize for her paper entitled "The Copyright in Choreographic Works: A Technical Analysis of the Copyright Act of 1976."

The Nathan Burkan Memorial Competition was established in 1938 to honor ASCAP's first general counsel. Burkan, who was a noted copyright authority, helped found ASCAP in 1914 and was general counsel from then until his death in 1936.

Holmes a'Court Home Free In ACC

LONDON — It appears that Australian businessman Robert Holmes a'Court will win control of troubled British entertainment conglomerate Associated Communications Corp. (ACC). Last week, Gerald Ronson, head of the Heron Group of Companies and Holmes a'Court's chief rival for control of ACC, withdrew his bid of \$90.2 million. Holmes a'Court, with bids of \$94.1 million and \$108.6 million pending, is now unchallenged in his efforts to buy the conglomerate.

The Heron withdrawal followed a series of meetings between Holmes a'Court and Ronson. Ronson came away from the meetings convinced that the Heron Group took a different view of the value of ACC than that taken by Holmes a'Court's TVW Enterprises. Holmes a'Court's two bids are subject to different conditions of acceptance, with the higher one subject to approval by 90% of both voting and non-voting shareholders and the lower subject only to 50% approval.

Holmes a'Court, already chairman of the board and chief executive officer at ACC, will also have to contend with a challenge from a number of non-voting shareholders, headed by the Post Office pension fund, to the "golden handshake" agreement he gave to departed managing director Jack Gill which came up with 560,000 pounds (\$974,000) as part of his "redundancy" (severance) payment. In an affidavit submitted to the High Court by former ACC chairman Sir Lew Grade, he stated that Gill had been in breach of his contract and, therefore, could have been dismissed without payment.

The ACC has interests in a variety of entertainment areas, including music publishing. ATV Music, its publishing wing, owns Northern Songs, which in turn owns many of the Beatles' songs.

Coalition To Preserve American Copyright Bows

LOS ANGELES — A lobby group composed of 18 organizations representing those involved in both the creation and distribution of home video programming has been formed to provide united opposition to the passage of legislation that would allow off-air video taping for private home use. The Coalition to Preserve the American Copyright, which bands together a number of groups traditionally representing widely differing interests, was officially unveiled in a statement issued April 6 by spokesman and Motion Picture Assn. of America (MPAA) president Jack Valenti. The coalition includes, in alphabetical order, Actors' Equity; the Alliance of Motion Picture & Television Producers, the American Federation of Television & Radio Artists (AFTRA), the Assn. of Talent Agents, the Authors League, CBS Inc., the Directors Guild, International Alliance of Theatrical Stage Employees & Moving Picture Operators of U.S. and Canada (MPAA), National Assn. of Broadcasters (NAB), the National Cable Television Assn., the National Assn. of Theatre Owners, the Producers Guild, Screen Actors Guild, the Training Media Distributors Assn., the Volunteer Lawyers for the Arts and the Writers Guild. According to Valenti, the coalition intends to make its presence felt at Congressional hearings slated on the issue April 12-14 here. Rep. Robert Kastenmeier (D-Wisc.) has been scheduled to act as chairman.

Midwest Music Exchange Set For July 25-27

NASHVILLE — The Midwest Music Exchange, a three day seminar concentrating on the opportunities available to members of the recording and music industries in the Midwest, has been set for July 25-27 at the Bismarck Hotel in Chicago. The convention is designed to provide a channel for communication and education among individuals who earn or desire to earn their living through the music industry while living in the central region of the country. It will feature speakers and panel discussions, as well as a variety of special events. The convention should also give those in the industry an opportunity to try to find new methods and strategies to further penetrate the Midwest marketplace.

Registration can be made through the Midwest Music Exchange by writing 704 N. Wells St., Chicago, Ill. 60610 or calling (312) 440-0860.

Rogers Files \$350 Million Lithograph Suit

LOS ANGELES — Kenny Rogers Prods. filed a \$350 million suit against L.S.C. Corp., an Indiana-based company that sells signed lithographs by artist D. Colburn bearing the likenesses of several celebrities, including Rogers. The suit, for misappropriation of the right of publicity and violations of the Lanham Act, also seeks a court injunction to halt sales of the posters featuring Rogers' picture. Said Rogers' attorney, Eric Wurst, who has successfully won actions against bootleggers on behalf of Rogers and other figures in the public eye: "The law is absolutely clear and certain that a living entertainer has, alone, the right to commercially exploit his name and likeness." Other performers whose likenesses have been lithographed by L.S.C. Corp. include Elvis Presley, Willie Nelson, Dolly Parton, Clint Eastwood and John Wayne.

Wonder Renews Motown Pact; New LP Due April 19

by Alan Sutton

LOS ANGELES — "Stevie Wonder's Original Musiquarium" will be the first album released under a new recording agreement between Wonder and his label of more than 20 years, Motown Records. The new pact also includes Wonder's own label, Wondirection, which becomes the newest addition to the Motown family.

Wonder will continue to record for Motown's Tamla label, in addition to signing and producing new talent for Wondirection.

During a press conference at Motown headquarters here, chairman Berry Gordy, Jr. described Wonder's new contract as "a lot better than his last one." The former deal, which guaranteed Wonder \$13 million over a seven-year period, was precedent-setting for its time.

When Gordy conceded that Motown is "no competition to major companies" with the financial clout to snatch up high priced talent at will, Wonder was asked why he didn't just accept an offer from the highest bidder.

Other Considerations

"Only when I am happy can I give the best I have to give," he said, "and it's important for me to have the continuing happiness I have here. There's also a lot of freedom involved. I don't think there's anywhere else in the world I could get the creative control I have at Motown."

Wonder added that seven acts are presently signed to Wondirection, including his backup group, Wonderlove; Keith & Kevin, the sons of late R&B great Little Willie John, and a group he described as "new wave."

"Musiquarium," a two-record set that will list for \$13.98, contains a dozen of Wonder's most popular songs plus four new ones. Besides "That Girl," a former #1 record on the Cash Box Top 100 Singles chart, the new tunes include "Front Line," a searing anti-war statement; "Ribbon In The Sky," a love ballad in the classic Wonder tradition; and "Do I Do," which sounds like the next single.

"You Are The Sunshine Of My Life," "Isn't She Lovely," "Superstition," "Boogie On Reggae Woman," "Sir Duke," "I Wish," "Master Blaster (Jammin')," "Living For The City," "You Haven't Done Nothin'," "Higher Ground," "Send One Your Love" and "Superwoman" round out the package. The LP ships April 19.

21 Records Inks With Polydor International

NEW YORK — Polydor International has signed 21 Records for marketing and distribution worldwide. The newly created label is headed by Fred Haayen and Willem Van Kooten, who will work out of New York and Holland respectively. Initial signings will be announced shortly.

Commenting on the new pact, Tim Harrold, president, Polydor International, said, "It is a great pleasure to renew our ties with Freddy Haayen, unquestionably one of the business's brightest record men. Freddy has been responsible for signing many artists who have proven significant for Polydor worldwide, and we're confident that tradition will return with him through his association with Willem Van Kooten, whom we hold in equally high regard."

Added Guenter Hensler, president and chief operating officer, PolyGram Records, U.S., "I have known Freddy and Willem for many years and feel as Tim does, that Freddy's A&R talents, his rapport with artists, will form a significant asset to our company, especially in combination with Willem Van Kooten, from whose successful

(continued on page 19)

REVIEWS

ALBUMS

OUT OF THE BOX



LADIES OF THE EIGHTIES — A Taste of Honey — Capitol ST-12173 — Producer: Al McKay — List: 8.98 — Bar Coded

Snappy, spunky vocals by Janice Marie Johnson and Hazel Payne remain the key to this Grammy-winning group's phenomenal success, and on "Ladies Of The Eighties," they've emerged with a dance-oriented LP that consistently moves. Former Earth, Wind & Fire guitarist Al McKay helps provide the upbeat groove here, not only at the knobs but in the composition of the tunes as well. International favorites, the femme fatales should once again conquer the DOR, AOR and Top 40 charts with ease.

FEATURE PICKS

POP

D.E. 7th — Dave Edmunds — Columbia FC 37930 — Producer: Dave Edmunds — List: None — Bar Coded

The latest self-produced album by the Welshman who serves up rare bits of Americana through country and rockabilly is a sharp-sounding, high-powered success. Beginning the collection with a gutsy Bruce Springsteen-penned anthem, "From Small Things (Big Things One Day Come)," and then delving into the heartland for tunes like "Deep In The Heart Of Texas," Edmunds' country cum new wave-type music sounds as vital as a latterday Hank Williams.

TIME AND TIDE — Split Enz — A&M SP-4894 — Producers: Hugh Padgham and Split Enz — List: 8.98 — Bar Coded

Avant pop band Split Enz hails from a land down under called New Zealand, where it came up with the concept of producing "music and mirth, from the end of the earth." Assisted by superstar producer Hugh Padgham (Blondie, The Police, etc.), the quintet of talented but weird musical artists may break out with this album and gain the attention of a larger, broader-based audience. Choice cuts are "Giant Heartbeat," "Dirty Creature" and "Never Ceases To Amaze Me."

CADILLAC TRACKS — Jimmy Hall — Epic FE 37701 — Producer: Robert Putnam — List: None — Bar Coded

Formerly a player with the Alabama-based southern cowboy band Wet Willie, Jimmy Hall's struck out on his own with another solo album from Epic that is nonsense, roots rock 'n roll. Accompanied on many tracks by the accomplished Muscle Shoals Horn section, Hall's brand of music reflects traces of Bo Diddley's pounding guitar riffs, Wilson Pickett's brass backups and unique Dixieland rock/R&B harmonica blasts.

(continued on page 10)

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*1981-1982 Billboard Magazine
Brand Usage Survey

REVIEWS

(continued from page 8)

COUNTRY

INSIDE AND OUT — Lee Greenwood — MCA MCA-5305 — Producer: Jerry Crutchfield — List: 8.98 — Bar Coded

Many think that Greenwood will be the next Kenny Rogers, as the young vocalist inflects pain and emotion through an earthy, scratchy resonance. Any number of cuts from his debut LP have the ability to spring him on A/C and pop playlists, as well as country, but the surprise track in the package is a spunky tune, "Ain't No Trick," that hints at Robert Palmer.

AIN'T GOT NOTHIN' TO LOSE — Bobby Bare — Columbia FC 37719 — Producer: Allen Reynolds — List: None — Bar Coded

Bare has in recent years incorporated a dash of rock 'n' roll into releases like "Drunk And Crazy," allowing him to unleash a rather spirited stage show, but the material on this LP places him back in a more traditional vein. He still manages to include a pair of Shel Silverstein tunes and a "witty-but-serious" examination of religion in "Praise The Lord And Send Me Money."

I'M GOIN' HURTIN' — Joe Stampley — Epic FE 37927 — Producer: Ray Baker — List: None — Bar Coded

Stampley and Moe Bandy are easily the kings of the honky tonk sound, but the former performer eases up a little on the southern drawl and tinkly piano with arrangements that lend themselves more to the female buyer. Contrary to the LP's title, the inclusion of sparse horn arrangements and a surprising occasional synthesizer will do nothing to hurt Stampley's image.

BLACK CONTEMPORARY

REUNION — The Temptations — Gordy 6008GL — Producers: Rick James, Berry Gordy, Smokey Robinson and others — List: 8.98

From its inception over 20 years ago to the current day, The Temptations has remained a major part of the Motown legend and stands as one of the greatest all-male vocal groups ever on vinyl. Although some members of the original group have left to pursue other recording careers, they've come back together on this disc to recapture the emotional magic conjured up on previous efforts. With Eddie Kendricks and David Ruffin coming back to the fold and the use of some well-honed synth lines bringing the sound up to date, the group proves it can groove like nobody else can.

GIVE IT UP — Pleasure — RCA AFL1-4209 — Producers: Robert Wright and Pleasure — List: 8.98 — Bar Coded

Although the core of Pleasure has been trimmed down from a nine-piece funkchestrata to a solid seven-man combo, its sound remains as wonderfully together as ever. Kind of a soulful Doobie Brothers, the band is heavily keyboard-based on this venture, with soft pop vocals throughout, backed by playful bass lines. Without a doubt an uplifting add for any B/C or DOR station.

GOSPEL

I FEEL LIKE SINGING — Walter Hawkins — Light LS-5789 — Producer: Walter Hawkins — List: 8.98

A contemporary Christian vocalist/composer/producer, Walter Hawkins brings the message of modern morality to wax in a potpourri of styles ranging from soft pop to foot-stompin' faith/funk. There's little preaching or sermonizing going on when Hawkins begins to wail, just good, clean lyrics along with an able crew of musicians and backup singers who spread the word in a way Katherine Kuhlman probably never thought possible.

JAZZ

OF HUMAN FEELING — Ornette Coleman — Antilles AN 2001 — Producer: Ornette Coleman — List: 9.98

This album may not make Ornette Coleman a household name, but it will undoubtedly be his best selling LP to date. Backed by his electric quintet, Prime Time, Coleman's daring and danceable harmonic funk packs a real wallop. Bassist Jamaaladeen Tacuma and drummers Denardo Coleman and Calvin Weston push the music for all it's worth, while Coleman's alto soars above.

NEW AND DEVELOPING

ALL FOUR ONE — The Motels — Capitol ST-12177 — Producer: Val Garay — List: 8.98 — Bar Coded

Combining an effervescent blend of technorock, quirky yet sultry vocals, and offbeat, angular rhythms, The Motels has been a staple of the L.A. club scene for years and its newest Capitol release should see them gain wider acceptance from the masses. Lead singer Martha Davis has been compared in the past to the Pretenders' Chrissie Hynde and the Selecter's Pauline Black, but here she displays her own sense of originality, culling incisive, moody performances.



SINGLES

OUT OF THE BOX



THE POLICE (A&M 2408)

Secret Journey (3:32) (Virgin Music, Inc., admin. in the U.S.A. by Chappell music Co. — ASCAP) (Sting) (Producers: The Police, H. Padgham)

A brooding, atmospheric opening gives way to Sting's rumbling bass, finally crashing into The Police's distinctive ensemble sound on the third single from "Ghost In The Machine." "You will see light in the darkness/you will make some sense of it" is the refrain for this metaphor-filled journey.

FEATURE PICKS

POP

ROD STEWART (Warner Bros. WBS 50051)

How Long (4:12) (MCA Music, a division of

NEW FACES TO WATCH



O'Bryan

Influenced heavily by the Jackson 5, Prince, Rod Stewart, Parliament/Funkadelic and work with his Baptist Church choir, O'Bryan Burnette II, who records for Capitol under his first name only, has been achieving widespread acclaim for his debut album "Do In' Alright," which has been on the **Cash Box** Top 200 Albums chart for four weeks and is currently bulleting at #105. On the B/C charts, O'Bryan's LP is bulleting at #21, while his single, "Gigolo," is rocketing upwards in the #11 position, moving towards a top 10 spot. Not bad for a 21-year-old crooner who's still keeping a day job in the Orange County Welfare & Probation office tending files and answering the phones.

Playing piano by age 6 and singing the following year, O'Bryan began writing his own compositions at 18. As a kid growing up in his hometown of Sneads Ferry, N.C., O'Bryan spent every Sunday listening to his mother sing in the church choir, but she didn't directly influence his vocal efforts. Instead, it was the radio that turned him on to the power of his voice. Mimicking Michael Jackson, O'Bryan won a slew of local talent contests sponsored by his elementary school for his renditions of "Ben" and "With A Child's Heart." As he matured and his voice began dropping in upper register tones, O'Bryan con-

centrated on his piano playing and ceased singing in public for awhile, until a few years later when he participated as an organist and member of a gospel choir.

Heading into his twenties, the young man joined a fledgling group called Have Mercy, which was headed by Ron Kersy. The band played just one gig at Southern California's Queen Mary club before it folded, but Kersy was impressed with O'Bryan's on-stage presence, as well as his composing and keyboard ability, and recommended his talents to a close friend set on developing a solo artist. Kersy's friend happened to be Don Cornelius, chief conductor of the *Soul Train* television program, who, upon hearing the youthful artist's vocal ability, brought him to Capitol's A&R people.

Although his initial outing on vinyl is doing sensational and his cover photo exudes the air of sophisticated hipness, O'Bryan hasn't let his success go to his head and refuses to be typecast as just another romantic funkster. "I write about whatever I'm thinking about at the time," said the articulate newcomer. "I don't have any particular subject that I like to sing about. I want to be able to look at a tree and write about it, not only songs that say 'Baby, come here I want to make love to you.' I'd like to write about life in general, perhaps something about what goes on in little kids' minds, anything really. Stylewise, I'd like to do a reggae groove, and I'd love to get into jazz fusion, along the lines of George Duke."

As far as the immediate future is concerned, O'Bryan has just completed taping his second appearance on *Soul Train*, with plans in the works for performances on *Solid Gold*, *Merv Griffin* and other television showcases. Also in the formative stages are a proposed early summer tour, possibly opening for Kool & The Gang, and a follow-up album that he hopes to produce.

MCA Inc. — ASCAP) (P. Carrack) (Producer: R. Stewart)

With his bluesy croak of a voice, Stewart takes on Ace's '70s hit on his third single from "Tonight I'm Yours" and even Rod's biggest critics will have to admit he does the song justice. The a cappella close is especially good.

RAINBOW (PolyGram/Mercury 76146) **Stone Cold** (3:57) (Thames Talent Pub. Ltd. — ASCAP/Lyon Fram Music Ltd. — BMI) (Blackmore, Glover, Turner) (Producer: R. Glover)

The latest effort from Ritchie Blackmore and crew finds the band with a rock ballad somewhere between the slower material of Bad Company and Foreigner. The power is in the marching chorus, while much of the song retains a bluesy edge. Hitsville.

LAMONT CRANSTON BAND (RCA JH-13203)

Moonlight On The Broken Glass (3:24) (Waterhouse Music, Inc. — BMI) (B. McCabe) (Producers: Lamont Cranston Band, S. Wiesel, J. Daly)

It's hard not to make comparisons between this tune by LCB keyboardist Bruce McCabe and some of Bruce Springsteen's music; not only is the melody familiar but the images conjured up would be right at home in one of the Boss' own tunes. Evocative pop.

TERRI GIBBS (MCA MC 12591)

Ashes To Ashes (2:47) (Chiplin Music Co. — ASCAP) (E. Penney, J. McBee) (Producer: E. Penney)

Gibbs' latest bears an uncanny resemblance to her "Somebody's Knockin'" debut, with the same toe-tapping bass and simple steel fills. Mysterious vocal harmonies enhance the chorus on what may be the sleeper of the week, since with each successive listening, the record becomes increasingly palatable.

COUNTRY

LACY J. DALTON (Columbia ZSS 170460) **Slow Down** (2:37) (Algee Music Corp. — GMI) (L.J. Dalton, M. Sherrill, B. Sherrill) (Producer: B. Sherrill)

Dalton's performance is much more subdued and controlled than in past outings, and, blended with a Barry Manilow-like change in key and tempo for the finale, she comes off with a single that has potential on A/C formats as well. Strings and dreamy vocal harmonies add a touch of sentimental nostalgia to this Billy Sherrill-produced effort.

BLACK CONTEMPORARY

THE TEMPTATIONS (Motown 1515GF) **Standing On The Top (Part 1)** (3:57) (Jobete Music Co., Inc./Stone City Music Co. — ASCAP) (R. James) (Producer: R. James)

The Temptations have a lot going for them with this slab of slinky dance funk; not only have Eddie Kendricks and David Ruffin returned to the fold but the punk funkmeister himself, Rick James, lends his writing, singing and producing talents, in addition to the Punk Funk Horns, to the affair.

NEW AND DEVELOPING

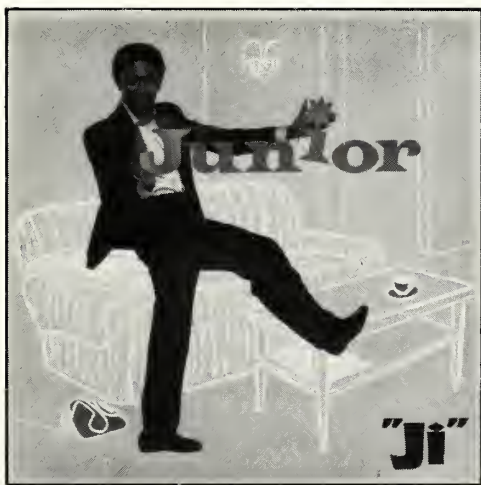
BANDANA (Warner Bros. WBS 50045) **Cheatin' State Of Mind** (3:05) (Stan Cornelius Music — ASCAP/Louisville Music — SESAC) (J. Fox, L. Wilson, J. VanDyke) (Producer: S. Cornelius)

Bandana follows its "Guilty Eyes" debut with an uptempo covering of the ever-popular cheating theme.

Backed with a choppy guitar riff and a perfectly interwoven steel guitar, the "serious, delirious" anthem climaxes with a well-placed stop-time rendition of the chorus providing just the right amount of breathing space to an airtight production.



WHAT WE FOUND AT THE END OF THE RAINBOW.



SRM-1-4043

When we released Junior's debut single, "Mama Used To Say," it wasn't done with the usual record company fanfare. We did it quietly because we believed that the sound and the fury of the record said it all: the arrival of an incredibly gifted musician/songwriter whose music moves people so much it isn't measured in beats per minute, it's measured on the Richter Scale.

Now the album is here. "JI" (pronounced J-EYE), featuring the new single, "Too Late,"⁷⁶¹⁵⁰ is everything that made "Mama Used To Say"⁷⁶¹³² so explosive and so unforgettable.

We at PolyGram Records consider Junior to be the superstar of the year and are very honored and proud that radio all over the country and all over the dial have found his music as exciting as we have.

"JI" the explosive debut album by

JUNIOR

NARM To Reactivate One-Stop Committee

NEW YORK — The National Assn. of Recording Merchandisers (NARM) will reactivate its long-dormant one-stop advisory committee, according to Joseph Cohen, NARM executive vice president. The decision was made by the NARM board of directors at last month's NARM convention in Los Angeles. NARM president Harold Okinow will name a chairman of the committee next week.

"One-stops have specific and unique needs and deserve a forum for expressing to the industry what's on their mind," explained Cohen, who compared the one-stop advisory committee to those currently active for rack jobbers, retailers, and independent distributors. "We want to revitalize that whole part of NARM in the form of a chairman and committee who will address those issues and provide a vehicle to use to handle whatever problems and opportunities they see in the future."

WASEC Taps Tierney

NEW YORK — Dwight Tierney has been named vice president, personnel and administration, for Warner Amex Satellite Entertainment Co. (WASEC). He will be responsible for the personnel department and overseeing all WASEC administrative procedures, space planning and other real estate concerns.

Tierney was formerly director, compensation for CBS, and also worked for McGraw-Hill. He received his B.A. from Monmouth College in Illinois and belongs to both the New York Assn. of Compensation Administrators (NYACA) and the New York Personnel Managers Assn. (NYPMA).



Robert Campbell

Campbell Named VP, Marketing, At CBS Masterworks

NEW YORK — Robert J. Campbell has been named vice president, marketing, CBS Masterworks. He will report to Joseph F. Dash, vice president and general manager, CBS Masterworks.

Campbell will be responsible for planning and coordination of CBS Masterworks' worldwide marketing efforts. Those include marketing planning, product management, merchandising, press information and artist development. Campbell will also oversee the art design and packaging of CBS Masterworks product.

Since 1980, Campbell has been director, marketing, CBS Masterworks. He joined CBS Records in 1975 as national sales manager, Columbia special products. In 1978, he was named director, sales-promotional product, CBS Records. Before coming to CBS, he was manager, marketing planning, Hermes Percisa International.

EXECUTIVES ON THE MOVE

TDK Names Kawakami — TDK Electronics Corporation has announced the arrival of its first U.S.-based president, Rocky Kawakami. Ken Kohda will continue in his official capacities as vice president and general manager of the corporation.

Changes At Atlantic — Atlantic Records has announced that Alan Wolmark, while retaining his current position as associate director of national album promotion, will be moving up within the departmental structure to assume additional responsibilities. Joining the album staff is Danny Buch, formerly Atlantic's New York local promotion representative, who has been named national secondary album promotion special projects manager.

Hamilton to Badland — Badland Records has announced the appointment of Gary Hamilton as national promotion director for the label. Most recently, he served as national director of program development at McClendon Broadcasting in Dallas, Texas. He has also been an on-air personality at KNUS in Dallas and KYGO in Denver.

Greener Appointed — Richard Greener has been appointed national sales director for Columbia Special Products. Since 1979 he has been director, sales, Columbia Magnetics and before that he served as director, operations, Columbia Record Productions.

Martine Named at Arista — Arista Records has announced the appointment of Pat Martine as director, west coast album promotion. Prior to joining Arista, he most recently directed west coast regional promotion for MCA Records and was also New York local promotion manager for Columbia Records and Infinity Records.

Chirel Promoted — Victor Chirel has been promoted to east coast A&R representative for Elektra/Asylum Records. Previously, he was mailroom clerk/A&R assistant. He joined E/A in February, 1980 and began assisting the east coast A&R staff in September '81.

Walker To Artist — The Atlas Artist Bureau, Inc., has announced that Johnny Walker has joined the staff as vice president. He has been active in the music industry for fifteen years as a musician and has worked for several country recording artists and Grand Ole Opry members.

Ballon Named at RCA — Howard M. Ballon has been named director of marketing for RCA SelectaVision VideoDiscs. He was previously acting director of marketing for RCA SelectaVision VideoDiscs.

Gardner To Panacea — Panacea Entertainment Management has announced the appointment of Janis Gardner as senior vice president of Panacea. She was formerly for artist relations for RSO Records, manager of secondary and college promotion for Capitol Records, and was a professional manager for Irving Almo music.

Musico Appoints Gordon — Musico, Inc. has announced the appointment of Dennis Gordon as director of marketing. Prior to his post at Musico, he was the Baltimore-Washington R&B representative for A&M Records, and the former national R&B promotion director for Prelude Records.

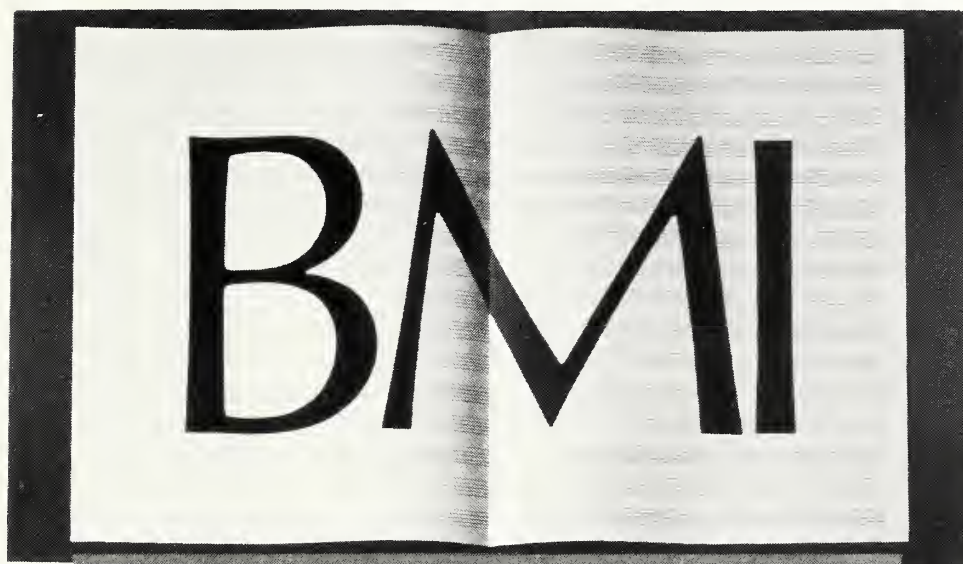


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"Arthur's Theme"

FROM THE MOVIE "ARTHUR"



Leslie To Head Up MGM/UA Home Entertainment Group

(continued from page 5)

Home Entertainment Group, will function as a separate entity of the Metro-Goldwyn-Mayer Film Co. with MGM/CBS Home Video co-chairman and CBS Video Enterprises (CVE) president Cy Leslie serving as president.

According to Leslie, who said he will assume his new post "probably in about three or four weeks," CVE executive vice president Mickey Hyman will be joining him at MGM as president of the group's home video division. Peter Kuyper, co-chairman with Leslie of MGM/CBS Home Video, will serve as president of the group's ancillary rights division. A spokesman at CBS said that no replacements have been named, as of yet, for both Leslie and Hyman.

Vast Film Library

The new group will tap the vast film libraries of both MGM and United Artists, which the company acquired in July 1981, for product to exploit in the home video market and to license to pay TV services. Combined titles of both MGM and UA include some 4,000 MGM feature films, cartoons and shorts and 4,500 motion pictures and shorts from UA, Warner Bros. and RKO Pictures.

Regarding MGM titles previously released through MGM/CBS Home Video, Leslie said that he "would assume that MGM titles will revert to MGM and that CBS titles will revert to CBS," but added "that still has to be worked out."

At a press conference April 6 revealing MGM's second quarter '82 financial results, which showed a \$5 million loss due to the poor box office performance of several Christmas releases, chairman Frank Rothman noted that incorporation and public sale of equity interest in the new group was "under active consideration." The company is gauging reaction from current stockholders to such a possibility (although 54% of MGM is owned by Kirk

Kerkorian, it is publicly traded).

A public offering of stock in the company would not seem too surprising, since MGM is presently operating under a \$675 million debt and, as MGM's Rothman noted, it "would afford a vehicle through which MGM/UA could best realize . . . the values inherent in its film libraries."

Leslie said that although "it would not be propitious for me to comment on anything more at this point" regarding the MGM/UA Home Entertainment Group, he indicated that his primary "responsibility now is to see that the transition (at CBS) goes as smoothly as possible and that the momentum we created with CVE continues."

Leslie joined CBS at the beginning of 1980 as head of CVE. Prior to that, he served as chairman of the private investment firm Leslie Group, Inc. Previously, Leslie founded Pickwick International, Inc. in 1953 and served as chairman of the board of the record distributing, rack and retailing giant until 1977 when it was purchased by American Can.

Although "the papers still haven't been signed" between CBS and 20th Century-Fox regarding the two conglomerates' own joint home entertainment venture, according to the CBS spokesman, it was confirmed that the proposed unit would be called the CBS-Fox Co. Tentatively set to open in May, the company is expected to operate as many as four cable programming services, including CBS Cable, and a pay TV service utilizing 20th Century-Fox Programming almost exclusively, in addition to a home video division.

As previously reported, a home video club along the lines of the successful Columbia House Record Club is also expected to be set up, although the CBS spokesman could not confirm this, either.

Details on the CBS-Fox Co. will be forthcoming, the spokesman stated, "in the next few weeks."

RIAA Reports 18% Dip In New Releases

NEW YORK — U.S. record companies released substantially fewer new album and singles titles in 1981 than they did in 1980, according to the fourth annual Recording Industry Assn. of America (RIAA) survey of American record manufacturers. But an almost 100% increase in midline album releases brought the total for albums released in 1981 to 3,825, a seven percent gain over the 3,570 LP titles released in 1980.

The combined total of new albums and singles titles in 1981 was estimated at 5,500, 18% below the 6,705 of 1980, with a breakdown of 2,850 new LP titles and 2,650 new singles titles. The album totals represent a six percent decline from the 3,030 of

1980, while the singles titles show a slide of 28% from the 3,675 released in 1980.

A further breakdown of singles into 7" and 12" configurations shows the former down sharply in 1981 to 2,315 from the 3,370 of 1980, with the 12" disco/dance configuration increasing slightly to 335 from 305. Included with the 12" singles was a small number of 10" singles.

Midline LPs on disc were nearly double those released in 1980, rising to 975 from 540. Midline album titles released on cassette tapes increased 71% to 870 in 1981 from the 510 in 1980. But midline album releases in the eight-track tape configuration showed only a slight increase of

(continued on page 19)



THE SUN WILL COME OUT — Columbia Records previewed the motion picture *Annie* at the recent NARM convention in Los Angeles. Although the film is set for a June release, Columbia will release the LP at the end of April. Pictured at Mann's Chinese Theater, where the preview took place, are (l-r): Al Teller, senior vice president and general manager, Columbia; Mike Dilbeck, vice president, West Coast A&R, Columbia; and Walter Yetnikoff, president, CBS Records Group.

COAST TO COAST

EAST COASTINGS — Seems turnabout is fair play, or so the people at *Playboy* are discovering. Their most recent issue, featuring a lengthy interview with **Billy Joel**, is generating some sparks in the music industry, although it has nothing to do with Joel. Rather, the *Grapevine* section, whose sole purpose as far as we can divine is to print compromising pictures of public figures, leads with a photo of a bathing **Joan Jett**, legs spread towards the camera. Well, at least the magazine's staff *thought* it was Jett . . . which it ain't. Sources at both Boardwalk Records and *Playboy* did confirm that the identification on the photo, which is several years old, is false. A spokesman for the skin mag told us they were planning to run "something" about the mistake in their July issue, although "not exactly a retraction," adding that "we're obviously sorry for the mistake." However, a person close to Jett's management predicted "there might be a tremendous lawsuit," citing the fact that management's work in carefully controlling Jett's photos and building a clean image for her was dealt a severe blow. "*Playboy* will say there's no malice intended," said the source, "but this is clearly an attempt to embarrass somebody." Despite reported embarrassment to members of Jett's family (her sister wouldn't go to school the day the picture was published), *Playboy* clearly stands as the object of ridicule in this one. But turnabout is fair play. . . F.B.I. has signed **Black Uhuru** and **Third World**, with the former opening several **Police** shows this month, including **Brendon Byrne Arena**, **Syracuse** and **Portland, Maine**. . . Expect to hear some hubbub over the "Last Of The Mohicans" **BowWowWow** cover. . . **Genya Ravan**, back in the States after producing **Joy Rider**'s "Reel to Real" LP in Germany, is now producing **The Shirts** and her own live album. . . **Andy Warhol** will provide the cover art for the next **Billy Squier** album. . . WNEW-FM recently celebrated its 15th anniversary as a contemporary rock station with a lavish bash at New York's Rainbow Room. Most notable guest was a **Woody Allen** look-alike hired by promoter **John Scher**. . . Much chatter in Gotham concerning a demo by **Hawaiian Pups**. . . **Rick Derringer's** Rock Spectacular is slated for the Ritz this week. The program, which will be videotaped and recorded for broadcast on WNEW-FM, features **Carmine Appice**, **Karla DeVito**, **Southside Johnny**, **Ted Nugent** and guests-to-be-named-later. . . **Bob Laul** has departed I.R.S. Records to form his own independent retail and marketing service. Laul will also work as a consultant to Side One Marketing and can be reached at the company's New York office. The telephone number is (212) 307-1015. . . ZE Records will be releasing a solo album by **John Cale**. . . Go On Records, and its sole act, **No Laughing**, has just signed a distribution deal with Zoo York/CBS Records. Zoo York, you'll recall, is part of Hammond Music Enterprises, which holds the distribution deal with CBS. Getting complicated, isn't it? We imagine that when CBS signed the deal with Hammond, they never expected they'd be distributing 7" singles by doo-wop bands singing Chinese menus, which is what No Laughing's first single is. . . Meanwhile, from the preppie circuit comes news that a bachelor party held last week at Trax for **Robert Kennedy, Jr.** included a performance of "Chapel Of Love" by his sisters. However, rumors that the Kennedy girls will be the opening act on the **Girlschool** tour are totally unfounded. . . We told you last week that reports of the Peppermint Lounge moving to lower Fifth Avenue were premature. Well, they weren't all that premature. Closing night for the midtown venue is May 2, with the new club bowing May 19 at 100 Fifth Ave. The folks at the Pepp promise real "socko shows" for the opening and closing dates. The new club will accommodate 1,500-1,700 patrons.

fred goodman

POINTS WEST — "Complete mental and physical exhaustion" was the reason given for **XTC** leader **Andy Partridge's** collapse just prior to a show at the Hollywood Palladium April 4. According to reports, Partridge felt fine at a San Diego show the night before, and everything was on for the L.A. gig when the frail singer, who'd blacked out on stage during a show in France just months earlier, took ill backstage and had to be whisked from the concert site in an ambulance. At presstime, there was also speculation that he might be suffering from an ulcer. The group's L.A. show was only the second date of a planned 20-city American tour, which its label, Epic, was banking on to break the intelligent pop outfit. . . On a happier note, the **J. Geils Band** has been wowing audiences on the West Coast recently, playing immense halls in San Francisco, Las Vegas, Santa Barbara, Sacramento and Vancouver in British Columbia over the past couple of weeks. Before the band left Los Angeles, it held a monstro bash at SIR studios on Sunset Blvd., where the group cavorted with **Sheena Easton**, **Cheech Marin**, **Clockwork Orange** and **The Man Who Fell To Earth** producer **Si Litvinoff**, and a host of others in a jovial, carnival-like party complete with a dunking booth and other midway games. . . **Paul McCartney** and **Stevie Wonder** are set to perform "Ebony and Ivory" on a **Fridays** special airing April 23 at 9 p.m. on ABC-TV. **Tommy Tutone** will make an additional guest shot on the program. . . **James Cotton**, **Paul Butterfield** and **Norton Simon** will perform a harmonica jam on April 23 and 24 in Northern California at the Marin Center and the Santa Cruz Civic Auditorium, respectively. If you're in the area, be sure to harp on the bandwagon. . . Local L.A. bands **The Twisters** and **The Toasters** will show up on the soundtrack album to Embassy Pictures' **Wiz Kid** feature, released on Recency Records sometime in April. . . **Oingo Boingo's** second LP, tentatively called "Nothing to Fear," should be out in June if all goes according to plan. . . Aussie group **Australian Crawl** is currently working with producer **Mike Chapman** on the north shore of Oahu in Hawaii. . . **Tim Finn** of **Split Enz** says the group will take on a very different look when it tours America soon. According to Finn, the chi-chi fashion plates will perform nude on stage. Why? "Cuz it's cheap," sez Finn. . . Keep a lookout for **Rickie Lee Jones** April 16 and 17 at **Perkin's Palace**; **Pigbag** April 28 and 29 at the Whisky; **James Brown** April 17 and 18 at the Country Club; **The Jam** at Perkins Palace May 29 and 30; **Yellow Jackets** at Huntington Beach's **Golden Bear** on April 24; and, of course, the **Playboy Jazz Festival** at the Hollywood Bowl June 19 and 20.

jeff ressner

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MERCHANDISING

Academy Award Win Propels 'Chariots' To Top Of LP Chart

by Mark Albert and Ken Kirkwood

TOP STORY OF THE WEEK is the Academy Award winning soundtrack to *Chariots Of Fire*. As anticipated, sales picked up dramatically following the Oscar telecast with number one reports in New York, Philadelphia, Hartford, Boston, Baltimore/Washington D.C., Miami, Houston, New Orleans, Chicago, Cincinnati, Indianapolis, St. Louis, Kansas City, Milwaukee, Los Angeles, San Francisco, San Diego, Portland and Seattle. After six months, the album has finally made it to the top position. The single of the same name also benefitted from the Academy Award victory, moving up a notch to #3 bullet on the **Cash Box** Top 100 Singles chart.

TOP TEN HIGHLIGHTS — Rick Springfield moved up to #5 bullet, up from #7, with excellent retail action in all regions. In addition, his album is a solid Top 10 item at the racks. . . Simon & Garfunkel remain at #8 bullet. Although unable to move ahead of the albums in front of it, "The Concert In Central Park" continues to show increased growth, especially in the south. Rack sales will have to improve, however, for this LP to move higher. . . Bursting into the Top 10 at #9 bullet is Asia. Very good sales in all regions led by the midwest and east this week. Good initial rack response. The first single from the LP, "In The Heat Of The Moment," debuted on the Top 100 Singles chart at #77 bullet.

TOP 100 HIGHLIGHTS — Alabama is no doubt the hottest country act around today, as evidenced by all three of its albums concurrently appearing on the Top 200 Albums chart, with two of them bulleting. The latest offering, "Mountain Music," moves up a notch to #13 bullet based on huge rack sales. "Feels So Right," at #27 bullet, up from #33, also picked up due to increased rack response. The group's first LP, "My Home's In Alabama," moves up to #142 from #148. . . Willie Nelson at #20 bullet continues with strong retail support in the south, midwest and west. Rack sales continue to pick up. . . Still selling well in the west and midwest primarily, The Scorpions jumped to #32 bullet, up from #37. . . Buckner & Garcia continue to be a huge rack item and move to #36 bullet from #45. . . The Beatles take a 27-point jump to #41 bullet with fair sales out of all regions led by the midwest and east. Early response at the rack level is good. . . The Charlie Daniels Band, #42 bullet, had good sales in the south, midwest and east and is beginning to pick up in the west. . . Two of the hotter new Black Contemporary albums are by Atlantic Starr, which goes to #46 bullet, up from #60 led by strong sales out of the east and south; and Cameo, #52 bullet, up from #82.

Cameo also had big sales out of the east and south as well as good response out of the west. . . Three acts breaking into the Top 100 are John Denver at #94 bullet, Graham Parker at #98 bullet and Iron Maiden at #100 bullet. Denver is selling well in the midwest and at the rack level; Parker is showing good action out of the west, east and midwest, and Iron Maiden is going strong in the midwest and west.

101 TO 200 HIGHLIGHTS — Moving closer to the Top 100 is Karla Bonoff at #101 bullet, up from #111. Selling well in the west and south. . . O'Bryan, #105 bullet, up from #120, had good sales out of the east and south and the west to some extent. . . Bertie Higgins, #106 bullet, moves up ten points with good sales out of the west, midwest and south. Beginning to pick up at the racks. . . Greg Kihn, #123 bullet, showed good retail in the west and midwest. . . "The Kids From Fame," TV soundtrack, #132 bullet, has good early rack responses and strong sales out of the San Francisco area. . . Charlene takes a big 34-point leap out of nowhere to #155 bullet. Sparked by her hit single of the same name which went to #21 bullet, the "I Have Never Been To Me" LP is starting to take off especially well in the south.

DEBUTS — Toto's fourth album, "IV," was the highest debut of this week, coming in at #85 bullet. Best initial response out of the west and midwest. . . Close behind at #89 bullet is the Talking Heads. Good sales out of the east, west and midwest on this one. . . Deniece Williams, #109 bullet, is selling well in all regions led by the east and south. . . Richard Pryor, #125 bullet, had strongest showing in the midwest, south and east. . . Ray Parker, Jr., #137 bullet, sold quite well in the east, south and west. . . The *Cat People* soundtrack, #144 bullet, had best response in the west and midwest. . . Luciano Pavarotti, #152 bullet, had particularly good sales in the east and south. . . Joanie Greggains' "Aerobic Shape Up," at #159 bullet, is, like the many other charted exercise albums, selling at the racks. . . Point Blank, #165 bullet, is reporting nicely out of the south and midwest. . . Pleasure #173 bullet, showing best early response out of the west and south. Other debuts include the *Dukes Of Hazzard* at #178; B.B. King at #180; "The Survivors — Johnny Cash, Jerry Lee Lewis, Carl Perkins" at #184; John Hiatt at #187; and Bobby Caldwell at #190.

RECORDS TO WATCH — New releases expected to hit the charts shortly include "The Broadsword And The Beast," by Jethro Tull on Chrysalis; The Motels' "All Four One" on Capitol; "D.E. 7th" by Dave Edmunds on Columbia; Don Williams' "On The Radio," on MCA; and "Time And Tide" by Split Enz on A&M.



This figure of records charted by national Top 100 shows already or upward movement in response to rack volume ahead of the latest regional sales trends.

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

- | | |
|-----------------|---------------------|
| 1 ALDO NOVA | 9 ATLANTIC STARR |
| 2 SCORPIONS | 10 TOTO |
| 3 CAMEO | 11 TALKING HEADS |
| 4 BEATLES | 12 BONNIE RAITT |
| 5 RICHARD PRYOR | 13 DENIECE WILLIAMS |
| 7 TOMMY TUTONE | 14 SHALAMAR |
| 8 HUMAN LEAGUE | 15 GRAHAM PARKER |

NORTHEAST 1.

- 1 HUMAN LEAGUE
- 2 SECRET POLICEMAN'S OTHER BALL
- 3 SOFT CELL
- 4 TALKING HEADS
- 5 SHALAMAR
- 6 BEATLES
- 7 RICHARD PRYOR
- 8 GRAHAM PARKER
- 9 ALDO NOVA
- 10 ATLANTIC STARR

SOUTHEAST 2.

- 1 CAMEO
- 2 BEATLES
- 3 RAY PARKER, JR.
- 4 HUMAN LEAGUE
- 5 RICHARD PRYOR
- 6 HUEY LEWIS & THE NEWS
- 7 O'BRYAN
- 8 BONNIE RAITT
- 9 ALDO NOVA
- 10 TOMMY TUTONE

BALTIMORE/WASHINGTON 3.

- 1 ATLANTIC STARR
- 2 DENIECE WILLIAMS
- 3 CAMEO
- 4 SHALAMAR
- 5 RICHARD "DIMPLES" FIELDS
- 6 RAY PARKER, JR.
- 7 RICHARD PRYOR
- 8 WAR
- 9 SCORPIONS
- 10 IRON MAIDEN

WEST 4.

- 1 SCORPIONS
- 2 GRAHAM PARKER
- 3 HUMAN LEAGUE
- 4 CAMEO
- 5 GREG KIHN
- 6 ALDO NOVA
- 7 BONNIE RAITT
- 8 SAMMY HAGAR
- 9 TOMMY TUTONE
- 10 TALKING HEADS

MIDWEST 5.

- 1 SCORPIONS
- 2 CHARLIE DANIELS BAND
- 3 ALDO NOVA
- 4 TOTO
- 5 IRON MAIDEN
- 6 TALKING HEADS
- 7 SAMMY HAGAR
- 8 BEATLES
- 9 CAMEO
- 10 RICHARD PRYOR

NORTH CENTRAL 6.

- 1 BUCKNER & GARCIA
- 2 JOHN DENVER
- 3 MOUSERCISE
- 4 FAME
- 5 JOANIE GREGGAINS
- 6 KIDS FROM FAME
- 7 BERTIE HIGGINS
- 8 TOMMY TUTONE
- 9 DUKES OF HAZZARD
- 10 CHARLIE DANIELS BAND

DENVER/PHOENIX 7.

- 1 ALDO NOVA
- 2 SAMMY HAGAR
- 3 SCORPIONS
- 4 BEATLES
- 5 GREG KIHN
- 6 BERTIE HIGGINS
- 7 TOTO
- 8 BONNIE RAITT
- 9 TOMMY TUTONE
- 10 GAMMA

SOUTH CENTRAL 8.

- 1 CAMEO
- 2 ALDO NOVA
- 3 SCORPIONS
- 4 RICHARD PRYOR
- 5 ATLANTIC STARR
- 6 DENIECE WILLIAMS
- 7 BEATLES
- 8 TOTO
- 9 SAMMY HAGAR
- 10 RICHARD "DIMPLES" FIELDS

WHAT'S IN-STORE

MANAGING INVENTORY AT RED SEAL — RCA Records has a new program, entitled "Great Artists/Great Performances," to cover its Red Seal inventory. A whopping 293 of the most famous back titles in the Red Seal catalog, by such artists as **Arthur Rubinstein, Jascha Helfetz, Mario Lanza, Arthur Fiedler** and the **Boston Pops Orchestra**, the **Robert Shaw Chorale, Jussi Bjöerling, Van Cliburn, Vladimir Horowitz, Marian Anderson, Leontyne Price, Eugene Ormandy** and the **Philadelphia Orchestra**, and **Fritz Reiner** and the **Chicago Symphony Orchestra**, are featured. According to **Irwin Katz**, director, Red Seal Marketing, albums in the program will be offered to dealers three times a year along with extra discounts and delayed billing as special incentives for them to plan their four-month needs and place their orders accordingly. He said that the plan will enable dealers to maintain a sufficient quantity of steady-selling releases without overstocking. This will allow RCA to maximize its own manufacturing and inventory planning, thus assuring the dealer of proper inventory coverage. "The success of this program will preserve for consumers great titles in the catalog that otherwise would require a price increase or their being discontinued from the catalog," declared Katz, who predicted that the extra dating and inventory controls will promote sell-through even before the due date of the billing period.

NATIONAL EASTER CELEBRATION — Pittsburgh-based **National Record Mart** held an Easter cross-merchandising promotion with the **Clark Candy Co.**, which regularly packages its "Clark Crispy Bar" in special holiday wrappers during holiday seasons. From April 8-10, any customer spending \$5 or more at any of the chain's Pittsburgh, Columbus, Indianapolis, Dayton, Youngstown, Canton or Akron outlets received a free Easter Crispy. And at those stores that were not involved in the Clarks giveaway, kiddie records were given free to customers who spent \$10 or more. This promotion provided both 45- and 33 1/3-rpm discs valued up to \$1.99, and its "Kiddies 45 for Easter" title also tied-in with the chain's 45th anniversary. . . . Advertising director **Lance Jones** reports that a recent in-store by **Norman Saleet** at Clearview Mall in Butler, Pa., sold some 240 "Here I Am" albums, one of the chain's biggest totals ever for sales at an in-store. Jones says that the reason for the high numbers, aside from the \$4.99 sale price that day, is that Saleet is a Butler native.

THE CAVAGE PATCH — The Buffalo-based **Cavages** chain, in conjunction with Epic Records and radio station WZIR-FM in Buffalo, honored two "future super star Epic releases" in awarding a trip for two to witness last month's launch of the Space Shuttle in Orlando, Fla. The grand prize for the **Aldo Nova** and **Duke Jupiter** promotion included roundtrip air fare, accommodation at Orlando's Holiday Inn and use of a rental car, with total value placed at over \$550. According to the entry blank, Cavages and WZIR-FM wanted to fulfill the winner's "Fantasy" of going to outer space by getting him as close to "Jupiter" as possible. . . . Cavages is also tying-in with radio station WGRQ-FM in a two-week radio promotion of the April 16 **Police** concert at the Carrier Dome in Syracuse. The station is encouraging listeners to drop into Cavages stores to fill out "arrest reports" summoning them to the concert. To win a pair of tickets, the entrant must call the station within 97 minutes after his arrest report is read on the air. Forty winners will then be bussed to the show on the WGRQ "police wagon."

WHERE TO BUY BBC — Talk about cross merchandising? BBC Records, which are produced by the British TV network and distributed in the U.S. by Gemcom, Inc., are now being sold in Fort Lauderdale's British Butcher Shop, Milwaukee's Bits of Britain Delicatessen, Pittsburgh's St. Brendans Crossing china store, The Scottish Lion clothing store in North Conway, N.H., and Smiths of Bermuda clothing store in Alexandria, Va.

CRAZY CRAZY — Only **Crazy Eddie's** could come up with this one: To promote **Ozzy Osbourne's** April 5 Madison Square Garden concert date, tickets and a one-of-a-kind tour jacket sporting a dove with its head bitten off (!!!) were the prizes to the most imaginative reply to the question "What does Ozzy Osbourne have up his sleeve for his next hair-raising stunt?"

jim bessman

Multi-Purchase Sales, Higher Prices For 45s Spreading At Retail Level

by Jeffrey Ressler

LOS ANGELES — Though many of the country's record retailers are keeping prices on their product similar to the first quarter 1982, several of the 20 chains contacted in a **Cash Box** survey reported a rise in variable pricing and special multi-purchase discounts to help endure the rise in inflation and declining record sales. Most of these pricing changes are employed specifically for product listing at \$8.98 and for singles

The most significant increase in retail prices was found in the average shelf cost of midlines, which rose over 20 cents since the last such survey (**Cash Box**, Jan. 16, 1982). The price of singles also climbed sharply, from \$1.48 during the last quarter to a current rate of \$1.63. The obvious reason for the boost in singles prices was the fact that several major corporations, including RCA, WEA, PolyGram and MCA, hiked the list of 45s from \$1.69 to \$1.99 last quarter, with an increase in wholesale prices offered to dealers varying with each account.

As a result of the singles jump, some stores have countered with special twofer and threefer prices offered to consumers, as well as sales of such product. At stores connected with the Turtle's chain, for example, singles purchasers have the option to pay \$1.79 for one 45, or get a three for

\$5.00 discount. The buyer for the Turtle's chain reports that about 40% of all singles customers choose the threefer option. In some chains, like Licorice Pizza, shelf priced \$1.69 singles may be reduced to as little as \$1.29 during sales periods.

Variable pricing for \$8.98 product also appears to be a growing trend, with a number of the retail chains contacted reporting wide ranges for such items at that list. The Arrow group of outlets based in Ohio, for instance, routinely prices new \$8.98 list albums anywhere from \$7.29 to \$8.49. And a spokesperson for the Cactus chain said that the best-selling catalog and new \$8.98 releases are often marked down by an additional dollar to promote sales.

The average sale price on midlines rose to \$4.34 from \$4.19 during the first quarter of 1982. The average shelf price also rose over 20 cents, to \$5.35 from \$5.13.

The average sale price of \$8.98 product dropped a dime to \$6.37 from \$6.47, while the average shelf price on that product dropped to \$8.02 from \$8.10.

There was an increase in the average sale price of \$9.98 product, to \$7.59 from \$7.47, while the shelf price on such items dropped about a nickel to \$9.00 from \$9.05.

The average sale price on \$13.98 product rose about 15 cents to \$10.78 from \$10.63, with the average shelf price on such product decreasing to \$12.41 from \$12.58.

U.S. Retail Chains' LP & Single Prices

Chain	\$5.98 Sale/Shelf	\$8.98 Sale/Shelf	\$9.98 Sale/Shelf	\$13.98 Sale/Shelf	Singles
Budget	\$4.99/\$5.49	\$6.99/\$7.89	\$7.99/\$8.79	\$9.99/\$11.99	\$1.49
Cactus	\$3.99/\$4.98	\$5.99/\$7.98	\$6.99/\$8.49	\$9.74/\$11.98	\$1.49
Cavages	\$4.99/\$5.99	\$7.39/\$8.69	\$8.39/\$9.69	\$12.88/\$13.69	\$1.49
Circles	\$3.99/\$4.99	\$5.88/\$7.99	\$6.88/\$8.99	\$9.88/\$11.99	\$1.59
Everybody's	\$3.99/\$4.99	\$5.99/\$7.99	\$6.99/\$8.99	\$9.99/\$11.99	\$1.29
Flip Side	\$3.99/\$4.99	\$6.49/\$7.69	\$7.49/\$8.49	\$8.98/\$9.99	\$1.49
Record Bar	\$4.99/\$5.49	\$6.99/\$8.49	\$7.99/\$9.49	\$10.99/\$11.98	\$1.89
Record World/TSS	\$4.99/\$5.79	\$6.24/\$8.79	\$6.99/\$9.49	\$9.99/\$13.49	\$1.69
Spec's	\$4.88/\$5.99	\$7.99/\$8.69	\$8.99/\$9.69	\$11.98/\$13.98	\$1.89
Hastings	\$4.49/\$5.98	\$5.99/\$7.99	\$7.99/\$9.98	\$13.98/\$10.99	\$1.99
Tower	\$3.99/\$4.44	\$6.44/\$6.99	\$ — /\$7.99	\$10.99/\$11.99	\$1.55
Turtles	\$ — /\$4.99	\$6.74/\$7.98	\$8.16/\$8.98	\$ — /\$11.98	\$1.79
Waxie Maxie	\$3.99/\$5.99	\$6.24/\$8.39	\$7.74/\$9.39	\$10.49/\$12.39	\$1.59
King Karol	\$3.85/\$4.78	\$5.84/\$8.43	\$6.99/\$9.43	\$10.49/\$13.13	\$1.88
Great American Music Co.	\$ — /\$5.98	\$ — /\$7.98	\$ — /\$8.98	\$ — /\$12.98	\$1.85
Music Plus	\$ — /\$3.99	\$5.99/\$7.59	\$6.99/\$7.99	\$10.99/\$11.99	\$1.49
Arrow	\$4.79/\$5.79	\$6.99/\$7.99	\$7.99/\$9.24	\$9.99/\$13.39	\$1.69
Bad	\$3.99/\$5.98	\$4.99/\$6.98	\$ — /\$7.98	\$ — /\$11.98	\$1.49
Licorice Pizza	\$3.99/\$5.49	\$5.99/\$7.99	\$7.49/\$8.99	\$10.99/\$13.49	\$1.49
Musicland	\$3.99/\$4.99	\$5.99/\$7.99	\$6.99/\$8.99	\$10.99/\$12.99	\$1.49
Averages	\$4.34/\$5.35	\$6.37/\$8.02	\$7.59/\$9.00	\$10.78/\$12.41	\$1.63

BREAKOUTS/PLUS PROFIT

ALBUM BREAKOUT

IV • TOTO • COLUMBIA FC 37728

Breaking Out Of: Sound Unlimited — National, Tower — San Francisco/Campbell/Los Angeles, Licorice Pizza — Los Angeles, Charts — Phoenix, Dan Jay — Denver, Mile Hi — Denver, Lieberman — Dallas, Wilcox — Oklahoma City, Tape City — New Orleans, Leisure Landing — New Orleans, Turtles — Atlanta, Port 'O' Call — Nashville, Record Theatre — Cincinnati, Peaches — Cleveland, Flipside — Chicago, Radio Doctors — Milwaukee, Karma — Indianapolis, Streetside — St. Louis, Stratford — Long Island, King Karol — New York, Disc-O-Mat — New York, Record & Tape Collector — Baltimore.

MERCHANDISING AIDS: 1x1 Flats, 2x3 Foil Cover Blowup

SINGLE BREAKOUT

EBONY AND IVORY • PAUL McCARTNEY • COLUMBIA 18-02860

Breaking out of: Radio Doctors — Milwaukee, Sound Video Unlimited — Chicago, Central One Stop — Connecticut, All Records — Oakland, Karma — Indianapolis, Richman Bros. — Philadelphia, Peaches — Cincinnati, Tower — Seattle, Tower — San Francisco, Peaches — Columbus, King Karol — New York City, Disc-O-Mat — New York City, Tower — Sacramento, Tower — San Jose, National Record Mart — Pittsburgh, Cavages — Buffalo, Turtles — Atlanta, Record Theatre — Cincinnati, Lieberman — Portland, Pickwick — Midwest, Record Theatre — Cleveland, Stratford — New York City.

TOP SELLING ACCESSORIES *

- Allsop Cassette Head Cleaner 70300
- Atari Video Game 2646 — "Pac-Man"
- Discwasher D-4 1 1/4 oz. Refill Fluid
- Discwasher D-4 System Kit
- Dynasound Cassette Carousel 3300
- Intellivision Video Game 3759 — "Space Armada"
- Maxell UDXL II C-60
- Maxell UDXL II C-90
- Maxell UDXL II C-90 (2/BAG)
- Pickwick Cassette Head Cleaner
- Recoton Record Cleaning Cloth
- Recoton Record Guard Anti-Static LP Inner Sleeves
- Savoy Cassette Carrying Case 2330
- TDK Cassette Head Cleaner
- TDK D-90 (2/BAG)
- TDK SA C-60
- TDK SA C-90

Compiled from: Big Apple — Denver • Gary's — Virginia • Cutler's — New Haven • Karma — Indianapolis • Cavages — Buffalo • Sound Video, Unltd. — Chicago • Musicland — St. Louis • Tower — Sacramento, Seattle • Alta — Phoenix • Peaches — Cincinnati, Cleveland, Columbus • Dan Jay — Denver • Sound Warehouse — San Antonio • Record Theatre — Cincinnati • Licorice Pizza — Los Angeles.

TOP SELLING MIDLINES

- AC/DC • Let There Be Rock • Atco SD-36151
- B-52's • Mesopotamia • Warner Bros. MINI 3641
- Beatles • Rock 'N Roll, Vol. I • Capitol SN/16020
- Tommy Bolin • Private Eyes • Columbia C-34329
- David Bowle • The Rise and Fall of Ziggy Stardust and the Spiders From Mars • RCA AYL1-3843
- The Doors • The Doors • Elektra EKS 74007
- Crystal Gayle • Classic Crystal • United Artists L00-982
- Haircut 100 • Pelican West • Arista AL 6600
- Chas Jankel • Questionnaire • A&M SP-6-4885
- Johnny and the Distractions • Let It Rock • A&M SP-6-488
- Janis Joplin • Farewell Song • Columbia PC 37569
- Carole King • Tapestry • Columbia PE 34946
- Merge • RCA NFL1-8003
- Mike Post • Television Theme Songs • Elektra EL-60028-Y
- Romeo Void • Never Say Never • 415 records/415A-0007
- Spyro Gyra • Morning Dance • MCA 9004

Compiled from: Tower — Sacramento, Seattle • Musicland — National, St. Louis • Lieberman — Denver, Portland • Sound Video, Unltd. — Chicago • Sound Warehouse — San Antonio • Dan Jay — Denver • Licorice Pizza — Los Angeles • Record Theatre — Cincinnati • Peaches — Columbus • Big Apple — Denver • Gary's — Virginia • Cutler's — New Haven • Karma — Indianapolis.

* Excludes T-Shirts & Paraphernalia Heavy Sales

SOUND VIEWS

VHD: IN LIMBO — Indications at the ITA Update confab, press reports to the contrary, were that the scheduled VHD launch was going on as planned, but now word is that the April introduction in Japan will definitely not take place, and the summer U.S. start-up is uncertain. A spokesman for VHD said the Japan postponement was over a "hardware issue," adding that while "no formal delay" has been announced by VHD partners here, there will be meetings during "the last 10 days of the month" to determine its future here. Stay tuned for further developments.

VIDEO BRIEFS — L.A.'s **Paul Caruso**, who opened up the Museum of Rock Art on Sunset Blvd., and **Hal Sloane** have announced plans for the inaugural Los Angeles Rock Art Video Exposition (with the appropriate abbreviation RAVE). Slated for Sept. 17-19 at the refurbished Palace Video Theater in Hollywood, the RAVE show promises a "retrospective" look at some rare early rock videos, as well as screenings of productions never before seen in the U.S. RAVE is also expected to feature "the best of today's Rock Art Video in competition." The Museum of Rock Art recently completed a three-week exhibition in Daytona, Fla., underwritten by Chrysler Corp., and Caruso and Sloane are presently looking for a corporate sponsor for this event . . . Chi Town concert promoters **Jerry Mickelson** and **Arny Granat** of Jam Prods. have formed Funding Institutional Video Enterprises, Inc., otherwise known as FIVE. Mickelson and Granat are "pursuing the idea" of using the 750-seat Chicago club Park West for FIVE video productions on an ongoing basis, not unlike New Jersey promoter **John Scher**'s plans for the Capitol Theater in Passaic. Park West has been used as the site of PBS' *Soundstage* in the past and was most recently utilized as the location of a **Four Tops** concert production presently making the cable TV rounds. However, Jam isn't looking to limit FIVE solely to musical productions and will produce sporting events, comedy programs and plays . . . Franklin Video and Cable Services has licensed **Bob Marley Live At the Santa Barbara Bowl** to Pioneer Video for manufacture and distribution worldwide in the LaserDisc format. Release of the 1979 concert video is scheduled for late spring.



KAHN, REEVES TEAM ON WAR VIDEO — RCA Records' video department head **Steve Kahn** (r) returned to *Reeves Teletape* to work on promo clips of two cuts by recording group *War*, "You've Got The Power" and "Outlaw."

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'SCHLOCK' ON VIDEO: NOSTALGIA MERCHANT BANKS ON 'THE WORST' — Independent home video concerns have been looking carefully at the underground success of those peculiar little films that have been enjoying a renaissance of sorts on the revival home video circuit. More often than not, these masterpieces of what the old *Saturday Night Live*'s oily "critic" **Leonard Pinth Garnell**, aka **Dan Aykroyd**, would have called, "bad cinema," have been shown as part of mini "best-of-the-worst" festivals. They've stirred up quite a cult, or at least enough media attention for small but imaginative firms such as **Snuff Garrett**'s *The Nostalgia Merchant* to publicize the fact that two of their own films have been included in this, ahem, "prestigious" category. NM president **Nick Draklich** notes enthusiastically that *Plan Nine From Outer Space* has the dubious distinction of having been awarded the "Golden Turkey" award as "the worst movie of all time," which he adds, "it richly deserves!" Another, lumped into this group, *The Hideous Sun Demon*, is lurking not far behind in terms of sheer schlockiness and sales, which Draklich says have been some 300% ahead of projected figures since all the coverage. What do you do for an encore? Well, NM has acquired the sequel to *Plan Nine* from the films' producer (which, the NM press department says "was so bad it was never released").

MTV: MAY PAC-MANIA AND OTHER THINGS — If you attended the recent National Assn. of Recording Merchandisers (NARM) convention in L.A., you know it was hard to miss the presence of MTV. The service was the subject of intensive promotion in and around the Century Plaza hotel, as guests were treated to MTV service in their rooms, courtesy of an earth station hook-up, while session attendees got a comprehensive look at what MTV is all about. The MTV booth in the exhibition area was well-stocked with merchandising materials and drew sizeable crowds throughout the event. The promotional focus returns to the tube in May, which MTV has dubbed "Pac-Man Month" in honor of the wildly successful video game. Highlights of the month will be the on-air marriage of Mr. and Ms. Pac-Man and a month-long contest in which the grand prize is a pair of arcade Pac-Man and Ms. Pac-Man games. Runners-up will receive either an Atari home unit with Pac-Man cartridge, Pac-Man gloves, T-shirts or "Pac-Man Fever" LPs . . . In other MTV activity, the service's news department will have a number of interesting feature items to be on the lookout for, such as a report on **Bob Dylan**'s induction into the Songwriter's Hall of Fame, a tribute to **John Belushi** by former Blues Brother **Steve Cropper**, a chat with author/actor **Jerzy Kosinsky** on his new novel *Pinball* (concerning a reclusive rock star) and coverage of a **Bob Marley** memorial concert in Miami. On a final note, MTV has launched its service in the Seattle, Houston and San Francisco markets.

CERTIFIABLY YOURS — The ITA has a new batch of certifications for the month of March. Eleven motion picture titles qualified for ITA Golden Videocassette honors. The latest winners were *And Justice For All* and *The Deep* on Columbia Pictures Home Entertainment (CPHE); *Barbarella*, *King Kong*, *Shogun* and *The Warriors* on Paramount; *The Love Bug* and *The Many Adventures Of Winnie The Pooh* on Walt Disney; *Fort Apache*, *The Bronx* and *The Cannonball Run* on Vestron Video; and *The Texas Chainsaw Massacre* on Wizard Video. These awards, we should note, are the last to be certified under ITA's old criteria, which calls for a minimum of \$1 million sales at list price. The new standard, effective April 1, has been set at \$1 million in gross label revenues from sales and/or rentals. The 11 certifications for March bring the ITA gold total up to 120 . . . On the videodisc side, RIAA/VIDEO reports that 10 disc titles achieved gold status last month, the first awards in this category for sales of at least 25,000 units and \$1 million at suggested list price and/or in rental income.

michael glynn

TOP 30 VIDEOCASSETTES

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

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

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.

MODERN PROBLEMS

Cassette — 20th Century-Fox
1129 \$59.95

PUBLIC ENEMY

Cassette — 20th Century-Fox
4589 \$59.95

LENNY

Cassette — 20th Century-Fox
4563 \$69.95

JUGGERNAUT

Cassette — 20th Century-Fox
4590 \$59.95

GRIFFIN AND PHOENIX

Cassette — 20th Century-Fox
8031 \$59.95

THE RETURN OF A MAN CALLED HORSE

Cassette — 20th Century-Fox
4591 \$59.95

THE RETURN OF THE PINK PANTHER

Cassette — 20th Century-Fox
9031 \$69.95

EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT SEX BUT WERE AFRAID TO ASK
Cassette — 20th Century-Fox
4598 \$59.95

APOCALYPSE NOW

Disc — RCA SelectaVision 00667 \$34.98

ONE FLEW OVER THE CUCKOO'S NEST

Disc — RCA SelectaVision 02008 \$34.98

SHOGUN

Disc — RCA SelectaVision 00658 \$24.98

EASY RIDER

Disc — RCA SelectaVision 03005 \$24.98

THE CHINA SYNDROME

Disc — RCA SelectaVision 03006 \$24.98

ESCAPE FROM NEW YORK

Disc — RCA SelectaVision 00809 \$19.98

STAR TREK III

Disc — RCA SelectaVision 00664 \$19.98

THE HOBBIT

Disc — RCA SelectaVision 01705 \$19.98



CHRYSALIS VISUAL'S MAGIC ACT — *Chrysalis Visual Programming* chief executive **Terry Ellis** (l) points to magician **Paul Daniels**, star of the company's new videogram title, *Now You See It*, produced by **Peter Wagg** (r). *Now You See It* features **Daniels**, who formerly starred in his own BBC series, performing tricks before a live studio audience.

AIRPLAY

NAB CONVENTION HIGHLIGHTS — Despite last year's unprecedented gains in the realm of broadcasting deregulation, **Vincent Wasilewski**, president of the National Assn. of Broadcasters (NAB), called on his membership, in last week's confab keynote address, to keep the deregulation screws fastened to congressional thumbs. "The 1980s are destined to be remembered as the decade when computers and communication technology converged and became the most powerful social force on the planet," said Wasilewski. Broadcasters, he continued, "must assure themselves the opportunity to compete in and enhance the electronic media. . . to continue to provide this service to the American public, we must remove the shackles of government. . . In my 33 years at NAB, this has been the best year we've ever had in the area of regulatory and legislative reform." Despite that, Wasilewski told the assembled audience to keep fighting for deregulation, at both the Federal Communications Commission (FCC) and congressional levels. One other area where NAB is looking for loosened shackles is in the area of music licensing fees paid by radio stations to such agencies as the American Society of Composers, Authors and Publishers (ASCAP), Broadcast Music, Inc. (BMI) and SESAC. "Radio broadcasters paid out, in 1981, \$70 million in fees to both ASCAP and BMI, but the fees could have been much higher," said **John Hindley**, president of the All-Industry Music Licensing Committee, the radio industry's negotiator with the music licensing agencies. "We're going to need your money, but almost more importantly we're going to need information if we're going to have a strong position in negotiations. I'm aware of the problem that SESAC is causing, but our emphasis is going to have to be on ASCAP and BMI."

NETWORK NEWS — The Mutual Broadcasting System (MBS) also used the NAB convention to kick off some of its new musical projects. One of them is an agreement in principle with the National Symphony Orchestra to originate classical music programming

direct from the John F. Kennedy Center for the Performing Arts in Washington, D.C. The show, reportedly the first network classical music show since the 1930s, will be produced by mutual affiliate WGMS/Washington, whose program director **Paul Teare**, will act as host. "We haven't set a time yet for it, but we're aiming for major market classical stations and whoever else will take it," said **Dick Carr**, Mutual vice president of programming. "This is kind of an emotional thing with us." Also included in Mutual's new line-up are *Dynamic Duo*, a three-hour music special set to air May 15, which will focus on such pairs as **Hall & Oates**, **Seals & Crofts** and **England Dan & John Ford Coley**. It will be hosted by **M.G. Kelly**, former **KHJ**/Los Angeles air personality.

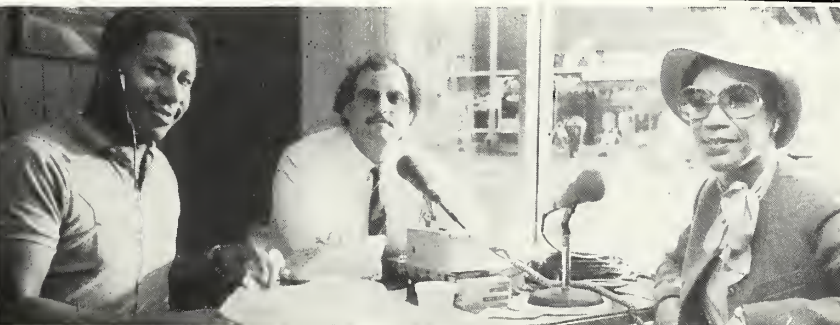
ALEXANDER HONORED — **G. Keith Alexander**, **WKTU**/New York air personality (l), was recently cited by the "I Love New York" committee and Rep. **Charles Rangel** (r) for his efforts to help better the lot of New York City's youth.

Meanwhile, the Sheridan Broadcasting Network is joining the satellite game. As of next summer, each Sheridan affiliate will have a small receiver dish that can receive all of Sheridan's news and other programming 24 hours a day with 15 kHz stereo fidelity. To do this, Sheridan pacted with the National Christian Network to use its space on RCA Americom's Satcom IV. . . Wasting no time in getting its act together, Radioradio, CBS's new young-adult-targeted radio network has set May 15 as the date for its live-on-tape concert by RCA recording group **Hall & Oates**. And June 5 has been set as the date that Capitol recording act the **Little River Band** gives its concert. The web is apparently putting some faith on the audiophile quality of the concert pressings to attract listeners. A **Cash Box** spot check of the **Hall & Oates** pressing, which was mastered at 3/4 speed to ensure an audible bass line, demonstrated an unusually good live concert recording. **GK Prods.** is producing.

STATION TO STATION — **WYRS-FM**/Stamford, Conn., the New York area's only 24-hour commercial jazz outlet, recently decided to keep that format and install stereo broadcasting capabilities. In addition, **Rick Petrone**, **WYRS-FM** music director, has also been named program and production supervisor. Fine: now if they could only move within the city limits of New York. . . **Jim Wood** has been named general manager at country-formatted **WSAI**/Cincinnati. Wood has worked for the station's parent company since 1969, beginning as the morning air personality at **WTOD**/Toledo. He rose to general manager there in 1973, and was also named general manager at **WKLR**/Toledo the same year. The only format changes Wood plans to make are to keep the AM station playing older country songs, while the FM will concentrate on newer product.

NEW JOBS — Prominent radio consulting firm **Burkhart/Abrams/Michaels/Douglas** and Assoc. has named **Dwight Douglas** to the position of executive vice president. A four-year veteran of the firm, Douglas has worked in all its divisions, including Superstars, Top 40, Country and MOR formats. He has also worked in the company's focus research, personnel recruitment and television consulting divisions.

Larry Riggs



ALL IN A KDAY'S WORK — Out on the West Coast to promote her Motown debut album, "Tell Me A Lie," **Bettye LaVette** visited the offices of **KDAY** to thank the station for their support. Pictured are (l-r): **Steve Woods**, **KDAY**; **Jesus Garber**, **Western Regional Promotion** for Motown; and **LaVette**.

Deregulation Discussions, New AM Stereo Developments Highlight NAB

(continued from page 5)

most stations still adhere to because of its value in selling advertising time. According to panelist and communications lawyer **Glenn Coffmann**, this puts an onus on broadcasters.

"Beforehand, you had easy standards to follow because you knew exactly what was expected of you and when you had to complete it," he said. "Now, the responsibility is on your shoulders." So are the Equal Time Provisions, Fairness Doctrine and Reasonable Access Code that govern political use of the airwaves.

Dealing with those provisions was the subject of the next workshop, "1982 Is An Election Year." The only rule that has changed governing compliance with those three provisions applies to the recent emergence of independent or corporate political action committees, to whom broadcasters are not obligated to grant any time.

"If a political action committee purchases time in the context of a political campaign, they have no right to equal opportunity to the airwaves at the lowest unit price," said panelist **Irving Gastfreund**, a communications lawyer.

Social policy and community involvement played less of a role than in years past at the workshop entitled "Minority Programming For Profit And Progress," which directly followed the legislators' session. "Whenever you want to do a community project, you have to ask yourself how much is this community project going to cost because the real side of this is that staying in business is the number one priority," said panelist **Dewey Hughes**, president of **Almie** broadcasting of Washington, D.C. "You can get so hung up in community affairs that it becomes a game."

George Shearer, vice president and general manager at **KACE**/Los Angeles, said that "the more public affairs you run, the more tune-out there is." Despite this view, much of the audience and the broadcasters felt that more information-based programming was needed at black stations and that black audiences have a definite thirst for information.

More Information Needed

"In the '80s, there's going to be a stronger emphasis on information programming," said **Hughes**. "The community can't keep dancing without shoes on its feet, and radio stations are going to have to respond to that."

In contrast to the governmental themes stressed at the April 5 workshops, those given the following day focused more on technology and station marketing. One entitled "You Can Do Amazing Things With Home Computers At Your Station" attempted to show broadcasters how such computers as the **Radio Shack TRS 80** and several **Apple** computers are useful for music and marketing research and doing program logs and routine business functions, such as billing and accounts receivable.

Both **David Brown**, president of **WTVL**/Waterville, Me., and **Ken Maness**, president of **WJCW** and **WQUT**/Johnson City, Tenn., the nation's 83rd ranked market, emphasized that broadcasters should find a computer compatible with their needs and to carefully select their software. "The key ingredient is the software," said **Brown**. "If you don't have a computer, find out what your needs are and find the software first, then find the computer."

The next workshop, entitled "Killer Marketing: War Strategies Of The '80s," focused on station marketing techniques based on samurai warfare. It was hosted by **Bill Moyes**, president of the **Research**

Group of **San Luis Obispo**, Calif. "There are two things you have to worry about, marketing and strategy," said **Moyes**. "You've got to use certain tools to come up with a strategic marketplan. Research is only one tool, a good one, but only one."

Moyes outlined his four steps for marketing a station. They are targeting, product design, positioning and promotion. "When you're targeting, you should think of more than just age," **Moyes** said. "Clients can be considerably more powerful if they think of more than just age."

"Next, you have to design a product that will suit your target. If I were in the business of selling shoes to Pennsylvania coal miners, I'd make a shoe with rivets so that it would be tough and durable," said **Moyes**. "After that, you'd have to determine your position, and this is what separates the winners from the losers."

The rest of the session was taken up with war conduct rules taken from **Samurai** folklore. "These strategies are taken from the *Book Of Five Rings*, and one of them is deciding and planning your strategy calmly," **Moyes** said. "You can attack with emotion, but plan calmly."

"Also, you have got to avoid predictable attacks," he continued. "Having your enemy know your plan in advance is a handicap. Number three, avoid using just one weapon and deal with perception and not sight. In this case, perception means what really is, and sight means what seems to be."

After the workshop, **Moyes** admitted that much of his gameplan could just as easily be taken from western-style warfare, but that the rules of conduct were distinctly Japanese. It has apparently worked at **WRKS**/New York, a **Moyes**-consulted station, which in six months time rose from a 1.6 share of market to 4.5 in the **Arb** ratings.

'Exploding' World

Next was the first NAB all-radio luncheon, where **TM Prods.** staged a half-hour multi-media revue entitled "Your World Is Exploding." It featured a troupe of singers and dancers that told the 6,000 assembled radio broadcasters about the applications of cable channels, satellite-fed networks and AM stereo technology to radio today. In the midst of this extravaganza was a bewildered-looking, intimidated radio broadcaster who is eventually won over to this new way of thinking.

The convention also featured an announcement by the **Harris** Broadcasting Division that it would now manufacture AM Stereo decoder chips for use in AM Stereo receiving equipment. "Harris has made a corporate commitment to be the winning AM stereo system. We know that we have the best transmitting technology, which was confirmed in Appendix E of the FCC Report and Order," said **Gene Whicker**, vice president and general manager, **Harris Corp.** "We have certainly not neglected the receiver side of the equation, so **Harris Semiconductor** is on a rush program to quickly finish its first **Harris** linear AM stereo IC chip." **Whicker** continued, "We forecast availability of the chip within three to four months. We have also been working with major Japanese semiconductor manufacturers who will be finalizing chip designs."

At the same time, **Motorola Corp.**, one of **Harris'** competitors, also debuted a decoder chip, which will be used to receive the **Motorola** compatible quadrature AM stereo signal.

Other convention highlights included:

- The addition of **Edgar Bergen**, the famed ventriloquist, and **Don McNeill**, host of the old-time radio show *The Breakfast Club*, to the **NAB** Hall of Fame.

- Presentation of the **NAB** Distinguished Service Award to **Walter Cronkite**.

CASH BOX ROCK ALBUM RADIO REPORT



— **JETHRO TULL • THE BROADSWORD AND THE BEAST • CHRYSALIS**
ADDS: KMET, KOME, KNX, KSHE, WLIR, WRNW, WHFS, WYSP, WMMS, KEZY, WSHE, KNCN, WLVO, KBPI. **HOTS:** WLIR, WRNW. **MEDIUMS:** KEZY, WLVO, KBPI. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.



9 ASIA • GEFEN
ADDS: KROQ. **HOTS:** KMET, KSJO, KBPI, WLVO, KNCN, WSHE, KEZY, WPLR, WBLM, KSHE, KLLO, KSFX, WLIR, WKLS, WOUR, WRNW, WGRQ, WYSP, WCCC, WCOZ, WMMS. **MEDIUMS:** WKDF, KMG. **PREFERRED TRACKS:** Heat, Survivor, Time, Dreams. **SALES:** Good in all regions.

1 MOST ADDED

LP Chart Position

- **BRYAN ADAMS • YOU WANT IT, YOU GOT IT • A&M**
ADDS: None. **HOTS:** WBLM, KLQL, WMMS, KSJO. **MEDIUMS:** WLIR, WQUR, WKDF, KMG, WCOZ, KBPI. **PREFERRED TRACKS:** Lonely, Fits. **SALES:** Weak in all regions.
- 19 THE CARS • SHAKE IT UP • ELEKTRA**
ADDS: None. **HOTS:** KMET, KSJO, KBPI, KROQ, WQUR, WRNW, WGRQ, KMG, WYSP, WCOZ, KAC, WMMS, KNCN. **MEDIUMS:** WBLM, KLLO, KSFX, WLIR, WKLS. **PREFERRED TRACKS:** Since, Title. **SALES:** Good to moderate in all regions; weakest in South.
- 42 THE CHARLIE DANIELS BAND • WINDOWS • EPIC**
ADDS: KMG. **HOTS:** WLVO, WPLR, KSHE, WLIR, WKLS, WRNW, WGRQ, WCCC, WMMS, KEZY. **MEDIUMS:** KSJO, KBPI, KNCN, WBLM, KLQL, WQUR, WCOZ, WSHE. **PREFERRED TRACKS:** Saigon. **SALES:** Moderate in all regions; strongest in Midwest.
- 67 THE DREGS • INDUSTRY STANDARD • ARISTA**
ADDS: None. **HOTS:** WLIR, KSJO. **MEDIUMS:** WPLR, KLQL, KSFX, WKLS, WGRQ, WYSP, WSHE, KNCN, WLVO, KBPI. **PREFERRED TRACKS:** Crank. **SALES:** Fair in all regions; strongest in West.
- 193 DUKE JUPITER • 1 • COAST TO COAST/CBS**
ADDS: KMG. **HOTS:** KLQL, WGRQ, WYSP, WMMS. **MEDIUMS:** WPLR, KZAM, KSFX, WCOZ, WSHE, WLVO, KBPI, KSJO. **PREFERRED TRACKS:** Open. **SALES:** Weak in all regions.
- 171 JAY FERGUSON • WHITE NOISE • CAPITOL**
ADDS: None. **HOTS:** WBLM, WQUR, WCCC. **MEDIUMS:** WPLR, KNX, KSHE, KLQL, KSFX, WRNW, WGRQ, WKDF, WMMS, KEZY, WSHE, KBPI. **PREFERRED TRACKS:** Title. **SALES:** Fair in East and Midwest; weak in others.
- 121 FRANKE & THE KNOCKOUTS • BELOW THE BELT • MILLENNIUM/RCA**
ADDS: WKDF, KSFX. **HOTS:** WYSP, WMMS, KSJO. **MEDIUMS:** WPLR, WBLM, KSHE, WCOZ, KEZY, WSHE, KNCN, WLVO, KBPI, KMET. **PREFERRED TRACKS:** Without, Never, Fighting. **SALES:** Fair in East and West; weak in others.
- 92 GAMMA • 3 • ELEKTRA**
ADDS: None. **HOTS:** KBPI, KSHE, KSFX, WLIR, WQUR, WGRQ. **MEDIUMS:** KMET, KSJO, WPLR, WBLM, WRNW, WKDF, WYSP, WMMS, WSHE, KNCN, WLVO. **PREFERRED TRACKS:** Gone, Right, Moving. **SALES:** Moderate in West and Midwest; weak in others.
- 35 GENESIS • ABACAB • ATLANTIC**
ADDS: None. **HOTS:** KLQL, WQUR, WRNW, WGRQ, WYSP, WCOZ, WMMS. **MEDIUMS:** WBLM, KZAM, KSFX, WKLS, KMG, KEZY, KSJO. **PREFERRED TRACKS:** Corner, Dark, Reply. **SALES:** Moderate in all regions.
- 2 THE GO-GO'S • BEAUTY AND THE BEAT • I.R.S./A&M**
ADDS: None. **HOTS:** KROQ, KSFX, WLIR, WHFS, KMG, WYSP, WCOZ, KAC, WSHE, KMET. **MEDIUMS:** WKLS, WKDF, WMMS. **PREFERRED TRACKS:** Beat, Lips, This Town. **SALES:** Good in all regions.
- 30 SAMMY HAGAR • STANDING HAMPTON • GEFEN**
ADDS: None. **HOTS:** KMET, WPLR, WBLM, KSHE, KLQL, WGRQ, KMG, WYSP, WCOZ, WMMS, WSHE, KNCN, WLVO, KBPI. **MEDIUMS:** KSJO, WLIR, WKDF. **PREFERRED TRACKS:** I'll Fall, Piece. **SALES:** Moderate to fair in all regions; weakest in East.
- 38 THE HUMAN LEAGUE • DARE • VIRGIN/A&M**
ADDS: WKLS, KSHE. **HOTS:** WPLR, KROQ, WLIR, WGRQ, WHFS, KAC, WMMS. **MEDIUMS:** KSFX, WYSP, WCOZ, KBPI, KMET. **PREFERRED TRACKS:** Don't You. **SALES:** Moderate to fair in all regions; strongest in East.
- 3 THE J. GEILS BAND • FREEZE-FRAME • EMI AMERICA**
ADDS: None. **HOTS:** KMET, WPLR, WLIR, WRNW, KMG, WMMS, KNCN. **MEDIUMS:** KSJO, KBPI, WLVO, WBLM, KSHE, KROQ, KLQL, WKLS, WQUR, WCOZ, KEZY. **PREFERRED TRACKS:** Title, Centerfold. **SALES:** Good in all regions.

LP Chart Position

- 4 JOAN JETT & THE BLACKHEARTS • I LOVE ROCK 'N ROLL • BOARDWALK**
ADDS: WLVO. **HOTS:** KMET, WSHE, WMMS, KAC, WPLR, WBLM, KSHE, KROQ, KSFX, WLIR, WKLS, WGRQ, WHFS, WKDF, KMG, WYSP. **MEDIUMS:** KSJO, KBPI, WLVO, KLQL, WQUR, WCOZ. **PREFERRED TRACKS:** Title, Crimson. **SALES:** Good in all regions.

5 MOST ADDED

- 123 GREG KIHN BAND • KIHNTINUED • BERSERKLEY/ELEKTRA**
ADDS: KMET, WCOZ, WGRQ, KSHE. **HOTS:** KSFX, WLIR, WRNW, KAC, WMMS. **MEDIUMS:** WPLR, KROQ, WQUR, KNCN, WLVO, KBPI, KSJO. **PREFERRED TRACKS:** Open. **SALES:** Good in West; fair in others.
- 149 KROKUS • ONE VICE AT A TIME • ARISTA**
ADDS: KNCN, WYSP, KSFX, WPLR. **HOTS:** None. **MEDIUMS:** WBLM, KLQL, WCCC, WMMS, WSHE, KMET. **PREFERRED TRACKS:** American, Stick. **SALES:** Weak in East; fair in others.
- 103 LE ROUX • LAST SAFE PLACE • RCA**
ADDS: KZAM. **HOTS:** WBLM, KNX, KSHE, WKDF, KEZY, KSJO. **MEDIUMS:** KLQL, KBPI, KMET. **PREFERRED TRACKS:** Addicted. **SALES:** Fair in South; weak in others.
- 45 HUEY LEWIS & THE NEWS • PICTURE THIS • CHRYSALIS**
ADDS: None. **HOTS:** KNCN, WBLM, KROQ, KLQL, KSFX, WKDF, KMG, WYSP, KAC, WMMS, KEZY. **MEDIUMS:** KMET, KSJO, KBPI, KZAM, KSHE, WGRQ, WCOZ. **PREFERRED TRACKS:** Do You, Tell, Working. **SALES:** Weak in East; moderate to fair in others.
- 11 LOVERBOY • GET LUCKY • COLUMBIA**
ADDS: None. **HOTS:** KMET, KBPI, WLVO, KNCN, WSHE, KROQ, KLQL, KSFX, WKLS, WGRQ, KMG, WYSP, WCCC, WMMS. **MEDIUMS:** WPLR, WBLM, KSHE, WLIR, WQUR, WCOZ. **PREFERRED TRACKS:** When, Working. **SALES:** Good to moderate in all regions.

2 MOST ADDED

- **THE MOTELS • ALL FOUR ONE • CAPITOL**
ADDS: KROQ, WLIR, WRNW, WHFS, WKDF, WYSP, WCCC, WCOZ, KAC, WMMS, KEZY, KMET. **HOTS:** None. **MEDIUMS:** KEZY. **PREFERRED TRACKS:** Lonely. **SALES:** Just shipped.

- 25 ALDO NOVA • PORTRAIT/CBS**
ADDS: None. **HOTS:** KMET, KBPI, WLVO, WSHE, KSFX, WGRQ, KMG, WYSP, WMMS, KEZY, KNCN. **MEDIUMS:** KSJO, WPLR, WBLM, KSHE, KLQL, WLIR, WQUR, WCCC, WCOZ. **PREFERRED TRACKS:** Fantasy, Fooling. **SALES:** Moderate to fair in all regions; weakest in East.

3 MOST ADDED

- **OUTLAWS • LOS HOMBRES MALO • ARISTA**
ADDS: KSHE, WLIR, WQUR, WRNW, WKDF, WCCC, KEZY, KNCN, WLVO, KMET. **HOTS:** None. **MEDIUMS:** KEZY, WLVO. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.

1 MOST ACTIVE

LP Chart Position

- # 4 MOST ADDED
- 165 POINT BLANK • ON A ROLL • MCA**
ADDS: KMET, WLVO, WQUR, WKLS, KSFX. **HOTS:** WBLM, KSHE, WYSP, KNCN, KBPI. **PREFERRED TRACKS:** Open. **SALES:** Fair initial response in all regions; strongest in Midwest.
- 10 THE POLICE • GHOST IN THE MACHINE • A&M**
ADDS: None. **HOTS:** KMET, KSJO, WPLR, KSHE, KROQ, KLQL, WKLS, WQUR, WRNW, WHFS, KMG, KAC, WMMS. **MEDIUMS:** WBLM, WKDF, WCOZ, KEZY. **PREFERRED TRACKS:** Secret, Spirits, Every. **SALES:** Good to moderate in all regions.
- 68 PRISM • SMALL CHANGE • CAPITOL**
ADDS: None. **HOTS:** KSHE, KLQL, KMG, WMMS, KEZY, WSHE, KNCN, KMET. **MEDIUMS:** WBLM, WLIR, WQUR, WCOZ, KBPI. **PREFERRED TRACKS:** Don't Let. **SALES:** Moderate in Midwest; fair in others.
- 34 BONNIE RAITT • GREEN LIGHT • WARNER BROS.**
ADDS: None. **HOTS:** KNX, KZAM, WOUR, WRNW, WHFS, KEZY, KBPI. **MEDIUMS:** WBLM, KROQ, WLIR, KNCN, KMET. **PREFERRED TRACKS:** Open. **SALES:** Moderate to fair in all regions; strongest in West.
- 32 SCORPIONS • BLACKOUT • MERCURY/POLYGRAM**
ADDS: WSHE. **HOTS:** KMET, WBLM, KLQL, KSFX, WLIR, WGRQ, WYSP, WCOZ, WMMS, KBPI, KSJO. **MEDIUMS:** WPLR, KSHE, WCCC, KNCN, WLVO. **PREFERRED TRACKS:** Title. **SALES:** Good to moderate in all regions; strongest in West and Midwest.
- 48 THE SECRET POLICEMAN'S OTHER BALL • VARIOUS • ISLAND**
ADDS: KAC. **HOTS:** WPLR, KROQ, WLIR, WRNW, WHFS, KEZY. **MEDIUMS:** KSHE, WCCC, WMMS, KMET. **PREFERRED TRACKS:** Message, Crossroads, Roxanne, Mondays. **SALES:** Moderate in all regions; strongest in West.
- 49 SOFT CELL • NON-STOP EROTIC CABARET • SIRE**
ADDS: None. **HOTS:** WPLR, KROQ, KSFX, WHFS, WYSP, KAC, WMMS, WSHE, KMET. **MEDIUMS:** WBLM, KLLO, WCOZ, KEZY, KSJO. **PREFERRED TRACKS:** Tainted, Dwarf. **SALES:** Moderate in East; fair in others.
- 5 RICK SPRINGFIELD • SUCCESS HASN'T SPOILED ME YET • RCA**
ADDS: None. **HOTS:** KBPI, KNCN, KEZY, WCCC, WPLR, WBLM, KZAM, KSHE, WLIR, WKLS, WGRQ, WKDF. **MEDIUMS:** KSJO, WLVO, WSHE, WCOZ, KLQL, KSFX, WRNW, KMG, WYSP. **PREFERRED TRACKS:** Strangers, Excited. **SALES:** Good in all regions.
- 61 TOMMY TUTONE • TUTONE 2 • COLUMBIA**
ADDS: None. **HOTS:** KBPI, WLVO, WSHE, WMMS, WBLM, KROQ, WLIR, WKLS, WOUR, WBRQ, WYSP, WCCC, KAC. **MEDIUMS:** KMET, KSJO, KLQL, KSFX, WKDF, KMG, WCOZ. **PREFERRED TRACKS:** Jenny, Man. **SALES:** Weak in East; moderate to fair in others.
- 85 TOTO • IV • COLUMBIA**
ADDS: WYSP, KMG, KLLO, KZAM. **HOTS:** KNX, WRNW, KEZY, KNCN. **MEDIUMS:** WPLR, WKDF, WLVO, KBPI. **PREFERRED TRACKS:** Rosanna. **SALES:** Major breakouts in all regions.
- 93 DWIGHT TWILLEY • SCUBA DIVERS • EMI AMERICA**
ADDS: None. **HOTS:** WLIR, WQUR. **MEDIUMS:** KSJO, WPLR, WBLM, KSHE, KROQ, KLQL, KSFX, WRNW, WGRQ, KMG, WYSP, WMMS, KBPI. **PREFERRED TRACKS:** Somebody, Crying. **SALES:** Weak in West; fair in others.

TOP 30 ALBUMS

	Weeks On 4/10 Charts		Weeks On 4/10 Chart
1 THE DUDE OUINCY JONES (A&M SP-3721)	1 54	17 WEATHER REPORT (ARC/Columbia FC 37616)	14 9
2 THE GEORGE BENSON COLLECTION (Warner Bros. 2HW 3577)	2 22	18 SILK FUSE ONE (CTI 9006)	18 14
3 COME MORNING GROVER WASHINGTON, JR. (Elektra SE-562)	3 19	19 SOMETHING ABOUT YOU ANGELA BOFILL (Arista AL 9576)	21 12
4 DREAM ON GEORGE DUKE (Epic FE 37532)	4 7	20 RIDE LIKE THE WIND FREDDIE HUBBARD (Musician/Elektra E1-60029)	20 5
5 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	5 35	21 TELECOMMUNICATION AZYMUTH (Milestone/Fantasy M-9101)	27 2
6 MYSTICAL ADVENTURES JEAN-LUC PONTY (Atlantic SD 19333)	7 10	22 THE LADY AND HER MUSIC — LIVE ON BROADWAY LENA HORNE (Owest/Warner Bros. 2QW 3597)	25 5
7 OBJECTS OF DESIRE MICHAEL FRANKS (Warner Bros. BSK 3600)	6 12	23 DAN SIEGEL (Elektra E1-60037)	23 4
8 WYNTON MARSALIS (Columbia FC 37574)	9 11	24 BLUE HORIZON ERIC GALE (Musician/Elektra E1-60022)	22 5
9 IT'S A FACT JEFF LORBER (Arista 9583)	10 4	25 ECHOES OF AN ERA VARIOUS ARTISTS (Elektra E1-60021)	19 12
10 CRAZY FOR YOU EARL KLUUGH (Liberty LT-51113)	8 24	26 THE GRIFFITH PARK COLLECTION VARIOUS ARTISTS (Musician/Elektra E1-60025)	26 3
11 RIO LEE RITENOUR (Musician/Elektra E1-60024)	12 6	27 CHARIOTS OF FIRE ERNIE WATTS (Qwest/Warner Bros. OWS 3637)	28 12
12 LIVE AT THE SAVOY RAMSEY LEWIS (Columbia FC 37687)	11 7	28 SLEEPWALK LARRY CARLTON (Warner Bros. BSK 3635)	24 12
13 FEELING GOOD ROY AYERS (Polydor/PolyGram PD-1-6348)	13 6	29 THE GLORY OF . . . ALBERTA HUNTER (Columbia FC 37691)	30 3
14 ELECTRIC RENDEZVOUS AL DI MEOLA (Columbia FC 37654)	15 11	30 AMACORD NINO ROTA VARIOUS ARTISTS (Hannibal HNBL 9301)	29 11
15 EARLAND'S JAM CHARLES EARLAND (Columbia FC 37573)	16 3		
16 REFLECTIONS GIL SCOTT-HERON (Arista AL 9566)	17 31		

ON JAZZ

HERE NOW THE DIRT — Expect Rounder Distribution to pact with ECM Records this month as part of a move by the Munich-based label to form a secondary independent distribution network. The deal will cover the Japo label, back titles never picked up by Warner Bros., and several titles deleted by WEA. Among the latter category are albums by **Paul Bley**, **Bill Connors**, **Steve Khan**, **Jan Garbarek**, **Jack DeJohnette** and others. . . . **Weather Report** has been revamped. Co-founders **Joe Zawinul** and **Wayne Shorter** have reportedly responded to a palace revolt by firing everybody else, including bassist **Jaco Pastorius** and drummer **Peter Erskine**. Replacements have already been chosen, although names were not forthcoming at presstime. Sources at Columbia tell us the new quintet will tour this summer and that solo albums by Shorter and Zawinul are expected in June. . . . Music Minus One's City Sounds One Stop has acquired the English Affinity label for distribution. The LPs carry a \$10.98 list for single albums. . . . Columbia records recently hosted a listening party for **Herbie Hancock's** soon-to-be-released "Lite Me Up" album. The pop-oriented disc, which includes contributions from **Rod Temperton**, is Hancock's most serious bid to date to become a crossover heavyweight a la **Quincy Jones**. *On Jazz* has also learned that while pursuing commercial endeavors with this disc, Hancock will also be part of a super group touring under the aegis of promoter **George Wein** this summer. The rest of the group includes **George Benson**, **Tony Williams**, **Ron Carter**, **Wayne Shorter** and **Wynton Marsalis**. . . . Producer/disc jockey **Bob Porter** has been signed on by the Danish Storyville label as an American representative. Porter will work out of the New York offices of the Moss Music Group, Storyville's North American distributor. The irrepressible Porter will also be shopping a syndicated blues show at the upcoming NPR convention in Washington, D.C. . . . Columbia is combing the shelves of CBS/Sony in hopes of assembling a live **Thelonious Monk** album.

CONCORD COMES TO GOTHAM — Since its inception in 1969, the Concord Jazz Festival has been one of the beacons in an otherwise dim West Coast jazz scene. The festival, organized by then-car dealer **Carl Jefferson**, has since given rise to one of the most successful independent jazz labels, Concord Jazz. Jefferson has since traded in his Lincoln-Mercury for a turntable and can boast a catalog of over 150 titles, all still in print, in just nine years. But although the Concord Festival has been an established mainstay of the coast scene, New Yorkers have had to rely on club bookings to see Concord artists. All that changes this summer, when the Kool Jazz Festival in New York premieres an all-Concord night at Carnegie Hall. The emphasis will be distinctly Latin, with **Charlie Byrd**, **Tania Maria** and **Cal Tjader** splitting the triple-bill.

OOPS!! — Last week we made mention of an upcoming concert in Washington, D.C. featuring **Herbie Hancock**, **Hubert Laws**, **Ramsey Lewis**, **Wynton Marsalis**, **McCoy Tyner** and **Ron Carter**. Unfortunately, the column was jumped to another page midway through the item, and several lines of copy were lost. The May 14 show, to benefit the Urban Coalition, will be videotaped and recorded. We should also add that since last week, **Ornette Coleman** and **Arthur Blythe** have been added to the bill. Also lost was news that a double record live album by **Miles Davis**, entitled "We Want Miles," will be released this month. The material is from last summer's tour of the U.S. and Japan.

fred Goodman



KOOL & THE BRASS — Robert "Kool" Bell of DeLite/PolyGram recording group *Kool & The Gang* and the rest of the band were honored recently for their current string of hits, including the platinum certified "Something Special" LP. Pictured are (l-r): Bell; Harvey Schein, president/CEO, PolyGram Corp.; and Guenter Hensler, president/COO, PolyGram Records.

Minor Changes Characterize Arbs In L.A., N.Y., Philly

(continued from page 5)

KRLA dropped to 2.2, down from 2.8.

In the AOR battles, Philadelphia's WMMR continues to lead the way despite a sharp drop to 5.1 from 6.2. WIOQ also dropped, falling to 3.5 from 4.3. Only WYSP showed an increase with a 4.1, up from 3.5.

In Los Angeles, while KMET and KLOS battle each other for top honors, KROQ got its best ratings ever with a 3.0, up from 2.4. Both KMET and KLOS fell, however, with KMET pulling a 3.9, down from 4.5, and KLOS right behind with a 3.8, down from its top rating of 4.7 in the fall. AOR formatted WPLJ/New York still has a decided edge, despite dropping a half share to 4.0, over WNEW-FM, which moved up a notch to 2.5.

New York Top 40 rocker WNBC dropped to 3.9 from 4.5, maintaining a slight edge over WABC, which had a 3.8, up from 3.1. WABC plans to switch formats to all-talk in May. Black contemporary stations WKTU and WRKS are still battling behind WBSL. WRKS dipped slightly to 5.1, down from 5.6, and WKTU fell to 4.5 from 6.1.

Country radio (for persons 12+ in the metro areas) has experienced better ratings in the past. In L.A., for example, all three country outlets fell slightly, with KZLA-FM leading with a 2.5, down from 2.7; followed by KLAC at 2.0, down from 2.7; and KHJ at 1.6, down from 1.8. In Philadelphia, country leader WUSL fell to 2.6 from 4.0, while WFIL moved up three tenths to 2.4. And in New York, country mainstay WHN slid to 2.1, down from 2.4, while WKHK held even at 1.5.

These numbers reflect average quarter hour shares, total persons, 12+ in the metro area, 6 a.m. to midnight, Monday through Sunday.

21 Records Inks With Polydor International

(continued from page 6)

track record I was fortunate to have benefited myself."

Old Friends

The formation of 21 Records reunites Haayen and Van Kooten, and renews their ties with PolyGram. Haayan, most recently senior vice president, WEA International, began his career in the music business with the Dutch Red Bullet Prods., of which Van Kooten is presently chairman. Following his period with Red Bullet, Haayan held various positions with PolyGram, including managing director of Polydor Holland; managing director of Polydor, Ltd., U.K.; President of Polydor U.S.A.; and vice president, popular music, Polydor International.

Aside from his role with Red Bullet Prods. Van Kooten is chairman of C.N.R., which will market and distribute 21 Records in the Benelux nations. The handling of 21 Records by C.N.R. in those three countries is the only exception to the deal with Polydor International.

PolyGram Bows CD Packaging

LOS ANGELES — PolyGram Records Operation (PRO) International Compact Disc senior director, Hans Gout recently unveiled the packaging to be used commercially when the company begins manufacturing the 4.7" digital audio disc in Hanover, Germany this July. Gout made the presentation to members of the Society of Professional Audio Recording Studios (SPARS) during its Los Angeles Road Show March 27, while National Assn. of Recording Merchandisers (NARM) president John Marmaduke, of Hastings Books/Records/Video, displayed it for NARM convention attendees the following day at the "Magic of Digital" session.

A two-piece hinged paper box with slick coating comprises the outer section of the housing, allowing for easy store display and adequate room for "sleeve" information. The Compact Disc rests on a molded plastic tray inside the box, which also contains enough room for up to 24 pages of liner notes.

Gout noted that four holes have been punched in the back of CD packaging so that the box might be affixed to injection molded plastic racks that PolyGram has also developed to afford easy display while preventing theft. Gout also stressed that this makes the package either wall or rack-mountable for display, or bin-stored.

Color artist renderings of in-store CD displays, which Gout brought with him from his office in The Netherlands, showed a number of possibilities for CD merchandising, from new modular free-standing racks to regular bins converted to CD to combination preview monitor/rack units.

All bins and racks, Gout stressed, would be either manufactured or modified to be theft-proof.

According to Gout, PolyGram plans to present an initial catalog of some 200 CD titles when it is debuted in summer, with some 300 to 400 more titles planned to be added by the end of 1983. At that time, PolyGram projects total Compact Disc production to have exceeded 3 million units.

Alfa Bows New \$5.98 Midline With Mini-LP

LOS ANGELES — Alfa Records has initiated a \$5.98 line of albums this week with the release of a 24-minute mini-LP from The Monroes, a San Diego-based group. The five-song-record features all original material from the band and is expected to be followed by other abbreviated albums in the near future.

"The Monroes are a fresh, new band," said Pete Jones, Alfa Records v.p., marketing, "and a mini-LP offers a price that is an attractive value to the consumer. This is a solid and viable way to go with a new band, and Alfa will release other mini-LPs when the situation warrants it."

RIAA Reports 18% Drop In New Releases

(continued from page 12)

four percent from 380 in 1980 to 395 in 1981. Eighty-nine percent of the titles available in the midline disc configuration were also available on cassette, but only 41% of the titles were available on eight-track.

For new cassette titles, again mostly counterparts of new LP titles, the 2,475 total in 1981 was nine percent under the 1980 total of 2,725. In configuration conversion, the total also slipped from 89% of the LP titles in 1980 to 87% in 1981. However, the eight-track tape configuration showed a dramatic decrease of 35%, dropping from 1,525 new titles in 1980 to 985 in 1981. And while eight-tracks represented 50% of the LP titles in 1980, only 35% of the new LP titles in 1981 were released on eight-track tape.

Hike In Country Sales Has Little Effect On Use Of Merchandising Aids At Retail

by Tom Roland

NASHVILLE — Though country sales are admittedly up for record retailers, the rise in sales has not been accompanied in most cases by an increase in the use of display materials or movement of the country bin to a location nearer the front of the store. That is the conclusion drawn by four prominent country retailers: Bobby Keyser, who heads up four Record Bar outlets in the Jacksonville area; Charmaine Brock, buyer for Circles in downtown Phoenix; David Teaff, of Friends in Oklahoma City; and Danny O'Brian, manager of Houston's Sound of Music.

The Record Bar chain in Jacksonville was the only one of the four where the country bins, which used to remain in the back of the stores, had been moved to a more prominent location in the front or middle of the floor. In turn, he noted, Record Bar is using more merchandising aids in promoting country product. "We're using a lot more," he says, "but there's a lot more country point-of-purchase available. Before there were some labels that were doing it; RCA's been doing it for some time — that's one reason why they are where they are in the country field. We were getting aids on just the bigger names, but now we're seeing it on a lot of the not-so-big artists."

To Keyser, the artist's career level is not an important consideration in determining which aids are utilized. "If we're working with a company, and we're both promoting it," he stated, "I don't think the artist matters, whether he's established or not established."

What is a major factor is the appearance of the display materials. "I think some of them are real good, and I think some of them need improving," he commented frankly. "CBS and RCA, in particular, have good ones. With bad ones, there's really not a good enough assortment of material to do a good display. They might have just the album covers or a few posters, but it's great if you can have an assortment. Let's face it, the more colorful or the more spectacular the display looks, the quicker it's going to attract somebody's attention."

Inconsistent Supply

The amount of country display material that Keyser is able to use is also inherently dependent on the availability of visual promotion items. "When the different labels have their country promotions, you see a lot of really good country promotional material," he says. "RCA always has a spring one, and MCA has a spring one; most of the companies have spring promotions going. When there's nothing out in the way of albums, you're not going to get any merchandising aids, which is what happened the first quarter of this year. There weren't any big albums out, so we didn't get anything. It was like unknown artists, and I

don't think the labels are spending as much money promoting them until they sell 'x' amount of records."

Circles in Phoenix has not adjusted the location of either its country bin or its country displays, and the country section remains in the back of the store with a huge wall for label-associated displays, in which five or six artists are highlighted from one particular label.

"We are a very heavily service-oriented store," commented Circles' Brock, "and we try to grab the customers right when they come in and ask them what they need and point them to it. The way our store is set up, it's a huge L-shape with the front of the store at the top, so we just tell them to walk straight back and turn to the right and they can't miss it. The big country display does help direct people toward the country section; it's very visible — not from the counter but from the other parts of the store."

Though Brock feels that the quality of country display materials, is, for the most part, equivalent to promotional items supplied by the labels for pop and rock product, she notes that the subject matter is often quite restrictive. "All these artists want their faces on the front," she comments. "There's not much you can do with an album that's a mug shot, and it seems like a lot of country artists generally have their face on the cover, more so than rock or pop people."

Friends Records in Oklahoma City has seen an increase in country sales, but management continues to limit the country display materials to the country section to mark the location of the bin. "We're not dealing with a big store here anyway," says David Teaff, "and, if I put up any country displays at all, I put them around in that general area. We probably don't push the country product here. We probably could push it better by putting more items on sale and putting more country product up front where the new releases are, but the times that we bought quantity on the stuff we thought we would sell a lot of, we ended up getting stuck with it."

Less Than Pop

Teaff, though, is of the opinion that the labels do not support the country product through merchandising aids in the same manner as they afford their pop and rock acts. "I don't think there are as many of them," says Teaff, "and I don't know if I feel like they spend as much. We've got an Emmylou Harris display up; I love that poster. Warner Bros. did a real good job on her, but we don't get that much display material."

"The MCA rep is our best contact, and he'll bring us lots of stuff, but it's mostly those flats. Those can be used with other

(continued on page 23)



YOUNGER BROTHERS JOIN HANDS WITH MCA — The Younger Brothers, a Houston-based duo consisting of James and Michael Williams, recently signed an exclusive recording contract with MCA. The Younger's first single for the label, "Lonely Hearts," entered the **Cash Box** country chart this week at #86 bullet. Pictured at the signing are (l-r): Erv Woolsey, vice president, promotion, MCA; Chic Doherty, vice president, marketing, MCA; Danny O'Brian, the duo's manager; James and Michael Williams; and Ron Chancey, vice president, A&R, MCA.

Losses To Home Taping Exaggerated By Industry Says Wall Street Analyst

(continued from page 5)

help at best to the record manufacturers. In spite of figures presented by the Warner Communications, Inc. (WCI) consumer survey, which claimed that the record industry was losing 30% of its potential profits to home taping, (**Cash Box**, April 3), Vogel, expressing his skepticism of surveys, said that consumers "deny their inner motivations" on such questionnaires and ventured that tapers, who spend \$600 million a year on blank tape, would spend their money on other competing forms of entertainment if they didn't tape.

Vogel also came out in favor of LP rental through retail outlets, which would be good for the dealers without really harming the manufacturers under current conditions. Vogel stated that he favored anything that represented a lower cost to the consumer. If the consumer only liked two or three cuts off an album, he probably wouldn't buy it anyway. Therefore, to get two-to-three dollars for the rental, plus the added profit to the retailer from the sale of the blank tape, would help rather than hurt the industry. The main drawback, as Vogel saw it, would be the increased amount of paperwork needed to handle rentals.

Finally, Vogel implied that competition with the booming arcade and home entertainment markets should be the major concern of record executives. While the film industry grossed \$3 billion in 1981 and the record industry surpassed the theaters with a \$3.5 billion intake, the arcades took in \$6 billion. Vogel projected that by 1985, video games for home television would gross \$7 billion.

Proposed Solutions

To combat the onslaught, Vogel included the following suggestions:

- the recording industry should

emphasize quality control;

- artists, producers and labels should resist the temptation to include "filler material" on album projects;

- distributors should liberalize their returns policies on new artists, allowing retailers to spend more of their inventory dollars on "new blood";

- labels should resist future price increases and, in turn, offer more midline priced product; and

- the industry should begin to think of itself as a subset of a larger software world instead of a separate entity.

Fred Vail, a Nashville studio owner and former manager of the Beach Boys, disagreed, saying that records were "still in the hearts and pocketbooks of American consumers." Vail viewed the industry's slump in terms of the overall economy. Said Vail: "The current problem is a general crisis of confidence of the American people and business community, and the crisis is being perpetuated nightly by the media."

He also blamed the record companies for a dearth in new talent. Vail noted that one record label has not signed a new artist in eight months and that the cold reception given to struggling musicians has stifled the creative spirit.

Other panelists included John McCarthy, an accountant for a number of producers, writers and artists; Dr. David Baskerville, who authored one of the textbooks used in Belmont College's music industry program; and Jim Foglesong, vice president of MCA Nashville, who, although unhappy about the overall state of the music industry, expressed a more optimistic outlook for the future of Nashville as "country is the only undepressed form of music in the industry's current slump."

Dr. Jay Collins, head of the music industry program at Belmont, moderated the event.

Music City Tennis Invitational Set

NASHVILLE — The ninth annual Music City Tennis Invitations Tournament, a charitable event with proceeds to benefit Nashville Memorial Hospital, has been set for May 15-17 at Maryland Farms Racquet and Country Club in Brentwood.

The invitational, an amateur, round robin, doubles tourney, is open to persons who make their professions in the music industry, with partners from within or outside the industry.

Previous contributions to the hospital, obtained through player entry fees and donations by sponsors, have exceeded \$24,000. Deadline for entry to the tournament is May 3. If interested, call Lari Pierce at (615) 824-1573.

Gilley, Twitty, West To Host ACM Awards

NASHVILLE — Mickey Gilley, Conway Twitty and Dottie West have been named to host the 17th annual Academy of Country Music Awards show April 29. The program is scheduled to begin at 9 p.m. Eastern time on NBC-TV.

The trio of hosts will be joined by performers Alabama, the Oak Ridge Boys, Merle Haggard, Charley Pride, Judy Bailey, Kippi Brannon, Earl Thomas Conley, Lee Greenwood, Terry Gregory, Tricia Johns, Eddy Raven and Ricky Skaggs. Additional performers will be added at a later date.

Dick Clark is the executive producer of the special, with Al Schwartz and Gene Weed acting as co-producers. Weed will double as the program's director.

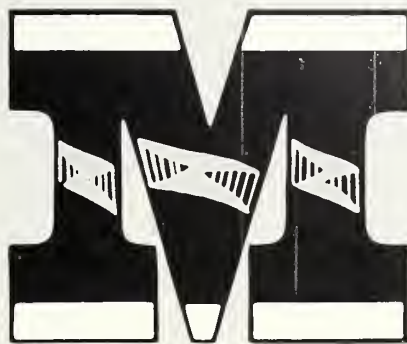


WAGONER PRESENTS KEY TO FIRESIDE — Porter Wagoner presented the key to Fireside Recording Studio to its new owners, a trio of Oklahoma investors, March 24 at the studio. Pictured with the six-foot key are (k-r): Benny Kennerson, administrator, Fireside; Kraig Kendall and Mike Smith, new owners; Wagoner; Barry Switzer, head coach, University of Oklahoma football team; and Terry West, owner.

TOP 75 **A**LBUMS

	Weeks On Chart	4/10		Weeks On Chart	4/10
1 BLACK ON BLACK WAYLON JENNINGS (RCA AHL 1-4247)	2	7	38 GARY MORRIS (Warner Bros. BSK 3658)	45	2
2 MOUNTAIN MUSIC ALABAMA (RCA AHL1-4229)	3	6	39 KEEP ON DANCIN' (COUNTRY STYLE SWING) VOL 1 NASHVILLE RHYTHM SECTION (Koala KOA 15001)	39	22
3 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	9	5	40 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	40	155
4 BOBBIE SUE OAK RIDGE BOYS (MCA-5294)	1	9	41 GIVIN' HERSELF AWAY GAIL DAVIES (Warner Bros. BSK 3636)	41	6
5 FANCY FREE OAK RIDGE BOYS (MCA-5209)	5	45	42 ESPECIALLY FOR YOU DON WILLIAMS (MCA-5210)	31	39
6 BIG CITY MERLE HAGGARD (Epic FE 37593)	4	24	43 LIVE BARBARA MANDRELL (MCA-5243)	43	33
7 STILL THE SAME OLE ME GEORGE JONES (Epic FE-37106)	7	20	44 THERE'S NO GETTIN' OVER ME RONNIE MILSAP (RCA AHL 1-4060)	28	33
8 SOUTHERN COMFORT CONWAY TWITTY (Elektra E1-60005)	8	12	45 GREATEST HITS CHARLEY PRIDE (RCA AHL 1-4151)	38	25
9 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	6	56	46 GREATEST HITS ANNE MURRAY (Capitol SO-12110)	46	80
10 FINALLY! T.G. SHEPPARD (Warner/Curb BSK 3600)	10	12	47 CHARLEY SINGS EVERYBODY'S CHOICE CHARLEY PRIDE (RCA AHL1-4287)	54	2
11 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	11	32	48 DESPERATE DREAMS EDDY RAVEN (Elektra 5E-545)	48	24
12 GREATEST HITS OAK RIDGE BOYS (MCA-5150)	12	35	49 WITH LOVE JOHN CONLEE (MCA-5213)	58	38
13 SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)	13	50	50 LISTEN TO THE RADIO DON WILLIAMS (MCA-5306)	—	1
14 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	17	18	51 I AIN'T HONKY TONKIN' NO MORE JOE SUN (Elektra E1-10010)	51	3
15 THE DAVID FRIZZELL AND SHELLY WEST ALBUM (Warner Bros./Viva BSK 3643)	23	11	52 I BELIEVE IN YOU DON WILLIAMS (MCA-5133)	52	2
16 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	16	30	53 FIRE & SMOKE EARL THOMAS CONLEY (RCA AHL 1-4135)	50	19
17 FEELIN' RIGHT RAZZY BAILEY (RCA AHL1-4228)	14	9	54 I LIE LORETTA LYNN (MCA 5293)	49	8
18 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	15	93	55 TOWN & COUNTRY RAY PRICE (Dimension DL 5003)	—	1
19 STEP BY STEP EDDIE RABBITT (Elektra 5E-532)	19	34	56 BUSTED JOHN CONLEE (MCA-5310)	—	1
20 ME AND MY R.C. LOUISE MANDRELL and R.C. BANNON (RCA AHL 1-4059)	20	9	57 AIN'T GOT NOTHING TO LOSE BOBBY BARE (Columbia FC 37719)	—	1
21 JUICE JUICE NEWTON (Capitol ST 12136)	18	57	58 LOVERS & LOSERS JOHNNY PAYCHECK (Epic FE 37933)	—	1
22 CIMARRON EMMYLOU HARRIS (Warner Bros. BSK 3603)	21	17	59 MR. T CONWAY TWITTY (MCA-5204)	53	31
23 BET YOUR HEART ON ME JOHNNY LEE (Full Moon/Asylum 5E-541)	22	26	60 AMAZING GRACE CRISTY LANE (Liberty/LS LT-51117)	57	3
24 I AM WHAT I AM GEORGE JONES (Epic FE 36586)	24	21	61 LIVE TANYA TUCKER (MCA 5299)	56	3
25 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	25	77	62 LOVIN' HER WAS EASIER TOMPALL & THE GLASER BROTHERS (Elektra 5E-542)	62	26
26 HOLLYWOOD, TENNESSEE CRYSTAL GAYLE (Columbia FC 37438)	26	30	63 STARDUST WILLIE NELSON (Columbia JC 35305)	63	194
27 STRAIT COUNTRY GEORGE STRAIT (MCA-5248)	27	27	64 SLEEPING WITH YOUR MEMORY JANIE FRICKE (Columbia FC 37535)	59	11
28 NOT GUILTY LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 37464)	29	27	65 KIERAN KANE (Elektra E1-60004)	65	6
29 WINDOWS THE CHARLIE DANIELS BAND (Epic FE 37694)	37	3	66 WHERE DO YOU GO WHEN YOU DREAM ANNE MURRAY (Capitol SOO-12144)	64	13
30 GREATEST HITS JIM REEVES & PATSY CLINE (RCA AHL1-4127)	30	20	67 TAKIN' IT EASY LACY J. DALTON (Columbia FC 37327)	71	37
31 SEVEN YEAR ACHE ROSANNE CASH (Columbia JC-36965)	32	56	68 SURROUND ME WITH LOVE CHARLY McCLAIN (Epic FE-37108)	33	47
32 YEARS AGO STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	47	30	69 HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia S2 36752)	55	7
33 WHEN A MAN LOVES A WOMAN JACK GRAYSON (Koala KOA 15751)	34	5	70 URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL-1-4027)	60	43
34 YOU DON'T KNOW ME MICKEY GILLEY (Epic FE-37416)	36	43	71 FRAGILE — HANDLE WITH CARE CRISTY LANE (Liberty LT-51112)	61	26
35 GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	35	74	72 ROWDY HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	66	57
36 THE DUKES OF HAZZARD VARIOUS ARTISTS (Scotti Bros./CBS E237712)	42	3	73 ONE TO ONE ED BRUCE (MCA-5188)	67	19
37 SEASONS OF THE HEART JOHN DENVER (RCA AFL1-4256)	44	4	74 THE VERY BEST OF MEL TILLIS MEL TILLIS (MCA-3274)	68	21
			75 HORIZON EDDIE RABBITT (Elektra 6E-276)	69	31

It's
Never
Been
Easier...



ichael
artin
urphey



"The
Two Step
Is
Easy"

From the album "Michael Martin Murphey"

Produced by Jim Ed Norman
for Hin-Jen Productions



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LIBERTY

TOP 100 COUNTRY SINGLES

April 17, 1982

	Weeks On Chart	4/10
1 SAME OLE ME	2	11
2 ANOTHER SLEEPLESS NIGHT	3	14
3 THE CLOWN	1	12
4 CRYING MY HEART OUT OVER YOU	9	13
5 THROUGH THE YEARS	6	12
6 A COUNTRY BOY CAN SURVIVE	7	13
7 IF YOU'RE THINKING YOU WANT A STRANGER (THERE'S ONE COMING HOME)	11	12
8 BE THERE FOR ME BABY	8	13
9 I LIE	10	13
10 ANOTHER HONKY-TONK NIGHT ON BROADWAY	12	11
11 MOUNTAIN MUSIC	13	7
12 IN LIKE WITH EACH OTHER	14	11
13 YOU NEVER GAVE UP ON ME	21	9
14 SINGLE WOMEN	16	8
15 BUSTED	17	9
16 ROUND THE CLOCK LOVIN'	19	10
17 AFTER THE LOVE SLIPS AWAY	18	9
18 ALWAYS ON MY MIND	23	7
19 SPEAK SOFTLY (YOU'RE TALKING TO MY HEART)	24	8
20 NEW CUT ROAD	20	13
21 DON'T LOOK BACK	22	8
22 JUST TO SATISFY YOU	28	6
23 YOU'RE NOT EASY TO FORGET	26	9
24 A LITTLE BIT CRAZY	25	9
25 TEARS OF THE LONELY	33	5
26 SOMEDAY SOON	29	8
27 YOU'LL BE BACK (EVERY NIGHT IN MY DREAMS)	32	6
28 KANSAS CITY LIGHTS	31	7
29 TENNESSEE ROSE	5	14
30 FEEL IT WITH YOU	34	7
31 FOR ALL THE WRONG REASONS	37	4
32 TAKE ME TO THE COUNTRY	41	5
33 FINALLY	44	3

	Weeks On Chart	4/10
34 (YOU SURE KNOW YOUR WAY) AROUND MY HEART	35	10
35 TRAVELIN' MAN	40	6
36 I'M GOIN' HURTIN'	42	5
37 I'VE JUST SEEN A FACE	38	8
38 RING ON HER FINGER, TIME ON HER HANDS	45	4
39 BOBBIE SUE	15	13
40 ANOTHER CHANCE	47	4
41 JUST GIVE ME WHAT YOU THINK IS FAIR	48	4
42 HOLED UP IN SOME HONKY TONK	46	6
43 LISTEN TO THE RADIO	—	1
44 LAST OF THE SILVER SCREEN COWBOYS	50	4
45 I DON'T KNOW WHERE TO START	61	3
46 FORTY AND FADIN'	54	4
47 BAD NEWS	56	6
48 THE TWO-STEP IS EASY	53	5
49 BIG CITY	4	14
50 I NEVER KNEW THE DEVIL'S EYES WERE BLUE	52	6
51 LOVE IS	55	8
52 I HAD IT ALL	59	5
53 IF I COULD SEE YOU TONIGHT	60	4
54 KEY LARGO	57	6
55 EVERYTIME YOU CROSS MY MIND (YOU BREAK MY HEART)	64	2
56 DIAMOND IN THE ROUGH	58	7
57 WHEN YOU FIND HER, KEEP HER	65	3
58 BROTHERLY LOVE	67	3
59 IT'LL BE HER	27	10
60 WOULD YOU CATCH A FALLING STAR	76	2
61 WITH THEIR KIND OF MONEY AND OUR KIND OF LOVE	74	2
62 THE MAN WITH THE GOLDEN THUMB	75	2
63 NATURAL LOVE	30	11
64 SWEET YESTERDAY	36	14

	Weeks On Chart	4/10
65 THE GENERAL LEE	86	2
66 IT'S A LONG WAY TO DAYTONA	39	8
67 CLOSER TO YOU	85	2
68 MY LOVE BELONGS TO YOU	72	4
69 SHE LEFT LOVE ALL OVER ME	43	17
70 LOVE TAKE IT EASY ON ME	49	8
71 THE FLAME	71	6
72 DEALING WITH THE DEVIL	—	1
73 EVERYONE KNOWS I'M YOURS	77	2
74 THE ARMS OF A STRANGER	80	4
75 VICTIM OR FOOL	51	11
76 IN LOVE WITH LOVING YOU	63	7
77 TAKE TIME TO KNOW HER	89	2
78 SOMEBODY BUY THIS COWGIRL A BEER	78	6
79 THE VERY BEST IS YOU	62	17
80 LYING MYSELF TO SLEEP	82	3
81 EVEN IF IT'S WRONG	81	5
82 DON'T COME KNOCKIN'	68	12
83 ONE BY ONE	83	3
84 LUCY AND THE STRANGER	69	9
85 ALL MY LOVING	—	1
86 LONELY HEARTS	—	1
87 A THING OR TWO ON MY MIND	92	4
88 COME LOOKING FOR ME	88	4
89 DIG A LITTLE DEEPER	94	3
90 SWINDLER OF FEELINGS	90	3
91 WEAKER THAN I'VE EVER BEEN	91	4
92 WASN'T THAT LOVE	—	1
93 BACK IN MY BABY'S ARMS	—	1
94 I'M IN LOVE WITH A MEMORY	—	1
95 SHE DOESN'T BELONG TO YOU	—	1
96 BLUE MOON WITH HEARTACHE	70	17
97 PAIN IN MY PAST	73	7
98 AND THEN SOME	66	9
99 SOLITARY LOVER	79	5
100 REACH FOR THE LOVE	84	3

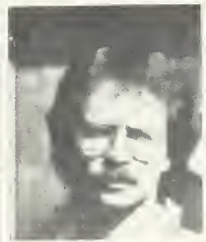
ALPHABETICAL TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Country Boy (Bocephus — BMI)	6	Everyone Knows I'm Yours (Sabel — ASCAP)	73	Last Of The Silver (Peso — BMI)	44	Swindler Of Feelings (Up The Creek — ASCAP)	90
A Little Bit Crazy (Milene — ASCAP)	24	Everytime You Cross (House Of Gold — BMI)	55	Listen To (Southwest Words and Music — BMI)	43	Take Me To (Vogue/Partner/Bibo c/o Welk — BMI/ASCAP)	32
A Thing Or Two (Door Knob — BMI)	87	Finally (Meadowgreen — ASCAP)	33	Lovely Hearts (Dick James — BMI)	86	Take Time To Know Her (Al Gallico — BMI)	77
After The Love (Blue Moon (adm. by April) Easy Listening — ASCAP)	17	For All The (Bellamy Bros./Famous — ASCAP)	31	Love Is (I.S.P.D. — ASCAP)	51	Tears Of The (Bibo c/o Welk — ASCAP)	25
All My Loving (Maclen — BMI)	85	Forty And Fadin' (Millstone — ASCAP/Chevis — BMI)	46	Love Take It Easy (Combine — BMI)	70	Tennessee Rose (Warner-Tamerlane/Babbling Brooks — BMI/Drunk Monkey — ASCAP)	29
Always On (Screen Gems-EMI/Rose Bridge — BMI)	18	Holed Up In (Tree — BMI/Golden Opportunity — SESAC/G.I.D. — ASCAP)	42	Lucy And The Stranger (House Of Gold — BMI)	84	The Arms Of A Stranger (Cross Keys — ASCAP)	74
And Then Some (House Of Gold/Chinnichap adm. in U.S. by Cannada by Careers — BMI)	98	I Don't Know (Briarpatch/Debdave — BMI)	45	Lying Myself To Sleep (Blue Lake/King Cole — BMI)	80	The Clown (Mammoth Spring/Rose Bridge — BMI)	3
Another Chance (First Lady/Sylvia's Mother — BMI)	40	I Feel It (Cross Keys/Litton — ASCAP)	30	Mountain Music (Maypop (Div. of Wildcountry) — BMI)	11	The Flame (Tree — BMI)	71
Another Honky-Tonk (Peso/Wallet — BMI)	10	I Had It All (Flowering Stone — ASCAP/LegendSongs — BMI)	52	My Love Belongs (Sister John/Sugar Plum/New Keys — BMI)	68	The General Lee (Holy Moley/Jodi Lynn/House of Cash — BMI)	65
Another Sleepless Night (Chappell — ASCAP)	2	I Lie (Coal Miners — BMI)	9	Natural Love (Flowering Stone — ASCAP/Holy Moley — BMI)	63	The Man With The Golden Thumb (Fame — BMI)	62
Back In My (Hall-Clement c/o Welk Music — BMI)	93	I Never Knew (Easy Listening — ASCAP/Galleon — ASCAP)	50	New Cut Road (World Song — ASCAP)	20	The Two-Step (Timberwolf — BMI)	48
Bad News (Acuff Rose — BMI)	47	If I Could (Jeffrey's Rainbow — BMI)	53	One By One (Jobete/Joyfully Sad/Wesley Earle — ASCAP)	83	The Very Best (Aoudad — ASCAP/Ibex — BMI)	79
Be There (Chappell/Intersong — ASCAP)	8	If You're Thinking (Jack and Bill/Welk ASCAP)	7	Pain In My Past (ATV/Screen Gems-EMI — BMI)	97	Through The Years (Peso/Swanee BRAVO! — BMI)	5
Big City (Shade Tree — BMI)	49	I'm Goin' Hurtin' (Baray/Mullet — BMI)	36	Reach For The Love (Stripling — BMI)	100	Travelin' Man (4 Star — BMI)	35
Blue Moon (Hotwire/Atlantic — BMI)	96	I'm In Love (Maplesville/Faniork — BMI)	94	Ring On Her Finger (Tree/Love Wheel — BMI)	38	Victim Or Fool (Coolwell/Granite — ASCAP)	75
Bobbie Sue (House of Gold — BMI/Bobby Goldsboro — ASCAP)	39	In Like With Each Other (Larry Gatlin — BMI)	12	'Round The Clock' (Chappell — ASCAP/Tri-Chappell — SESAC)	16	Wasn't That Love (Welbeck/King Coal — ASCAP)	92
Brotherly Love (Forrest Hills/Tree — BMI)	58	In Love With (April/Blackwood — ASCAP/BMI)	76	Same Ole Me (Silverline — BMI)	1	Weaker Than I've (Shaddy Dell — BMI)	91
Busted (Tree — BMI)	15	It'll Be Her (Baron/Hat Band — BMI)	59	She Doesn't Belong (Pettibone — BMI)	95	When You Find Her (Tree/O'Lyric — BMI)	57
Closer To You (Atlantic — BMI)	67	It's A Long Way (Mel Tillis — BMI)	66	She Left Love (House of Gold — BMI)	69	With Their Kind (Sherman Oaks — BMI/Music City — ASCAP)	61
Come Looking For Me (Boo Music — ASCAP)	88	I've Just Seen (Maclen — BMI)	37	Single Women (Least Loved/Velvet Apple — BMI)	14	Would You Catch A Falling Star (Tree — BMI)	60
Crying My Heart (Cedarwood — BMI)	4	Just Give Me What (Peso — BMI)	41	Solitary Lover (Newwriters — BMI)	99	You Never Gave (Michael O'Connor — BMI)	13
Dealing With (Acuff-Rose/Milene — BMI/ASCAP)	72	Just To Satisfy (Irving — BMI/Parody — BMI)	22	Sombody Buy (Pesco — BMI)	78	You Sure Know (Bibo c/o Welk Group/Chappell Company — ASCAP)	34
Diamond In The Rough (Bil-Kar — SESAC)	56	Kansas City Lights (Tom Collins — BMI)	28	Someday Soon (W.B. — ASCAP)	26	You'll Be Back (Bibo c/o Welk/Sunflower Country — ASCAP/BMI)	27
Dig A Little Deeper (Tyro — BMI)	89	Key Largo (Jen-Lee — ASCAP/Chappell — ASCAP/Lowery — BMI)	54	Speak Softly (Booth and Watson — BMI)	19	You're Not Easy (ATV/Mann and Weil/Braintree/Snow — BMI)	23
Don't Come Knockin' (Cedarwood — BMI)	82			Sweet Yesterday (Tom Collins — BMI)	64		
Don't Look Back (Gary Morris/WB Music — ASCAP/Warner-Tamerlane — BMI)	21						
Even If It's Wrong (Steel City — BMI)	81						

⚡ = Exceptionally heavy radio activity this week \$ = Exceptionally heavy sales activity this week

THE COUNTRY MIKE

ENGLISH ELECTED TO PRESIDENTIAL POSITIONS — **WUBE/WMLX** vice president and general manager **Robert J. English** has been elected to two presidential posts in the broadcasting industry. In a recent Nashville election, English was elected president of the Organization of Country Radio Broadcasters (OCRB) for 1982-83. The organization, beginning its 13th year, is responsible for sponsoring the annual Country Radio Seminar, which has grown from 36 participants in 1970 to 607 in 1982. In Cincinnati, English has been tabbed the 1982 president of the Greater Cincinnati Radio Broadcasters' Assn. In its eighth year of existence, the organization has presented the annual production of *Radio Rap*, and this year will be presenting a major event involving the Cincinnati Symphony Orchestra. English was named general manager of the Cincinnati stations in June of 1979 and elected vice president of Plough Broadcasting in January 1981.



Rick Candea

PERSONALITY PROFILE — **Rick Candea** began a career in radio during the turbulent period at Kent State as a technical engineer for campus radio station **WKSU** in 1970. Following two more years of education, **Don Keyes** hired Candea to produce the news programs with **WNYN/Canton**. In addition to his production stint, Candea also held part-time positions with **WTIG/Massillon**, handling the afternoons, plus weekends for **WINW/Canton**. By 1972, however, he dropped **WNYN** and **WTIG** in favor of a full-time afternoon shift with **WINW**. Candea moved to Grand Rapids in 1973 and spent the following three-and-a-half years running the gamut of shifts with contemporary-formatted **WLAV-AM**. Then, after a brief stint with Pittsburgh contemporary **13Q**, Candea headed South for Houston and **KILT-AM**, another contemporary station. For three years he handled the nights, middays, then afternoons under the guise of **Captain Jack**, until the station's general manager, **Dickey Rosenfeld**, determined to switch the FM to a country format and make Candea the new program director in February 1981. On Feb. 24, 1982, Candea was promoted to program director of both country **KILT-AM/FM**. Commenting on the success of both stations, Candea cites the great confidence he has in his staff, and the great sense of teamwork that has evolved, citing especially his assistant PD/MD, **Debbie Pipia**.

CONGRATULATIONS — To **Willis Williams** and wife **Barbara** on the birth of eight pound boy, **Christopher Clayton**, March 23.

WNOX RETURNS TO COUNTRY — Beginning with **Barbara Mandrell's** "I Was Country (When Country Wasn't Cool)", the oldest radio station in the state of Tennessee, **WNOX/Knoxville**, returned to its original country music format April 1. The 10,000 watt powerhouse, which celebrated its 60th birthday a year ago, cashed in an adult contemporary format to return to country. The station's new owner, **Mack Sanders**, who also owns country-formatted **WJRB/Nashville**, and **WVOK/Birmingham** stated recently, "Many of today's biggest country stars got their start or appeared on **WNOX**. People like **Dolly Parton**, the **Carter Family**, **Roy Acuff**, **Chet Atkins**, **Archie Campbell** and others were a part of the **WNOX** family, and many of them are calling us to tell us how glad they are we are returning to our roots." Sanders stations' national program director, **Don Kelth**, announced the on-air line-up, which runs as follows: program director **Rick Kirk** will handle the morning drive, assistant PD/MD **Scott Majors** will do the middays, **Dave Young** will take over the afternoon drive, and **Jim Donovan** and **Suzanne** will do the nights. Sanders also announced he would seek to increase the power to the maximum of 50,000 watts.

KOMA APPOINTS PRATT — **KOMA/Oklahoma City** program director **Gregg Lindahl** has announced the appointment of afternoon drive personality **John Pratt** to the position of music director. A one year **KOMA** vet, Pratt replaces **Wade Carter**, who is pursuing a career in television.

56-KOV ATTRACTS 25,000 TO COUNTRY EXPO — Denver was recently treated to its first Country Expo by **56-KOV**. Twenty-five thousand country fans gathered at the Denver Coliseum to hear headliners **Charlie Pride** and **Sylvia**, with a guest appearance from Denver's **Eddie Pride**. Plans are already underway for preparing for next year's event. For information, write 56-KOV Radio, 2146 Holly Street, Denver, Colo. 80222.

country mike

PROGRAMMERS PICKS

Terry Slane	WGTO/Cypress Gardens	The Man With The Golden Thumb — Jerry Reed — RCA
Rick Turner	KCKN/Kansas City	Listen To The Radio — Don Williams — MCA
Speedy Perez	KOKE/Austin	The General Lee — Johnny Cash — Scotti Bros.
Barry Mardit	WWWW/Detroit	Listen To The Radio — Don Williams — MCA
Bob Sherwood	KIXZ/Amarillo	Would You Catch A Falling Star — John Anderson — Warner Bros.
Duncan Stewart	WDLW/Boston	Listen To The Radio — Don Williams — MCA
Tim Rowe	WMNI/Columbus	Just Give Me What You Think Is Fair — Leon Everette — RCA
John Buchanon	KNIX/Phoenix	Listen To The Radio — Don Williams — MCA
Marc Hahn	KTOM/Salinas	All My Lovin' — Mundo Earwood — Primero
Rick Stewart	KRAK/Sacramento	Would You Catch A Falling Star — John Anderson — Warner Bros.
Kevin Whipple	KWMT/Ft. Dodge	My Love Belongs To You — Ronnie Rogers — Lifesong

MOST ADDED COUNTRY SINGLES

1. **LISTEN TO THE RADIO** — **DON WILLIAMS** — MCA 55 ADDS
2. **DEALING WITH THE DEVIL** — **MERLE HAGGARD** — MCA — 26 ADDS
3. **WOULD YOU CATCH A FALLING STAR** — **JOHN ANDERSON** — WARNER BROS. — 17 ADDS
4. **ALL MY LOVIN'** — **MUNDO EARWOOD** — PRIMERO — 15 ADDS
5. **LONELY HEARTS** — **YOUNGER BROTHERS** — MCA — 14 ADDS
6. **THE GENERAL LEE** — **JOHNNY CASH** — COLUMBIA — 13 ADDS
7. **CLOSER TO YOU** — **THE BURRITO BROTHERS** — CURB — 13 ADDS
8. **THE MAN WITH THE GOLDEN THUMB** — **JERRY REED** — RCA — 13 ADDS
9. **EVERY TIME YOU CROSS MY MIND (YOU BREAK MY HEART)** — **RAZZY BAILEY** — RCA — 12 ADDS
10. **I DON'T KNOW WHERE TO START** — **EDDIE RABBITT** — ELEKTRA — 11 ADDS

MOST ACTIVE COUNTRY SINGLES

1. **JUST TO SATISFY YOU** — **WAYLON & WILLIE** — RCA — 53 REPORTS
2. **FINALLY** — **T.G. SHEPPARD** — WARNER/CURB — 52 REPORTS
3. **TEARS OF THE LONELY** — **MICKEY GILLEY** — EPIC — 44 REPORTS
4. **ALWAYS ON MY MIND** — **WILLIE NELSON** — COLUMBIA — 43 REPORTS
5. **YOU'LL BE BACK (EVERY NIGHT IN MY DREAMS)** — **THE STATLER BROTHERS** — MERCURY — 40 REPORTS
6. **FOR ALL THE WRONG REASONS** — **THE BELLAMY BROTHERS** — ELEKTRA/CURB — 40 REPORTS
7. **TAKE ME TO THE COUNTRY** — **MEL McDANIEL** — CAPITAL — 40 REPORTS
8. **DON'T KNOW WHERE TO START** — **EDDIE RABBITT** — ELEKTRA — 36 REPORTS
9. **ANOTHER CHANGE** — **TAMMY WYNETTE** — EPIC — 32 REPORTS
10. **RING ON HER FINGER, TIME ON HER HANDS** — **LEE GREENWOOD** — MCA — 32 REPORTS

Country Festival Raises \$1 Million For National Kidney Foundation

NASHVILLE — The second annual *Country Music Festival*, a special broadcast fed to more than 275 country stations across the United States April 4, raised nearly \$1 million for the National Kidney Foundation (NKF) within a 24-hour time period.

The program featured an eight-hour live broadcast sent to more than 75 stations via the Westar I and Westar III satellites and a pre-taped live performance compilation that reached an additional 200 stations. NKF officials report that \$969,548 had been received by the show's finale at 7:45 p.m., but that additional pledges from affiliates who had not reported should push the total raised well over the \$1 million mark.

Numerous Acts

The live portion of the show, emceed by **Ralph Emery**, included performances by **Razzy Bailey**, Pittsburgh Steeler **Terry Bradshaw**, Earl Thomas Conley, **Terri Gibbs**, **Don King**, **Therry McMillan**, **John Hartford**, **Ricky Skaggs** and the **Tennessee Express**. **Rex Allen, Jr.** also came out of the audience to perform, and **Carl Perkins** and **Charlie Daniels** made public pledges, Perkins challenging his fellow musicians to support the cause.

The pre-taped segment of the campaign featured performances by **Chet Atkins**, **Bobby Bare**, **Mickey Gilley**, **Merle Haggard**, **Con Hunley**, **Tom T. Hall**, **Johnny Lee**, **Loretta Lynn**, **Ronnie Milsap**, the **Oak Ridge Boys**, **Charley Pride**, **Earl Scruggs**, **Mel Tillis** and **Hank Williams, Jr.**

"The event was an absolutely fantastic experience and accomplished far more than expected in the way of raising money

and educating the public to kidney diseases," commented **Jim Warren**, director of the event. "We sincerely appreciate and thank the musicians, the country music community and all the individuals that donated their time and energy to make this event an astounding success."

Merchandising Aids

(continued from page 20)

stuff effectively, but, by themselves, they're pretty useless. When the labels send several different marketing items to use then we'll tend to use them. It just makes the display more eye-catching if there's something else, although sometimes you can do something neat with just posters by stacking them or arranging them."

Danny O'Brian reports that although country sales are up at **Sound of Music** in Houston, it has not been as "drastic as everybody else says it has, except for some of the major acts like **Alabama** and the **Oak Ridge Boys**," due partly to the already heavy acceptance country enjoyed in the southern metropolis. Thus the country bin was prominently displayed even before the trend toward country sales, and **O'Brian** adds that he probably utilizes country displays to a higher percentage than he sells the country product.

Still, he would like to see more of a variety in the type of materials made available. "They just don't have near the material you need a lot of times," notes **O'Brian**. "I'd like to see more creative type posters and mobiles and stand-ups, and you just don't see bin standups in country."



DAVIES VISITS CHATTANOOGA STATION — **Gail Davies** stopped by **WDXB/Chattanooga** recently, where she was interviewed by **Jerry Pond**, the country station's music director. **Davies** is currently working in support of her "Round The Clock Lovin'" single. Pictured at the station are (l-r): **Pond**, **Davies** and **Frank Jones**, director of operations, **Warner Bros. Nashville**.



BUSHED AT THE STUDIO — Delta recording artist Johnny Bush recently completed recording his "Johnny Bush — Together Again" album at Willie Nelson's Pedernales Recording Studio near Austin. Ten of the 12 songs on the release are duets recorded with Nelson, including one tribute to George Jones. Pictured in the studio are (l-r): Bill Stallings, Delta; Nelson; Bush; and David Stallings, Delta.

THE COUNTRY COLUMN

BENEFITS ABOUND IN NASHVILLE — While the National Kidney Foundation found itself the beneficiary of \$1 million through the "Country Music Festival" presentation which aired on some 275 country radio stations around the U.S. (see separate story), the program was not the only benefit to take place in Music City during the week. The Nashville Music Assn. (NMA) "Fun-Raiser" at the Cannery March 31 provided ticket purchasers a chance to assist the NMA and listen to some of Nashville's finest musicians, including the Piggys, Pam Tillis and John Scott Sherrill. The set provided an excellent view of the state of Nashville's music scene, varying from the country sounds of Sherrill to the pop/rocker Piggy quartet and the heavy R&B overtones shaded in Tillis' performance. Knoll recording artist Gene Cotton also gave a benefit performance at Belmont College's Massey Auditorium two days prior on behalf of the school's athletic program. Though Cotton's show is much more rousing when the entire band is present, this solo gig enabled the performer to display a more intimate side of his personality. Judging from his monologues on campus life and child abuse, Cotton may want to consider a comedy routine to supplement his career as a pop entertainer.

WAYLON ENDS STREAK ON ALBUM CHART — Waylon Jennings' "Black On Black" LP reached the #1 position on the Cash Box country album chart this week, making him the first act other than the Oak Ridge Boys or Alabama to command the top spot since May 16, 1981. That 45-week span was dominated by the Oaks' "Fancy Free" and "Bobby Sue" and Alabama's "Feels So Right." The last album by another artist to reach #1 was "Somewhere Over The Rainbow" by Willie Nelson. In between a heavy tour schedule, Jennings has finished decorating his office building at 1117 17th Ave. S. The building includes a bumper pool room and a viewing room with a 4'x4' screen. Jennings' office is done in blue suede from the curtains to the walls and uses custom designed carpet with his "Flying W" logo imbedded in the pattern. The building also houses offices for wife Jessi Colter and three-year-old son Shooter, whose toy box sits beside his desk.



GIBBS RECORDS MOVIE THEME — Singer Terri Gibbs (r) was in at the Sound Emporium recently with producer Ed Penney recording vocals for "Look At Us Now," a Milton Brown-Steve Dorff collaboration that will be featured in the upcoming motion picture, Waltz Across Texas, which should be released this fall.

worldwide by the end of 1963. Plans for this cutting call for the basic tracks to be laid in Ft. Worth; from there they'll be sent to Kansas City where Paul will dub in his part, and Paula will then add her vocals in Hollywood.

JAPANESE BAND RECORDS IN NASHVILLE — Not only is Nashville's base as a recording center expanding within the United States, the Tennessee capitol is attracting attention overseas as well. Japanese recording act Venus used Nashville facilities to record part of its forthcoming album under the guidance of producer Charlie Fields. The band has gained quite a considerable reputation in its Oriental home, moving 800,000 copies of its last single and 300,000 of its current album. The group used the Jordanaires for backup vocal work on a couple of tunes to achieve a nostalgic sound on two Elvis Presley remakes.

NELSON CLASSIC GETS SPACEY TWIST — Willie Nelson's "On The Road Again" has been heard so many times the figures are becoming "astronomical." And now, it seems that Nelson's cut from the Honeysuckle Rose soundtrack was the alarm clock for the astronauts aboard the recent Space Shuttle III mission, as the track was played to call the space men to their daily tasks. Meanwhile, on the U.S.S. Saipan, a ship of the Atlantic naval fleet based in Norfolk, another military use for the song has been found. Commanding officer J.W. Renard reports that the travelers' anthem is piped over the ship's P.A. system each time the boat leaves dock. Meanwhile, Nelson himself remains land-locked for the foreseeable future, doing dates in support of his "Always On My Mind" album. The tour began in Austin and proceeded to Billy Bob's in Texas. Eventually it will find him in Fayetteville, Ark., April 10; Norman, Okla., April 11; Salina, Kan., April 15; Ames, Iowa, April 16; Minneapolis, April 17; Rosemont, Ill., April 18; Cedar Falls, Iowa, April 22; Columbia, Mo., April 23; Wichita, April 24; Memphis, April 27; Pine Bluff, Ark., April 28; Hattiesburg, Miss., April 29; Baton Rouge, April 30; Mobile, May 1; and Lake Charles, La., May 2.

tom roland

TOP 15 ALBUMS

Spiritual

	Weeks On Chart
1 WHEN ALL GOD'S CHILDREN GET TOGETHER REV. KEITH PRINGLE (Savoy SL 14656)	1 18
2 WHERE IS YOUR FAITH JAMES CLEVELAND & THE SO. CALIFORNIA COMMUNITY CHOIR (Savoy SGL 7086)	2 30
3 IS MY LIVING IN VAIN CLARK SISTERS (New Birth 7056)	3 50
4 HIGHER PLANE AL GREEN (Myrrh MSB 6674)	4 21
5 GO SHIRLEY CAESAR (Myrrh MSB 6665)	5 24
6 POWER TWINKY CLARK (Sound of Gospel SOG 133)	6 5
7 UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594)	7 4
8 EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA (Myrrh MSB-6691)	10 28
9 LOOK TO JESUS PATRICK HENDERSON & THE WEST ANGELES COGIC SANC. CHOIR (New Pax NP 33042)	8 12
10 SAINTS HOLD ON SENSATIONAL NIGHTINGALES (Malaco 4373)	11 2
11 HE'LL GIVE YOU PEACE IN THE MIDST OF THE STORM O'NEAL TWINS (Savoy 14619)	12 3
12 I LOVE JESUS MORE TODAY TRINITY ALL-NATIONS CHOIR (Savoy SL 14599)	— 1
13 CLOUDBURST MIGHTY CLOUDS OF JOY (Myrrh MSB 6663)	13 62
14 I FEEL LIKE SINGING WALTER HAWKINS (Elektra/Light E1-60038)	— 1
15 JUST AN OLD STORY REV. RICHARD (MR. CLEAN) WHITE (Savoy SL-14659)	15 5

Inspirational

	Weeks On Chart
1 I SAW THE LORD DALLAS HOLM (Greentree R 3723)	3 18
2 AMAZING GRACE B.J. THOMAS (Myrrh MSB 6675)	2 34
3 UNFAILING LOVE EVIE TORNOUIST (Word WSB 8867)	1 18
4 THE TRAVELER DON FRANCISCO (New Pax NP 33106)	4 26
5 JONI'S SONG JONI EARECKSON (Word WSB 8856)	5 24
6 PRIORITY IMPERIALS (Dayspring DST 4017)	6 60
7 THE VERY BEST OF THE IMPERIALS (Dayspring SST 4025)	7 14
8 AMY GRANT IN CONCERT VOL. II (Myrrh MSB 6677)	8 14
9 COLLECTIONS KEITH GREEN (Sparrow SPR 1055)	9 20
10 HOLM, SHEPPARD, JOHNSON (Greentree R 3583)	12 8
11 HEARTS ON FIRE SWEET COMFORT BAND (Light 5794)	11 3
12 BLESS THE LORD WHO REIGNS IN BEAUTY BILL GAITHER TRIO (Word 8870)	10 4
13 AMY GRANT IN CONCERT (Myrrh MSB 6668)	15 44
14 BEST OF B.J. THOMAS B.J. THOMAS (Myrrh/Word MSB 6653)	13 10
15 MY FATHER'S EYES AMY GRANT (Myrrh MSB 6625)	14 70

1,200 Expected At Estes Park Seminar

NASHVILLE — The eighth annual Christian Artists' Music Seminar has been set for Aug. 1-7 at Estes Park, Colo. More than 400 artists and clinicians are expected to attend, with a total of 1,200 registrants from 45 states plus various foreign nations.

Registrants can avail themselves of more than 100 seminars and workshops led by publishers, artists, songwriters, record company executives, agency and management personnel and church music professionals. The seminar will also include national competitions for songwriters, instrumental soloists and small and large groups.

The convention will culminate each day's events with nightly concerts featuring performances by Dennis Agajanian, Bob Bailey, Stephanie Boosahda, Scott Wesley Brown, Dave Boyer, Wendell Burton, Steve Camp, Carman, Ralph Carmichael, the Gospel Couriers, Cynthia Clawson, Jamie

Owens-Collins, the Continental Singers and Orchestra, Ragan Courtney, Andrew Culverwell, Larry Dalton, Dino, Festival of Praise, John Fischer, Johnny Hall, Benny Hester and Bobby Jones & New Life.

Other performers include Larnelle Harris, the Hawaiians, Phil Keaggy, the Imperials, Jeremiah People, Karen Kelley, Ann Kiemel, Joyce Landorf, Barry McGuire, Dony McGuire, David Meece, Walt Mills, Tom Netherton, Doug Oldham, Ingemar Olsson, Michael and Stormie Martian, Bill Pearce, Reba, Johnny Rivers, Sharalee, the Sweet Comfort Band, Russ Taff, John Michael Talbot, B.J. Thomas, Terry Talbot, Truth, Merrill Womach and Lanny Wolfe, plus additional talent which has not yet been confirmed.

For more information, write to: Christian Artists Corp., P.O. Box 1984, Thousand Oaks, Calif. 91360, or phone (805) 499-4306.



TOP PRIORITY — Priority Records and Priority Music recently held a grand opening at the conclusion of Gospel Music Week. Based in Nashville, the CBS-affiliated label and publisher hosted more than 300 people at the reception. Pictured during the affair are (l-r): recording artist Carman; Cindy Cruse, Priority; Johnny Cash; Nancy Cruse of the Cruse Family; and Buddy Huey, vice president/general manager, Priority Records and Music.

TOP 75 ALBUMS

	Weeks On Chart	4/10		Weeks On Chart	4/10
1	14	1	39	29	32
2	9	2	40	34	39
3	24	3	41	22	37
4	9	4	42	3	43
5	14	5	43	23	36
6	9	6	44	10	26
7	4	7	45	1	—
8	27	8	46	4	47
9	55	9	47	8	42
10	17	10	48	8	49
11	23	11	49	18	46
12	7	12	50	12	45
13	8	13	51	33	50
14	21	14	52	3	52
15	2	15	53	4	55
16	5	16	54	1	—
17	24	17	55	10	59
18	6	18	56	28	54
19	24	19	57	20	51
20	9	20	58	28	48
21	4	21	59	1	—
22	10	22	60	19	53
23	23	23	61	2	64
24	4	24	62	18	65
25	31	25	63	7	63
26	5	26	64	14	56
27	10	27	65	51	57
28	35	28	66	11	60
29	9	29	67	1	—
30	8	30	68	6	70
31	5	31	69	23	58
32	22	32	70	31	73
33	1	33	71	25	71
34	14	34	72	4	61
35	11	35	73	21	69
36	3	36	74	21	66
37	19	37	75	6	72
38	5	38			



OSBORNE AGAIN — Jeffrey Osborne, former lead vocalist for A&M recording act L.T.D., has recently signed an exclusive solo contract with A&M Records. Pictured here following the signing are (l-r): Jheryl Busby, vice president, marketing, black product, A&M; Jerry Moss, chairman of the board, A&M; Osborne; and Gil Friesen, president, A&M.

THE RHYTHM SECTION

TERRITORIAL IMPERATIVE — The Rev. Jesse Jackson served notice to the music industry last week when he announced that Operation PUSH's National Assn. of Black Concert Promoters (NABCP) would begin stressing the importance of supporting black promoters through a series of meetings with agents, record companies and corporations that sponsor black music concerts. The outgrowth of the meetings that began last December, the NABCP will meet with segments of the music industry to apprise them of the resources they ignore when white promoters are employed to produce concerts that ultimately capitalize on the black community's support. "We want people to know that we are prepared to challenge the organizations that hire white promoters to communicate with a market that is dominated by blacks," the Rev. Jackson said. He said that he wanted the music industry to understand that the NABCP recognized a territorial imperative in demanding that if black entertainers are used to entertain, then black promoters should be used to produce such events. He said that the colonial relationship that exists between major industries and black communities — that resources from the communities go out, but little is returned — must be eliminated. "We want to establish a trade relationship with the industry instead of this sharecropper arrangement," Jackson said. He warned if the targets of the initial campaign are unresponsive, the organization would take steps ranging from education to demonstration" in efforts to put more pressure on the industry to achieve the stated goals. Jackson would not say whether a boycott, or selective patronage would be employed as a demonstration method. Thus far, 25 black promotion firms have become paid members with the NABCP, with several members of other industry segments applying for associate membership status.

ALL THAT JAZZ — Delmark Records owner Bob Koester, acknowledged as an authority on jazz films, will be directing a course, titled, "Jazz On Film: A History," beginning April 15 at the Field Museum of Natural History in Chicago. Koester, who also owns the Jazz Records Mart in the Windy City, will be offering the courses for six weeks. Each Thursday, he will feature films from between 1929 and 1970, including the 1943 movie *Jammin' The Blues* featuring Lester Young . . . Bebop/swingsters Lillias White and the David Hopkins Trio will be performing at New York's Star and Garter April 23-24. White has been starring as Dorothy in the national company of *The Wiz*, while Hopkins has appeared in concert with Cleo Laine, Lena Horne and Ella Fitzgerald.

FROM GEORGIA — R&B toaster Ray Charles, who recently completed special guest spots on Buddy Rich and Woody Herman TV specials, just completed a video trilogy as a guest artist on a Michel LeGrand TV special in Paris for French television. Charles is on the verge of an international tour with his Ray Charles Show.

KOOL JAZZ — The 8th Annual San Diego Kool Jazz Festival is set for May 30-June 6 at various locations around the California border city. Highlights of the festival include a May 31 appearance by Ella Fitzgerald with Oscar Peterson at the Starlight Bowl; Weather Report, June 2 at the same venue; the Modern Jazz Quartet the same night, same place, with Benny Goodman and Sarah Vaughn complementing the bill; and a major showdown June 4 at the Jack Murphy San Diego Stadium featuring Miles Davis, The Crusaders, the Herbie Hancock Group, Spyro Gyra, the Lee Ritenour Group and the Great Quartet, comprised of Ron Carter, McCoy Tyner, Freddie Hubbard and Tony Williams. The soul offering during the festival, June 5, features the Commodores, Kool & The Gang, Sister Sledge, Luther Vandross, Lakeside and Skyy. Promoting the San Diego show will be Festival Prods. president George Wein, who will also be promoting the shows in 19 other cities around the country. According to Wein, each of the shows has been tailored to each city's tastes and facilities, although each feature a core of talent that will do the entire tour. Sponsored by Brown & Williamson Corp.'s Kool cigarettes, the shows have grown into a nationwide event since their inception in 1975. Jazz artists are now featured as part of the company's current generic ad campaign.

BMA — In efforts to streamline its focus on problems in the music industry as they pertain to black music, the Black Music Assn. (BMA) conference this year will have as its theme, "Survival: Expand The Black Music Market." This formidable undertaking will be discussed through various panels at the upcoming BMA/Summit '82, to be held at the New Orleans Hilton June 2-6. According to BMA executive director George Ware, four areas will be addressed in particular, including communications (radio, TV and emerging technologies), marketing and merchandising, black music/black artistry, and the international black music market. Ware said that the conference will stress development of solutions. "Problems need programs," Ware said.

michael martinez

TOP 100 BLACK CONTEMPORARY SINGLES

April 17, 1982

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 THAT GIRL STEVIE WONDER (Tamla/Motown 1602TF)	14	35 MIRROR, MIRROR DIANA ROSS (RCA PB-13021)	14	67 IT'S GOOD TO BE KING (PART 1) MEL BROOKS (WMOT AE7 1396)	4
2 MAMA USED TO SAY JUNIOR (Mercury/PolyGram 76132)	14	36 FLAMETHROWER THE J. GEILS BAND (EMI America B-8108)	4	68 PLAYING HARD TO GET VERNON BURCH (Spector Records Int'l. 00021)	2
3 WORK THAT SUCKER TO DEATH XAVIER (Liberty P-A-1445)	12	37 WHO'S FOOLIN' WHO ONE WAY (MCA 52004)	9	69 APACHE SUGAR HILL GANG (Sugar Hill SH 567)	20
4 TELL ME TOMORROW — PART 1 SMOKEY ROBINSON (Tamla/Motown 1601TF)	14	38 THERE'S NO GUARANTEE PEABO BRYSON (Capitol P-B-5098)	4	70 EBONY AND IVORY PAUL McCARTNEY (Columbia 18-02860)	1
5 CIRCLES ATLANTIC STARR (A&M 2392)	8	39 I KNOW YOU GOT ANOTHER THE REDDINGS (Believe In A Dream/CBS ZS5 02767)	4	71 TAKE IT TO THE TOP MERGE (RCA PB-13050)	3
6 IN THE RAW WHISPERS (Solar/Elektra S-47961)	13	40 STARS ON 45 III (A TRIBUTE TO STEVIE WONDER) STARS ON (Radio Records/Atlantic RR 4019)	3	72 NIGHTS OVER EGYPT THE JONES GIRLS (Philadelphia Int'l./CBS ZS5 02713)	10
7 GENIUS OF LOVE TOM TOM CLUB (Sire SRE 49882)	13	41 IF YOU THINK YOU'RE LONELY NOW BOBBY WOMACK (Beverly Glen 2000)	21	73 LADIES CHOICE SHOTGUN (Montage P-B-1214)	2
8 IF IT AIN'T ONE THING... IT'S ANOTHER RICHARD "DIMPLES" FIELDS (Boardwalk NB7-11-139)	9	42 CAN YOU SEE THE LIGHT BRASS CONSTRUCTION (Liberty P-B-1453)	5	74 IT TAKES HEART GREG PERRY (Alfa ALF-7016)	2
9 GET DOWN ON IT KOOL & THE GANG (De-Lite/PolyGram DE 818)	5	43 MAKING LOVE ROBERTA FLACK (Atlantic 4005)	7	75 IT'S GOOD TO BE THE QUEEN SYLVIA (Sugar Hill SH-781)	2
10 ONE HUNDRED WAYS QUINCY JONES featuring JAMES INGRAM (A&M 2387)	18	44 WE GO A LONG WAY BACK BLOODSTONE (T-Neck/CBS ZS5 02825)	3	76 TELL ME THAT I'M DREAMING WAS (NOT WAS) (ZE/Warner Bros. 1000)	3
11 THE GIGOLO O'BRYAN (Capitol 5067)	14	45 THIS FEELING MUST BE REAL SKOOL BOYZ (Destiny 2006)	8	77 INNER CITY MASS PRODUCTION (Cotillion/Atlantic 47004)	3
12 HOT ON A THING (CALLED LOVE) THE CHI-LITES featuring EUGENE RECORD (20th Century-Fox/RCA TC-2600)	12	46 CALL ME SKYY (Salsoul/RCA S7 2152)	25	78 LIVE IT UP THE DRAMATICS (Capitol P-B-5103)	2
13 I WANT TO HOLD YOUR HAND LAKESIDE (Solar/Elektra S-47954)	17	47 STILL GOT THE MAGIC (SWEET DELIGHT) MICHAEL WYCOFF (RCA PB-13055)	7	79 ACT LIKE YOU KNOW FAT LARRY'S BAND (WMOT WS9 02798)	2
14 I'LL TRY SOMETHING NEW A TASTE OF HONEY (Capitol 5099)	6	48 THE VERY BEST IN YOU CHANGE (RFC/Atlantic 4027)	2	80 I WANT TO DO SOMETHING FREAKY TO YOU ST. TROPEZ (Destiny D-2007)	5
15 JUST BE YOURSELF CAMEO (Chocolate City/PolyGram CC 3231)	4	49 IT'S NASTY (GENIUS OF LOVE) GRAND MASTER FLASH & FURIOUS FIVE (Sugar Hill SH-775)	11	81 JAMAICA BOBBY CALDWELL (Polydor/PolyGram PD 2202)	2
16 LET'S WORK PRINCE (Warner Bros. WBS 50002)	12	50 BABY, COME TO ME PATTI AUSTIN (Owest/Warner Bros. OWE 50036)	4	82 LITE ME UP HERBIE HANCOCK (Columbia 18-02824)	2
17 THE OTHER WOMAN RAY PARKER JR. (Arista AS 0669)	5	51 HOLDIN' OUT FOR LOVE ANGELA BOFILL (Arista AS 0662)	9	83 A LITTLE LOVE AURRA (Salsoul/RCA S7 7023)	1
18 IT'S GONNA TAKE A MIRACLE DENIECE WILLIAMS (ARC/Columbia 18-02812)	5	52 WHERE DO WE GO FROM HERE BOBBY WOMACK (Beverly Glen BG-2001)	4	84 FRIENDS IN LOVE DIONNE WARWICK and JOHNNY MATHIAS (Arista AS 0673)	1
19 NEVER GIVE UP ON A GOOD THING GEORGE BENSON (Warner Bros. WBS 50005)	8	53 WHY DON'T YOU THINK ABOUT ME INSTANT FUNK (Salsoul/RCA S7 7021)	5	85 OLD FASHIONED LOVE SMOKEY ROBINSON (Tamla/Motown 1615TF)	1
20 A NIGHT TO REMEMBER SHALAMAR (Solar/Elektra S-48005)	5	54 TEACH ME TONIGHT AL JARREAU (Warner Bros. WBS 50032)	6	86 BODY MOVES RARE ESSENCE (Fantasy 925)	2
21 YOU GOT THE POWER WAR (RCA PB-13061)	8	55 TASTE THE MUSIC KLEEEER (Atlantic 4024)	6	87 I SPECIALIZE IN LOVE SHARON BROWN (Profile PRO-5006)	1
22 SHINE ON GEORGE DUKE (Epic 14-02701)	11	56 TAKE A LICKIN' AND KEEP ON KICKIN' WILLIAM "BOOTS" COLLINS (Warner Bros. WBS 50044)	2	88 TAKE ME BACK COFFEE (De-Lite/PolyGram DE 817)	2
23 MY GUY SISTER SLEDGE (Cotillion/Atlantic 47000)	13	57 GLAD TO KNOW YOU CHAS JANKEL (A&M 2396)	9	89 HEY FELLAS TROUBLE FUNK (Sugar Hill SH-575)	1
24 FORGET ME NOTS PATRICE RUSHEN (Elektra E-47427)	6	58 SING A SIMPLE SONG WEST STREET MOB (Sugar Hill SH 780)	3	90 SUGAR AND SPICE (I FOUND ME A GIRL) LUTHER VANDROSS (Epic 14-02842)	1
25 LET'S CELEBRATE SKYY (Salsoul/RCA S7 7020)	5	59 SENDING MY LOVE PLEASURE (RCA PB-13067)	5	91 HELP IS ON THE WAY THE WHATNAUTS (Harlem International H.I.R. 110)	12
26 APRIL LOVE L.T.D. (A&M 2395)	10	60 AT THE CONCERT BILL SUMMERS and SUMMERS HEAT (MCA 52027)	3	92 WELCOME INTO MY HEART THE ISLEY BROTHERS (T-Neck/CBS ZS5 02705)	10
27 MURPHY'S LAW CHERI (Venture VD-5019)	7	61 STREET CORNER ASHFORD & SIMPSON (Capitol P-B-5109)	1	93 COOL (PART 1) THE TIME (Warner Bros. WBS 49864)	20
28 MUST BE THE MUSIC SECRET WEAPON (Prelude PRL 8036-AS)	12	62 ROLL WITH THE PUNCHES ADC BAND (Cotillion/Atlantic 47001)	8	94 RIGHT IN THE MIDDLE (OF FALLING IN LOVE) BETTYE LAVETTE (Motown M 1532F)	11
29 FREAKY BEHAVIOR BAR-KAYS (Mercury/PolyGram 76143)	4	63 YOU'RE THE ONE FOR ME "D" TRAIN (Prelude PRL 8043-AS)	20	95 LET YOUR MIND BE FREE FERRARI (Sugar Hill SH 573)	6
30 I JUST WANT TO SATISFY THE O'JAYS (Phila. Int'l./CBS ZS5 02834)	4	64 YOU BRING OUT THE FREAK IN ME WALDO (Columbia 18-02745)	5	96 JAMMING GROVER WASHINGTON, JR. (Elektra E-47425)	2
31 MAKE UP YOUR MIND AURRA (Salsoul/RCA S7 7017)	20	65 BYE GONES TOM BROWNE (GRP/Arista GS 1519)	3	97 WATCH OUT BRANDI WELLS (WMOT WS9 02654)	17
32 LOVE SEASONS ZOOM (Polydor/PolyGram PD 2197)	8	66 BRING IT ON HOME RONNIE DYSON (Cotillion/Atlantic 47005)	3	98 MY LOVE IS REAL THE CONTROLLERS (Juana JU 3701)	1
33 TRY JAH LOVE THIRD WORLD (Columbia 18-02744)	5			99 SLAMM DUNK THE FFUNK! SUN (Capitol B-5092)	4
34 LET IT WHIP DAZZ BAND (Motown 1609MF)	6			100 THAT'S NO WAY TO TREAT ME LOVE CENTRAL LINE (Mercury/PolyGram 76140)	5

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

A Little Love (Lucky Three/Red Aurra — BMI) . . .	83	Hey Fellas (Controversy — ASCAP) . . .	16	Ram-A-Lamb — ASCAP . . .	47
A Night To Remember (Silver Sounds/Spectrum VII/Satellite III — ASCAP) . . .	20	Holdin' Out (ATV/Mann+Weil Songs/Braintree/Snow — BMI/ASCAP) . . .	51	Street Corner (Nick-O-Val — ASCAP) . . .	61
Act Like You Know (Framingreg/James Gang — BMI) 79		Hot On A Thing (Angelshell/Six Continents — BMI) 12		Sugar And Spice (Uncle Ronnie's — ASCAP) . . .	90
Apache (Regent — BMI) . . .	69	I Just Want (Mighty Three — BMI) . . .	30	Take A Lickin' (Stretchin, Out — ASCAP) . . .	56
April Love (Almo/McRovscood/Key of G — ASCAP/Irving/McDorsbov — BMI) . . .	26	I Know You Got (Dextotis/Band Of Angels — BMI) . . .	39	Take It To The Top (Famous/Carleen — ASCAP) . . .	71
At The Concert (Wabastone — BMI) . . .	60	I Specialize (Next Plateau — ASCAP/STM — BMI) 87		Take Me Back (Echo-Rama/Music World — ASCAP) 88	
Baby, Come To Me (Rodsongs — PRS) . . .	50	I Want To Do Something (Jim-Edd — BMI) . . .	80	Taste The Music (Alex/Soufus — ASCAP) . . .	55
Body Moves (Funk — BMI) . . .	86	I Want To Hold (Duchess — BMI) . . .	13	Teach Me Tonight (MCA/Cahn/Hub — ASCAP) . . .	54
Bring It On (Sumac — BMI/Louise-Jack — ASCAP) 66		If It Ain't (On The Boardwalk/Dat Richfield Kat — BMI/Songs Can Sing — ASCAP) . . .	8	Tell Me (Los Was Cosmopolitanos/Ackee — ASCAP) 76	
Bye Gones (Rise and Glowing — BMI) . . .	65	If You Think (Ashtray — BMI) . . .	41	Tell Me Tomorrow (Chardax — BMI) . . .	4
Call Me (One To One — ASCAP) . . .	46	In The Raw (Spectrum VII/Silver Sounds/Satellite III — ASCAP) . . .	6	That Girl (Jobete & Black Bull — ASCAP) . . .	1
Can You See The Light (One To One — ASCAP) . . .	42	Inner City (Two Pepper — ASCAP) . . .	77	That's No Way (Karter Songs/April/LTL — ASCAP) 100	
Circles (Almo/Jodaway — ASCAP) . . .	5	It's Gonna Take (Vogue — BMI) . . .	18	The GigoLO (Cortez — ASCAP) . . .	11
Cool (Tionna — license pending) . . .	93	It's Good To Be (Bee Bee/Island — ASCAP) . . .	67.75	The Other Woman (Raydiola — ASCAP) . . .	17
Ebony And Ivory (MPL Communications — ASCAP) 70		It's Nasty (Metered-ASCAP) . . .	49	The Very Best (Little Macho/Different Strokes/GS Euro-America — ASCAP) . . .	48
Flamethrower (Center City — ASCAP) . . .	36	It Takes Heart Peabody (Peabody + Co./Mekk — ASCAP) . . .	74	There's No Guarantee (WB/Peabo — ASCAP) . . .	38
Forget Me Not (Baby Fingers — ASCAP/Freddie Dee — BMI) . . .	24	I'll Try Something New (Jobete — ASCAP) . . .	14	This Feeling (De Note/Skoool Boyz/Easley — BMI) . . .	45
Freaky Behavior (Cessess/Electric Apple — BMI) . . .	29	Jamaica (Bobby Caldwell/Happy Stepchild — BMI) 81		Try Jah Love (Jobete/Black Bull — ASCAP) . . .	33
Friends In Love (Garden Rake/Foster Frees — BMI/JSH — ASCAP) . . .	84	Jamming (Bob Marley/Almo — ASCAP) . . .	96	Watch Out (Framingreg — BMI) . . .	97
Genius Of (Metered (Adm. by Ackee) — ASCAP) . . .	7	Just Be Yourself (All Seeing Eye — BMI) . . .	15	We Go A Long Way (Triple Three — BMI) . . .	44
Get Down On It (Delightful/Second Decade — BMI) . . .	9	Ladies Choice (Front Wheel/Funk Rock — BMI) . . .	73	Welcome Into My Heart (April/Bovina — ASCAP) . . .	92
Glad To Know You (AVIR — BMI/Warner Bros — ASCAP) . . .	57	Let It Whip (Ujima/Macvacalac — ASCAP) . . .	34	Where Do We Go (Ashtray/Mi-Alma) . . .	52
Help Is On (Song World — ASCAP/James Car — BMI) . . .	91	Let Your Mind Be Free (Gambi — BMI) . . .	95	Work That Sucker (Terry Phillips — ASCAP) . . .	3
		Let's Celebrate (Alligator — ASCAP) . . .	25	Why Don't You (Lucky Three/Warpfactor One — BMI) 53	
				You Bring Out (Diamond In The Rough — BMI) . . .	64
				You Got The One (Trumar/Huemar — BMI) . . .	63
				You're The One (Trumar/Huemar — BMI) . . .	21

MOST ADDED SINGLES

- STREET CORNER — ASHFORD & SIMPSON — CAPITOL**
WBMX, WDIA, WWRL, WRKS, WCIN, WTLC, V103, WEDR, WJLB, KPRS, WOKB, WRAP, WDAO, WGCI, KACE, WHRK, WIGO, WRBD, KSOL, WENZ, WDAS-FM, WPAL, WWIN.
- THE VERY BEST IN YOU — CHANGE — RFC/ATLANTIC**
WZAK, WAIL, WEDR, V103, WBMX, WTLC, WDIA, WGIV, WJLB, WRAP, WZEN, KDKO, KACE, WGPR-FM, WYLD-FM, WENZ, WPAL
- EBONY AND IVORY — PAUL MCCARTNEY — COLUMBIA**
WENZ, WYLD-FM, KMJQ, KSOL, WHRK, WSOK, KDKO, WZEN, KATZ, WRKS, WUFO, V103, WAIL
- A LITTLE LOVE — AURRA — SALSOU**
WJMO, WGPR-FM, KDKO, SDAO, WJLB, WCIN, WTLC, V103, WEDR
- FRIENDS IN LOVE — DIONNE WARWICK AND JOHNNY MATHIS — ARISTA**
V103, WILD, WWRL, KPRS, WLUM, WOKB, WDAO, WGCI, WWIN.
- TAKE A LICKIN' AND KEEP ON KICKIN' — WILLIAM "BOOTS" COLLINS — WARNER BROS.**
WGPR-FM, WRBD, WSOK, WCIN, WBMX, V103, WVKO, WZAK, WLOU
- WE GO A LONG WAY BACK — BLOODSTONE — T-NECK/CBS**
WAIL, WBMX, WDIA, WCIN, WJLB, WLLC, WRAP, KACE.

MOST ADDED ALBUMS

- NIECY — DENIECE WILLIAMS — ARC/COLUMBIA**
WPAL, WDAS-FM, WHRK, KDAY, WSOK, KDKO, WLLC, WOKB, KPRS, WRKS, WUFO, WEDR
- STRAIGHT FROM THE HEART — PATRICE RUSHEN — ELEKTRA**
KMJQ, WRBD, WEDR, WHRK, KACE, KDAY, WSOK, WDAO, WGIV
- GIVE IT UP — PLEASURE — RCA**
WEDR, WLLC, WZEN, KDKO, WRBD, WGPR-FM, WAMO, WPAL

UP AND COMING

- WORK THAT BODY — DIANA ROSS — RCA**
SHOW YOU MY LOVE — GOLDIE ALEXANDER — ARISTA
DANCE LIKE CRAZY — KLIQUE — MCA
EARLY IN THE MORNING — GAP BAND — TOTAL EXPERIENCE
BEST LOVE — ROSE ROYCE — EPIC

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — R. FIELDS
 HOTS: S. Wonder, Secret Weapon, R. Parker, Kool & The Gang, Chi-Lites, One Way, O'Bryan, S. Robinson, Taste Of Honey, Cameo, Tom Tom Club, O'Jays, Lakside, R. Flack, Xavier, Manhatts, Shalamar, B. Lavette, Bar-Kays, Junior. ADDS: Ashford & Simpson, P. McCartney/S. Wonder, D. Warwick/J. Mathis, G. Perry, Aurra, B. Collins, T-Connection, Change, S. Brown, Rare Essence, Brass Construction, One Way, A. Edwards, B. Caldwell. LP ADDS: Level 42, L.A. Boppers.

WIGO — ATLANTA — QUINCY JASON, PD — #1 — S. WONDER
 HOTS: G. Duke, T-Connection, Chi-Lites, Cheri, Bloodstone, M. Brooks, War, R. Parker, Dazz Band, O'Bryan. ADDS: One Way, G. Perry, West Street Mob, Brass Construction, Gap Band, Mighty Fire, Live, B. Caldwell, D. Lasley, S. Brown, Rose Royce, Bar-Kays, Ashford & Simpson.

WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — CHERI
 HOTS: F. Joli, Junior, Skyy, Zafra Brothers, One Way, Lakeside, L.T.D., Xavier, Bloodstone, C. Jankel, Trouble Funk, O'Jays, B. Womack, Whispers, Duncans, R. Fields, Cameo, Grand Master Flash. ADDS: D. Warwick/J. Mathis, G. Alexander, R. Smith, G. Benson, Ashford/Simpson, A. Clemmons, Brutus, Klique, A. Edward, Bar-Kays, L. Vandross, B. Wells, Jigsaw.

WILD — BOSTON — STEVE CRUMBLEY, PD — #1 — G. BENSON
 JUMPS: 7 To 4 — Kool & The Gang, 11 To 7 — Xavier, 14 To 8 — War, 18 To 10 — Skyy, 15 To 12 — Atlantic Starr, 17 To 13 — Brass Construction, 21 To 15 — P. Bryson, 20 To 16 — Instant Funk, 22 To 17 — Cheri, 23 To 18 — Taste Of Honey, 24 To 19 — Cameo, 28 To 22 — Shalamar, Ex To 23 — Bar-Kays, Ex To 24 — B. Womack, Ex To 25 — D. Williams, Ex To 26 — P. Rushen, Ex To 29 — Sylvia. ADDS: A. Franklin, P. Austin, D. Lasley, Dramatics, D. Warwick/J. Mathis. LP ADDS: R. Woods, R. Ayers, O'Bryan.

WUFO — BUFFALO — DAVE MICHAELS, PD — #1 — S. WONDER
 HOTS: Secret Weapon, One Way, G. Duke, Atlantic Starr, Tom Tom Club, Taste Of Honey, P. Rushen, Cheri, Dazz Band, R. Parker, R. Fields, Prince, Dunn & Bruce Street, Third World, War, Brass Construction, Pleasure, Waldo, Cameo. ADDS: Mass Production, P. McCartney/S. Wonder. LP ADDS: D. Williams.

WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — ATLANTIC STARR
 HOTS: Secret Weapon, Q. Jones, Isley Brothers, R. Fields, Prince, Was (Was Not), Bar-Kays, Cameo, Kleer, War, Skyy, D. Williams, O'Bryan, P. Rushen, Shalamar, Sun, G. Benson, P. Austin, G. Duke. ADDS: Ashford & Simpson, Change, D. Ross, K. Burke, WAGB Band, Coffee, Klique, Gangsters, The Time, Fat Larry's Band, G. Perry, T-Connection, S. Robinson, Funkapalitan. LP ADDS: Shotgun, D. Williams, Pleasure, F. Joli, M. Ferguson, B.B. King.

WGIV — CHARLOTTE — CHRIS TURNER, PD — #1 — G. DUKE
 HOTS: M. Brooks, G. Benson, Atlantic Starr, P. Rushen, Sequence, Secret Weapon, O'Jays, Cheri, R. Fields, West Street Mob, Skyy, Xavier, O'Bryan, Taste Of Honey, R. Flack. ADDS: S. Robinson, L. Vandross, Change, D. Brown, B. Caldwell, The Time. LP ADDS: Cameo, P. Rushen, Booker T., B. Caldwell.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — D. ROSS
 HOTS: S. Wonder, Tom Tom Club, S. Robinson, Whispers, Atlantic Starr, Xavier, Zoom, Prince, War, Cheri, P. Rushen, Earth, Wind & Fire, Junior, Sugar Hill Gang, Rene & Angela, Kool & The Gang, Shalamar, Jones Girls, "D" Train, A. Bofill. ADDS: B. Wells, Ashford & Simpson, Bloodstone, Change, P. Austin, Bootsy, Grand Master Flash. ADDS: J. Lorber.

WGCI — CHICAGO — PAM WELLES, PD
 HOTS: Tom Tom Club, R. Fields, S. Wonder, Cheri, P. Rushen, Whatnauts, S. Robinson, ZZ Hill, J. Geils Band, Cameo, Dazz Band, West Street Mob, R. Parker, Was (Not Was), War. ADDS: Skyy, S. Robinson, D. Warwick/J. Mathis, Waldo, G. Chandler, Ashford & Simpson, J. Ross. LP ADDS: J. Lorber, M. Mon, B.B. King.

WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — DAZZ BAND
 HOTS: P. Rushen, R. Fields, Kool & The Gang, Shalamar, Atlantic Starr, Cameo, R. Parker, D. Williams, T. Browne. ADDS: Gap Band, D. Ross, Ashford & Simpson, D. Warwick/J. Mathis, Dramatics, Aurra, H. Hancock, Reddings, Temptations/R. James, Grand Master Flash. LP ADDS: Cameo, P. Rushen, V. Burch, B.B. King.

KDKO — DENVER — BYRON PITTS, PD — #1 — BAR-KAYS
 HOTS: "D" Train, Tom Tom Club, AM FM, V. Burch, Cameo, R. Parker, Instant Funk, Reddings, S. Wonder. ADDS: Aurra, B. Womack, P. McCartney/S. Wonder, Change, F. Joli, K. Burke, D. Brown, G. Alexander, Level 42, Klique, S. Robinson, Daniel, Grand Master Flash, R. Smith, Shotgun. LP ADDS: Pleasure, One Way, Shotgun, R. Woods, C. Bumpus, D. Williams, B. Walker.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — XAVIER
 HOTS: Atlantic Starr, Dazz Band, R. Fields, P. Rushen, Cheri, Shalamar, R. Parker, Skyy, Cameo. ADDS: ZZ Hill, Shotgun, B. Caldwell, Aurra, West Street Mob, Minako, Change, T-Connection, B. Wells, Gangsters, D. Brown, B. Collins. LP ADDS: War, B. Caldwell, Pleasure.

WJLB — DETROIT — JOHN EDWARDS, PD — #1 — M. FRANKS
 HOTS: Reddings, LTD, S. Robinson, Dazz Band, Chocolate Milk, G. Duke, R. Fields, P. Rushen, O'Bryan, Skyy, G. Benson, War, Atlantic Starr, Rene & Angela, Pleasure, S. Wonder, Junior, D. Williams. ADDS: Cameo, Aurra, Change, Bloodstone, Ashford & Simpson, O'Bryan, McCrarys.

KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — R. FIELDS
 JUMPS: 17 To 5 — Cheri, 21 To 17 — Chi-Lites, 19 To 11 — Shalamar, Ex To 17 — O'Bryan, 29 To 24 — Q. Jones, Ex To 28 — D. Williams, 36 To 32 — Stars On 45 III, Ex To 33 — Taste Of Honey, Ex To 38 — A. Jarreau, Ex To 40 — Fat Larry's Band. ADDS: L. Vandross, P. McCartney/S. Wonder. LP ADDS: P. Rushen.

WTLC-FM — INDIANAPOLIS — KELLY CARSON, PD — #1 — TROUBLE FUNK
 HOTS: Prince, LTD, Sister Sledge, G. Duke, R. Fields, Tomorrow's Edition, Dazz Band, R. Parker, Cameo, Isley Brothers, Brass Construction, T. Gonzalez, P. Rushen, R. Lewis, Taste Of Honey, Shalamar, Juicy, Skool Boyz, Ferrari, L. Seely's Heritage. ADDS: Ashford & Simpson, R.J.'s Latest Arrival, D. Byrd, Change, Aurra, S. Robinson, E. Whitaker, Zoom, G. Alexander. LP ADDS: Cameo, McCrarys, T. Troutman, V. Burch.

KPRS — KANSAS CITY — DELL RICE, PD — #1 — S. WONDER
 HOTS: R. Fields, Lakeside, G. Benson, Q. Jones, Chocolate Milk, Sister Sledge, Manhatts, G. Duke, Bloodstone, Prince, Grand Master Flash, Skool Boyz, Positive Force, War, Atlantic Starr, Whatnauts, R. Cameron, G. Knight, R. Flack. ADDS: B. Caldwell, Ashford & Simpson, Atkins, R. Smith, D. Ross, H. Hancock, M. McCormack, Majli, Trouble Funk, P. Austin, D. Warwick/J. Mathis. LP ADDS: D. Williams.

KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — R. FIELDS
 HOTS: R. Parker, War, Bar-Kays, Dazz Band, Tom Tom Club, Xavier, Third World, C. Jankel, P. Rushen. ADDS: ZZ Hill, R. Smith, Shotgun, E. Klugh, G. Perry, R. Dyson, H. Hancock. LP ADDS: R. Parker, R. Woods, P. Rushen, D. Williams.

KGFJ — LOS ANGELES — J.B. STONE, PD — #1 — S. WONDER
 HOTS: Atlantic Starr, O'Bryan, Tom Tom Club, G. Duke, Xavier, R. Fields, Buckner & Garcia, L.A. Boppers, Merge. ADDS: R. Flack, O'Jays, Bloodstone, S. Robinson, D. Ross, Grand Master Flash. LP ADDS: Prince, "D" Train.

WEDR — MIAMI — GEORGE JONES, PD — #1 — S. WONDER
 HOTS: R. Fields, R. Parker, LTD, Waldo, One Way, O'Bryan, Merge, Instant Funk, D. Ross, West Street Mob, Taste Of Honey, G. Benson, Cheri, Cameo, Komiko, Juicy, War, Reddings, P. Rushen, Prince. ADDS: Ashford & Simpson, D. Ross, Aurra, Mighty Fire, G. Alexander, R. Smith, Kwick, Rose Royce, S. Brown, Change. LP ADDS: D. Williams, Kokomo, Pleasure, B.B. King, P. Rushen.

WAWA — MILWAUKEE — JIMMY GOODTYME, PD — #1 — P. RUSHEN
 HOTS: O'Bryan, S. Wonder, Prince, Manhatts, Junior, Xavier, S. Robinson, Dunn & Bruce Street, G. Benson, T-Connection, Dazz Band, Atlantic Starr, Gemini, Bar-Kays, Zoom, Shalamar, Cameo, G. Knight, Lakeside. ADDS: Shotgun, Brass Construction, Third World, Pleasure, L. Vandross, T-Connection, B. Lavette, R. Smith, Lady. LP ADDS: Cameo, ZZ Hill.

WLUM — MILWAUKEE — JIMMY GOODTYME, MD — #1 — S. WONDER
 HOTS: Manhatts, G. Knight, Lakeside, G. Benson, Zoom, Atlantic Starr, Gemini, P. Rushen, Q. Jones, B. Lavette, T.S. Monk, Dunn & Bruce Street, Shalamar, LTD, A. Bofill, Jones Girls, A. Jarreau, B. Womack. ADDS: S. Robinson, B. Wells, D. Warwick/J. Mathis, D. Brown, P. Austin.

WYLD-FM — NEW ORLEANS — TONY BROWN, PD — #1 — S. WONDER
 HOTS: Junior, S. Robinson, R. Fields, Whispers, D. Ross, Q. Jones, G. Duke, Atlantic Starr, G. Benson. ADDS: T. Browne, P. McCartney/S. Wonder, Change, S. Robinson, G. Washington, Dazz Band, J. Lorber, B. Summers. LP ADDS: R. Woods, B. Lavette, T-Connection.

WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — S. WONDER
 JUMPS: 14 To 6 — S. Brown, 12 To 7 — M. Brooks, 16 To 8 — D. Williams, 30 To 15 — R. Fields, 24 To 19 — Peech Boys, 26 To 22 — T.S. Monk, 28 To 25 — Skyy, 29 To 26 — Third World, Ex To 28 — P. Rushen, Ex To 29 — M. Wallace, Ex To 30 — Thompson Twins. ADDS: P. McCartney/S. Wonder, B.B.C.S.N.A., L. Vandross, Ashford & Simpson, D. Ross. LP ADDS: D. Williams, Mystic Merlin.

WWRL — NEW YORK — WANDA RAMOS, PD — #1 — S. WONDER
 HOTS: Atlantic Starr, Shalamar, G. Benson, Secret Weapon, Taste Of Honey, D. Williams, R. Fields, Third World, Cheri, RGB, Skyy, Kool & The Gang, P. Bryson, War. ADDS: D. Warwick/J. Mathis, Ashford & Simpson, Phoenix, R. Lewis.

WRAP — NORFOLK — JIMMY WILLIAMS, PD — #1 — O'BRYAN
 HOTS: S. Wonder, Skyy, Kool & The Gang, Taste Of Honey, Atlantic Starr, G. Duke, Junior, Sister Sledge, Tom Tom Club, Chi-Lites, R. Fields, G. Benson, Whispers, Lakeside, Grand Master Flash, D. Ross, Q. Jones, Prince, S. Robinson. ADDS: Cheri, Skool Boyz, Brass Construction, Shotgun, Controllers, Bloodstone, Ashford & Simpson, P. Bryson, Change, West Street Mob, Stars On 45 III.

WOKB — ORLANDO — BILLIE LOVE, PD — #1 — O'BRYAN
 JUMPS: 14 To 7 — R. Parker, 15 To 8 — O'Jays, 22 To 11 — Cameo, Ex To 15 — Dazz Band, 28 To 13 — Brass Construction, 23 To 18 — ADC Band. ADDS: D. Warwick/J. Mathis, Klique, Ashford & Simpson, R. Dyson. LP ADDS: One Way, Sun, D. Williams, Atkins.

WDAS — PHILADELPHIA — JOE TAMBURRO, PD — #1 — CHERI
 HOTS: Tom Tom Club, Prince, Third World, Atlantic Starr, Chi-Lites, R. Fields, S. Wonder, Xavier, ADC Band, G. Duke, Secret Weapon, AM FM, G. Benson, War, Skyy, R. Flack, Stone, O'Bryan, O'Jays, Dunn & Bruce Street, P. Rushen. ADDS: Ashford & Simpson, Gap Band, V. Burch, Live, Trouble Funk, Brutus. LP ADDS: D. Williams, St. Tropez.

WAMO — PITTSBURGH — JON ANTHONY, PD — #1 — S. WONDER
 JUMPS: 11 To 5 — Skyy, 26 To 10 — O'Bryan, 24 To 19 — Cheri, 31 To 20 — Shalamar, 28 To 25 — R. Fields, 32 To 26 — D. Williams, 36 To 29 — A. Jarreau, Ex To 30 — Taste Of Honey, 37 To 34 — Dazz Band, 40 To 36 — O'Jays, Ex To 38 — Reddings. ADDS: G. Adams, Change, Booker T., P. Bryson, Xavier, B. Collins, B. Caldwell, War, West Street Mob. LP ADDS: Pleasure, Fatback.

WLLC — RALEIGH — CHESTER DAVIS, PD — #1 — LAKESIDE
 HOTS: Secret Weapon, S. Wonder, Xavier, Junior, S. Robinson, G. Benson, O'Bryan, Skyy, R. Fields. ADDS: B. Womack, Bloodstone, Rose Royce, M. Brooks, G. Perry, L. Vandross, Collage. LP ADDS: D. Williams, Pleasure, L. Horne, P. Austin.

WENZ — RICHMOND — PAUL CHILDS, PD — #1 — S. WONDER
 HOTS: 10 To 7 — Xavier, 16 To 12 — Atlantic Starr, 20 To 17 — Cameo, 22 To 19 — Shalamar, 24 To 20 — Taste Of Honey, 25 To 21 — O'Bryan, 26 To 23 — War, 28 To 24 — R. Fields, Ex To 25 — R. Parker, 30 To 27 — O'Jays, Ex To 29 — Secret Weapon, Ex To 30 — LTD. ADDS: Ashford & Simpson, P. McCartney/S. Wonder, Change, The Time, Trouble Funk, B. Summers, V. Burch, A. Jarreau, Sylvia.

KATZ — ST. LOUIS — A.J. KEMP, PD — #1 — R. FIELDS
 JUMPS: 11 To 8 — G. Knight, 20 To 11 — RG&B, 21 To 12 — P. Austin, 30 To 18 — O'Jays, 24 To 17 — Taste Of Honey, Ex To 20 — Zoom, 28 To 22 — LTD, Ex To 27 — A. Bofill, Ex To 28 — P. Bryson, Ex To 29 — R. Parker, Ex To 30 — G. Perry. ADDS: Dramatics, C. Bean, P. McCartney/S. Wonder.

WZEN-FM — ST. LOUIS — A.J. KEMP, PD — #1 — R. FIELDS
 HOTS: 12 To 9 — Kool & The Gang, 23 To 10 — D. Williams, 14 To 11 — Bar-Kays, 15 To 12 — War, 18 To 13 — Cheri, 24 To 14 — Cameo, 19 To 15 — O'Bryan, 22 To 16 — Third World, 26 To 17 — Taste Of Honey, 25 To 20 — R. Flack, 28 To 21 — ADC Band, 29 To 22 — Whatnauts, 30 To 23 — Fat Larry's Band, Ex To 24 — G. Knight, Ex To 28 — O'Jays, Ex To 30 — P. Rushen. ADDS: P. McCartney/S. Wonder, Change, Atkins, S. Brown, V. Burch, Search, M. Brooks, G. Alexander. LP ADDS: Pleasure, R. Dyson, Gemini, J. Lorber.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — S. WONDER
 HOTS: G. Duke, S. Robinson, Atlantic Starr, Sister Sledge, Junior, R. Fields, Skyy, O'Bryan, G. Benson. ADDS: Ashford & Simpson, P. McCartney/S. Wonder, Temptations, Gap Band, Mighty Fire, V. Burch, Waldo.

WSOK — SAVANNAH — JAY BRYANT, PD — #1 — R. FIELDS
 JUMPS: 5 To 2 — Kleer, 7 To 3 — Taste Of Honey, 8 To 5 — One Way, 14 To 9 — Bar-Kays, 17 To 10 — Shalamar, 21 To 17 — D. Williams, 25 To 19 — Stars On 45 III, Ex To 26 — Change, Ex To 27 — Fat Larry's Band, Ex To 30 — West Street Mob. ADDS: P. McCartney/S. Wonder, B. Jones & New Life, The Time, Cheri, Brooklyn Express, B. Collins. LP ADDS: M. Ferguson, P. Rushen, D. Williams.



CBS SIGNS RODRIGUEZ — Jose Luis Rodriguez has signed an exclusive worldwide recording contract with CBS Records after extended negotiations. Pictured at the signing in Nassau are (l-r): Manolo Diaz, vice president, creative operations, Latin American operations, CBS Records International (CRI); Nick Cirillo, senior vice president, Latin American operations, CRI; Rodriguez; Dick Asher, deputy president and chief operating officer, CBS Records Group; and Hector Masselli, Rodriguez's representative.

Record Rental Shops Continue To Proliferate Throughout Japan

by Koizo Otsuka

TOKYO — Record rental shops, which have proliferated here over the past year-and-a-half and sparked an epidemic of home taping, are a problem that will soon have to be dealt with in a no-nonsense manner. Over 1,000 such shops are currently in business throughout the nation, and more and more traditional record shops have begun to feel the pinch.

"Some retailers have been obliged to close their shops due to the decrease in



A BOOMERANG EFFECT — Paul Russell, former managing director, CBS Australia, recently moved to London to become managing director, CBS U.K. Russell (r), boomerang in hand, is shown demonstrating for his new boss, Maurice Oberstein, chairman, CBS U.K., how they do business in Oz.

sales brought by the appearance of a rental record shop in their neighborhoods," said an executive of a large retail chain in Tokyo. "Record rental shops are now a life-or-death problem for record retailers in this country."

The increase in record rental shops over the past year-and-a-half has been staggering. According to the Japan Phonograph Record Assn. (JPRF), less than 30 record rental shops were in existence at the beginning of 1981, but by the end of the year, there were over 800. Now, there are more than 1,000 operating.

Advancing the argument that such shops encouraged home taping (typical rental fees run around four-to-five dollars for two days as opposed to \$15-\$20 to purchase a record or pre-recorded tape), the JPRA, the AARDJ (the nation's association of record and pre-recorded tape retailers) and the nation's association of actors and actresses have all called on the Diet (parliament) to act forcefully on the matter. So far, the government hasn't responded.

However, "the amendment of the present copyright law is indispensable to control so-called record rentals," said another manager of a large retail chain in Tokyo. "To do that, we, the members of AARDJ, have to contact the members of the Diet and use our influential powers on them. In addition, we should, and are, encouraging our members and all others that support us to write letters to the legislators to get some action."

As losses to the record rental shops continue to mount, it is expected that the Diet will soon be forced to make some kind of acknowledgment of the problem at the very least.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — RCA toppers **Adolfo Pino** and **Larry Palmacci** headlined the reception for top Mexican teen star **Emmanuel**, who sold nearly 2.5 million records in his country and came to Buenos Aires for a promotional visit. The party, attended by a throng of radio, TV and press people, was held at the Afrika nitery in coincidence with the release of the artist's latest album in this country. Emmanuel has been already here in 1981 and has been enjoying good sales lately.

A revamping of the CBS catalog has been announced to **Cash Box** by incoming general manager **Roberto Lopez**, who will assume upon the retirement of **Hecio Cuomo**. Lopez explains that most of the sales of the catalog come from a small percentage of items, which means additional costs for the rest of it. A substantial reduction in the number of records and tapes in stock will lower expenses and probably add sales by consolidating the most-asked-for titles by local artists into "best hits" LPs.

miguel smirnoff

Italy

MILAN — The nine distributing companies that were planning to create a rackjobbing society on the Italian market did not reach an agreement, so the project has been delayed to another date. In the meantime, the same companies are discussing developing the "Music On The Road" operation (which includes CBS, CGD, EMI, PolyGram and Ricordi) for the distribution of pre-recorded tapes through the highway gas stations.

K-tel International Italy started a local record production with a new single from the soundtrack of *Kimba*, a TV series for children actually in the programs of 35 local TV stations. The record was produced by **Riccardo Zara**.

Diego Ando, formerly head of the legal department at Dischi Ricordi, was named general manager of the company. He replaces **Nanni Ricordi**, who resigned last month. . . **Irma Faretina** is the new head of the radio promotion at Baby Records. . . **Roberta Reganati Ebnet** was named responsible for the classical department at WEA Italiana.

mario de luigi

Japan

TOKYO — Sales of both records and pre-recorded tapes rose during the month of February, according to the Japan Phonograph Record Assn. (JPRA). For records, nearly 13.4 million records sold represented increases in units of six percent and three percent, respectively, over the previous month and the same month in 1981. In terms of revenue, the 13.3 billion yen (\$55.3 million) generated represented increases of 17% and 10%, respectively, over the previous month and the same

month the year before.

In the area of pre-recorded tapes, the 7.7 million units sold represented increases of 16% and 23% over the previous month and the same month last year. The 9.5 billion yen (\$40.0 million) generated increased eight percent and 24% over the previous month and the same month last year.

New executive appointments took place at two major corporations recently. **Masanori Miyazaki**, chief of sales promotion, was appointed managing director at Shinseido Co., Ltd., one of the biggest wholesalers in Japan. . . Over at PolyGram, **Hironori Mizuta**, managing director of the company, was elected vice president at a recent board of directors meeting.

kozo otsuka

United Kingdom

LONDON — Speaking at an EMI in-house interview, **Paul McCartney** reflected on his fortieth birthday this year. "Forty to me is just an age, a state of mind," he said. "When people come up to you and say, 'Well you're 40 now,' you start thinking that it does have some huge significance. But it doesn't make any difference to me. I still hate all the things I've always hated, like fox hunters and animal killers and the screaming tendency towards war. I still love the harmony that can be achieved in non-cranky way. I still want to hold war back and say, 'Please, I'm sure there's another way. Can't we think of this as a planet?' I know it's cranky, but someone's got to do it. But you know what I mean; I'm 40 now, but that's the sort of thing I was saying when I was 18 and what I thought at five."

Elsewhere in the interview McCartney described how, on a song about his own feeling about **John Lennon's** murder, he used a string quartet for the first time since "Yesterday." "On this LP, we have a song called 'Here Today' that was sort of a song to John after he died, however, not as a tribute but as a summing up of my feelings at that time about that thing. So that's what we did the string quartet on, because it was that sort of song, and it worked out fine. It was nice to get out of that pattern of 'you must not do this' and 'you must do that because it's expected of you,' so we've tried to approach it from the point of view of enjoyment."

McCartney did not use one consistent line-up of musicians for the album, which features drummers Steve Gadd and Dave Mattacks and occasionally Stanley Clarke on bass and Stevie Wonder on keyboards. McCartney himself plays "lots of bass and lots of guitar." The album will be out any day and features many other musicians that McCartney and producer **George Martin** selected for their suitability for individual tracks. Of the 20 or so demos sent to Martin when the idea of his producing was first broached, he apparently only liked five at first hearing.

paul bridge

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 **Envoltorio De Palabras** — Zum Zum — Interdisc
- 2 **Quema Caicho Sobre Mi** — Gap Band — PolyGram
- 3 **Menta Y Limon** — Roque Narvaja — Discosa/Interdisc
- 4 **Que Idea** — Pino D'Angio — Microfon
- 5 **Ana, Yo No Soy Tu Principe Azul** — Silvestre — Music Hall
- 6 **Sigue Bailando** — Doris & The Pins — PolyGram
- 7 **Alpha Beta** — Valhalla — Interdisc
- 8 **La Gata Bajo La Lluvia** — Rocio Durcal — Ariola/Microfon
- 9 **Physical** — Olivia Newton-John — EMI
- 10 **Cama Y Mesa** — Roberto Carlos — CBS

TOP TEN LPs

- 1 **Marla Elena Walsh** — Maria Elena Walsh — K-tel/ATC
- 2 **Hooked On Classics** — Royal Philharmonic Orchestra — Interdisc
- 3 **La Historia De Un Idolito** — Sandro — K-tel
- 4 **Mix One** — Malvaho — Music Hall
- 5 **Musica Para Tu Coche** — various artists — CBS/ATC
- 6 **Esenca Romantica** — Maria Martha Serra Lima/Los Panchos — CBS
- 7 **La Historia De Un Idolito** — Los Panchos — CBS
- 8 **17 Top Hits** — various artists — PolyGram
- 9 **Musica Total** — various artists — Interdisc/ATC
- 10 **Innamorati** — various artists — Interdisc

—Prensario

Italy

TOP TEN 45s

- 1 **Felicità** — Al Bano & Romina Power — Baby
- 2 **Storie Di Tutti I Giorni** — Riccardo Fogli — CGD/Paradis
- 3 **Non Succedera Più** — Claudia Mori — CGD/Clan
- 4 **Il Ballo Dei Qua Qua** — Romina Power — Baby
- 5 **Rally** — Richard Sanderson — Delta
- 6 **5 O' Clock In The Morning** — Village People — CGD/Vip
- 7 **Ping Pong** — Plastic Bertrand — Durium
- 8 **Solo Grazie** — Giuseppe Cionfoli — RCA/Cavaliere
- 9 **Lisa** — Stefano Sani — Fonit Cetra
- 10 **Non Stop Twist** — Kim & The Cadillac — Ariston

TOP TEN LPs

- 1 **Tutto Sanremo** — various artists — EMI
- 2 **30x60** — various artists — CGD
- 3 **La Voce Del Padrone** — Franco Battiato — EMI
- 4 **Il Tempo Delle Mele** — soundtrack — Delta
- 5 **Cocciante** — Riccardo Cocciante — RCA
- 6 **Collezione** — Riccardo Fogli — CGD/Paradis
- 7 **Renaissance** — Village People — CGD/Vip
- 8 **Aria Pura** — Al Bano & Romina Power — Baby
- 9 **Artide Antartide** — Renato Zero — RCA/Zerolandia
- 10 **... E Penso A Te** — Ricchi & Poveri — Baby

—Musica e Dischi

Japan

TOP TEN 45s

- 1 **Kokoro No Iro** — Masatoshi Nakamura — Nippon Columbia
- 2 **Chako No Kalgan Monogatari** — Southern All Stars — Victor
- 3 **Wedding Bell** — Sugar — For Life
- 4 **Ikenai Rouge Magic** — Seishiro Imawano/Ryuichi Sakamoto — London
- 5 **Akal Sweetpea** — Seiko Matsuda — CBS/Sony
- 6 **Irotsuki No Onna De Itakureyo** — The Tigers — Polydor
- 7 **Al O Kudasal** — Nahoko Kawai — Nippon Columbia
- 8 **Kimi Ni Barabara To Yuukanji** — Toshihiko Tawara — Canyon
- 9 **Yume No Tochu** — Takao Kisugi — Polydor
- 10 **Suzume** — Keiko Masuda — Warner/Pioneer

TOP TEN LPs

- 1 **Memorial** — Masatoshi Nakamura — Nippon Columbia
- 2 **Central Park Concert Live** — Simon & Garfunkel — CBS/Sony
- 3 **For You** — Tatsuhiro Yamashita — RVC
- 4 **Sugar** — Sugar Dream — For Life
- 5 **Yumemiru Koro O Sugitemo** — Junko Yagami — Disco
- 6 **Yume No Tochu** — Takao Kisugi — Polydor
- 7 **Sayonara Konnichiwa** — Tsukasa Ito — Japan
- 8 **Bucchigiri Top** — Yokohama Ginbae — King
- 9 **Hooked On Classics** — Royal Phil. Orchestra — RVC
- 10 **1000 Nen Jowo Elgahen** — soundtrack — Canyon

—Cash Box of Japan

CASH BOX TOP 100 ALBUMS

April 17, 1982

	Weeks On 4/10 Chart		Weeks On 4/10 Chart		Weeks On 4/10 Chart
1 CHARIOTS OF FIRE ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor/PolyGram PD-1-6335)	8.98 4	27	35 ABACAB GENESIS (Atlantic SD 19313)	8.98 36	27
2 BEAUTY AND THE BEAT THE GO-GO'S (I.R.S./A&M SP 70021)	8.98 1	38	36 PAC-MAN FEVER BUCKNER & GARCIA (Columbia XRC 37941)	— 45	5
3 FREEZE-FRAME THE J. GEILS BAND (EMI America SOO-17062)	8.98 2	23	37 MEMORIES BARBRA STREISAND (Columbia TC 37678)	— 38	19
4 I LOVE ROCK 'N ROLL JOAN JETT AND THE BLACKHEARTS (Boardwalk NB1-33243)	8.98 3	19	38 DARE THE HUMAN LEAGUE (Virgin/A&M SP-6-4892)	6.98 43	8
5 SUCCESS HASN'T SPOILED ME YET RICK SPRINGFIELD (RCA AFL1-4125)	8.98 7	4	39 SKYYLINE SKYY (Salsoul/RCA SA-8548)	8.98 27	24
6 ESCAPE JOURNEY (Columbia TC 37408)	— 6	37	40 YES IT'S YOU LADY SMOKEY ROBINSON (Tamla/Motown 6001TL)	8.98 35	9
7 PHYSICAL OLIVIA NEWTON-JOHN (MCA-5229)	8.98 5	25	41 REEL MUSIC THE BEATLES (Capitol SV-12199)	9.98 68	2
8 THE CONCERT IN CENTRAL PARK SIMON AND GARFUNKEL (Warner Bros. 2BSK 3654)	14.98 8	6	42 WINDOWS THE CHARLIE DANIELS BAND (Epic FE 37694)	— 57	3
9 ASIA (Geffen SHS 2008)	8.98 17	3	43 FRIENDS SHALAMAR (Solar/Elektra S-28)	8.98 49	9
10 GHOST IN THE MACHINE THE POLICE (A&M SP-3730)	8.98 9	26	44 YOU COULD HAVE BEEN WITH ME SHEENA EASTON (EMI America SW-17061)	8.98 46	21
11 GET LUCKY LOVERBOY (Columbia FC 37638)	— 11	23	45 PICTURE THIS HUEY LEWIS AND THE NEWS (Chrysalis CHR 1340)	8.98 50	8
12 HOOKED ON CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4194)	8.98 12	22	46 BRILLIANCE ATLANTIC STARR (A&M SP-4883)	8.98 60	4
13 MOUNTAIN MUSIC ALABAMA (RCA AHL1-4229)	8.98 14	6	47 FOR THOSE ABOUT TO ROCK WE SALUTE YOU AC/DC (Atlantic SD11111)	8.98 42	19
14 4 FOREIGNER (Atlantic SD 16999)	8.98 10	39	48 THE SECRET POLICEMAN'S OTHER BALL — THE MUSIC VARIOUS ARTISTS (Island ILPS 9698)	8.98 53	5
15 PRIVATE EYES DARYL HALL & JOHN OATES (RCA AFL1-4028)	8.98 13	31	49 NON-STOP EROTIC CABARET SOFT CELL (Sire SRK 3647)	8.98 52	13
16 THE DUDE QUINCY JONES (A&M SP-3721)	8.98 15	55	50 THE FIRST FAMILY RIDES AGAIN VARIOUS ARTISTS (Boardwalk NB1-33248)	8.98 39	10
17 QUARTERFLASH (Geffen GHS 2003)	8.98 18	26	51 20 AEROBIC DANCE HITS MARCY MUIR (Parade/Peter Pan 101)	8.98 55	14
18 BELLA DONNA STEVIE NICKS (Modern/Atlantic MR 38-139)	8.98 19	36	52 ALLIGATOR WOMAN CAMEO (Chocolate City/PolyGram CCLP 2021)	8.98 82	2
19 SHAKE IT UP THE CARS (Elektra 5E-567)	8.98 20	21	53 WASN'T TOMORROW WONDERFUL? THE WAITRESSES (Polydor/PolyGram PD-1-6346)	8.98 54	12
20 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	— 24	5	54 TONIGHT I'M YOURS ROD STEWART (Warner Bros. BSK 3602)	8.98 40	22
21 GREAT WHITE NORTH BOB & DOUG MCKENZIE (Mercury/PolyGram SRM-1-4034)	8.98 16	17	55 DREAM ON GEORGE DUKE (Epic FE 37532)	— 47	7
22 THE INNOCENT AGE DAN FOGELBERG (Full Moon/Epic KE2 37393)	— 21	31	56 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	8.98 58	35
23 DIARY OF A MADMAN OZZY OSBOURNE (Jet/CBS FZ 37492)	— 22	22	57 WHY DO FOOLS FALL IN LOVE? DIANA ROSS (RCA AFL1-4153)	8.98 41	24
24 BOBBIE SUE OAK RIDGE BOYS (MCA-5294)	8.98 23	9	58 THE GEORGE BENSON COLLECTION GEORGE BENSON (Warner Bros. 2HW 3577)	16.98 44	22
25 ALDO NOVA (Portrait/CBS ARR 37498)	— 29	9	59 FAME ORIGINAL SOUNDTRACK (RSO/PolyGram RX1-3080)	8.98 65	12
26 TATTOO YOU ROLLING STONES (Rolling Stone/Atlantic COC 16052)	8.98 26	32	60 KATHY SMITH'S AEROBIC FITNESS (Muscle Tone MT 72151)	8.98 62	7
27 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	8.98 33	58	61 TUTONE 2 TOMMY TUTONE (Columbia ARC 37401)	— 71	11
28 SOMETHING SPECIAL KOOL & THE GANG (De-Lite/PolyGram DSR 8502)	8.98 28	27	62 THE ONE THAT YOU LOVE AIR SUPPLY (Arista AL 9551)	8.98 48	45
29 TOM TOM CLUB (Sire SRK 3628)	8.98 25	26	63 THE POET BOBBY WOMACK (Beverly Glen BG 1000)	8.98 56	23
30 STANDING HAMPTON SAMMY HAGAR (Geffen GHS 2006)	8.98 30	13	64 CONTROVERSY PRINCE (Warner Bros. BSK 3601)	8.98 51	24
31 WORKING CLASS DOG RICK SPRINGFIELD (RCA AFL 1-3697)	8.98 32	55	65 CAROL HENSEL'S EXERCISE & DANCE PROGRAM VOLUME 2 (Vintage/Mirus VNI 7733)	8.98 64	18
32 BLACKOUT SCORPIONS (Mercury/PolyGram SRM-1-4039)	8.98 37	4	66 YOUR WISH IS MY COMMAND LAKESIDE (Solar/Elektra S-26)	8.98 59	18
33 LOVE IS WHERE YOU FIND IT THE WHISPERS (Solar/Elektra S-27)	8.98 31	14	67 INDUSTRY STANDARD THE DREGS (Arista AL 9588)	8.98 74	4
34 GREEN LIGHT BONNIE RAITT (Warner Bros. BSK 3630)	8.98 34	7	68 SMALL CHANGE PRISM (Capitol ST-12148)	8.98 67	12
			69 BLACK ON BLACK WAYLON (RCA AHL1-4247)	8.98 70	7
			70 MESOPOTAMIA THE B-52'S (Warner Bros. MINI 3641)	5.98 66	9
			71 DON'T SAY NO BILLY SOUIER (Capitol ST 12146)	8.98 69	49
			72 COME MORNING GROVER WASHINGTON, JR. (Elektra 5E-562)	8.98 73	19
			73 MR. LOOK SO GOOD RICHARD "DIMPLES" FIELDS (Boardwalk NB1-33249)	8.98 86	9
			74 MECHANIX UFO (Chrysalis CHR 1360)	8.98 75	8
			75 BEAUTIFUL VISION VAN MORRISON (Warner Bros. BSK 3652)	8.98 63	7
			76 THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-12120)	9.98 78	70
			77 AEROBIC DANCING featuring DORIAN DAMMER (Parade/Peter Pan 100)	8.98 79	28
			78 YOU'VE GOT THE POWER THIRD WORLD (Columbia FC 37744)	— 84	5
			79 CAROL HENSEL'S EXERCISE AND DANCE PROGRAM (Vintage/Mirus VNI 7713)	8.98 76	61
			80 POINT OF PLEASURE XAVIER (Liberty LT-51116)	8.98 88	4
			81 JUICE JUICE NEWTON (Capitol ST-12136)	8.98 61	59
			82 ENGLISH SETTLEMENT XTC (Virgin/Epic ARE 37943)	— 90	5
			83 OUTLAW WAR (RCA AFL1-4208)	8.98 91	6
			84 GREATEST HITS KENNY ROGERS (Liberty LOO-1072)	8.98 80	79
			85 IV TOTO (Columbia FC 37728)	— —	1
			86 NEVER TOO MUCH LUTHER VANDROSS (Epic FE 37451)	— 77	31
			87 LIVE & OUTRAGEOUS MILLIE JACKSON (Spring/PolyGram SP-1-6735)	8.98 95	7
			88 I AM LOVE PEABO BRYSON (Capitol ST-12179)	8.98 81	21
			89 THE NAME OF THIS BAND IS TALKING HEADS TALKING HEADS (Sire 2SR 3590)	12.98 —	1
			90 NIGHTCRUISING BAR-KAYS (Mercury/PolyGram SRM1-4028)	8.98 92	23
			91 A LITTLE LOVE AURRA (Salsoul/RCA SA 8551)	8.98 72	9
			92 3 GAMMA (Elektra E1-60034)	8.98 99	6
			93 SCUBA DIVERS DWIGHT TWILLEY (EMI America ST-17064)	8.98 93	7
			94 SEASONS OF THE HEART JOHN DENVER (RCA AFL1-4256)	8.98 104	6
			95 DEATH WISH II ORIGINAL SOUNDTRACK (Swan Song/Atlantic SS 8511)	8.98 96	4
			96 TELEVISION THEME SONGS MIKE POST (Elektra E1-60028 Y)	5.98 97	7
			97 ON THE WAY TO THE SKY NEIL DIAMOND (Columbia TC 37628)	— 83	21
			98 ANOTHER GREY AREA GRAHAM PARKER (Arista AL 9589)	8.98 115	2
			99 THE BLASTERS (Slash SR-109)	8.98 102	14
			100 THE NUMBER OF THE BEAST IRON MAIDEN (Harvest/Capitol ST-12202)	8.98 134	2

Cash box top albums/101 to 200

April 17, 1982

			Weeks On 4/10 Chart
101	WILD HEART OF THE YOUNG KARLA BONOFF (Columbia FC 37444)	8.98	111 3
102	IT'S A FACT JEFF LORBER (Arista AL 9583)	8.98	110 4
103	THE LAST SAFE PLACE LE ROUX (RCA AFL 1-4195)	8.98	87 12
104	THE GIFT THE JAM (Polydor/PolyGram PD-1-6349)	8.98	108 4
105	DOIN' ALRIGHT O'BRYAN (Capitol ST-12192)	8.98	120 4
106	JUST ANOTHER DAY IN PARADISE BERTIE HIGGINS (Kat Family/CBS FZ 37901)	8.98	116 9
107	POP GOES THE MOVIES MECO (Arista AL 9598)	8.98	118 4
108	PURE & NATURAL T-CONNECTION (Capitol ST-12191)	8.98	109 7
109	NIECY DENIECE WILLIAMS (ARC/Columbia FC 37952)	8.98	— 1
110	TIME EXPOSURE LITTLE RIVER BAND (Capitol ST-12163)	8.98	89 32
111	WHO'S FOOLIN' WHO ONE WAY (MCA-5279)	8.98	121 4
112	KEEP IT LIVE DAZZ BAND (Motown 6004ML)	8.98	124 5
113	ARCHITECTURE & MORALITY ORCHESTRAL MANOEUVRES IN THE DARK (Virgin/Epic ARE 37721)	8.98	113 11
114	WALT DISNEY PRODUCTIONS' MOUSERCISE (Disneyland 62516)	7.98	126 5
115	SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)	8.98	103 41
116	MYSTICAL ADVENTURES JEAN-LUC PONTY (Atlantic SD 19333)	8.98	98 10
117	DANCE & EXERCISE LINDA FRATIANNI (Columbia BFC 37653)	8.98	101 9
118	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	8.98	94 31
119	AEROBIC DANCE HITS VOL. I (Casablanca/PolyGram NBLP 7263)	8.98	129 4
120	JAZZERCISE JUDI SHEPPARD MISSETT (MCA-5272)	8.98	85 20
121	BELOW THE BELT FRANKE & THE KNOCKOUTS (Millennium/RCA BXL1-7763)	8.98	131 2
122	NICK THE KNIFE NICK LOWE (Columbia FC 37932)	8.98	114 9
123	KIHNTINUED GREG KIHN BAND (Beserkley/Elektra E1-60101)	8.98	142 2
124	SWING TO THE RIGHT UTOPIA (Bearsville BRK 3666)	8.98	107 5
125	LIVE ON THE SUNSET STRIP RICHARD PRYOR (Warner Bros. BSK 3660)	8.98	— 1
126	GLASSWORKS PHILIP GLASS (CBS FM 37265)	8.98	127 5
127	WYNTON MARSALIS (Columbia FC 37574)	8.98	128 11
128	ONE TO ONE CAROLE KING (Atlantic SD 19344)	8.98	138 3
129	RAISE! EARTH, WIND & FIRE (ARC/Columbia TC 37548)	8.98	106 23
130	THE TIME (Warner Bros. BSK 3598)	8.98	100 34
131	SOMETHING ABOUT YOU ANGELA BOFILL (Arista AL 9576)	8.98	132 22
132	THE KIDS FROM "FAME" VARIOUS ARTISTS (RCA AFL1-4259)	8.98	156 2

			Weeks On 4/10 Chart
133	PERHAPS LOVE PLACIDO DOMINGO (CBS MF 37243)	8.98	123 25
134	OBJECTS OF DESIRE MICHAEL FRANKS (Warner Bros. BSK 3648)	8.98	112 12
135	ADULT PHYSICAL FITNESS (Gateway GSLP 7611)	8.98	151 3
136	PRECIOUS TIME PAT BENATAR (Chrysalis CHR 1346)	8.98	119 39
137	THE OTHER WOMAN RAY PARKER, JR. (Arista AL 9590)	8.98	— 1
138	ME AND YOU THE CHI-LITES (20th Century-Fox/RCA T-635)	8.98	139 6
139	SOMEWHERE OVER CHINA JIMMY BUFFETT (MCA-5285)	8.98	105 13
140	PLAYERS IN THE DARK DR. HOOK (Casablanca/PolyGram NBLP 7264)	8.98	150 3
141	QUESTIONNAIRE CHAS JANKEL (A&M SP-64885)	6.98	145 9
142	MY HOME'S IN ALABAMA ALABAMA (RCA AHL1-3644)	8.98	148 7
143	HANG ON FOR YOUR LIFE SHOOTING STAR (Virgin/Epic NFR 37407)	8.98	137 35
144	CAT PEOPLE ORIGINAL SOUNDTRACK (Backstreet/MCA BSR-6107)	8.98	— 1
145	STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	8.98	125 52
146	FANCY FREE OAK RIDGE BOYS (MCA-5209)	8.98	130 46
147	GREATEST HITS QUEEN (Elektra SE-564)	8.98	136 23
148	8TH WONDER THE SUGAR HILL GANG (Sugar Hill SH-249)	8.98	133 14
149	ONE VICE AT A TIME KROKUS (Arista AL 9591)	8.98	162 2
150	WALK UNDER LADDERS JOAN ARMATRADE (A&M SP-4876)	8.98	122 27
151	NINE TONIGHT BOB SEGER & THE SILVER BULLET BAND (Capitol STBK-12182)	12.98	140 30
152	LUCIANO LUCIANO PAVAROTTI (London/Polygram PAV2013)	8.98	— 1
153	IT'S TIME FOR LOVE TEDDY PENDERGRASS (Phila. Intl./CBS TZ 37491)	8.98	159 29
154	IN A CITY GROOVE MASS PRODUCTION (Cotillion/Atlantic SD 5233)	8.98	157 3
155	I'VE NEVER BEEN TO ME CHARLENE (Motown 6009ML)	8.98	189 2
156	DOWN HOME ZZ HILL (Malaco MAL 7406)	8.98	158 10
157	WEATHER REPORT (ARC/Columbia FC 37616)	8.98	117 9
158	BLIZZARD OF OZZ OZZY OSBOURNE (Jet/CBS JZ 368 12)	8.98	163 53
159	AEROBIC SHAPE UP JOANIE GREGGAINS (Parade/Peter Pan PA 104)	8.98	— 1
160	THE ANVIL VISAGE (Polydor/PolyGram PD-1-6350)	8.98	171 2
161	GRASSHOPPER J.J. CALE (Mercury/PolyGram SRM-1-4038)	8.98	164 3
162	COOL NIGHT PAUL DAVIS (Arista AL 9578)	8.98	167 18
163	ON GOLDEN POND ORIGINAL SOUNDTRACK (MCA-6106)	8.98	170 7
164	LIVE AT THE SAVOY RAMSEY LEWIS (Columbia FC 37687)	8.98	169 7
165	ON A ROLL POINT BLANK (MCA-5312)	8.98	— 1
166	ANYONE CAN SEE IRENE CARA (Network/Elektra E1-60003)	8.98	147 12
167	IF I SHOULD LOVE AGAIN BARRY MANILOW (Arista AL 9573)	8.98	174 27

			Weeks On 4/10 Chart
168	OVER THE LINE GREG GUIDRY (Columbia ARC 37735)	8.98	172 3
169	PELICAN WEST HAIRCUT 100 (Arista AL 6600)	8.98	181 2
170	CHRISTOPHER CROSS (Warner Bros. BSK 3383)	8.98	154 116
171	WHITE NOISE JAY FERGUSON (Capitol ST-12196)	8.98	175 3
172	CHRISTIANE F. ORIGINAL SOUNDTRACK MUSIC BY DAVID BOWIE (RCA ABL 1-4239)	8.98	179 3
173	GIVE IT UP PLEASURE (RCA AFL1-4209)	8.98	— 1
174	ROLL WITH THE PUNCHES ADC BAND (Cotillion/Atlantic SD 5232)	8.98	177 2
175	HI INFIDELITY REO SPEEDWAGON (Epic FE 36844)	8.98	149 71
176	MISSING PERSONS (Capitol DLP-15001)	4.98	183 2
177	SATURDAY SATURDAY NIGHT ZOOM (Polydor/PolyGram PD-1-6434)	8.98	155 10
178	THE DUKES OF HAZZARD VARIOUS ARTISTS (Scotti Bros./CBS FZ 37712)	8.98	— 1
179	RIO LEE RITENOUR (Musician/Elektra E1-60024)	8.98	180 4
180	LOVE ME TENDER B.B. KING (MCA-5307)	8.98	— 1
181	OLD ENOUGH LOU ANN BARTON (Asylum E1-60032)	8.98	193 2
182	MICKEY MOUSE DISCO (Disneyland 2504)	4.98	182 113
183	LOVERBOY (Columbia JC 36762)	8.98	185 65
184	THE SURVIVORS JOHNNY CASH, JERRY LEE LEWIS, CARL PERKINS (Columbia FC 37961)	8.98	— 1
185	NOW! FRANCE JOLI (Prelude PRL-14103)	8.98	188 2
186	THE VISITORS ABBA (Polar/Atlantic SD 19332)	8.98	143 14
187	ALL OF A SUDDEN JOHN HIATT (Geffen GHS 2009)	8.98	— 1
188	STAY RAY, GOODMAN & BROWN (Polydor/PolyGram PD-1-6341)	8.98	146 14
189	ANNE MURRAY'S GREATEST HITS (Capitol SOO-12110)	8.98	191 111
190	CARRY ON BOBBY CALDWELL (Polydor/PolyGram PD-1-6347)	8.98	— 1
191	EXIT . . . STAGE LEFT RUSH (Mercury/PolyGram SRM2-7001)	15.98	198 23
192	KING COOL DONNIE IRIS & THE CRUISERS (Carousel/MCA-5237)	8.98	197 12
193	1 DUKE JUPITER (Coast To Coast/CBS ARZ 37912)	8.98	194 3
194	CRAZY FOR YOU EARL KLUGH (Liberty LT-51113)	8.98	196 25
195	RENEGADE THIN LIZZY (Warner Bros. BSK 3622)	8.98	199 8
196	CRIMES OF PASSION PAT BENATAR (Chrysalis CHE 1275)	8.98	195 87
197	TASTE THE MUSIC KLEER (Atlantic SD 19334)	8.98	153 10
198	NIGHT ATTACK ANGEL CITY (Epic ARC 37702)	8.98	152 6
199	THE SISTERS SISTER SLEDGE (Cotillion/Atlantic SD 5231)	8.98	161 10
200	FAREWELL SONG JANIS JOPLIN (Columbia PC 37569)	8.98	135 11

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

ABBA	186	Cars	19	Haircut 100	169	Lewis, Ramsey	164	Ponty, Jean-Luc	116	T-Connection	108
ADC/DC	47	Cash, Lewis, Perkins	184	Hall & Oates	15	Little River Band	110	Post, Mike	96	Thin Lizzy	195
ADC Band	174	Charlene	155	Hensel, Carol	65,79	Lorber, Jeff	102	Prince	64	Third World	78
Adult Physical Fitness	135	Cni-Lites	138	Hiatt, John	187	Loverboy	11,183	Prism	68	Time	130
Aerobics (Casablanca)	119	Cross, Christopher	170	Higgins, Bertie	106	Love, Nick	122	Pryor, Richard	125	Tommy Tutone	61
Aerobics (Dammer)	77	Daniels, Charlie	42	Human League	38	Maniow, Barry	167	Quarterflash	17	Tom Tom Club	29
Aerobics (Greggains)	159	Davis, Paul	162	Iris, Donnie	192	Marsalis, Wynton	127	Queen	147	Toto	85
Aerobics (Muir)	51	Dazz Band	112	Iron Maiden	100	Mass Production	154	Raitt, Bonnie	34	Twilley, Dwight	93
Aerobics (Smith)	60	Denver, John	94	Jackson, Millie	87	McKenzie, Bob & Doug	21	Ray, Goodman & Brown	188	UFO	74
Air Supply	62	Diamond, Neil	76,97	Jam	104	Meco	107	REO Speedwagon	175	Utopia	124
Alabama	13,27,142	Dr. Hook	140	James, Rick	145	Mickey Mouse Disco	182	Ritenour, Lee	179	Vandross, Luther	86
Angel City	198	Domingo, Placido	133	Jankel, Chas	141	Missing Persons	75	Robinson, Smokey	40	Visage	160
Armatrading, Joan	150	Dregs	67	Jarreau, Al	56	Morrison, Van	176	Rogers, Kenny	84,115	Waitresses	53
Asia	9	Duke, George	55	Jazzercise	120	Mouserice	114	Rolling Stones	26	War	83
Atlantic Starr	46	Duke Jupiter	193	Jett, Joan	4	Murray, Anne	189	Ross, Diana	57	Washington, Grover Jr.	72
Aurra	91	Dukes of Hazzard	178	J. Geils Band	3	Nelson, Willie	20,118	Royal Philharmonic Orchestra	12	Waylon	69
B-52's	70	Earth, Wind & Fire	129	Joli, France	185	Newton, Juice	81	Rush	191	Weather Report	157
Bar-Kays	90	Easton, Sheena	44	Jones, Quincy	16	Newton-John, Olivia	7	Scorpions	32	Whispers	33
Barton, Lou Ann	181	Ferguson, Jay	171	Joplin, Janis	200	Nicks, Stevie	18	Secret Policeman's	48	Williams, Deniece	109
Beatles	41	Fields, Richard "Dimples"	73	Journey	6	Nova, Aldo	25	Seeger, Bob	151	Womack, Bobby	63
Benatar, Pat	136,196	First Family	50	Kids From "Fame"	132	Oak Ridge Boys	24,146	Shalamar	43	Xavier	80
Benson, George	58	Fogelberg, Dan	22	King, Greg	123	O'Bryan	105	Shooting Star	143	XTC	82
Blasters	99	Foreigner	14	King, B.B.	180	One Way	111	Simon and Garfunkel	8	Zoom	177
Bofill, Angela	131	Frankie and the Knockouts	121	King, Carole	128	Orchestral Manoeuvres	113	Sister Sledge	199	ZZ Hill	156
Bonoff, Karla	101	Franks, Michael	134	Kleer	197	Osbourne, Ozzy	23,158	Sky	39		
Bryson, Peabo	88	Fratianne, Linda	117	Klugh, Earl	194	Parker, Graham	98	Soft Cell	49		
Buckner and Garcia	36	Gamma	92	Kool & The Gang	28	Parker, Ray	137	Springfield, Rick	5,31		
Buffett, Jimmy	139	Genesis	35	Krokus	149	Pavarotti, Luciano	152	Squier, Billy	71		
Caldwell, Bobby	191	Glass, Phillip	126	Lakeside	66	Pendergrass, Teddy	153	Stewart, Rod	54		
Cale, J.J.	161	Go-Go's	2	Le Roux	103	Pleasure	173	Streisand, Barbra	37		
Cameo	52	Guidry, Greg	168	Lewis, Huey	45	Point Blank	165	Sugar Hill Gang	148		
Cara, Irene	166	Hagar, Sammy	30			Police	10	Talking Heads	89		

SOUNDTRACKS

Cat People	144
Chariots Of Fire	1
Christiane F.	172
Death Wish II	95
Fame	59
On Golden Pond	163

CASH BOX

April 17, 1982

AROUND THE ROUTE

by Camille Compasio

The third annual Amusement Operators Expo, held March 26-28 at the Hyatt Regency Hotel in Chicago, has obviously come of age this year, surpassing the two previous editions and establishing its rank as a major trade event. With few exceptions, our industry's factories were very well represented in the exhibit hall; distributor attendance read like a "who's who" in coinbiz, and there was also a very substantial operator turnout, which was a weak point at the two previous conventions. Some participants said the move from New Orleans to Chicago was a plus factor for AOE '82, along with the timing of the show, which was said to generate more interest. At any rate, this year's event drew lots of favorable comments — and an impressive attendance, to make for a successful trade show.

"I was pleasantly surprised by the attendance," commented Williams exec **Ron Crouse**. "AOE really became a show this year." Ron, along with company president **Mike Stroll**, **Joe Dillon** and a lineup of Williams staffers manned the company exhibit at the convention. Their display featured "Hyperball," "Robotron 2084" and "Stargate."

Williams sponsored a distribs meeting

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Coin Trade No Longer Taking Public's Arcade Outcry Lightly

by Michael Martinez

LOS ANGELES — As various communities around the U.S. began to identify games arcades as a neighborhood nuisance and a detrimental distraction for their children, operators and distributors of such games met the outcry casually.

Now that the public outcry in some communities has been channelled through the legislative process, giving rise to development or passage of municipal ordinances restricting licensing and operation of arcade establishments, the coin industry views the issue more gravely.

Arguments by arcade operators and games distributors that such laws are unfair, discriminatory and a restraint of trade have run up against parental concerns that the arcades attract school-age youths playing hooky from classes and serve as a breeding ground for negative behavior like alcohol and drug abuse.

Some operators view such concerns and the resultant passage of laws as government interference, big brother meddling and community reactionism.

Root Of The Problem

Noting that generally parents in a community rarely look to the root of a problem when trying to solve it, Russ Love, manager of the Van Nuys office of Silco West, an operator, said, "There are always some citizens who view a problem and attack it without looking inside the problem. In this instance, if parents paid more attention to

teaching their kids moderation, the problem wouldn't exist."

Love also said he felt that games arcades, and particularly video games, were being singled out for this attack, explaining that movie theaters and bowling alleys are traditional convening grounds for school youths truant from classes, but that they are

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1982 AMOA Expo Format Expanded To Four Full Days

CHICAGO — The 1982 AMOA convention format has been expanded to four days from three, as determined by the association's Board of Directors at its mid-year meeting March 17 at Hilton Head Island, S.C. The additional day (Wednesday, Nov. 17) will be utilized for an all-day program of seminars, including the annual state association conference. This will also be the day for exhibit set-ups and registration. The dates of this year's show are Nov. 17-20 at the Hyatt Regency Hotel in downtown Chicago.

According to AMOA's executive vice president Leo Droste, the Wednesday format will serve to enhance the show's educational aspects and will not in any way replace such annual events as the AMOA general seminar (Thursday, Nov. 18) and the Friday (19) and

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ELECTRONICS, INC.

INDUSTRY NEWS



SCHOOL IN SESSION — Sixty operators from the Chicago and midwest area attended the recent Taito America service school, sponsored by World Wide Distributors at the Marriott O'Hare in Chicago. Rene Lopez, director of customer service for Taito America, conducted the four-hour, evening class with assistance from Jim Johnson of the factory's field service staff. The current "Qix" and "Alpine Ski" video games were used for illustration purposes during class. All of the operators attending the school were given the oppor-

tunity to locate a service problem initiated by Lopez on the demonstration models. The school was one in a series of ongoing classes Taito America holds to keep operators informed of changes within the realm of service and maintenance. Pictured are (l-r): Lopez at the start of the session; Johnson of Taito's field service staff, showing students how to recognize a circuit problem on a Qix demo model; and Lopez purposely causing a circuit difficulty and explaining how to spot it and correct it.

L.A. City And County Are Testing Coin Machines To Boost Dwindling Revenues

by Michael Martinez

LOS ANGELES — The city and county governments of Los Angeles are exploring the use of arcade games, on a limited basis, as a source of revenue to augment shrinking budgets and increased costs of operating some departments.

The actions do not mean that the local government is preparing to levy fees for private operation of such locations, but rather that both the county and the city are investigating how much revenue can be obtained from games placed at various city or county-operated locations.

Citing the loss of budget revenues over the last three years, a spokesman for the L.A. City Dept. of Parks and Recreation said that the city has tested eight coin machines at two spots in the Griffith Park area since Jan. 1. One location yielded \$4,000 net for the city on a 50-50 split with the games distributors.

Jess Miller, an administrative assistant with the city department, said that his office had been investigating the possibility of placing arcade games in selected locations since February, 1981. He said that after talking to several convenience store locations, the department decided that arcade games could be a viable source of income for the department.

Morgan's Restaurants Acquires Southgate

NORTH CANTON, Ohio — Morgan's Restaurants, Inc. announced that it has reached an agreement in principle to acquire Southgate Enterprises, Inc., by merger into a wholly owned subsidiary of Morgan's, for an undisclosed amount of cash and common stock.

In making the announcement, Nate Dolin, who was named chairman of Morgan's earlier this month, stated, "With this acquisition, Morgan's will become one of the largest distributors of coin operated video games in the country. We believe that this is one of the country's fastest growing and exciting industries and are proud to become a major factor in its continuing growth.

"Since joining Morgan's about a year ago, we have concentrated our efforts on expanding our activities in video game distribution. In August, 1981, we acquired Continental Divide Distributors, Inc., which distributes video games in Colorado, Arizona and New Mexico. Earlier this month, we acquired Automatic Music Company, an operator of video game centers in Grand Junction, Colo., and have opened a distribution office covering that area.

"The acquisition of Southgate Enterprises, including its subsidiary, Southwest Vending,

The Parks and Recreation Commission of L.A. City then gave permission to Miller's office to select games distributors to place eight machines at Griffith Park — four at the Observatory refreshment stand and four more at the Travel Town concession stand — for testing during the first six months of the current year.

Conditions of the test included a limit of four machines to each test location and a requirement that the department invest no money in development of the games location. All other restrictions that extend to private arcade locations would also be in effect under the test.

While the city has been testing the games through its parks and recreation department, L.A. County Supervisor Dean Dana successfully broached a motion to the Board of Supervisors that a pilot plan testing such games in L.A. County Court jury waiting rooms be investigated.

By a vote of 5-0, the supervisors told the L.A. County Jury Commission to determine the feasibility of such a program on a pilot basis in the Long Beach Superior Court of L.A. County. In making the motion, Dana told the board that neither "the county nor the courts were in the business of entertaining jurors," but that neither should preclude the

(continued on page 39)

will expand our territory to include Texas, Oklahoma and Arkansas," Dolin continued.

As a part of the acquisition, John Gatens, president and principal shareholder of Southgate, is expected to be named president, chief operating officer and a director of Morgan's.

For the six months ended Dec. 31, 1981, Southgate and its to be acquired affiliates had revenues of about \$46 million with net income in excess of \$3 million. For the fiscal year ended Feb. 28, 1982, Morgan's anticipates reporting net income of approximately \$950,000 on revenues of \$14-15 million.

Consumation of the agreement is subject to execution of definitive merger and related agreements and approval by the shareholders of both companies. A shareholders meeting will be held to vote on the proposed acquisition as soon as the necessary proxy materials can be prepared.

In addition to its distribution of video games, Morgan's also owns and operates 27 restaurants, principally Kentucky Fried Chicken take-out centers, in Ohio, Pennsylvania and West Virginia. The company currently has about 3.5 million shares of common stock outstanding, which is traded over-the-counter.

OPERATOR PROFILE

Milton Hobbs: Former Radar Expert Turned Entrepreneur

by Jeffrey Ressler

LOS ANGELES — Twenty years ago, Milton Hobbs was deeply entrenched in the electronics industry, working with radar systems used in Alaska to monitor Soviet military power. Today, he is in control of a different type of business that launches missiles, blasts enemy tanks and zaps alien space invaders. As the owner of Southern Automated Music, Hobbs handles 300 pieces of coin-operated games from his headquarters in Hickory, N.C. Having been in the game business for 15 years as an entrepreneur and seven years before that as a staffer, he has a unique insight into the current market and the future of the coin-op trade.

What exactly does the next few years have in store for the operator? Well, although some believe there's been a softening of vid game demand due to market saturation, Hobbs has had no problem in keeping his company afloat and profitable. "I have to turn down locations everyday," said the articulate owner/operator. "So far, this year hasn't been bad at all. But then again, I do something that's not exactly typical; if ops are smart they'll get guaranteed minimums for their machines. That one part of the contract with locations is invaluable."

Despite a slowdown in phonograph and pool table collections, Hobbs predicted that this year and next should be hot times for the video segment of the coin-op industry.

"There's so much these technicians can do with electronic chips, it's amazing. We should have good times ahead, but in order to insure that, we have to think about the difficulties that are showing up on the horizon," he said.

The difficulties which Hobbs refers to include burdensome taxation, public pressure and legislation to regulate the industry, and machines that may create controversy because of their play themes. "I think we can look for debates such as the one that's happening in Pennsylvania, where a bill was introduced that would levy a \$200 annual licensing fee for each machine. If we ops don't take the offensive and answer our critics, we'll have to contend with these higher taxes and fees before long. We've been exposed in a bad light by several organizations, and we should answer these charges carefully and with great consideration."

One of the major problems facing the legitimate game operators, according to Hobbs, is the adverse publicity video entertainment has received from parents, PTAs, political groups and the clergy. He attributes much of this bad blood to the emergence of so-called "grey area" games that may be construed as gaming devices, and steadfastly advises locations to avoid hassles by ignoring ops who try to install these products promising big returns.

Another way to ease tensions with com-

(continued on page 39)

INDUSTRY CALENDAR

April 15-18: Florida Amusement Vending Assn.; annual convention and trade show; Curtis Hixon Convention Center; Tampa.

April 29-May 2; Music & Amusement Assn. (N.Y.); annual convention; Princess Towers Hotel; Freeport, Bahamas.

May 7-8: Ohio Music & Amusement Assn.; annual convention; Columbus Hilton Inn; Columbus.

June 3-5: Amusement & Music Operators of Texas; annual convention; Americana Hotel; Fort Worth.

June 17-19: Illinois Coin Machine Operators Assn.; annual convention; Eagle Ridge Inn; Galena.

July 16-17: Montana Coin Machine Operators Assn.; annual convention; Outlaw Inn; Kalispell.

Sept. 10-12: North & South Carolina state associations joint meeting; Radisson Plaza Hotel; Charlotte.

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

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

Nov. 18-20: AMOA international convention; Hyatt Regency Hotel; Chicago.

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

TOP SECRET
WILLIAMS ELECTRONICS, INC.





AROUND THE ROUTE

(continued from page 31)

just prior to the opening of AOE to officially premier its new "Robotron 2084" video game and the response, Ron told us, was "overwhelming." Williams anticipates long, healthy production runs with both "Hyperball" and "Robotron 2084."

"Devil's Dare," "Cave Man," "Haunted House" and "Reactor" were among the products featured by D. Gottlieb & Co. at a reception for distribs the factory hosted at the Hyatt Regency on the evening preceding the opening of AOE. Company president **Boyd Browne**, along with execs **Marshall Caras**, **Jack Hubka**, **Gil Pollack**, **Howie Rubin**, et al were on hand to extend the hospitality of the house and assist in demonstrating the equipment.

Among the new video games introduced by Taito America at the AOE were "Electric Yo Yo," "Kram" and "Wild Western." "Qix" and "Alpine Ski" were also shown, of course.

After participating in the AOE members of the Exidy team took off for Ireland to take part in the Irish Coin Op Show, March 31-April 2 in Leopardstown. Factory showed the current "Victory" and "Mouse Trap" pieces along with the upcoming "Teeter Torture," in the Eurocoin stand, with director of international marketing **Lila Zinter** and director of manufacturing **John Hogan** in attendance.

Understand Gremlin was well represented at the Chicago show, both in personnel and product — including the new "Zaxxon." Firm hosted a big party at the Hyatt Regency on March 25.

"Ms. Pac-Man," "Bosconian" and "Kick-Man" are keeping things hopping at Midway Mfg. Co. — the house of hits. Director of sales **Larry Berke** reports that "Galaga" will be back in production around May 1 — by popular demand. The "sleeping giant" of the aforementioned trio is "Kick-Man," which is a "steady earner" and one of the "outstanding arcade and location games" at the present time, according to Larry. He said orders are being processed daily and the game's really been catching on big. At the recent AOE convention, Midway introduced "Roto," which follows the lighthearted theme, a la Pac-Man and Kick-Man, and is scheduled for release in the near future. Incidentally, Larry noted that pre-sample orders for it have been very impressive. Might also mention that Midway utilized its brand new, attractively designed exhibit at AOE that is quite an eye-catcher and, coupled with the factory's hit product lineup, made for heavy traffic and lots of favorable comments during the show.

Carol Kantor of Business Builders in Cupertino, Calif. notes that her "Promoting Your Game Center" book (**Cash Box**, March 30) is available for sale at \$6.50 per copy. The mail order price is \$8 (including \$1.50 for postage and handling) plus 6% sales tax for California residents. Additional information may be obtained by contacting Ms. Kantor at (408) 446-4400.



THANKS, BANNER — Albert M. Rodstein (far left), chairman of Banner Specialty Company, and Banner president Alan Bruck (third from left), share some happy moments with youngsters and officials at Philadelphia's Children's Hospital, following the presentation of a "Bandito" computer game in the Clinical Studies Unit. Also pictured are (l-r): Francis Ritter, director of the Child Life Dept.; Caroline Collins, Clinical Studies Unit head nurse; and patients Wilson Gray and Obadiah Jordan. The game will be used to develop play therapy in the hospital for youngsters undergoing treatment. Banner Specialty Company, with headquarters in Jenkintown, Penn. and showrooms and offices in Philadelphia, Pittsburgh and Baltimore, has been in the business of distributing coin-operated vending and amusement equipment for the past 65 years and is among the most respected firms in the coin machine industry.

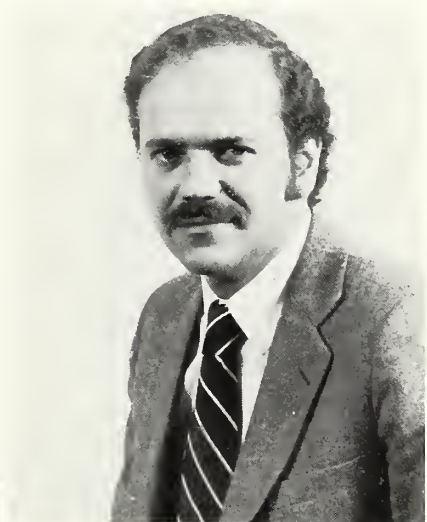
Harper Named To Exidy Marketing Coordinator Post

SUNNYVALE — Pete Harper has been appointed marketing coordinator at Exidy. In his new position, Harper will coordinate Exidy marketing and service through implementation of a creative and thorough marketing strategy.

A Stanford graduate, Harper has been with the Exidy organization for two years, serving as materials manager. Prior to that, he held a variety of positions in high tech companies where he developed considerable management and organizational expertise.

"Pete Harper is an energetic, vibrant achiever," stated company president Pete Kauffman. "He has all the determination and enthusiasm needed to strengthen our dynamic, cohesive marketing team."

In commenting on his new position Harper noted, "In my new capacity, I am dedicated to creating a carefully researched approach to new product evolution. As one of the few manufacturers with complete research and development, careful analysis of the marketplace is a necessity. In addition, plans for fortifying our customer service department are currently underway."



Pete Harper

1982 AMOA Expo Format Expanded To Four Full Days

(continued from page 31)

Saturday (20) morning sessions that will be presented as usual this year in the 8:30-10 a.m. time slots on both days. The Education Committee is currently working on details and the selection of a keynote speaker for Thursday's program.

The mid-year board meeting saw an exceptional attendance, with only two absentees. A number of important decisions relating to the association and the annual exposition were reached, and the board agreed that extra time should be allotted next year to provide for the heavy agenda that has emerged as a result of AMOA's expanded programs and activities.

The board also adopted a rule pertaining to the sub-letting of space by exhibitors at this year's Expo. It states in part that "no exhibitor of record shall be permitted to allow another company to display equipment, have signs, personnel, or in any other manner or form, occupy space in their assigned exhibit booth." In other words, sharing of space is prohibited and AMOA reserves the right to immediately call for cancellation and dismantling of any exhibit that does not comply with the new regulation.

The board also announced a change the

(continued on page 37)

Centuri President Ed Miller Resigns

HIALEAH, Fla. — Ed Miller, president of Centuri, Inc. of Hialeah, Fla., has resigned as an officer and director of the company. The announcement was made by Milton Koffman, chairman of the board. Miller said he is resigning "to pursue expanded personal interests."

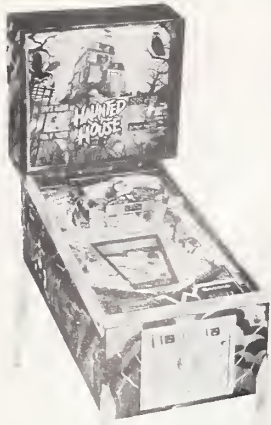
"I am grateful to the board for their support in this difficult decision," stated Miller. "I have enjoyed my association with Centuri, but would now like to pursue other interests."

Koffman noted that, since joining the company as president in 1980, Miller had helped Centuri establish a solid reputation in the video amusement industry. A new president has not been named as yet.



This is

IN REVIEW: A photographic lineup of some of the amusement machines introduced by the various games manufacturers and dated according to their exposure in Cash Box.



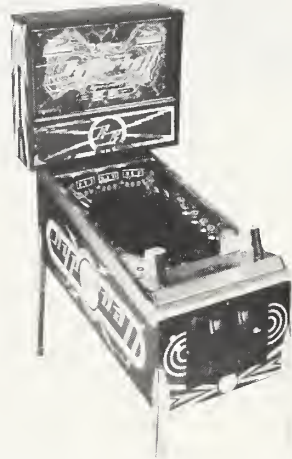
GOTTLIEB 'HAUNTED HOUSE.' The name of the game is the theme, as characterized in the artwork and "creepy" sound effects. Lower playfield, secret passage, trap door are among many plus features. (2/13/82).



STERN 'JUNGLER.' A "jungle survival" game of skill and strategy, the object being to complete a series of mazes by eliminating enemy serpents. Difficulty increases as skill develops. (2/13/82).



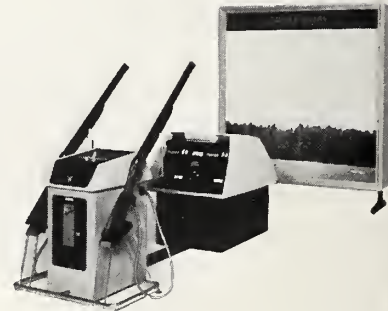
MIDWAY 'BOSCONIAN.' Player pilots a space fighter ship and must defend the solar system against the Bosconian conquerors in this fast action, full color video game. Talking feature, too. (2/20/82).



WILLIAMS 'HYPERBALL.' It looks like a pinball but incorporates many video game features. Play action is fast and furious as a cannon shoots out as many as 250 balls a minute at flashing targets. (2/20/82).



MIDWAY 'MS. PAC-MAN.' Here she is, the exciting follow-up to the world's most popular video game. New mazes and numerous special features compliment this model. Ladies like it, too. (2/20/82).



NAMCO AMERICA 'SHOOT AWAY.' A re-issue of the highly successful arcade game, released in time for the spring buying season. Termed a "classic," the game theme is skeet-shooting. (2/20/82).



EXIDY 'VICTORY.' A space theme video game presented in a colorful space combat environment. Player controls the ship "Battlestar" and faces fierce enemy squadrons and other adversaries. (2/27/82).



ATARI 'SPACE DUEL.' Heated space combat action with wave after wave of kaleidoscopic enemies challenging players. Atari's QuadraScan produces realistic, 3-D atmosphere. (3/13/82).



WILLIAMS 'ROBOTRON 2084.' In this innovative video game it's man versus electronic man — or robot. Action focuses on rampaging robots being resisted by player-controlled clone. (3/20/82).



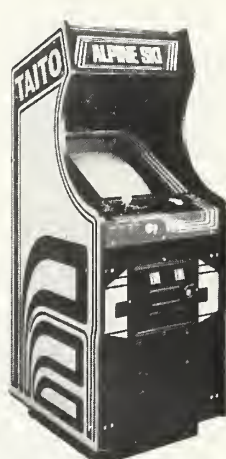
CENTURI 'THE PIT.' The objective in this video game is for the player to reach a treasure that is buried and protected in the bottom of a cave and then return safely to a spaceship. (3/27/82).



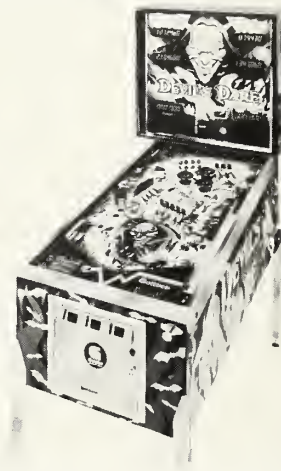
CENTURI 'LOCO-MOTION.' This video offers something different in that the player controls the track and not the train and must clear train station while picking up passengers. (3/27/82).



CENTURI 'D-Day.' In this war game the player is huddled in a camouflaged beach-head gun garrison facing attacks from land, sea and air. A "shot-em-up" type game with lots of action. (3/27/82)



TAITO AMERICA 'ALPINE SKI.' The thrills, the sights, the sounds and the excitement of skiing are realistically portrayed in this video game. Downhill, slalom race and ski jump are featured. (3/27/82)



GOTTLIEB 'DEVIL'S DARE.' This pingame marks introduction of Gottlieb's solid state System 80A, which offers a number of unique features for the player and for the operator as well. (4/10/82)



WORLD WIDE IN GRAND RAPIDS — World Wide Distributors, the Chicago-based amusement game distributor, recently opened a branch office in Grand Rapids, Mich. The new branch, headed by manager Ron Howard, is a 5,000 square foot facility that includes offices, showroom, parts and service departments. Pictured in the

top row are (l-r): Howard; World Wide president Fred Skor; Jeff Neumann, director of branch operations; and Howard. Shown in the **bottom row** are (l-r): Neumann; Howard; Skor; Howard; and Neumann.

Coin Industry No Longer Taking Public Outcry Against Game Arcades Lightly

(continued from page 34)

not subject to conditional use restrictions placed on video arcades.

Despite this argument, five cities currently have laws restricting licensing and operation of the games establishments or locations on their books.

Marlboro, Mass. and Oakland, Calif. have already passed local law banning youths from games arcades during certain hours; while the city of Bradley, Ill. has banned children under 16 from playing such games located in shopping malls.

While not addressing the issue of youth traffic, Los Angeles City recently passed an ordinance that requires arcades to have conditional use permits, much like the one passed by L.A. suburb Glendale, the latest city to pass such a measure.

The Glendale measure appears to embody the most extensive conditions upon which such establishments or locations are able to operate.

Locations Vs. Establishments

Some provisions of the ordinance, passed unanimously by the Glendale City Council March 30, call for distinction between arcade "locations" and arcade "establishments." Locations are classified as those places where there are four or less games, while establishments house five or more games. In both instances, licenses for each machine operated must be obtained.

While proprietors of arcade locations — usually convenience stores, liquor stores, small markets — are only required to apply for a conditional use permit, which is subject to regular administrative review, arcade establishments must go through a public hearing process.

Another condition of the ordinance, which goes into affect April 30, is that the arcades must be situated in a commercial zone, but not located within 500 feet of any school, public or private.

Both locations and establishments, under the ordinance, must provide adult supervision, security measures and off-street parking for cars and bicycles. Other conditions for issuance of a license are that persons under the age of 16 be prohibited from using or playing the arcade machines between 8:00 p.m.-2:00 p.m. Monday-Friday except on holidays and vacation periods. Additionally, business locations whose primary revenue is from the sale of alcoholic beverages, according to the new law, must prohibit persons under the age of 18 from playing the coin games.

Recognizing that the Glendale law, like most others already on the books, focused on stemming school-age youth traffic at such outlets, Ira Bettelman, executive vice president at L.A.-based C.A. Robinson Co., pointed out that there are inherent inconsistencies in such laws.

He said some locations where the games are situated should be subject to conditional permits. However, convenience stores, small markets and ma & pa liquor stores don't represent the threat to parents as some other places do, Bettelman explained.

He added that some liquor stores where 50% or more of their business is comprised of liquor sales are distinctly different from 7/11 stores where only 20% of the business is made up of liquor sales.

Bettelman said he agreed that something should be done to control traffic at the "heavy, heavy liquor stores," but asked rhetorically, "Who's going to remove the Hot

Rod Magazine, the bubble gum and candy from those stores?"

Inferring that the laws restricting games use could only stem part of the problem the measures attempt to address, he said that coin games were being singled out as the menace.

Bettelman said there have been no studies conclusively proving that since the advent of "Pac-Man" or "Space Invaders" there has been a sharp rise in student truancy.

He even suggested that of today's available, inexpensive entertainment options, games arcades may prove the best suited for supervising youths on their ways to and from school.

The beach, public parks, the youth's residence, bowling centers and arcades were the accepted entertainment centers identified by Bettelman who said, "Can you imagine a truant officer looking for a kid at Venice Beach or at a park?"

With the prospect of other cities passing arcade ordinances, Bettelman said that coin operators will have to more carefully screen locations, a concern shared by many in the industry, and then more closely police themselves in order to control community concerns.

"How come no 18 year olds are drinking liquor in bars?" Bettelman asked. "Because the bar owner is afraid to lose his license, that's why."

AMOA Expo '82

(continued from page 35)

in Jukebox Awards structure. The number of categories has been reduced to include only the best rock, pop, country and soul records of the year along with an award for the most popular artist of the year. There will be five categories, then, in the 1982 AMOA Jukebox Awards presentation.

Expo '82 will also see a new awards category, which pertains to games. This is something AMOA has been planning to in-

(continued on page 39)



a plug

PINBALL MACHINES

BALLY

Ground Shaker (1/80)
Silverball Mania (3/80)
Space Invaders (3/80)
Rolling Stones (5/80)
Mystic (6/80)
Hot Doggin' (7/80)
Viking (8/80)
Skateball (10/80)
Frontier (11/80)
Xenon (11/80)
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)

GAME PLAN

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

GOTTLIEB

Roller Disco, w.b., (1/80)
Torch (2/80)
Spider Man (3/80)
Circus, w.b. (4/80)
Panthera (6/80)
Counterforce (8/80)
Star Race, w.b. (9/80)
James Bond (10/80)
Time Line (11/80)
Force II (1/81)
Pink Panther (3/81)
Mars (6/81)
Volcano (8/81)
Black Hole (10/81)
Haunted House (2/82)

STERN

Big Game, w.b. (3/80)
Ali (4/80)
Seawitch (5/80)
Cheetah, w.b. (6/80)
Quicksilver (7/80)
Star Gazer (7/80)
Flight 2000 (9/80)
Nine Ball (1/81)
Free Fall (2/81)
Lightning (4/81)
Split Second (7/81)
Catacomb (9/81)
Viper (11/81)

WILLIAMS

Gorgar (1/80)
Laser Ball, w.b. (1/80)
Firepower (3/80)
Blackout (9/80)
Scorpion, w.b. (9/80)
Alien Poker (10/80)
Black Knight (12/80)
Jungle Lord (4/81)
Pharaoh (7/81)
Solar Fire (9/81)
Barracora (10/81)
Hyperball pin/video (2/82)

VIDEO GAMES (upright)

AMSTAR

Laser Base (7/81)

MANUFACTURERS EQUIPMENT

A compilation of current music and games equipment with approximate production dates included in most cases.

ATARI

Monte Carlo (4/80)
Asteroids Cabaret (5/80)
Missile Command (8/80)
Missile Command Cabaret (8/80)
Battlezone (11/80)
Battlezone Cabaret (11/80)
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)

CENTURI

Eagle (10/80)
Eagle Maxi (10/80)
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)

CINEMATRONICS

Tailgunner (3/80)
Rip Off (3/80)
Star Castle
Armor Attack (5/81)
Solar Quest (10/81)

DYNAMO

Lil Hustler (12/81)

EXIDY

Bandido (1/80)
Tailgunner 2 (2/80)
Targ (6/80)
Spectar (1/81)
Venture (8/81)
Mousetrap (12/81)
Victory (2/82)

GAME PLAN

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)

GOTTLIEB

No Man's Land (12/80)
New York, New York (2/81)

GREMLIN/SEGA

Monaco GP (2/80)
Mini Monaco GP (5/80)
Astro Fighter (2/80)
Car Hunt (5/80)
Digger (7/80)
Carnival (8/80)
Tranquilizer Gun (8/80)
Moon Cresta (10/80)
Space Firebird (12/80)
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)

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)
Ms. Pac-Man Mini-Myte (2/82)
Bosconian (2/82)
Bosconian Mini-Myte (2/82)

NINTENDO

Donkey Kong (9/81)

ROCK-OLA

Warp-Warp (9/81)

SIGMA

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

STERN

Astro Invader (8/80)
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)

TAITO AMERICA

Space Chaser (2/80)
Stratovox (9/80)
Polaris (12/80)
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)

UNIVERSAL USA

Cheekie Mouse (5/80)
Magical Spot (10/80)
Zero Hour (1/81)
Space Panic (1/81)
Cosmic Avenger (8/81)
Lady Bug (12/81)

U.S. BILLIARDS

Quasar (4/81)

WILLIAMS

Defender (12/80)
Stargate (10/81)
Make Trax (10/81)
Robotron 2084 (3/82)

COCKTAIL TABLES

AMSTAR

Phoenix

ATARI

Soccer (4/80)
Asteroids (4/80)
Missile Command (8/80)
Football (7/80)
Asteroids Deluxe (4/81)
Centipede (6/81)
Tempest (10/81)

CENTURI

Rip Off (8/80)
Targ (10/80)
Route 16 (4/81)
Pleiades (7/81)

ELCON

Diversions booth size (9/81)

GAME PLAN

Shark Attack (5/81)

GAMETECNIKS

Tri-Pool (1/82)

GOTTLIEB

New York, New York (3/81)

GREMLIN/SEGA

Carnival
Space Firebird
Astro Blaster (4/81)
Frogger (11/81)

MIDWAY

Deluxe Space Invaders (3/80)
Galaxian (4/80)
Extra Bases (8/80)
Space Zap (10/80)
Pac-Man (11/80)
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)

STERN

Astro Invader (11/80)
The End (1/81)
Berzerk (2/81)
Scramble (5/81)

TAITO AMERICA

Space Invaders II (2/80)
Polaris (12/80)
Crazy Climber (5/81)
Zarzon (5/81)
Qix (10/81)

WILLIAMS

Defender (4/81)

PHONOGRAPHS

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

POOL TABLES

Irving Kaye Silver Shadow
Irving Kaye Lion's Head
Dynamo Model 37
TS Tournament Eight Ball
U.B.I. Bronco
Valley Cougar

TAITO

ALPINE SKI T.M.

Making a great outdoor sport
... a great indoor sport!



Now players can grasp the challenge of the slope, the thrill of intense competition, year-round, with

ALPINE SKI™



DOWNHILL SKIING The chair lift carries the skier to the top of the slope for the downhill, the first competition, and the timer (adjustable) is set. The accelerate button starts the skier on the slick course. With the skier control and the accelerate button, the player must maneuver the skier around snow mobilers, beginner skiers, trees and dense woods, guiding him directly over the point values in order to collect them. Skimming the icy ponds can collect the largest values, but it also throws the skier into treacherous skids that put his reflexes, coordination and skill to the test. Each time the skier is knocked down, he loses 10 seconds of precious time in this race to the finish. Playing time is increased at 10,000 points (adjustable) and for each additional 5,000 points (adjustable) thereafter. Completing the downhill with time still remaining allows the player to challenge the slalom.



SLALOM RACE In addition to the challenges of the downhill course, the player must now ski between the flags in the slalom to collect points, with a score penalty for each pole he knocks down. Making it through the course with time to spare lets the player progress to the 3rd competition.



SKI JUMP The ski jump is a 1-time, give-it-all-you've-got, challenge. Using the radar screen to gauge his timing, the player must punch the accelerate button just as the skier is lifting off from the ramp to maximize the distance of the jump and the bonus points scored. A good jump can increase the score enough to give the player additional time and start him on the downhill again.

A SPECTACULAR GAME... FOR THE PURE SPORT OF IT



1 or 2 player upright
 Height: 170 c/m (67")
 Width: 61 c/m (24")
 Depth: 76 c/m (30")
 Crated Weight: 126 kg.
 (280 lbs.)

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 1256 Estes Ave., Elk Grove Village, IL 60007
 (312) 981-1000, Telex 25-3290



New Equipment

High-Speed Pinball

"Orbitor I," a new pinball game incorporating high-speed action with innovative design, has been scheduled for production by Stern Electronics, Inc.

The new machine features a "first-of-a-kind" contoured playfield of sunken molded shell that simulates the three-dimensional substrata of a lunar landscape. Lighted from below, Orbitor I's playfield radiates a lunar-like glow enhanced by a backglass that reinforces the outer space theme with a 3-D design.

In addition to its dynamic visual appeal this pingame introduces a new twist to traditional playfield bumpers. Located in the "lunar basin" playfield are two motorized bumpers that spin and propel the ball into fast field action to present players with more challenging skill shot opportunities.

The game offers numerous ways for advancing scores. There are bonus skill shots where the player must shoot at designated bonus targets through the playfield spinner to earn extra balls and specials when the bonus multiplier reaches 5X and 7X. The bonus multiplier, which goes up to 15X, is advanced when the player completes side target banks or letter sequenced targets located throughout the playfield. Activating the motorized bonus spinner allows for scores of from 1,000 to 9,000 points and the player is eligible for an



additional special by completing the drop target sequence spelling out the word O-R-B-I-T-O-R. Lighting this word also releases the captive ball for doubling the playfield action.

Lively outer-space audio effects including a 34-word vocabulary accompany the game play.

Orbitor I was developed with a special free game feature that is awarded after every 100th quarter. The game also boasts a new timed play minimum, insuring each player at least 90 seconds of play by awarding extra balls within that period.

L.A. City And County Are Testing Coin Machines To Boost Dwindling Revenues

(continued from page 34)

possibility of making jurors waiting less tedious.

Much Needed Revenue

But the matter of overriding concern, according to Dana, is how the county could make up for a \$186 million budget shortage. He contended that video games in jurors waiting rooms could provide much needed revenues from a previously unexplored source.

Already the County Jury Commission has begun its 30-day study of the games feasibility at the jury waiting room locations. But Miller said while the City pilot program is to run through June, the department is currently ready to make a recommendation to the Parks and Recreation Commission that the program be expanded.

Miller explained that the department was going to recommend that the number of machines at the Observatory location be expanded to eight and that another city location be equipped with coin machines.

Under consideration is the city's Venice Pavilion, located at Venice Beach, which would include 10-12 machines but would be subject to the other conditions set forth by the Parks and Recreation Commission.

Miller said the Pavilion would house a snack bar, bike and skate rental and coin arcade. He said the location would be operated by a concessionaire, selected through a bidding process, with the Dept. of Parks and Recreation collecting a portion of the revenues.

Hypothetically, he noted, the city could get 12% of the snack bar monies, 20% of the bike and skate rentals and 55-60% of the arcade game revenues.

He said that the department's field staff would be instructed to monitor the arcade

locations closely to assure compliance to City restrictions on operation of such locations.

How much additional revenue does the city expect the games will generate? According to a recent television newscast, a spokesman for the city estimated that by installing 40 machines at various locations, the Dept. of Parks and Recreation could raise \$400,000 annually.

Letter From A Concerned Distributor

(Editor's note: The following letter is being reproduced with the permission of Bert Betti, president of Betson Enterprises, one of the industry's most prominent distributors. The letter expresses a strong statement of policy with regard to equipment that infringes the copyrights of manufacturers and it was issued to Betson's customers on March 1, 1982.)

Betson Enterprises, a division of H. Betti Industries, Inc., has greatly appreciated your past patronage and looks forward to serving you in the future. The enormous growth in our industry has attracted much attention, of late, and the result has been that many "quick dollar" merchants have entered the market place.

Since Betson Enterprises is an authorized representative of every major

Milton Hobbs: From Radar To Coin Machines

(continued from page 34)

community organizations that may look down at the game industry, says Hobbs, is to promote good will through fundraising events. For example, Southern Automated raised about \$14,000 for two local orphanages by donating a share of vid profits made during a specific period to the youth homes. Hobbs suggests donating some games to churches for special events and fairs, and even giving talks to civic clubs describing the good, clean fun that the new generation of devices offers.

"Having a little shop in an alleyway and hiding equipment is a thing of the past," he said. "We have to open up and not be so evasive about the business when we talk to people about our work. This is a legitimate industry and so we need good community relations as well as strong state associations who'll support our cause."

If Hobbs seems well versed in dealing with local groups, it's because he devotes time to several worthwhile organizations after he leaves the office. In 1976 he served as chairman of the North Carolina Coin-op Assn. having been involved with the group since the early 1970s. Today he still maintains strong ties with the association, setting up conventions and meetings, helping with mailings and encouraging active media coverage of the trade.

Scoutmaster

In addition, he sponsors Troop #50, Boy Scouts of America, acting as a cub- and scoutmaster, which gives him an opportunity to work with many of the kids who frequent arcades and other locations. When he's not busy with these groups or helping out at home with his wife of 25 years and their six children, Hobbs looks forward to a relaxing game of golf to take the edge off his other time-consuming interests.

From focusing radar equipment on the USSR's weapons of war to servicing machines where snakes fire ammo at a threatening Centepede may seem like opposite ends of the occupational spectrum to some, but for Milton Hobbs, it's all been part of a full life that continues to prosper. For he has seen the future, and that future lies in the ever-expanding realm of good-natured, family entertainment.

manufacturer in our industry, we strongly believe that the future growth of our industry depends on the support we give our manufacturers. Should we as distributors, and you, our customers, fail to continue this support, no original ideas for games would be conceived.

Therefore, Betson will not in any way, support any supplier of "copy" machines or conversion kits, unless specifically authorized by legitimate manufacturers. No service or trades will be accepted by Betson, on any of these counterfeits.

Also, to better support our customers, service will be performed by us on all legitimate equipment, with preference being given to machines purchased from Betson.

We trust you understand our position, and ask you to cooperate.

1982 AMOA Expo Format Expanded

(continued from page 37)

initiate and the board determined that the game awards would be included in the 1982 format, with the formal presentations being made at the AMOA annual banquet, along with the jukebox awards. The game awards categories

are: Most Played Video Game, Most Played Pinball Game, Most Played 'Other Game' (such as pool table, dart game, bowler, foosball, etc.), for a total of three categories. Winners will be determined by vote of the association's membership.

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TAITO AMERICA CORPORATION

THE JUKEBOX PROGRAMMER

April 17, 1982

* indicates new entry

POP

- 1 **FREEZE FRAME**
THE J. GEILS BAND (EMI America B-8108)
- 2 **DON'T TALK TO STRANGERS**
RICK SPRINGFIELD (RCA PB-13070)
- 3 **(OH) PRETTY WOMAN**
VAN HALEN (Warner Bros. WBS 50003)
- 4 **MAIN THEME FROM "CHARIOTS OF FIRE"**
VANGELIS (Polydor/PolyGram 2189)
- 5 **EDGE OF SEVENTEEN**
STEVIE NICKS (Modern/Atlantic MR 7401)
- 6 **FIND ANOTHER FOOL**
QUARTERFLASH (Geffen GEF 50006)
- 7 **BABY MAKES HER BLUE JEANS TALK**
DR. HOOK (Casablanca/PolyGram NB 2347)
- 8 **867-5309/JENNY**
TOMMY TUTONE (Columbia 18-02646)
- 9 **DID IT IN A MINUTE**
DARYL HALL & JOHN OATES (RCA PB-13065)
- 10 **WE GOT THE BEAT**
GO-GO's (I.R.S./A&M IR-9903)
- 11 **'65 LOVE AFFAIR**
PAUL DAVIS (Arista AS 0661)
- 12 **HANG FIRE**
THE ROLLING STONES (Rolling Stones/Atlantic RS 21300)
- 13 **DO YOU BELIEVE IN LOVE**
HUEY LEWIS AND THE NEWS (Chrysalis CHS 2589)
- 14 **KEY LARGO**
BERTIE HIGGINS (Kat Family WS9 02524)
- 15 **MOVIE MEDLEY**
THE BEATLES (Capitol P-B-5100)
- 16 **GET DOWN ON IT**
KOOL & THE GANG (De-Lite/PolyGram DE 818)
- 17 **I LOVE ROCK 'N' ROLL**
JOAN JETT & THE BLACKHEARTS (Boardwalk NB7-11-135)
- 18 **NOBODY SAID IT WAS EASY (LOOKIN' FOR THE LIGHTS)**
LE ROUX (RCA PB-73059)
- 19 **TAKE OFF**
BOB & DOUG MCKENZIE (Mercury/PolyGram 76134)
- 20 **I'VE NEVER BEEN TO ME**
CHARLENE (Motown 1611MF)
- 21 **STILL IN SAIGON***
THE CHARLIE DANIELS BAND (Epic AE7-1414)
- 22 **DON'T YOU WANT ME**
THE HUMAN LEAGUE (A&M/Virgin 2397)
- 23 **EBONY AND IVORY***
PAUL McCARTNEY (Columbia 18-02860)
- 24 **EMPTY GARDEN (HEY HEY JOHNNY)**
ELTON JOHN (Geffen SEF 50049)
- 25 **LET'S HANG ON**
BARRY MANILOW (Arista AS 0675)
- 26 **GOIN' DOWN**
GREG GUIDRY (Columbia 18-02691)
- 27 **THE OTHER WOMAN***
RAY PARKER JR. (Arista AS 0669)
- 28 **NEVER GIVE UP ON A GOOD THING**
GEORGE BENSON (Warner Bros. WBS 50005)
- 29 **MAN ON YOUR MIND***
LITTLE RIVER BAND (Capitol P-B-5061)
- 30 **WAKE UP LITTLE SUSIE***
SIMON AND GARFUNKEL (Warner Bros. WBS 50053)

COUNTRY

- 1 **YOU NEVER GAVE UP ON ME**
CRYSTAL GAYLE (Columbia 18-02718)
- 2 **MOUNTAIN MUSIC**
ALABAMA (RCA PB-13019)
- 3 **SINGLE WOMEN**
DOLLY PARTON (RCA PB-13057)
- 4 **ALWAYS ON MY MIND**
WILLIE NELSON (Columbia 18-02741)
- 5 **SAME OLE ME**
GEORGE JONES (Epic 14-02696)
- 6 **JUST TO SATISFY YOU**
WAYLON & WILLIE (RCA PB-13073)
- 7 **BUSTED**
JOHN CONLEE (MCA-52008)
- 8 **'ROUND THE CLOCK LOVIN'**
GAIL DAVIES (Warner Bros. WBS 50004)
- 9 **SOMEDAY SOON**
MOE BANDY (Columbia 18-02735)
- 10 **IF YOU'RE THINKING YOU WANT A STRANGER**
GEORGE STRAIT (MCA-51228)
- 11 **SPEAK SOFTLY (YOU'RE TALKING TO MY HEART)**
GENE WATSON (MCA-52009)
- 12 **TEARS OF THE LONELY**
MICKEY GILLEY (Epic 14-02774)
- 13 **CRYING MY HEART OUT OVER YOU**
RICKY SKAGGS (Epic 14-02692)
- 14 **TAKE ME TO THE COUNTRY**
MEL McDANIEL (Capitol P-B-5095)
- 15 **YOU'LL BE BACK (EVERY NIGHT IN MY DREAMS)**
THE STATLER BROS. (Mercury/PolyGram 76142)
- 16 **ANOTHER HONKY-TONK NIGHT ON BROADWAY**
DAVID FRIZZELL & SHELLY WEST (Warner Bros./Viva WBS 50007)
- 17 **FOR ALL THE WRONG REASONS**
THE BELLAMY BROS. (Elektra/Curb E-47431)
- 18 **AFTER THE LOVE SLIPS AWAY**
EARL THOMAS CONLEY (RCA PB-13024)
- 19 **I'M GOIN' HURTIN'**
JOE STAMPLEY (Epic 14-02791)
- 20 **FINALLY**
T.G. SHEPPARD (Warner Bros./Curb WBS 50041)
- 21 **DON'T LOOK BACK**
GARY MORRIS (Warner Bros. WBS 50017)
- 22 **IN LIKE WITH EACH OTHER**
LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-02698)
- 23 **EVERYTIME YOU CROSS MY MIND (YOU BREAK MY HEART)**
RAZZY BAILEY (RCA PB-13084)
- 24 **YOU'RE NOT EASY TO FORGET**
DOTTIE WEST (Liberty P-B-1451)
- 25 **BAD NEWS**
BOXCAR WILLIE (Main Street B951)
- 26 **ANOTHER CHANCE***
TAMMY WYNETTE (Epic 14-02770)
- 27 **KANSAS CITY LIGHTS**
STEVE WARINER (RCA PB-13072)
- 28 **JUST GIVE ME WHAT YOU THINK IS FAIR***
LEON EVERETTE (RCA PB-13079)
- 29 **ANOTHER SLEEPLESS NIGHT**
ANNE MURRAY (Capitol P-A-5083)
- 30 **DEALING WITH THE DEVIL***
MERLE HAGGARD (MCA-52020)

BLACK CONTEMPORARY

- 1 **GET DOWN ON IT/STEPPIN' OUT**
KOOL & THE GANG (De-Lite/PolyGram DE 818)
- 2 **IF IT AIN'T ONE THING... IT'S ANOTHER**
RICHARD "DIMPLES" FIELDS (Boardwalk NB7-11-139)
- 3 **CIRCLES**
ATLANTIC STARR (A&M 2392)
- 4 **THE OTHER WOMAN**
RAY PARKER, JR. (Arista AS 09)
- 5 **I'LL TRY SOMETHING NEW**
A TASTE OF HONEY (Capitol P-B-5099)
- 6 **NEVER GIVE UP ON A GOOD THING**
GEORGE BENSON (Warner Bros. WBS 50005)
- 7 **WORK THAT SUCKER TO DEATH**
XAVIER (Liberty P-1-1445)
- 8 **THE GIGOLO**
O'BRYAN (Capitol P-A-5067)
- 9 **A NIGHT TO REMEMBER**
SHALAMAR (Solar/Elektra S-48005)
- 10 **IT'S GONNA TAKE A MIRACLE**
DENIECE WILLIAMS (ARC/Columbia 18-02812)
- 11 **JUST BE YOURSELF**
CAMEO (Chocolate City/PolyGram CC 3231)
- 12 **MAMA USED TO SAY**
JUNIOR (Mercury/PolyGram 76132)
- 13 **FREAKY BEHAVIOR**
BAR-KAYS (Mercury/PolyGram 76143)
- 14 **IN THE RAW**
WHISPERS (Solar/Elektra S-47961)
- 15 **LET'S CELEBRATE**
SKYY (Salsoul/RCA S7 7020)
- 16 **LOVE SEASONS**
ZOOM (Polydor/PolyGram PD 2197)
- 17 **I JUST WANT TO SATISFY**
THE O'JAYS (Phila. Int'l./CBS ZS5-02834)
- 18 **YOU GOT THE POWER**
WAR (RCA PB-13061)
- 19 **HOT ON A THING (CALLED LOVE)**
THE CHI-LITES featuring EUGENE RECORD (20th Century/RCA TC-2600)
- 20 **TRY JAH LOVE**
THIRD WORLD (Columbia 18-02744)
- 21 **MUST BE THE MUSIC**
SECRET WEAPON (Prelude PRL 8036-AS)
- 22 **FORGET ME NOTS**
PATRICE RUSHEN (Elektra E-47427)
- 23 **BABY COME TO ME**
PATTI AUSTIN (Qwest/Warner Bros. QUE 50036)
- 24 **FLAMETHROWER**
THE J. GEILS BAND (EMI America B-8108)
- 25 **MAKING LOVE**
ROBERTA FLACK (Atlantic 4005)
- 26 **CAN YOU SEE THE LIGHT**
BRASS CONSTRUCTION (Liberty P-B-1453)
- 27 **WHERE DO WE GO FROM HERE**
BOBBY WOMACK (Beverly Glen BG-2001)
- 28 **THERE'S NO GUARANTEE***
PEABO BRYSON (Capitol P-B-5098)
- 29 **LET'S WORK**
PRINCE (Warner Bros. WBS 50002)
- 30 **PLAYING HARD TO GET***
VERNON BURCH (Spector Records Int'l. 00021)

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HANG FIRE — The Rolling Stones — Rolling Stones/Atlantic
 Vic McCarthy (Catskill Amusements, Inc., Hurleyville)
STILL IN SAIGON — The Charlie Daniels Band — Epic
 Irene Camen (Black Hills Novelty Co., Pierre)
DO YOU BELIEVE IN LOVE — Huey Lewis and The News — Chrysalis

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BROTHERLY LOVE — Gary Stewart & Dean Dillon — RCA
THERE AIN'T NO COUNTRY MUSIC ON THIS JUKEBOX
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(SEE FORM PAGE 40)

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PolyGram Records

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