

CASH BOX

December 4, 1982

NEWSPAPER

\$3.00



Joe Jackson

"Visions of the Lite"



The new album from
SLAVE 90024

Featuring the single,
"COME TO BLOW YA MIND" 7-99953

Produced by M. L. Adams, F. Miller, D. Webster for Da-Ton Productions



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EDITORIAL Action Rather Than Words

The bold move by the Warner Communications, Inc. (WCI) labels in lowering the price of top-quality catalog product by two dollars is something that the industry should examine closely. The plan to reduce the list on approximately 1,100 catalog items from \$8.98 to \$6.98 at the beginning of 1983 is surely the most significant effort yet to combat the growing consumer outcry against the pricing of pre-recorded music.

While WCI's price reduction is not the first this year (Motown has lowered wholesale on selected catalog product), the sheer volume of this move makes it a landmark event. If nothing else, the WCI price reduction will to some extent correct the rather illogical situation where older product costs more than new releases (which are usually sale-priced to one or two dollars below catalog LPs).

But the WCI action is much more than that. It is probably the most significant pricing move since the creation of midlines. The big difference is that product by superstars and big sellers are also subject to the price reduction — this is a genuine effort to offer good product to the public at a lower cost and not just something to sell off product that won't sell anyway.

Time will tell if there are any bugs in this new plan — after all, "The best laid plans of mice and men, etc., etc., etc." However, regardless of any hitches that may develop along the way (and we hope there won't be any), this move is a genuine sacrifice by the WCI labels, and it should be recognized as such. As far as we can see, the WCI labels are backing up their words with actions and putting the interests of the consumer first.

CONTENTS

DEPARTMENTS	
Black Contemporary	27
Classifieds	34
Country	20
Gospel	13
International	31
Jazz	11
Merchandising	14
Pro Audio	26
Radio	18
Video	16
FEATURES	
Coast To Coast	12
Editorial	3
Executives On The Move	10
New Faces To Watch	8
CHARTS	
Top 100 Singles	4
Top 200 Albums	32, 33
Black Contemporary Albums	27
Black Contemporary Singles	28
Country Albums	21
Country Singles	22
Gospel Albums	13
International Albums, Singles	31
Jazz Albums	11
Rock Album Radio Report	19
Top 30 Videocassettes	16
REVIEWS	
Albums	6
Singles	8

ON THE COVER

Sheer force of talent has seen A&M's Joe Jackson not only weather shifts in musical styles, but also grow as a result of these changes. Indeed, Jackson seems to thrive on the controversy that his music and lyrics create. For even though his new LP is as different as night and day from the impressive debut "Look Sharp!," it has proven to be his most popular to date, with its mixture of intoxicating dance music on the "Night" Side (steeped in salsa and other New York City street-inspired music) and the thoughtful, provocative songs on the "Day" Side.

Although Jackson probably never doubted that he could and would return with "Night And Day," a number of folks may have been skeptical after the departures of his third album, "Beat Crazy," and the fourth, "Jumpin' Jive." The former, a "crazy" quilt of reggae and ska type numbers along with rock, signalled the end of the successful Joe Jackson Band, which had produced such a winning formula with the nervous, kinetic pop/rock of "Look Sharp!" and "I'm The Man." The latter, an LP of 'swing' tunes, caught many off guard before "Night And Day."



TOP POP DEBUTS

SINGLES

84 ON THE LOOSE — Saga — Portrait/CBS

ALBUMS

94 SHOWTIME — The J. Geils Band — EMI America

POP SINGLE

TRULY
Lionel Richie
Motown

B/C SINGLE

SEXUAL HEALING
Marvin Gaye
Columbia

COUNTRY SINGLE

IT AIN'T EASY BEIN' EASY
Janie Fricke
Columbia

JAZZ

TWO OF A KIND
Earl Klugh/Bob James
Capitol

NUMBER ONES



Lionel Richie

POP ALBUM

BUSINESS AS USUAL
Men At Work
Columbia

B/C ALBUM

MIDNIGHT LOVE
Marvin Gaye
Columbia

COUNTRY ALBUM

HIGHWAYS & HEARTACHES
Ricky Skaggs
Epic

GOSPEL

BROTHER TO BROTHERS
Williams Brothers
Myrrh

CASH BOX TOP 100 SINGLES

December 4, 1982

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 TRULY LIONEL RICHIE (Motown 1644)	2	9	35 EVERYBODY WANTS YOU BILLY SQUIER (Capitol B-5163)	40	10
2 GLORIA LAURA BRANIGAN (Atlantic 4048)	1	23	36 A PENNY FOR YOUR THOUGHTS TAVARES (RCA PB-13292)	39	11
3 MANEATER DARYL HALL & JOHN OATES (RCA PB-13354)	5	8	37 THE OTHER GUY LITTLE RIVER BAND (Capitol B-5185)	52	3
4 UP WHERE WE BELONG JOE COCKER AND JENNIFER WARNES (Island/Atco 79996)	3	15	38 WHATCHA GONNA DO CHILLIWACK (Millennium/RCA TB-13110)	42	8
5 THE GIRL IS MINE MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)	9	5	39 LET'S GO DANCIN' (OOH LA, LA, LA) KOOL & THE GANG (De-Lite/PolyGram DE824)	43	6
6 STEPPIN' OUT JOE JACKSON (A&M 2428)	7	16	40 I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR) MICHAEL McDONALD (Warner Bros. 7-29933)	19	18
7 MICKEY TONI BASIL (Chrysalis 2638)	8	13	41 THE ONE YOU LOVE GLENN FREY (Asylum 7-69974)	24	16
8 DIRTY LAUNDRY DON HENLEY (Asylum 7-69894)	14	6	42 DESTINATION UNKNOWN MISSING PERSONS (Capitol B-5161)	46	9
9 MUSCLES DIANA ROSS (RCA PB-13348)	10	10	43 YOU AND I EDDIE RABBITT with CRYSTAL GAYLE (Elektre 7-69936)	47	8
10 IT'S RAINING AGAIN SUPERTRAMP (A&M 2502)	12	6	44 GET CLOSER LINDA RONSTADT (Asylum 7-69948)	28	10
11 HEART ATTACK OLIVIA NEWTON-JOHN (MCA-52100)	4	14	45 JACK & DIANE JOHN COUGAR (Riva/PolyGram R-210)	26	20
12 SEXUAL HEALING MARVIN GAYE (Columbia 38-03302)	15	6	46 YOU CAN DO MAGIC AMERICA (Capitol B-5142)	31	19
13 WHO CAN IT BE NOW? MEN AT WORK (Columbia 18-02888)	6	22	47 I DO THE J. GEILS BAND (EMI America B-8148)	54	3
14 ROCK THIS TOWN STRAY CATS (EMI America B-8132)	16	12	48 A LOVE SONG KENNY ROGERS (Liberty B-1485)	44	9
15 THE LOOK OF LOVE (PART ONE) ABC (Mercury/PolyGram 76168)	17	13	49 PRESSURE BILLY JOEL (Columbia 38-03244)	33	11
16 NOBODY SYLVIA (RCA PB-13223)	11	16	50 USED TO BE CHARLENE & STEVIE WONDER (Motown 1650)	53	6
17 SHADOWS OF THE NIGHT PAT BENATAR (Chrysalis CHS 2647)	20	7	51 I'M SO EXCITED POINTER SISTERS (Planet/RCA JH-13317)	48	12
18 HEARTLIGHT NEIL DIAMOND (Columbia 18-03219)	13	13	52 DOES IT MAKE YOU REMEMBER KIM CARNES (EMI America B-8147)	58	5
19 I.G.Y. (WHAT A BEAUTIFUL WORLD) DONALD FAGEN (Warner Bros. 7-29900)	21	9	53 GOODY TWO SHOES ADAM ANT (Epic 34-03367)	68	3
20 HEARTBREAKER DIONNE WARWICK (Ariste AS 1015)	23	9	54 SHOCK THE MONKEY PETER GABRIEL (Geffen 7-29883)	59	6
21 DOWN UNDER MEN AT WORK (Columbia 38-03303)	30	5	55 1999 PRINCE (Warner Bros. 7-29896)	60	5
22 SOUTHERN CROSS CROSBY, STILLS & NASH (Atlantic 7-89969)	18	12	56 LOVE COME DOWN EVELYN KING (RCA PB-13273)	50	15
23 LOVE ME TOMORROW CHICAGO (Full Moon/Warner Bros. 7-29911)	22	11	57 HEART TO HEART KENNY LOGGINS (Columbia 38-03377)	71	2
24 AFRICA TOTO (Columbia 38-03335)	29	6	58 AMERICAN HEARTBEAT SURVIVOR (Scotti Bros./CBS ZS4 03213)	49	11
25 MISSING YOU DAN FOGELBERG (Full Moon/CBS 34-03289)	27	9	59 TWO LESS LONELY PEOPLE IN THE WORLD AIR SUPPLY (Arista AS1004)	67	4
26 YOU CAN'T HURRY LOVE PHIL COLLINS (Atlantic 7-89933)	35	5	60 SOMEBODY'S BABY JACKSON BROWNE (Asylum 7-69982)	51	19
27 YOU DON'T WANT ME ANYMORE STEEL BREEZE (RCA PB-13282)	25	15	61 I GOTTA TRY MICHAEL McDONALD (Warner Bros. 7-29862)	70	4
28 ROCK THE CASBAH THE CLASH (Epic 34-03245)	36	9	62 LOVE IN STORE FLEETWOOD MAC (Warner Bros. 7-29848)	84	2
29 ON THE WINGS OF LOVE JEFFREY OSBORNE (A&M 2434)	32	10	63 I KNOW THERE'S SOMETHING GOING ON FRIDA (Atlantic 7-89984)	69	5
30 BABY, COME TO ME PATTI AUSTIN (Qwest/Warner Bros. QWE50036)	38	10	64 ALLENTOWN BILLY JOEL (Columbia 38-03413)	79	2
31 BE MY LADY JEFFERSON STARSHIP (GrunT/RCA FB-13350)	34	9	65 SPACE AGE LOVE SONG A FLOCK OF SEAGULLS (Jive/Ariste VS2003)	77	3
32 YOU GOT LUCKY TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52144)	45	4	66 FOREVER MINE THE MOTELS (Capitol B-5182)	72	4
33 HAND TO HOLD ON TO JOHN COUGAR (Riva/PolyGram R211)	41	5	67 MEMORY BARRY MANILOW (Ariste AS 1025)	74	3
34 WHAT ABOUT ME MOVING PICTURES (Network/Elektre 7-69952)	37	12			
			68 SHAKIN' EDDIE MONEY (Columbia 38-03252)	64	8
			69 GOODBYE TO YOU SCANDAL (Columbia 38-03234)	75	4
			70 WAKE UP MY LOVE GEORGE HARRISON (Dark Horse/Warner Bros. 7-29864)	73	4
			71 HEART OF THE NIGHT JUICE NEWTON (Capitol B-5192)	83	2
			72 BAD BOY RAY PARKER, JR. (Arista AS1030)	89	2
			73 I WOULDN'T BEG FOR WATER SHEENA EASTON (EMI America B-8142)	66	6
			74 THEME FROM DYNASTY BILL CONTI (Arista AS1021)	82	3
			75 THE ELVIS MEDLEY ELVIS PRESLEY (RCA PB-13351)	76	3
			76 (YOU'RE SO SQUARE) BABY, I DON'T CARE JONI MITCHELL (Geffen 7-29849)	80	3
			77 RIGHT BEFORE YOUR EYES AMERICA (Capitol B-5177)	86	2
			78 YOU'VE GOT ANOTHER THING COMIN' JUDAS PRIEST (Columbia 18-03168)	81	3
			79 NOWHERE TO RUN SANTANA (Columbia 38-03376)	87	2
			80 TWILIGHT ZONE GOLDEN EARRING (21/PolyGram T1103)	88	2
			81 VALARIE STEVE WINWOOD (Island/Warner Bros. 7-29879)	76	5
			82 PUT IT IN A MAGAZINE SONNY CHARLES (Highrise SHR-2001)	90	2
			83 NEW WORLD MAN RUSH (Mercury/PolyGram 76179)	61	12
			84 ON THE LOOSE SAGA (Portrait/CBS 37-03359)	—	1
			85 PSYCHOBABBLE THE ALAN PARSONS PROJECT (Arista AS 1029)	—	1
			86 YOUR LOVE IS DRIVING ME CRAZY SAMMY HAGAR (Geffen 7-29816)	—	1
			87 DO YOU REALLY WANT TO HURT ME CULTURE CLUB (Epic 34-03368)	—	1
			88 FUNNY HOW TIME SLIPS AWAY SPINNERS (Atlantic 7-89922)	—	1
			89 JUMP LOVERBOY (Columbia 38-03346)	—	1
			90 PLEDGE PIN ROBERT PLANT (Swan Song/Atco SS 7-99952)	92	4
			91 BAD BOY/HAVING A PARTY LUTHER VANDROSS (Epic 14-03205)	94	3
			92 STATE OF INDEPENDENCE DONNA SUMMER (Geffen 7-29895)	63	10
			93 I RAN (SO FAR AWAY) A FLOCK OF SEAGULLS (Jive/Ariste VS 102)	62	22
			94 SO MUCH IN LOVE TIMOTHY B. SCHMIT (Full Moon/Asylum 7-69939)	85	10
			95 DON'T FIGHT IT KENNY LOGGINS WITH STEVE PERRY (Columbia 18-03192)	65	15
			96 EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AS 0696)	57	22
			97 GYPSY FLEETWOOD MAC (Warner Bros. 7-29918)	56	14
			98 BREAK IT TO ME GENTLY JUICE NEWTON (Capitol B-5148)	55	16
			99 ABRACADABRA THE STEVE MILLER BAND (Capitol P-5126)	91	28
			100 TOUGH WORLD DONNIE IRIS (MCA-52127)	93	7

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Love Song (Music Corp. Of America/Sycamore Valley — BMI)	48	Gypsy (Fleetwood Mac/Welsh Witch — BMI)	97	Love Me Tomorrow (Double Virgofoster Frees/Irving — BMI)	23	Southern Cross (Kenwon/CatPatch — BMI/Gold Hill — ASCAP)	22
A Penny For (Kenny Nolan/Downtown — ASCAP)	36	Heart Attack (Stephen A. Kipner/April/Paul Bliss — ASCAP)	11	Maneater (Fust Buzza/Hot-Cha/Unichappell—BMI)	3	Space Age Love Song (Zomba Ent. — BMI)	65
Abracadabra (Sailor — ASCAP)	99	Heart Of The Night (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI/ASCAP)	71	Memory (Koppelman — Bandier — BMI)	67	State Of Independence (WB — ASCAP/Spherlic B.V. Buma/Toughnot Ltd. — PRS)	92
Africa (Hudmar/Cowbella — ASCAP)	24	Heart To Heart (Milk Money/Genevieve — ASCAP/Foster Frees — BMI)	57	Mickey (Chinnichap/Careers — BMI)	7	Steppin' Out (Albion — ASCAP)	6
Allentown (Joel Songs — BMI)	64	Heartbreaker (Gibb Brothers adm. by Unichappell — BMI)	20	Missing You (Hickory Grove — ASCAP)	25	The Girl Is Mine (Mijac — BMI)	5
American Heartbeat (Holy Monley/Rude — BMI/WB/Easy Action — ASCAP)	58	Heartlight (Stonebridge/New Hidden Valley — ASCAP/Carole Bayer Sager — BMI)	18	Muscles (Mijac — BMI)	9	The Look Of Love (Virgin/Chappell — ASCAP)	15
Baby, Come To Me (Rodsongs — PRS)	30	I.G.Y. (Freejunkt — ASCAP)	19	New World Man (Core — ASCAP)	83	The One You (Red Cloud/Night Rider — ASCAP)	41
Baby I Don't Care (Gladys — ASCAP)	76	I Do (Music Corp. Of America — BMI)	47	1999 (Controversary — ASCAP)	55	The Other Guy (Screen Gems — EMI/BMI)	37
Bad Boy (Raydiola — ASCAP)	72	I Gotta Try (Genevieve/Milk Money — ASCAP)	61	Nobody (Tom Collins — BMI)	16	Theme From Dynasty (SVO — ASCAP)	74
Bad Boy (Legs — ASCAP/ABCKO — BMI)	91	I Keep Forgettin' (Yellow Dog — ASCAP)	40	Nowhere To Run (April/Russell Ballard Ltd. — ASCAP)	79	Tough World Bema — ASCAP)	100
Be My Lady (Allen — BMI)	31	I Know There's (Russ Ballard Ltd./Island Ltd.)	63	On The Loose (Pocket — ASCAP)	84	Truly (Brockman — BMI)	1
Break It To Me Gently (Northern (MCA) — ASCAP)	98	I'm So Excited (Braintree/Til Dawn/Bleckwood — BMI)	51	On The Wings (Lincoln Pond/Almo/March 9 — ASCAP)	29	Twilight Zone (Fever — ASCAP)	80
Destination Unknown (Private Life/Life After Music/Private Parts — ASCAP/BMI)	42	I Ran (Zomba Ent. — BMI)	93	Psychobabble (Woolfsongs/Careers — BMI)	85	Up Where We (Famous — ASCAP/Ensign — BMI)	4
Dirty Laundry (Cass Country/Kortchmer — ASCAP)	8	It's Raining Again (Delicate — ASCAP)	10	Pledge Pin (Flames Of Albion/Bay Ltd. — ASCAP)	90	Used To Be (Stone Diamond — BMI)	50
Do You Really Want (Virgin — ASCAP)	87	I Wouldn't Beg (Unichappell — BMI)	73	Pressure (Joel Songs — BMI)	49	Valarie (Island/Blue Sky Rider — BMI)	81
Does It Make (Moonwindow — ASCAP)	52	Jack & Diane (Riva — ASCAP)	45	Put It In (Pari-Wex/Sun Hill — ASCAP)	82	Wake Up My Love (Ganga BV — BMI)	70
Don't Fight It (Milk Money — ASCAP/Lecey Blvd./Warner-Tamerlane/Body Electric — BMI)	95	Jump (Irving/Adams/Calyppo Tunes/Blackwood/Dean Of Music/Duke Reno — ASCAP)	89	Right Before (Mark-Cain — CAPAC)	77	What About Me (Australian Tumbleweed — BMI)	34
Down Under (Blackwood — BMI)	21	Let's Go Dancin' (Delightful — BMI/Double F — ASCAP)	39	Rock The Casbah (Ninened Ltd. — PRS)	28	Whatcha Gonna Do (ATV Of Canada/Some Sung Songs/18 Karat Gold/P.R.O. — BMI)	38
Elvis Medley (Various — BMI/ASCAP)	75	Love Come Down (Music Corp. Of America/Kashif — BMI)	56	Rock This Town (Zomba — BMI)	14	Who Can It Be (April Music Pty. — BMI)	13
Everybody Wants You (Songs Of The Knight—BMI)	35	Love In Store (Fleetwood Mac — BMI)	62	Sexual Healing (April — ASCAP)	12	You And I (Four Way — ASCAP)	43
Eye In The Sky (Woolfsongs Ltd./Careers — BMI)	96			Shadows Of The Night (Inner Santum — BMI)	17	You Can Do (April/Russell Ballard Ltd. — ASCAP)	46
Forever Mine (Clean Sheets — BMI)	66			Shakin' (Grajonca — BMI/Elizabeth Myers — ASCAP)	68	You Can't Hurry Love (Stone Agate — BMI)	26
Funny How Time Slips (Tree/Tree Group — BMI)	88			Shock The Monkey (Peter Gabriel Ltd. — ASCAP)	54	You Don't Want (Toneman/Wood Street—ASCAP)	27
Get Closer (Cherry Lane — ASCAP)	44			So Much In Love (ABKCO — BMI)	94	You Got Lucky (Gone Gator/Wild Gator—ASCAP)	32
Gloria (Sugarsons — BMI)	2			Somebody's Baby (Jackson Browne/Kortchmer — ASCAP)	60	You're Love Is Driving (Warner Bros./Benine — ASCAP)	86
Goodbye To You (Zacko Songs)	69					You've Got Another (Blackwood/G. Tipton/R. Halford/K.K. Downing — BMI)	78
Goody Two Shoes (EMI/Colgems-EMI — ASCAP)	53						



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week



RCA WELCOMES ATKINSON TO LOS ANGELES — RCA Records recently feted Paul Atkinson, its new vice president, contemporary music, A&R, West Coast, at Los Angeles' Brown Derby. The party was attended by several industry notables. Pictured are (l-r): Norman Saleet, RCA recording artist; Jack Craigo, division vice president, RCA, U.S. and Canada; Kevin Beamish, producer; Joe Mansfield, division vice president, contemporary music, RCA Records; George Albert, *Cash Box* president and publisher; Atkinson; and Bob Welch, RCA recording artist.

MCA Enjoined From Further E.T. Distribution, Marketing

by Michael Martinez

LOS ANGELES — New York Supreme Court Justice Myrlam J. Altman last week (Nov. 23) granted CBS Records' request for a preliminary injunction prohibiting MCA Records from further distribution, sale and new advertising of the *E.T.* — *The Extraterrestrial* storybook LP, which features Epic Records artist Michael Jackson narrating the story and performing one song.

The stay order stems from a \$2 million suit filed in the New York court on Nov. 10 by CBS which also sought in a motion for injunctive relief recall of more than 400,000 *E.T.* LPs already distributed by MCA. Justice Altman denied this portion of the injunction request, noting that "it would be unduly burdensome at this juncture to require MCA to recall albums which have already been distributed for sale."

CBS claimed in the suit that MCA's

release of the \$11.98 album and alleged plans to release the song featuring Jackson's vocals as a radio-only single constituted "tortious interference with contractual relations." The suit also claimed unfair competition and maintained that CBS's consent allowing Jackson to perform on the record hinged upon MCA not releasing *E.T.* until after the Christmas holidays.

Conditions In Question

In her stay order, Justice Altman said that CBS and MCA had not actually been in direct communication, but instead developed the project with Jackson through the artist's attorney, whom MCA claims informed them that CBS's only condition for permitting Jackson to perform on the record was that CBS receive royalties on each LP sold.

CBS claims, however, that the conditions upon which the consent was granted were violated. One prime condition, according to CBS, was that *E.T.* not be sent to the marketplace or promoted until after Christmas 1982.

Noting that MCA claimed CBS could not substantiate that MCA had knowledge of the conditions and that the company did not intentionally interfere with the contract, Justice Altman said in the order, "Both parties are major companies in the record business. Presumably, MCA is aware of the nature and value of an exclusive recording contract."

"It had actual knowledge of Jackson's contract with CBS," she continued. "Yet, MCA failed to communicate directly with the plaintiff . . . but rather relied upon alleged representation of Jackson's attorney."

"It may well be that MCA deliberately avoided direct contact with CBS because the latter would then have the uncontroverted whiphand in dictating the terms of the consent," she noted further.

Regarding the unfair competition claim, CBS's suit alleged that release of the *E.T.* album prior to shipping of Jackson's forthcoming Epic LP, "Thriller," would confuse consumers. Already culled from the Epic LP, and receiving nationwide airplay, is the single "The Girl Is Mine." CBS claimed that some record buyers might purchase the *E.T.* album, which prominently features Jackson with the Steven

(continued on page 12)

Introduction Of Third Videodisc System Postponed

by Michael Glynn

LOS ANGELES — Plans for the introduction of the third videodisc system in the U.S. have been put on hold indefinitely. Victor Co. of Japan (JVC), one of four firms involved in a joint venture to manufacture and market the VHD (Video High Density) disc system here, last week revealed that it was curtailing production of its player, most recently scheduled for a summer 1983 debut.

Introduction of the system, which had been delayed twice, was originally slated for late 1981. That projection was made when Matsushita Electric Industrial Co. Ltd. of Japan (MEI), Thorn EMI Ltd. of Great Britain and Fairfield, Conn.-based General Electric formed the joint venture with JVC in October of 1980.

At that time, the venture consisted of a program distribution and production company, VHD Programs Inc. in Hollywood, a videodisc manufacturing arm, VHD Disc Manufacturing Co. built in Irvine, Calif., and a disc player manufacturing company, VHD Electronics, Inc.

(continued on page 16)



HEROS OF THE STARMASTER — Winners in the Activision Greatest American Hero contest were recently flown to Hollywood to meet the stars of the ABC-TV series, attend a special screening and have lunch with the cast and crew of the show. Winners earned the trip by scoring the highest Activision's space adventure home video game "StarMaster." Pictured in the front row are (l-r): Mark Canady, Chris Burns, George Gibson and Wayne Judkins, contest winners; and William Katt of the series. Pictured in the back row are (l-r): Robert Culp of the show; and Ed Semrad and Todd Jacobsen, contest winners.

Most Retailers Strongly Favor WEA Catalog List Reduction

by Jim Bessman

NEW YORK — Retailer reaction to last week's list price reduction of WEA frontline catalog (*Cash Box*, Nov. 27), which lowers some 1,100 frontline catalog titles from the Warner Communications, Inc. (WCI) labels from \$8.98 to \$6.98 as of Jan. 3, 1983, has been extremely favorable. Most merchants contacted by *Cash Box* expect a tremendous sales response to fulfill WEA head Henry Droz's stated goal of making the catalog "more appealing and available" to consumers.

The only sore points were the returns charge increase from five percent to 7.5%, the penny increase in "base customer cost" and especially the interim returns policy whereby return authorizations issued up through Jan. 3 will be credited at Jan. 3 prices, thus immediately devaluing current inventory. Here, however, most dealers felt that they have been given adequate sell-off time, and that the future tightened returns and margins will be far outweighed by the new attractive price-point.

Western Merchandisers president John Marmaduke expects the price cut to

stimulate sales by "at least 30% initially," and other retailers also anticipated a major turnaround.

"This is the best thing to happen to the record business in many years," declared Russ Solomon, president of Tower Records, foreseeing a "major impact and regeneration of business that has been lost."

"Whether we can sell off existing inventory at the full price is the question, but I don't know if it even matters," continued Solomon. "The most important thing is the future: If they carry on with more catalog titles at lower price-points, it will present a whole new perspective in the way the record business is run. It will raise the level of catalog sales in the long run, and that's the important thing."

According to Larry Rosenbaum, owner of Chicago's Flip Side chain, the WEA reduction is "a great move in the right direction. It's what we've been looking for to perk up business, as well as a viable weapon against home taping and record rental since it makes it more attractive to buy a record than to tape it."

David Blaine, vice president general

manager of the Waxie Maxie chain, sees a possible shift in consumer attitudes in favor of prerecorded music in relation to other home entertainment product. "The new price will accustom consumers to dramatically lower prices and, encourage those who see an \$8.50 ticket as being too high and a \$6.50 ticket as just right into putting more money into records instead of blank tapes and video games."

Evan Lasky, head of Denver's Budget Tapes & Records, even predicted to return to multiple sales due to the lowered frontline catalog list.

'Bold Step'

In economically hard-hit Detroit, Cal Simpson, head of the Bad Records chain, was especially happy. "I just sent a message to Droz thanking him from the bottom of my heart," said Simpson. "I really respect this man for taking a bold step for our industry. Someone's recognized the needs of the retailer and consumer and accepted the fact that the consumer is not willing to buy product at high prices."

Lou Folgelman, head of Show Industries, the parent company of Los Angeles' Music Plus stores and City One-Stop, supports

the WEA move "wholeheartedly" and seconded Simpson's comments. "Customers perceive the value of records, and \$6.98 is a more realistic price point."

But for Ben Karol, co-owner of New York's King Karol and one of the few retailers indignant over the WEA changes, the current record frontline price is not unreasonable compared to other goods. His main concern was with the new return policies and immediate inventory devaluation. "WEA is ignoring the hand that feeds it, namely, the dealers," said Karol, calling the new policies "shortsighted." He said that WEA's credit and return policies "are so harsh that only an idiot would go into the record business on a dealer level. They should liberalize their credit terms and make it possible for dealers to pay for goods after they sell them instead of expecting us to pay for merchandise beforehand."

Karol termed the new return credit policies "unconscionable."

"I've purchased thousands of records from them in the last year with the understanding and promise that I could return

(continued on page 10)

BUSINESS NOTES

World Hunger Awards Presented At UN

LOS ANGELES — Winners in the 1982 World Hunger Media Awards were announced Nov. 23 on NBC-TV's *Today* show by Kenny and Marianne Rogers, who also told viewers audience that the honorees would be presented \$100,000 in prizes during a ceremony that same night at the United Nations Building.

Winners in the six categories included:

- Best Newspaper Coverage — Ann Crittenden, et al., *New York Times*, for "A World to Feed," a 17-part series, \$10,000. Also in that category, Honorable Mentions went to Richard Harley, *Christian Science Monitor*, for "outstanding and continuous coverage" of world hunger, awarded \$5,000; and Charles Anzalone, *Binghamton Sun-Bulletin* for "Hard Times," a series on local poverty in Broome County, New York, awarded \$5,000.

- Best Photojournalism — Kent Kobersteen, *Minneapolis Tribune* for photography accompanying a piece titled "Global Poverty/The Darkening Future." He won \$10,000.

- Best Magazine Coverage — Gary Gunderson (editor) and Tom Peterson (associate editor) of *SEEDS*, for their work in the February 1982 issue on women and world hunger, winning \$10,000.

- Best Film — Leigh Wharton, Wharton International Films, and Barbara Gordon, producers of the documentary, *Edge of Survival*, which aired on PBS and WNET/13, winning \$10,000.

- Best Television Coverage — Gene Reynolds, producer/writer/director, *Lou Grant*, for the episode, *Hunger*, which earned \$10,000. Also in that category, Honorable Mentions and \$5,000 went to Bill Elder, reporter/anchor, for WWL-TV News, New Orleans, for his "Haiti, See Why They Run," a five-part series on the evening news; and Scott Ferguson, producer/writer, WTBS, Turner Broadcasting System, Atlanta, also won \$5,000 for the documentary *New Dust Bowl Blues*.

- Best Book — co-winners Frances Moore Lappe, author of *Diet for a Small Planet*, revised 1982 (\$5,000); and Dr. John R.K. Robson, author of *Famine: Its Causes, Effects and Management*.

A Special Achievement Award of \$20,000 was also presented for establishment of two Congressional fellowships in memory of the late Harry Chapin, who inspired the World Hunger Media Awards program with his efforts to draw attention to the problem and donating time and money to that cause.

The fellowships, one in the House of Representatives and another in Senate, will be used to focus on issues relevant to ending world hunger.

Songwriters Expo Grosses \$90,000

LOS ANGELES — The first joint SongSearch and Songwriters Expo '82, sponsored by Songwriters Resources and Services (SRS) and Los Angeles Songwriters Showcase (LASS), tallied gross receipts of more than \$90,000 for the two-day event held in early November, according to Billy James, vice president of Songwriters Resources and Services.

Highlighted by the Songsearch Concert held at the UCLA campus in Southern California, the educational symposium presented cash awards of \$11,000 to the winning songwriters and also raised operating revenue for the two non-profit organizations for use in 1983.

Winners in the nationwide Songsearch contest, sponsored by ICM (International Creative Management), Lionel Richie, A&M Records, Snow Music, SRS and LASS, performed their winning compositions during the concert under the musical direction of veteran performer Booker T. Jones. The \$5,000 ICM Grand Prize was given to Richard Rosing for his song "The People Next Door." He also won the Snow Music-sponsored pop category for the song.

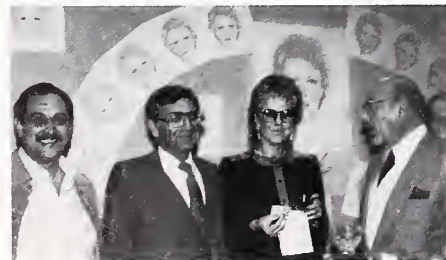
Other winners were: Alan Roy Scott and Ed Fox for "R.S.V.P." (black-oriented category sponsored by Richie); Candy Parton and Mark Gray for "Somewhere There's A Fire Burning" (winners in the country/folk category); Gerald Blair for "She's Falling In Love" (winner in the rock category sponsored by A&M); Gary Tigerman for "Hero's Memoir" (winner in the topical category as well as the Helen King Award of the SRS); and Teri De Sario Purse for "Jesus Call Your Lambs" (winner in the gospel category). Each winner received a check for \$1,000 and a trophy.

The two-day event, which featured 42 workshops and other meetings between songwriters, publishers and record executives, attracted more than 500 amateur and professional songwriters and other music industry members.

ASCAP, BMI Pact On Jukebox Fees

NEW YORK — The American Society of Composers, Authors and Publishers (ASCAP) and Broadcast Music, Inc. (BMI) have reached voluntary agreement on the distribution of jukebox compulsory license fees for 1983.

The fees are paid by jukebox operators for the right to perform copyrighted works pursuant to the 1976 Copyright Act. The law provides for their distribution to copyright owners or their representatives under voluntary agreements or, in the absence of such agreements, by the Copyright Royalty Tribunal (CRT). The agreement resolves any differences between ASCAP and BMI in Tribunal proceedings that might occur for distribution of the 1983 fees. Terms of the agreement were not revealed.



FRIDA'S GOING ON — Atlantic recording artist Frida was in New York recently for a promotional blitz in support of her new solo album, "Something's Going On." While in town, Frida, who is a member of Swedish super group ABBA, gave a series of interviews to major print, radio and television personnel. Pictured are (l-r): Vince Faraci, Atlantic senior vice president of promotion; Rick Sklar, vice president of programming for ABC Radio Entertainment; Frida; Atlantic chairman Ahmet Ertegun; Mike Cono, owner of



Ace Record Dist.; Roy Imber, Elroy Enterprises, Inc.; Glenn Hemmerly, Sam Goody's; Frida; Mark Shulman, Atlantic vice president of advertising; Sal Uterano, Atlantic vice president of sales; Mike Holzman, WEA New York branch manager; Paul DeGennaro, WEA New York sales manager; Dave Glew, Atlantic executive vice president/general manager; Sheldon Vogel, Atlantic vice chairman; Atlantic president Doug Morris; Mel Lewinter, Atlantic senior vice president/comptroller; Frida; and Ertegun.

Retailers Take Steps To Thwart Holiday Shoplifters

by Michael Martinez

LOS ANGELES — With the holiday season approaching, record retailers are bolstering security efforts against theft with a variety of methods, including increased employee staffing and orientation to the problem, the hiring of additional outside security, the use of electronic detection, and merchandising stores to curtail pilferage.

With the nation's unemployment continuing an upward climb, the escalating price of most goods and a well-entrenched economic depression, retail operations can expect an increase in theft, according to the National Corrective Training Institute, a thief rehabilitation group, which estimates that losses from \$16-\$24 billion will be registered by retail operations in the supermarket, book, drug, liquor, toy, show and record and tape industries during 1982.

"These are tough economic times, and there is a lot of pressure on people these days," said Barrie Bergman, president of the Durham-N.C.-based Record Bar chain.

"There's more (shoplifting) going on now because of the economy," added Mike Allison, director of retail operations for the Camelot Music chain. "That's why people who had jobs two years ago, but are unemployed today, may try to augment their record collections or income by stealing records."

This "shrinkage" due to theft is a multi-faceted dilemma for record and tape retailers, which manifests itself in a number of ways, according to a **Cash Box** survey of retailers.

Professional shoplifters, often working in teams, are one problem consistently cited by dealers. Some dealers, though reticent to mention the extent, also said that they were near equally concerned with in-house or employee shoplifting. The most dangerous, and perhaps the most clear demonstration of the desperate times for some today, comes in the form of armed robbery.

While dealers might use more than one method to stem in-store theft, a cornerstone to security programs at most stores or chains begins with education of employees to the problem, according to dealers surveyed.

"The best approach is a basic one: to have people on the (store) floors with their eyes open," said Dave Blaine, vice president/general manager at the Washington D.C.-based Waxie Maxie web. "We usually hire young people, students, and we have to shatter their illusions about theft and demonstrate how people can rip you off."

Ben Karol, head of the New York City-based King Karol chain, said that store employees are schooled in the methods used by professional "boosters" and some amateur thieves. "You have to tell your em-

(continued on page 15)

REVIEWS

ALBUMS

OUT OF THE BOX

CODA

LED-ZEPPELIN

CODA — Led Zeppelin — Swan Song/Atlantic 90051-1 — Producer: Jimmy Page — List: 8.98 — Bar Coded

The mysterious, posthumous Led Zep masterpiece album? Or a deluxe package, with designer sleeve by Hipgnosis, of spectacular outtakes from the 1969-72 and 1976-78 eras? The dichotomy between Side One's earthy, early blues (especially a jam on "we're Gonna Groove" by Ben E. King and James Bethal) and the flip's visceral fury (witness "Wearing and Tearing") contain both the roots and the results of the Page, Plant, Jones and Bonham alliance. Rockers won't be the only ones to respond to this pressing, either; jazz folk should get an electric charge from the John Bonham Drum Orchestra minisymphony entitled "Bonzo's Montreux."

FEATURE PICKS

POP

THE SINGLES — ABBA — Atlantic 7 80036-1-G — Producers: Benny Andersson, Bjorn Ulvaeus — List: 11.98 — Bar Coded

Subtitled "The First Ten Years," this two-record, 23-hit-song set is a revealing compilation covering the Swedish group's career. Beginning with "Waterloo," the song that won the 1973 Eurovision competition and launched the group's career, and ending with two new cuts — "The Day Before You Came" (the current single) "Under Attack" — this package, arranged in roughly chronological order, shows clearly the development of ABBA from lightweight popsters to one of the most sophisticated Europop exponents today. Give it a chance.

WHITE HEAT — Dusty Springfield — Casablanca/PolyGram NBLP 7271 — Producers: Howard Steele and Dusty Springfield — List: 8.98

One of the major female songstylists during the '60s British Invasion, Springfield had a brief flurry of recording activity during the '70s, returning in the '80s with a dynamic collection of ultra-modern, Euro-flavored chic numbers and sultry ballads. Whether crooning blue-eyed, sentimental tear-jerkers like Elvis Costello's "Losing You" or layering harmonies on the single pick, "Donnez Moi (Give It To Me)," Dusty shows she's lost none of her unique sensitivity and charm.

BLACK CONTEMPORARY

JUST FOR YOU — Donna Washington — Capitol ST-12233 — Producer: Chuck Jackson — List: 8.98 — Bar Coded

"I feel the beat, I hear the sound, it's telling me to get down," wails Washington on "You Can't Hide From The Boogie" opening her latest Capitol LP, and obviously dance

(continued on page 8)

IT'S ALRIGHT (I SEE RAINBOWS) YOKO ONO

I think of the last fifty years as a prelude to my life.—Y.O.

Photographer Bob Green

Also available on cassette.

PD 633



"IT'S ALRIGHT," THE NEW ALBUM BY YOKO ONO,
FEATURING THE SINGLE, "MY MAN." PD 2224



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REVIEWS

(continued from page 6)

club numbers abound here. But the really emotive nuances in her voice come out much better on the mid-tempo cuts like "Don't Be An Island" and a duet with L.J. Reynolds on "I'm Into You." Washington's gospel roots add a distinctive glow to her catchy pop 'n' soul on the "Love in Vain" sizzler "Guys Like You."

OPEN UP — Ray, Goodman & Brown — Polydor/PolyGram PD-1-6362 — Producer: Vincent Castellano — List: 8.98

Classically soulful three-part harmony, combined with impeccable R&B backing instrumentation, has helped this trio receive positive pop reception in the past, especially on 1980's "Special Lady" single, and this outing could attract crossover as well. Charismatic arrangements by longtime aide-de-camp Lou Toby and crisp production courtesy of Vince Castellano adds technical skill to the threesome's emotional fire, particularly on "Gambled On Your Love" and "If We Open Up."

GOSPEL

LULLABIES AND NURSERY RHYMES VOLUME I — Candle/Birdwing/Sparrow BWR 2041 — Producers: Tony Salerno and Fletch Wiley — List: 7.98

Homespun lullabies swaddled in celestial strings and soothing arrangements comprise the musical kiddie collection of late night, bedtime stories. Parables like "The Frog and the Cricket" and "Miss Mouse" teach humanitarian lessons to children, while Michael and Stormie Omartian's "Just You and Me" and Ron Krueger's "Daddy's Hands" offer warmth and security. Christian values are related in each selection via "timeless truths drawn from the Bible."

DMZ — Resurrection Band — Elektra/Light 60207-1C — Producer: Resurrection Band — List: 8.98 — Bar Coded

Over the years, gospel has employed rock, country, jazz and other non-traditional sounds to relay the message of Christ to listeners; Resurrection Band is truly one of the more outrageous contemporary Christian groups, playing a brand of heavy metal laced with modern synths, and its fifth album may be its strongest effort to date. Loud, fast, gutsy ramrodders like "Military Man" and "White Noise" temper a hard sound with spiritually inspired lyrics. Look for pushes at secular radio and retail, with hopes for alternative pop play on tunes such as "Reluctance."

JAZZ

70 MILES YOUNG — Chuck Mangione — A&M SP-4911 — Producer: Chuck Mangione — List: 8.98 — Bar Coded

Mangione's "last" LP from A&M (the label he recorded for while making his reputation as a top notch jazz-pop composer and bandleader and before moving to Columbia earlier this year), this package, dedicated to his father, Frank Papa "Miles" Mangione, is a surprisingly good one. Mangione's family-oriented character (the LP "Belladonna" was for his mother and brother Gap often plays on his LPs) doesn't let him slip up on an ode to his father, and some of his most free and energetic work in a while is featured on Side One. Heartfelt renditions of favorites highlight Side Two on this remarkably good label "farewell" LP.

ONE DOWN — Material — Elektra 60206-1 — Producer: Material — List: 8.98 — Bar Coded

After its shining "Memory Serves" debut on the jazz-oriented Elektra/Musician label earlier this year, Material changes moods from discordant improvisation to a more melodic, progressive R&B groove with this album issued under the E/A aegis. The

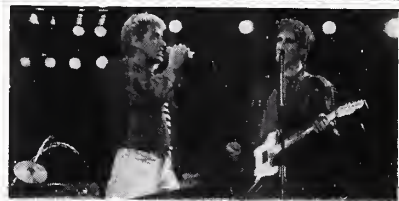
three-man aggregation is joined here by vocalist Nona Hendryx, saxmaster Oliver Lake and Archie Shepp, avant-axeman Fred Frith and several Chic members for a dance-floor party sure to liven up B/C airwaves. "Holding On," with its studio-enhanced percussive solo, should satisfy both fusion and funk fans, while the album's sole ballad, "Memories" (originally performed by Soft Machine), could even garner MOR attention.

NEW AND DEVELOPING

(FOR THOSE WHO THINK YOUNG) — Rough Trade — Boardwalk NB 33261-1 — Producers: Gene Martynec and Kevan Staples — List: 8.98 — Bar Coded



With two Canadian platinum albums under its belt, Toronto-based Rough Trade swaggers into the States with this Boardwalk debut of haunting tunes forging treacherously aggressive lyrics with pop noir musical overtones. Though lacking the poetic literacy of Patti Smith and the energy of Chrissie Hynde (both obvious influences), lead singer Carole Pope does manage to send shivers up the spine with her vampiric romancer "Blood Lust" and the hard-hitting "All Touch."

SINGLES
OUT OF THE BOX

THE WHO (Warner Bros. 7-29814)
Eminence Front (4:05) (Towser Tunes, Inc. — BMI) (P. Townshend) (Producer: G. Johns)

As close to rock/funk fusion as you're ever likely to hear from the Who, the second single from "It's Hard" rides along on Pete Townshend's cleanly slicing guitar and the band's patented synth sound. Kenny Jones and John Entwistle lay down a strong bottom for "maximum R&B."

FEATURE PICKS

POP

ALICE COOPER (Warner Bros. 7-29828)
I Am The Future (3:36) (Ezra Music/Scherzo Music — BMI/Intersong Music — ASCAP) (L. Schiffrin, G. Osborne) (Producer: S. Tyrell)

Billed as the theme song for the motion picture *The Class of 1984*, a movie nightmare of a school ruled by a day-glo punk gang headed by Vince Van Patten,

NEW FACES TO WATCH



Little Steven & The Disciples Of Soul

The face is familiar, but the voice is not.

As a member of Bruce Springsteen's E Street Band, co-founder and producer of Southside Johnny And The Asbury Jukes, and co-producer and songwriter for Gary U.S. Bonds, Steve Van Zandt is hardly an unknown to music fans. But the Jersey Coaster has eschewed employing his past credits and even downplays his "Miami Steve" moniker in launching his new band, Little Steven And The Disciples of Soul. "I tried to avoid the issue altogether by changing the name in the hope that people wouldn't be coming to the record with any false expectations," says Van Zandt. "At the same time, I didn't want to exploit what is basically my friendship with Bruce. It's going to take a little longer, but at least the people who take this record home will be expecting to hear the record and not anything else. I think it's a little fairer to them."

While you have to look hard in order to find Van Zandt's name on the band's EMI debut album, "Men Without Women," the music is sure to strike a familiar chord with devotees of the Asbury Park sound. On board are several graduates of the Asbury Jukes horn section, with E Streeters Max Weinberg, Danny Federici and Garry Tallent lending studio support. The 10-piece band, which has just begun its first tour, also includes ex-Plasmatic Jean Beauvoir on bass, and former Rascals drummer Dino Danelli. But while the punchy horn parts and surviving-on-the-street lyrics offer the listener a tie to Van Zandt's previous work, the album is also imbued with a rough-hewn quality,

making it unlike any other of the previous Van Zandt projects.

"You always write a little differently for yourself," he says. "It's a little more personal. When I wrote for Johnny or Gary Bonds, I have them in mind, so it's kind of half them and half me. When I was with the Jukes, the band sounded a lot more like what I'm doing now. When I left the Jukes, I had to take a lot of me out of the band."

A paean to urban passions, "Men Without Women" is a deeply romantic album, celebratory and damning, exuberant and frustrated. Whether on the pleading "Forever" or the confident "Inside of Me," Van Zandt's lyrics are tinged with both the conviction and resignation of a street corner ecclesiastic.

"I've always thought of myself as a songwriter," he says. "But I'm not really prolific, and it takes a lot of work for me to finish a song. I've got to be motivated, and I usually finish a song an hour before I'm supposed to record it. As far as musicianship, I've always played just enough guitar to do what I wanted to in the context of a song. I just want to be able to express myself."

Aside from the album and tour, a feature-length film built around a live performance of the band has been completed. "The film is really about New York City," says Van Zandt. "It's about people who work and aspire to realize their dreams. It's not a literal story line, but it says something on its own quite apart from the album."

Despite his continuing role with the E Street Band, Van Zandt makes it clear that The Disciples will be a priority. "I'll always be making records," he says, "and I'm going to be giving my own records first priority." And while he discourages comparisons between his own band and his role in Springsteen's, Van Zandt makes it clear that he sees himself coming from the R&B tradition of the '50s and '60s, a scene he knows first hand, having played the oldies and Holiday Inn circuits with groups like the Dovells.

Cooper's song from "Zipper Catches Skin" was penned by the team of scoremeister Lalo Schiffrin and lyricist Gary Osborne, who has written with Elton John most recently.

VANDEBURG (Atco 7-99947)
Burning Heart (3:34) (WB Music Corp. — ASCAP) (A. Vandenburg) (Producers: A. Vandenburg, S. Epps)

Guitarist Adrian Vandenburg's self-titled unit delivers an acoustic/electronic ballad for its debut. Whether soft or sledgehammer, the group plays with confidence and intensity. Could go pop or AOR or both.

BLACK CONTEMPORARY

YARBROUGH & PEOPLES (Total Experience TE 8204)

Heartbeats (3:59) (Total Experience Music Publishing Co., Inc. — BMI) (L. Simmons) (Producer: L. Simmons)

A dramatic electronic backdrop and Calvin Yarbrough's spoken intro set the mood for Alissa Peoples' entrance into this ominously pulsating number. Much credit goes to Lonnie Simmons for the dark dance production, which will truly raise the number of heartbeats per minute.

STEVIE WOODS (Cotillion 7-99934)

Never Gonna Let You Go (3:55) (ATV Music Corp./Mann and Weil Songs, Inc. — BMI) (C. Weil, B. Mann) (Producer: J. White)

Veteran hitmakers Barry Mann and Cynthia Weil composed this mostly MOR ballad, very much in the vein of Bacharach. This could be the type of crossover record that Woods seems like the perfect candidate for.

THE FOUR TOPS (Casablanca/PolyGram-NB 2353)

I Believe In You And Me (3:59) (Songs of Manhattan Island Music Co., Inc./Sandy Linzer Productions, Inc. — BMI) (D. Wolfert, S. Linzer) (Producer: D. Wolfert)

A straightforward ballad with little but electric piano and a simple string arrangement to dress it up, the latest from the Four Tops focuses on vocals, and the band (especially Levi Stubbs) performs beautifully. For B/C, A/C and pop.

GWEN MCCRAE (Atlantic 7-89910)

Keep The Fire Burning (3:45) (Warner-Tamerlane Publishing Corp./It's The Song Music — BMI) (W. Hutch) (Producer: W. Lewis)

"Can you feel it?" asks McCrae in her throaty voice. If the answer's in the affirmative, then to "keep the fire burning" her advice is "you've got to give it all you got." McCrae certainly does here to a strutting midtempo funk beat.

GROVER WASHINGTON, Jr. (Elektra 7-69887)

The Best Is Yet To Come (3:50) (Assorted Music — BMI) (D. Wansel, C. Biggs) (Producers: G. Washington Jr., D. Wansel)

Mister Magic enlists the aid of some Philly International folk — songstress Patti Labelle and co-writer/co-producer Dexter Wansel — for what starts off as a lazy, lulling jazzier that takes flight when both Labelle's voice and Grover's sax soar toward the high notes. For jazz and B/C, primarily.

NEW AND DEVELOPING

BOBBY NUNN (Motown 1653MF)

Got To Get Up On It (3:25) (Stone Diamond Music Corp. — BMI/Chaguanas Music — ASCAP) (B. Nunn, K. Stover) (Producers: W. Monseque, B. Nunn)



While the first single from "Second To Nunn," "She's Just A Groupie," continues to move up inside the B/C Top 15, Motown comes with the

second half of the one-two punch, a quick-moving jaunt over Prince territory.

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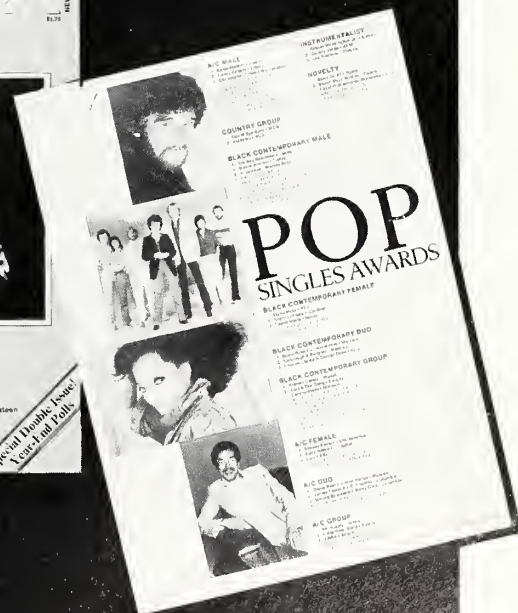
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1 9 8 2 CASH BOX YEAR-END A N D AWARDS I S S U E



'Beach Music' Awards Bow In South Carolina

by Tom Roland

MYRTLE BEACH, S.C. — In an effort to increase national awareness of "beach music," a regional Southeastern musical style that draws mainly on nostalgic material from the mid-'60s and late-'50s, the Beach Music Assn. (BMA) held its first annual Beach Music Awards presentation at the Myrtle Beach Convention Center in Myrtle Beach, a resort town on the eastern seaboard in the northern sector of South Carolina.

Beach music, according to the BMA, is generally accepted as a form that reflects the attitudes and lifestyles closely associated with the residents of local coastal areas. It draws heavily on early rock 'n' roll and '60s Motown to encase often frivolous lyrics in a celebrative sheen, augmenting the traditional rock rhythm section with horn and brass ensembles of various configurations.

A myriad of activities, including champagne and oyster parties and various receptions, accompanied the occasions, turning the awards presentation into a weekend event. Although the activities were somewhat disorganized (it was the first video production ever to emanate from Myrtle Beach), the BMA was optimistic that the function would develop into a national music form, noting that the nostalgic sound that is even adopted by new proponents of beach music such as the Band Of Oz and J.D. Cash, has an appeal to the 28-40-year-old demographic that pop music has left untouched.

Organized by the BMA and produced for television by Encore Prods., much of the event was financed by executive producer John X. Aragona, owner of the *Grand Strand Guide* magazine, who poured an estimated \$250,000-\$300,000 into the presentation in the final two weeks leading up to the actual ceremony in an effort to ensure its success. The program was emceed by Wolfman Jack and also drew an appearance from legendary soul performer James Brown.

The entire list of winners includes: General Norman Johnson, Record

(continued on page 13)

CBS Wins Injunction Against Two Pirates In Software Piracy Case

NEW YORK — CBS, Inc. has obtained an injunction against two New York-based individuals in a copyright infringement case involving the unauthorized manufacture and sale of computer software. The case was filed last October in U.S. District Court for the Eastern District of New York. The product involved in the case was the RON cartridge — Compatible with the Atari 400 and 800 systems — of the "K-razy Shootout" game, which had been licensed to CBS last September by Kay Enterprises.

CBS reportedly first learned in October that two unidentified individuals had been manufacturing and selling the game program on a floppy disc format. It filed suit soon thereafter. On Oct. 28, the court issued the injunction.

"The violations came to our attention and we vigorously pursued those responsible," said Edward R. Auer, vice president and general manager of the CBS software unit. "It is our intention to maintain a constant vigilance, not only to protect CBS from computer software copyright infringement, but also to protect the copyrights of those who license materials to us, both now and in the future."

CBS formed its software unit last September to develop license and market computer software for the home personal computer market. The unit deals primarily in game educational and home management software.

Handleman Co. Reports Sales, Earnings Decline

NEW YORK — The Handleman Company, the Michigan-based rack jobber, has reported second quarter sales this year of \$58.6 million, which is \$2.7 million, or 4.4%, less than the \$61.3 million from last year. This year's second quarter net income was \$2.5 million, or \$.56 per share, which is a decrease of \$69,000 or 2.7%, from the \$2.6 million, or \$.58 per share, from last year.

Sales and earnings figures for the first six months of 1982 were \$113.1 million and \$4.3 million, respectively. This compares with last year's sales and earnings of \$116.9 million and \$4.4 million, respectively. Earnings per share this year dropped two cents from last year's 99 cents to 97 cents.

EXECUTIVES ON THE MOVE



Regan Monday Carbrey English

Changes At First American — Dennis A. Herbert has been named president of First American Records of Seattle. Herbert, former vice president of finance, replaces Gerald Dennon, First American's founder, who will assume the position of chairman of the board. Herbert has served as financial officer of various electronics-related companies.

Changes At Welk — Larry Welk has been named president of Telekew, Inc. by vote of the board of directors. Lawrence Welk, founder of the company, becomes chairman of the board and Ted Lennon executive vice president. Larry Welk has been vice president of Telekew since 1979. He also was a founding partner of Ranwood Records and served as president.

Kook Promoted — Lynne M. Kook has been promoted to vice president and general manager of S/T Videocassette Duplicating Corporation. Prior to this, she had been assistant general manager of the facility, and for several years preceding had been vice president of operations for the duplicating lab.

Regan Named at Atco Records — Scott Regan has been promoted to national director of pop promotion for Atco Records & Custom Labels. He joined Atco Record's national promotion staff upon its formation in 1978.

PSO Appoints Graves — The Peer-Southern Organization has announced the appointment of Billy Troy Graves as director of creative services, Nashville.

Lieberman Named — Anne V. Lieberman has been named associate director, program acquisition for Twentieth Century-Fox Telecommunications. She previously was manager of programming for CBS/Fox Video.

Monday Named At Chrysalis — Chrysalis Records has announced the appointment of Jon Monday as director of marketing. He has been with Chrysalis for four years serving as general manager of Takoma Records and as sales manager of Chrysalis Visual Programming.

Pioneer Names Three — Pioneer Electronics (USA) Inc. has announced the appointments of Joan Carbrey, Lisa English and Michael Fidler to brand management positions at the corporation's Long Beach headquarters. Carbrey joins Pioneer as brand manager of the car stereo division after six years of consumer electronics and brewing industry experience. She has been with Pioneer for the past two years, most recently serving as brand manager of personal portable stereos and car speakers. After six years in the retail stereo business, Fidler will serve as brand manager for Pioneer's personal portable stereos.

Bruesewitz Appointed At Columbia — Gail Bruesewitz has been appointed manager, dance music marketing for Columbia Records. She joined Columbia in 1979 in the artist development department and most recently worked in the album promotion department.

Brown To Head New PRT Branch In Los Angeles

LOS ANGELES — Pacific Record & Tape Distributors, Inc. (PRT), the West Coast-based distribution firm owned by Sandy Skeie and Bob Sarenpa with branches in Seattle and San Francisco, recently opened a branch office here.

The new office, headed by branch manager Mick Brown and promotion director David Forman, is located at 8335 Sunset Blvd., Suite 100, Los Angeles, Calif. 90069. The telephone number is (213) 654-1940.

Brown comes to PRT from PolyGram Records, where he was vice president/marketing, West Coast. Forman formerly was Western regional promotion manager for RCA Records.

Music Umbrella Grows

NEW YORK — The Music Umbrella, an independent publisher's rep firm based in Santa Monica, Calif., has expanded operations and changed its address. The new Music Umbrella Marketing and Sales division will promote and sell products on an independent basis internationally. It is headed by Music Umbrella's recently appointed vice president Doug Friedman, formerly a regional merchandising and sales rep for CBS Records, and national sales director Robert Frank.

Among the division's first clients are New York-based children's label Aim Records, AMC recording artist Kathy Jencks and *American Flexipop* magazine.

Music Umbrella's new address is P.O. Box 1067, Santa Monica, Calif. 90406. The telephone number is (213) 452-0116.

WEA U.K. 'X-Tra Value' Series Issues 12 LPs

LONDON — WEA Records is set to release a further 12 titles in its successful low-price X-Tra Value series this month.

The titles, which are available on LP and cassette, will carry a dealer price of 1 pound 99 pence (\$3.20) and feature a host of names, including Crosby, Stills and Nash, Joni Mitchell, Van Morrison, Van Halen and Nick Lowe.

The complete list includes the following product: Crosby, Stills and Nash, "Crosby, Stills and Nash"; J. Gells Band, "Full House Live"; Joni Mitchell, "Clouds"; The Everly Brothers, "Golden Hits"; Van Morrison, "Moondance"; America, "America"; Hall & Oates, "War Babies"; Blackfoot, "Strikes"; Emerson, Lake & Palmer, "Best Of"; Van Halen, "Women And Children First"; Nick Lowe, "Labour Of Lust"; and Nolan Sisters, "20 Giant Hits."



Pictured are (l-r): Forman and Brown discussing PRT's latest projects, the Tony Carey album on Rocshire Records and the Mutants LP on Quality Records.

JOHNNY MARKS CLASSICS

RUDOLPH THE RED-NOSED REINDEER
150,000,000 Record Seller — Over 500 Versions

BRENDA LEE

ROCKIN' AROUND THE CHRISTMAS TREE

FRANK SINATRA • PLACIDO DOMINGO • BING CROSBY

I HEARD THE BELLS ON CHRISTMAS DAY

Eddy Arnold, Harry Belafonte, Kate Smith, Ed Ames, Ray Price, Burl Ives, Chet Atkins, Fred Waring, Burt Kaempfert, Living Voices, Lawrence Welk, Living Strings, etc.

BURL IVES

A HOLLY JOLLY CHRISTMAS

TV SPECIALS

RUDOLPH THE RED-NOSED REINDEER
Burl Ives (Sound Track MCA) CBS, Dec. 1
19th Showing — Longest Running Special in T.V. History

RUDOLPH'S SHINY NEW YEAR

Red Skelton, ABC, Dec. 6

RUDOLPH AND FROSTY

Ethel Merman, ABC

ST. NICHOLAS MUSIC, INC.

1619 Broadway, New York, N.Y. 10019 (212) 582-0970

TOP 30 ALBUMS

	11/27	Weeks On Chart		11/27	Weeks On Chart
1 TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244)	1	5	16 WORDS, SOUNDS, COLORS, AND SHAPES DONALD BYRD and 125TH STREET, N.Y.C. (Elektra 9 60188-1)	11	7
2 INCOGNITO SPYRO GYRA (MCA-5368)	2	8	17 LIVE AT THE PLUGGED NICKEL MILES DAVIS (Columbia C2 38266)	19	3
3 CASINO LIGHTS — RECORDED LIVE AT MONTREAUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	3	6	18 LEARNING TO LOVE RODNEY FRANKLIN (Columbia FC 38198)	29	2
4 AS WE SPEAK DAVID SANBORN (Warner Bros. 9 23650-1)	4	23	19 TOUCH THE FEELING STIX HOOPER (MCA-5374)	16	4
5 OFFRAMP PAT METHENY GROUP (ECM-1-1216)	6	29	20 DESIRE TOM SCOTT (Musician/Elektra 9 60162-1)	18	14
6 HANDS DOWN BOB JAMES (Tappan Zee/Columbia FC 38067)	5	22	21 CITYSCAPE CLAUS OGERMAN/MICHAEL BRECKER (Warner Bros. 9 23698-1)	17	10
7 KENNY G (Arista AL 9608)	9	8	22 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	23	68
8 LET ME KNOW YOU STANLEY CLARKE (Epic FE 38086)	8	16	23 RADIANCE JEFF TYZIK (Capitol ST-12224)	14	7
9 CHANCE ENCOUNTER RAMSEY LEWIS (Columbia FC 38294)	13	3	24 HOME AGAIN STANLEY TURRENTINE (Elektra 9 60201-1)	—	1
10 WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1)	7	20	25 EARTHBOURN PASSPORT (Atlantic 80034-1)	—	1
11 OFF THE TOP JIMMY SMITH (Musician/Elektra 9 60175-1)	10	15	26 HEATWAVE CAL TJADER and CARMEN McRAE (Concord Jazz CJ-189)	20	9
12 RIT/2 LEE RITENOUR (Elektra 9 60186)	21	2	27 OUT OF THE SHADOWS DAVE GRUSIN (GRP/Arista 5510)	26	20
13 MOVING TARGET GIL SCOTT-HERON (Arista AL 9506)	12	7	28 LOTUS FLOWER WOODY SHAW (Enja 4018)	—	1
14 WINTER INTO SPRING GEORGE WINSTON (Windham Hill C-1019)	15	19	29 LOOKING OUT McCOY TYNER (Columbia FC 38053)	25	22
15 TOUR DE FORCE — LIVE AL DI MEOLA (Columbia FC 38373)	22	2	30 COME MORNING GROVER WASHINGTON, JR. (Elektra 5E-562)	28	52

~~Jazz~~
~~Classical~~
~~Folk~~
~~Rock~~

ON JAZZ

MORE FROM JAZZLORE — Although it records virtually no jazz these days, it would be tough to forget that Atlantic Records had its roots in New York's street scene of the late-'40s and '50s, producing some of the greatest jazz and R&B of the time. Even with Atlantic's history well documented in its catalog (from **Coltrane** to the **Coasters**), the label has been forced — like all others — to make deletions of significant recordings. Fortunately, the Atlantic Jazzlore Series, coordinated by **Ihan Mimaroglu**, has been making some of these outstanding titles available again. The latest batch of 10 titles runs the gamut, from mid-'50s cool school to the free forms of the avant-garde, demonstrating once again that Atlantic had the vision to be both popular and eclectic and the sensitivity to handle both. Earliest titles in this reissue group are "The Swinging Mr. Rogers" by **Shorty Rogers & His Giants**, and "Lee Konitz With Warne Marsh," both from '55. The former is ebullient West Coast affair, featuring the trumpeter, and **Shelly Manne, Curtis Counce, Pete Jolly** and **Jimmy Giuffre**, while the latter affords saxophonists Konitz and Marsh a chance to exhibit the subtle swing of the Tristano school. Rhythm support comes from guitarist **Billy Bauer**, bassist **Oscar Pettiford**, drummer **Kenny Clarke** and pianists **Ronnie Ball** and **Sal Mosca**. Also from the '50s are "The Modern Jazz Quartet At Music Inn," featuring guest artist Jimmy Giuffre, and "Live At Monterey" by **Woody Herman**, which boasts a particularly strong band featuring **Zoot Sims, Don Lanphere, Bill Perkins, Richie Kamuca, Med Flory, Al Porcino, Conte Candoli, Urble Green, Victor Feldman, Charlie Byrd, Monty Budwig** and **Mel Lewis**. Three titles from the '60s show the label changing with the times: "The Avant-Garde" by **John Coltrane** and **Don Cherry** finds the saxophone giant trying his hand at **Ornette Coleman's** music, while "The Inflated Tear" restores one of the finest albums by the great multi-instrumentalist **Rahsaan Roland Kirk** to the catalog. Finally, **Duke Ellington's** "Recollections of the Big Band Era" finds the composer taking a back seat in order to give a nostalgic portfolio treatment to some of the most outstanding compositions by rival bands. Included are **Don Redman's** "Chant Of the Weed," **Fletcher Henderson's** "Christopher Columbus," **Cab Calloway's** "Minnie the Moocher" and **Chick Webb's** "Let's Get Together." The potpourri continues into the '70s, with albums by **Gil Evans, The Art Ensemble of Chicago** and **Jay McShann** combining the traditional with the experimental. From bandleader/composer **Evans** comes "Svengali," featuring **Hannibal Marvin Peterson, Billy Harper** and **David Sanborn**, while "Fanfare For the Warriors" by the Art Ensemble remains the quintet's most



BOOGIE 'N THE WINDO — Saxophonist Gary Windo recently inked with the New York-based Europa Records. Shown celebrating the release of Windo's label debut, "Dogface," are (l-r): Jean-Pierre Weiller, president, Europa Records; Hal Willner, Deep Creek Prods.; Windo; and a couple of four-legged friends.

(continued on page 34)



Windham Hill Records

1982 Releases

- C 1019 Winter into Spring, George Winston
- C 1020 Elements, Ira Stein and Russel Walder
- C 1021 Tideline, Darol Anger and Barbara Higbie
- C 1022 Shadowfax, Shadowfax
- C 1024 Sampler '82, Various Artists
- C 1025 December, George Winston

head office: 247 High St., Palo Alto, CA 94301
415 329 0647
promotion: 2717 Western Ave., Seattle, WA 98117
206 223 0517
east coast: Raymond Road, Chester, NH 03036
603 887 4510

Most Retailers Strongly Favor WEA Catalog List Reduction

(continued from page 5)

them at the price I paid, less five percent," he explained. "Now they send me a letter saying, 'Forget what we told you. Sorry, but now we'll penalize you 7½%' Further, on the \$5.98s that they raise to \$6.98, why do they give credit at \$5.98? And finally, those records that drop on Jan. 3 from \$8.98 to \$6.98, we get credits as \$6.98, less 7½%! How could a company the size of WCI be so petty with their profits in all their other areas of business and stab the heart of dealers who are fighting for their lives?"

Lost Value

"What are they going to do if there are no retailers left to sell records?" wondered Record Bar's president Barrie Bergman, echoing Karol's line of reasoning. "We have a tremendous bit of inventory that we paid one price for, and now it's worth less. It's just not fair, and it's despicable from a balance sheet point-of-view for us to lose the value of that inventory."

Describing the WEA moves as a "panic policy," Bergman further assails the lowered break-even point on returns and the decreased margin. He finds support here from Fred Traub, vice president, software merchandising, at the Musicland Group. While welcoming the new price structure as an "innovative step," Traub expressed regret over "direct increases in cost, including not only the penny but also the reduced break-even point on returns, as well as handling cost percentages. In today's flat business climate, there are few who can operate successfully within the return parameters."

But Western Merchandisers' Marmaduke counters that the WEA program balances any hardship evenly between the manufacturer and dealer. "They are asking us to take the medicine along with them,"

AIMP To Hold Panel Discussions

LOS ANGELES — The Assn. of Independent Music Publishers (AIMP) plans to conduct a program, titled, "Music Publishing: Year-end Review and Forecast," Nov. 30 at Gio's Restaurant in Hollywood. The previously scheduled program was cancelled to present the new one which is similar to a panel discussion conducted at the end of 1981.

Topics to be covered include: gauging the damages caused by the state of the recording industry; discussions and analysis of trends, and developments and predictions for 1983.

A panel consisting of Chuck Kaye, chairman of the board, Warner Bros. Music; Lester Sill, president of Screen Gems-EMI Music, Inc.; and Sam Trust, president of ATV Music Group, will discuss their views of business in 1982.

The luncheon conference will be \$10 for members and \$13 for non-members. For reservations call (213) 463-1151 and ask for Anita.

THE SHIRELLES

are inviting you to come help us celebrate the beginning of our 25th year at **The Bottom Line**, December 3rd and 4th, 15 West 4th Street, 8 P.M. - 1 A.M.

And hear the new sounds of The Shirelles from our latest album.

Love,
The Shirelles

he said. "Although the medicine may be bitter at first, if it works, it's indeed worth it. I know that they're taking a big inventory markdown also, so it's not just us."

Marmaduke adds that the timing of the WEA announcement should allow dealers to "sell off most of our problem" by Jan. 3. Budget's Lasky also sees it as an "opportunity to get out from under our inventory," as does Roy Imber, president of El-Roy Enterprises and its Record World/TSS chain. Other merchants, like Blaine of Waxie Maxie, said that inventory sell-off by Jan. 3 should pose no problem "if you've been buying right."

As for the reduced break-even point on returns, Show Industries, Fogelman notes that the lower list price should reduce returns in the first place by sparking sales.

Realistic Price Structure

Another major effect of the WEA program, noted by several retailers, is that it puts prices of new product and old product into a more realistic structure. "It brings our industry more in line with every other form of retail," explained Blaine. "New product is now at a higher price, while older product is lower. To date, the record business has run counter to that trend when catalog goes up in price and new product is

(continued on page 14)

MCA Enjoined From Further Marketing Of E.T.

(continued from page 5)

Speilberg movie character throughout the story book package, thinking it contained the current single.

CBS also claimed that MCA has "appropriated the economic and goodwill benefits" of CBS' exclusive contract with Jackson as well as the company's advertising and promotional services.

Justice Altman said, "While obviously E.T. itself has tremendous appeal, MCA is clearly utilizing Jackson's reputation and selling power in the production and marketing of the E.T. album."

She continued, "While MCA has made substantial expenditures on producing and marketing E.T., CBS has made an even greater investment in developing and promoting Jackson as its exclusive star."

According to Robert Dudnik, the attorney representing MCA in the litigation, the record company plans to appeal the stay, but he indicated that no further court date has been set.

Daniels Found Innocent In 'Bad News' Lawsuit

NASHVILLE — U.S. District Court Judge John Nixon has ruled that Charlie Daniels did not knowingly infringe upon John D. Loudermilk's tune, "Bad News," when he wrote "Long Haired Country Boy." Nixon's ruling was handed down Nov. 24, several weeks after the plaintiff, Acuff-Rose Publishing, had sued Daniels, Kama Sutra Music and CBS Records, Inc., for infringement (*Cash Box*, Nov. 6).

Attorney John P. Branham, one of two attorneys representing Daniels in the case, indicated that Daniels admitted having heard "Bad News" approximately 20 years ago, and that while Judge Nixon had found the tunes "substantially similar," he ruled that they were "independently created."

Reportedly, Nixon was persuaded by Daniels' "credibility in his testimony" and "his abilities as a musician and a composer, which were demonstrated to the court." Acuff-Rose had asked for a sum equivalent to the total amount of royalties collected for the song "Long Haired Country Boy."

COAST TO COAST

EAST COASTINGS — I.R.S. honcho Miles Copeland is said to be eyeing the film industry. Rumors have the music maven planning to adapt his alternative exploitation methods to the movie biz. . . Latest word on New York's Peppermint Lounge is that the club will become a gay nightspot named The Hollywood . . . Gotham will not get the Prince/Time/Vanity 6 "Triple Threat" tour. Prince will go it alone in New York, with Radio City and Avery Fisher Halls presently the frontrunners. By-the-by, the Triple Threat tour has by all accounts been wild 'n wooly, with all three acts doing in-stores with a squadron of Warner personnel in tow. Aside from coordinating the store appearances, the label staffers have been acting as decoys, driving up to the record outlets in limos while the bands sneak in the back doors. . . The **Psychedelic Furs** have extended their tour through the end of December . . . Be on the lookout for a Christmas single by **Dave Edmunds**, a cover of **Chuck Berry's** "Run Rudolph Run," backed with "Deep In The Heart Of Texas." The B-side is from the A&M film, *Party Party* . . . **Kid Creole & The Coconuts**, perhaps New York's most photogenic group, have finally completed a couple of videos, "Stool Pigeon" and "Annie I'm Not Your Daddy" . . . Faulty's all-girl quartet, **The Bangs**, have changed their name to **The Bangles** to avoid any dispute with a same-named New Jersey group. The re-named band will have a five-song debut EP out in January. In another bit of Faulty confusion, the label's Vancouver-based outfit, **D.O.A.** managed to release a cover of **Edwin Starr's** "War" the same week **The Jam** did. Our preference is for the D.O.A. version . . .

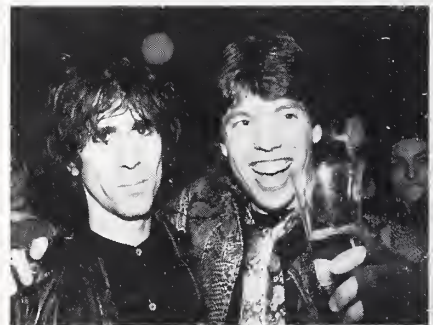


STONE AGE JUSTICE — E Street saxophonist **Clarence Clemons** applies a *Bedrock* high-five to the neck of **Craig Hankin**, co-creator of the *Clean Cuts 45*, "Bruce Springstone: Live At Bedrock." Clemons, in Baltimore for a gig with his *Red Bank Rockers*, reportedly allowed Hankin to live in exchange for an extra-large Springstone T-shirt.

Corrections: a recent **Cash Box** item on Parallel Communications carried the wrong address. The firm is located at 115 E. 57th Street, Suite 45D, NYC. The telephone number is (212) 308-5200 . . . Televisions beware: Despite the obvious visual aspects of their performances, **The Plasmatics** have only recently released their first promotional video. The shoot, for the tune "The Damned," features vocalist **Wendy O. Williams** driving a school bus through a wall of television sets, and escaping from the bus just prior to its explosion. Contacted by telephone, Williams told us that even though this is the group's first foray into promotional release, they have miles of video that they've kept and use in their shows. As far as the reaction to her apocalyptic TV massacre, Williams said that its been "going over just great. The feedback has been terrific, and it seems that people find it cathartic." She added that having manager **Rod Swenson** direct the video enabled the band to make the clip they envisioned. **fred goodman**

POINTS WEST — Last week in Minneapolis, Minn., **Wall of Voodoo** percussionist **Joe Nanini** helped police apprehend an armed robber who'd been skulking around the area for some time. Seems Nanini was nursing a beer at a local pub when a gunman held up the joint, and the Voodoosman then shadowed the thief back to a motel. After he called the coppers and the crook was booked, the sticksman told the press, "I didn't even get to finish my beer" . . . The Gottlieb game company has a new pinball machine called "Punk!" decorated with graffiti alluding to bands like **The Ramones**, **Dead Boys**, **Sex Pistols**, **Depeche Mode (?)**, **Slouie & the Banshees** and others. According to the gamemaker, the pinball unit "features the sights and sounds of today's young players" . . . True Fax: Texas has banned the sale of Rock & Roll brand beer because a

character depicted on the brewski's bottle label proclaims, "I sold my soul for Rock & Roll." On Nov. 3, the state's Alcoholic Beverage Commission ruled that the logo was false advertising because the company couldn't prove its fictitious figure, Johnny Longshot, really sold his soul. **J.M. McCarthy**, a commission representative, questioned, "How can anyone prove they sold their soul for rock 'n' roll? For someone to prove that claim, they'd have to be dealing with realms that I'm not aware of" . . . **The Blue Emotions** perform a doo-wop cover of **Bruce Springsteen's** "The River" on their new Ambient Sound/CBS album. . . An extensive interview with **Yoko Ono** in the Chicago Tribune recently included a plea from the avant-garde artist to **John Lennon** fans not to send any more money to the Spirit Foundation, a charity organization the couple set up to help the underprivileged. She says she discovered that too many "professional money raisers" were trying to wrest funds from the Foundation and, to her dismay, the charity was besieged by bureaucratic scammers. Because of this, she asks those who were thinking about sending money to the Spirit Foundation to give it instead to "somebody near you who needs it" . . . "Swordfishtrombones" is reportedly the title of **Tom Waits'** next LP, coming out in January. . . **Linda Ronstadt**, **Gary Busey** (aka "Teddy Jack Eddy"), **Mick Fleetwood** and **Kris Kristofferson** are among those entertainers slated to gig at a charity concert Dec. 5 to benefit the Malibu Emergency Center. Thespians introducing the sundry musical acts include **Margot Kidder**, **Ali McGraw**, **Katherine Ross** and **Goldie Hawn**. . . Aussie metalurgist group **Heaven** is set to start its first U.S. tour on Dec. 29, 30 and New Year's Eve in L.A. opening for the **Plasmatics** at Pasadena's Perkins' Palace. . . Rumor has it **Dolly Parton** has been asked to appear in the flick **Superman IV**. . . Coping with "inland geeks who try to snake some perfect peaks," spending a weekend in Tijuana at "discolounges" checking out the donkey shows and generally woofing on everything east of the Pacific Coast Highway are the themes prevalent in "Locals Only," the new **Surf Punks** album available on Day-Glo Records.



BONEY SHOW — EMI America's **George Thorogood** (r) and his **Destroyers**, stopping off in Boston as part of their tour to support the "Bad To The Bone" LP, were treated to some sterling support from **J. Geils Band** lead singer **Peter Wolf**.

jeffrey resner

Record Retailers Take Steps To Thwart Holiday Shoplifting

(continued from page 15)

been the victim of two armed robberies in the past year, he said. "About two months ago one of our stores was robbed. We had an armed guard on hand and armed thieves came in the store, disarmed the guard, beat him up and locked him in the basement with store employees while the cash register was emptied."

Simpson noted with some irony that Detroit's main police station is located a block away from the store location and that frequently off-duty police are lured to the store by attractive discounts given to them upon presentation of ID. "Before that last robbery, a policeman had just left the store then the armed robbers came in," he added.

While electronic surveillance and detection devices such as the Sensormatic were viewed as moderately effective, many dealers felt that such systems can be fooled by inventive thieves and that the cost of installing and maintaining such devices generally outweighs any advantages.

According to Record Bar's Bergman, "We've tried the Sensormatic detection strips, which sets off an alarm if some one tries to leave the store without a purchase, but we haven't found them very successful."

Bergman said that in addition to raising awareness among employees on the prevalence of shoplifting, the Record Bar stores merchandise locations in such a way that theft detection is more easily accomplished. Although many dealers said that smaller product lines like video games, tapes, cassettes and other accessories are kept in locked cases, Bergman said that

First 'Beach Music' Awards Presented

(continued from page 10)

Producer of the Year; General Norman Johnson, Songwriter of the Year; Jackie Gore, of the Embers, Male Vocalist of the Year; Janice Barnette, Female Vocalist of the Year; "This One's For You," by the Embers, Album of the Year; "Ocean Boulevard," by the Band Of Oz, Single Record of the Year; Band Of Oz, Best New Group of the Year; Billy Scott, Single Artist of the Year; and the Embers, Group of the Year.

Others who claimed awards included: the Tams, Group of the Decade; "Ms. Grace," by the Tymes, Song of the Decade; WBT/Charlotte, Radio Station of the Year; Billy Smith of WNMB/North Myrtle Beach, Disc Jockey of the Year; Fat Jack's in North Myrtle Beach, Beach Music Club of the Year; the Coquina Club in Myrtle Beach, Beach Music Show Club of the year; Eric and Rhonda Lessmeister, Novice Shag Couple of the Year; and Cecil and Linda Squires, Pro Shag Couple of the Year.

In addition to the appearances by Wolfman Jack and James Brown, entertainment was provided by the Catalinas, the Tams, J.D. Cash & the Leaders, the Poor Souls, Harry Deal & the Galaxies, Clifford Curry & the Hot Smoking Brass, the Drifters, Maurice Williams & the Zodiacs, the Plaids, Billy Scott & the Georgia Prophets, the Clovers, Al Williams & the Gold Rush Band and the Embers. Shad & Brenda Alberty, a professional dance team, also did the shag, the dance that accompanies beach music, which is best described as a "smoothed-out version of the jitterbug."

Officials with the BMA anticipate holding the second Beach Music Awards during August of next year and are considering the possibility of a week-long beach music convention.

The event, which was sold out, is expected to gain national television syndication through the efforts of Mitchell Geffen and Bob Levinson.

store design is also key.

"There are a number of ways to merchandise stores more easily to detect theft," he said. "We maintain good sight lines in our stores, arranging aisles so there are no obscured corners of the store or obtrusive gondolas or browser bins to prevent observation from the front counter."

"I don't believe in concave mirrors or warning signs," he added. "The signs tend to be taken as challenge by some thieves, many of whom do it (steal) just so they can be caught."

Another interesting merchandising measure taken to avoid pilferage was illustrated by Keith Hudson, general manager at the Ted's One Stop, which operates the Hudson Embassy chain in St. Louis. "We basically keep all our new album releases behind the counter on peg boards for display, cassettes and other accessories under locked glass for browsing. Only our catalog and midlines are in the floor browser bins."

"People can see all the new releases, and if they're interested they can ask store personnel about the record," he continued. "Not only is that a security measure, but it helps sell product as well. Our staff provides personal service and that sometimes is the extra incentive to purchase a record."

As Ira Heilicher, head of the Minneapolis-based Great American Music and Wax Museum chains, put it, "They (thieves) will take anything not tied down. And in colder regions, where they can wear overcoats without much suspicion, they can lift a whole bin of LPs, undetected."

Chapman To Perform At NARAS Gospel Show

NASHVILLE — Meadowgreen Music staff writer Gary Chapman, author of "Finally," recorded by T.G. Sheppard, and "My Father's Eyes," recorded by Amy Grant, will perform Dec. 2 at 8 p.m. at Massey Auditorium on the campus of Belmont College in an appearance sponsored by the Nashville chapter of the National Academy of Recording Arts and Sciences (NARAS).

Joining Chapman, a Lamb and Lion artist whose second album is set for release in December, will be special guests Pam Mark Hall, Michael W. Smith, Kathy Troccoli and Grant.

Admission is \$6 in advance and \$6.50 at the door. Tickets are available at the Baptist Bookstore, Koinonia Bookstore, Zondervan Bookstore in Hickory Hollow, the Belmont College Music Business Office and the NARAS office (255-8777). Proceeds will benefit the Nashville chapter of NARAS.

Marks' Christmas Songs

NEW YORK — Johnny Marks, member of the Songwriters Hall of Fame through his St. Nicholas Music Co., will have his music featured on three television specials in December. *Rudolph the Red-Nosed Reindeer*, whose title song is a Marks composition, will have its annual showing Wed. Dec. 1 at 8:00 p.m. on CBS television. The soundtrack of the special, which has sold over 150 million copies worldwide is available on MCA Records. Additionally, *Rudolph's Shiny New Ear* and *Rudolph and Frosty* will air later that month on ABC television.

Who's 'It's Hard' Gold

LOS ANGELES — "It's Hard," the current album by The Who, has been certified gold by the Recording Industry Assn. of America (RIAA), signifying sales in excess of 500,000 units. The band's previous Warner Bros. album, "Face Dances," has been certified platinum.

TOP 15 ALBUMS

Spiritual

	Weeks On 11/27 Charts	
1		BROTHER TO BROTHER WILLIAMS BROTHERS (Myrrh MSB 6717) "Call Him Up" 2 19
2		PRECIOUS LORD AL GREEN (Hi/Myrrh MSB-6702) Title Cut 1 17
3		IT'S GONNA RAIN MILTON BRUNSON (Myrrh MSB 6696) Title Cut 3 30
4		LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut 4 30
5		UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time 7 10
6		THE RICHARD SMALLWOOD SINGERS (Onyx/Benson R3803) "I Love The Lord" 8 11
7		A TOUCH OF CLASS JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man" 9 31
8		YOU BROUGHT THE SUNSHINE CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time 10 4
9		EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA VOL. II (Myrrh MSB 6700) "I Know A Man" 5 10
10		WHEN ALL GOD'S CHILDREN GET TOGETHER REV. KEITH PRINGLE (Savoy SL 14656) Title Cut 6 51
11		REQUEST LINE MIGHTY CLOUDS OF JOY (Myrrh MSB 6712) "Mighty Clouds Of Joy" 11 6
12		GLORY TO HIS NAME ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Title Cut 12 23
13		HIGHER PLANE AL GREEN (Myrrh MSB 6665) "His Name Is Jesus" — 1
14		10TH ANNUAL PRAISE AND REDEDICATION CONCERT SOUTHEAST INSPIRATIONAL CHOIR (Jewel 0172) Unavailable At Press Time — 1
15		HE IS REAL THE SENSATIONAL NIGHTINGALES (Malaco MAL 4380) "Do You Know The Man" 13 3

Inspirational

	Weeks On 11/27 Charts	
1		AGE TO AGE AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord" 1 29
2		AMAZING GRACE B.J. THOMAS (Myrrh 6675) Title Cut 2 67
3		MIRACLE B.J. THOMAS (Myrrh 6705) Unavailable At Press Time 3 51
4		THE VERY BEST OF THE IMPERIALS (Dayspring SST 4025) "Same Old Fashioned Way" 5 47
5		LIFT UP THE LORD SANDI PATTI (Impact 3799) "How Majestic Is Thy Name" 4 14
6		I SAW THE LORD DALLAS HOLM (Greentree R3723) Title Cut 6 51
7		UNFAILING LOVE EVIE TORNQUIST (Word WSB 8867) "How I Love You Lord" 7 51
8		PLAY THRU ME PHIL KEAGGY (Sparrow SPR1062) "Morning Light" 8 7
9		JONI'S SONG JONI EARECKSON (Word WSB 8856) Title Cut 10 51
10		STAND BY THE POWER IMPERIALS (Dayspring DST-4100) Unavailable At Press Time 13 4
11		PRIORITY IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus" 11 31
12		AMY GRANT IN CONCERT VOL. II (Myrrh MSB 6677) "I'm Gonna Fly" 12 52
13		EXALTATION RON HUFF VOCAL-INSTRUMENTAL CONGREGATION (Paragon/PR33101) Unavailable At Press Time — 1
14		HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA-5330) Unavailable At Press Time 14 2
15		MAKE ME READY FARRELL & FARRELL (New Pax NP33104) Title Cut 9 24

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



STONEWOOD SIGNS WITH SESAC — Stonewood Music, a newly formed gospel publishing arm of the Meadowgreen Music/Tree International group, recently signed an agreement with SESAC for performing rights representation. Pictures at the signing are (l-r): Wayne Hilliard, the first writer signed to Stonewood; Donna Hilley, vice president, Tree; Joe Huffman, Meadowgreen; Roger Sovine, vice president, Tree; Jim Black, vice president, SESAC; and Randy Cox, general manager, Meadowgreen.

'Lowest Catalog Prices In Five Years,' Says WEA's Droz

by Richard Imamura

LOS ANGELES — The price reduction of catalog LP and cassette product from \$8.98 to \$6.98 for the Warner Communications, Inc. (WCI) labels will result in the "lowest frontline catalog prices in five years," according to WEA Corp. president Henry Droz. Announced Nov. 19 and effective Jan. 3, 1983, the price reduction will cover product from Atlantic, Elektra/Asylum, Geffen and Warner Bros., as well as all other associated labels.

In announcing the price reduction, Droz said National Assn. of Recording Merchandisers (NARM), Recording Industry Assn. of America (RIAA), WCI and WEA in-house studies had yielded the "not surprising conclusion that the consumer has become very price sensitive and somewhat price resistant, especially in the area of catalog."

This price "sensitivity" and "resistance," Droz said, is a major cause of a downward cycle that has gripped catalog product of late — with the prices 1) causing "a decrease in unit sales" which, in turn, 2) forced "slower inventory turns," then 3) "reductions of the depth and spread of catalog inventories" in the stores, and finally, 4) "less space devoted to our catalog." With less space devoted to catalog in stores, unit sales would decline further and the cycle repeat itself . . . and keep repeating in a steadily downward direction if not checked.

In addition, Droz added that paying a higher price for catalog (which he defined

as product over one year in release) than for frontline goods had caused "confusion" at the consumer level.

Under the plan, approximately 1,100 catalog items from the WCI labels would go from an \$8.98 list to \$6.98, with an additional 30 or so titles from the Light Records catalog going from \$7.98 to \$6.98. Approximately 80 multi-record sets would also be subject to list price reductions from one to four dollars.

The only price increase would find about 200 \$5.98 midline items hiked to \$6.98 list.

Along with the decrease (for the most part) in list prices, Droz said that one cent would be added to the "base customer cost" in recognition of WEA's "continually increasing costs." However, compared with a wholesale reduction in the neighborhood of \$1.10 per LP due to the change in list price, Droz said the one cent extra was a mere "token or symbol of WEA's rising costs."

In addition, Droz noted that a change in parts of the WEA returns policy (which, in effect, would lower the break-even point for wholesalers from 22% to 20% and from 18% to 16% for retailers) would not serve to negate any benefits to retailers and their margins.

"The increase of a penny in the base customer cost is between 1/3 and 1/4 of a percent (of the wholesale price), and the difference in the returns figures comes to about one-tenth or two-tenths of a cent. That's a just price increase of only

about 1.2 cents if you combine the two. Compare that to a decrease in the neighborhood of \$1.10 or so when going from the wholesale price for \$8.98s to the wholesale price for \$6.98s, and it doesn't seem like that much."

"Our costs have gone up more than a penny per album, but we're trying like crazy to avoid passing the entire increase along to our customers," Droz added.

As for WEA policies during the "notification period" (Nov. 19-Jan. 3, 1983), three conditions were specified: 1) all sales will reflect current prices, 2) all new return authorizations during the notification period would be credited at Jan. 3 levels, except 3) \$5.98 product scheduled to go to \$6.98. For this product, current prices will remain in effect until Jan. 3.

Among the acts whose catalog product will be among those included in the price reduction are ABBA, AC/DC, the B-52's, Bad Company, Black Sabbath, Jackson Browne, the Cars, Crosby, Stills, Nash & Young (plus other various combinations of these four artists), the Doobie Brothers, the Eagles, Fleetwood Mac, Foreigner, Foghat, Jimi Hendrix, Al Jarreau, Led Zeppelin, Stevie Nicks, Pretenders, Prince, Quarterflash, Linda Ronstadt, Frank Sinatra, The Who and Yes. In all, approximately 400 acts will be included in the price reduction.

Those midlines selected to be raised from \$5.98 list to \$6.98 include product by ABBA, AC/DC, George Benson, George Carlin, Devo, the Doors, the Eagles, Roberta Flack, Fleetwood Mac, J. Geils Band, Greg Kihn, The Kinks, Manhattan Transfer, Bette Midler, Van Morrison, Sex Pistols, Rod Stewart and Yes.

Also announced along with the price

(continued on page 15)

Dealers Strongly Favor WEA Plan For Catalog Prices

(continued from page 5)

heavily discounted."

Musicland's Traub agrees. "The WEA program is an exciting development in enabling us to sell frontline product at a higher price than catalog, which is certainly a sharp departure from our traditional industry patterns."

Both Blaine and Fogelman foresee the end of midlines in the WEA catalog reductions. "If everything is \$6.98, you don't need midline," said Fogelman, and Blaine predicts that other companies will follow WEA's lead in raising many \$5.98 titles to \$6.98. "They won't want to see a competitor getting a dollar more for the same type product," he explained.

That other manufacturers follow suit in reducing catalog price is imperative, according to most retailers. Ira Heilicher, head of Great American Music Co. in Minneapolis, shared a common concern that manufacturers not make a "mad rush" into such reduction but "use common sense and take the interest of retailers into consideration like WEA did" by giving reasonable sell-off time and price protection of current inventory.

Western Merchandisers' Marmaduke reported that he had been in contact with other manufacturers. "They've all been calling me, and I feel that they're making plans at this very moment. I think that whether you agree or disagree with WEA, you've got to take your hat off to their courage and innovation," he concluded.



This listing of records outside the national Top 20 showing steady or upward movement is designed to keep retailers abreast of the latest regional sales trends.

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

- | | |
|-------------------|-------------------------|
| 1 PHIL COLLINS | 9 ABC |
| 2 JONI MITCHELL | 10 LAURA BRANIGAN |
| 3 PRINCE | 11 BAR-KAYS |
| 4 ADAM ANT | 12 DEVO |
| 5 JOHN LENNON | 13 JEFFERSON STARSHIP |
| 6 DIONNE WARWICK | 14 EARL KLUGH/BOB JAMES |
| 7 MISSING PERSONS | 15 SAGA |
| 8 J. GEILS BAND | |

NORTHEAST

1.

- 1 JONI MITCHELL
- 2 JOHN LENNON
- 3 PHIL COLLINS
- 4 MISSING PERSONS
- 5 LAURA BRANIGAN
- 6 DIONNE WARWICK
- 7 PRINCE
- 8 ADAM ANT
- 9 VANITY 6
- 10 ABC

SOUTHEAST

2.

- 1 PRINCE
- 2 BAR-KAYS
- 3 EARL KLUGH/BOB JAMES
- 4 DIONNE WARWICK
- 5 PHIL COLLINS
- 6 MISSING PERSONS
- 7 SAGA
- 8 ADAM ANT
- 9 JONI MITCHELL
- 10 ROD STEWART

BALTIMORE/ WASHINGTON

3.

- 1 DIONNE WARWICK
- 2 PHIL COLLINS
- 3 LAURA BRANIGAN
- 4 JONI MITCHELL
- 5 ENGLISH BEAT
- 6 VANITY 6
- 7 PRINCE
- 8 ADAM ANT
- 9 TONI BASIL
- 10 ABC

WEST

4.

- 1 JONI MITCHELL
- 2 PHIL COLLINS
- 3 JOHN LENNON
- 4 PRINCE
- 5 MISSING PERSONS
- 6 ABC
- 7 DEVO
- 8 EARL KLUGH/BOB JAMES
- 9 BAR-KAYS
- 10 J. GEILS BAND

MIDWEST

5.

- 1 PHIL COLLINS
- 2 JOHN LENNON
- 3 J. GEILS BAND
- 4 JONI MITCHELL
- 5 PRINCE
- 6 ADAM ANT
- 7 COMMODORES
- 8 ABC
- 9 DIONNE WARWICK
- 10 JEFFERSON STARSHIP

NORTH CENTRAL

6.

- 1 BEATLES
- 2 DIONNE WARWICK
- 3 EMMYLOU HARRIS
- 4 JEFFERSON STARSHIP
- 5 LAURA BRANIGAN
- 6 ANNE MURRAY (XMAS)
- 7 OAK RIDGE BOYS (XMAS)
- 8 ADAM ANT
- 9 PHIL COLLINS
- 10 MISSING PERSONS

DENVER/PHOENIX

7.

- 1 JEFFERSON STARSHIP
- 2 JONI MITCHELL
- 3 J. GEILS BAND
- 4 PHIL COLLINS
- 5 MISSING PERSONS
- 6 DEVO
- 7 LITTLE RIVER BAND
- 8 JOHN LENNON
- 9 ROD STEWART
- 10 EMMYLOU HARRIS

SOUTH CENTRAL

8.

- 1 PRINCE
- 2 PHIL COLLINS
- 3 JOHN LENNON
- 4 DEVO
- 5 JONI MITCHELL
- 6 BAR-KAYS
- 7 J. GEILS BAND
- 8 ADAM ANT
- 9 SAGA
- 10 TONI BASIL

WHAT'S IN-STORE

CELEBRATING COLEMAN'S 'AGE' — Cy Coleman's "The Ages Of Rock" seems an unlikely object for a promotional campaign, but so it is, according to **Jim Lewis**, vice president, marketing, PolyGram Records. Lewis reports that the midline title is being specially singled out in a current midline advertising program, thanks to the promotional muscle of Cy Coleman Enterprises' Notable Music Company, Inc. "They have spent time, effort and money to promote the record," says Lewis. **Eric Colodne**, general manager of Notable Music, affirms. "We sparked PolyGram's interest by showing that the record was picking up airplay and sales," says Colodne, who has been working the record for Coleman since its September release with some 20 other midlines, including titles by **Joan Jett**, **Atlanta Rhythm Section** and **Hank Williams**.



LOST AND FOUND — Capitol recording artists *Missing Persons* were recently found at an in-store appearance at the Memorial Drive/Turtles outlet in Atlanta, prior to their gig at the Agora. Pictured behind the counter are the group's **Warren Cuccurullo (l)** and **Chuck Wild (r)**.

Colodne says that "The Ages of Rock" enjoyed moderate success when first released 16 years ago. The album includes 11 classic pieces by **Bach**, **Chopin**, **Mozart** and the like, and has Coleman playing the original piano parts in front of his own contemporary pop arrangements. Colodne says that when PolyGram decided to release some 150 midline titles from its vast MGM catalog, Notable Music pointed out the timeliness of the Coleman LP in relation to the recent "Hooked On" classical fare. PolyGram took the bait, and now Colodne reports airplay on some 900 stations, with enough sales to encourage label support in a cross-promotion with **Record World/TSS** outlets and Long Island MOR station **WLIM**. Radio airplay of the Coleman disc is being tied-in with its availability at the Record Worlds, which are also displaying the product in their windows. Displays, radio ads and print ads in the major New York area dailies will continue after Thanksgiving through Christmas. "We're trying to break it out of the Northeast where the bulk of the airplay is," states Lewis. Adds Colodne, "PolyGram feels that it's contemporary now so they're handling it like frontline product."

RADIO RIOT — Milwaukee's **Radio Doctors** has just concluded a pair of successive weekend promotions, both of which will be repeated this month. Last weekend's "Record Riot," held at the Family Living Center at the State Fair Park in West Allis, Wis., was preceded by the "Warehouse Sale" held in a vacant building next to Radio Doctors' downtown location. Station **WKTJ** broadcast from the Warehouse Sale, which offered the top 200, all midlines, cutouts, video games and accessories on sale, and will be repeated Dec. 9-12. Station **WQFM** sponsored entertainment by local bands for the Riot, where Radio Doctors supplied regular product and Milwaukee's **Mainstream** chain supplied cutouts. Radio Doctors hold the Record Riots three times a year — Thanksgiving, Christmas and Easter . . . A guitar championship was recently held on behalf of **George Thorogood** and Capitol to award a \$1,000 gift certificate at a local instrument shop. AOR station **WLPX** was also involved.

THE CAVAGE PATCH — Last month's "Modern Music Month" major promotion at **Cavages** in Buffalo and Rochester, held in conjunction with **Moog, Inc.**, and station **WUWU**, was staged by vice president of purchasing **John Grandoni** as a way of combatting the typically slow retail month of October. Grandoni now reports "hundreds of pieces" of product by 22 "modern artists" including **Duran Duran**, **Missing Persons** and **Lords of the New Church** sold during that time. The idea for the promotion came out of Grandoni's talks with **Robble Konkoff**, PR director for Moog. Both recognized the

(continued on page 34)

Record Retailers Taking Steps To Thwart Holiday Season Shoplifters

(continued from page 6)

ployees to ask themselves why a guy is wearing a trench coat in the heat of summer. Watch for suspicious actions by anybody, but be careful not to offend the honest, nice customer."

Blaine agreed that obvious incongruities (like long overcoats or handbags) should immediately warrant attention. He also said that many professional thieves work in teams, with one operator distracting the counter employees, while other thieves raid the browser bins.

Employees in many cases are also instructed to take shopping bags from people entering the store or any other item than can disguise stolen property.

The most formalized example of a record chain education employees on store security was provided by Allison of the Camelot Music chain.

"All of our employees are acquainted with the company's operations manual, which has a section on store security," that is stressed along with sales and merchandising procedures, he said. "Employees are asked to look for any activity pertaining to outside theft, internal pilferage or paper loss (not registering sales, giving unauthorized discounts, etc.). We outline procedures on how to approach a suspected shoplifter without provoking aggression and how to detain a customer caught shoplifting until authorities can be called in."

Allison added that Camelot music's district supervisors, who oversee operations at 10-12 stores in a particular area, make planned visits with the sole intent of

'Lowest Prices In Five Years' — WEA's Droz

(continued from page 14)

reduction was the termination of WEA's open cassette merchandising program, which offered wholesale price discounts to dealers willing to develop displays to "bring cassettes out of the locked cabinets."

The plan was dropped, Droz said, because it hadn't accomplished what it was designed to. Citing the fact that other labels hadn't followed WEA's lead, and thereby lessening the impact of the program, Droz said there were no current plans to revive the plan in the near future.

evaluating security procedures at each store and make recommendations through in-house memo letters circulate chain-wide on how security measures can be updated. The information is passed on to the regional level through bi-monthly newsletters with a specific section on security.

"The idea is to make the employee conscious on a daily basis about the necessity of security," said Allison, who added that the chain had been working with the National Assn. of Recording Merchandisers (NARM) in efforts to enhance industry awareness.

Even though employee-oriented security measures are standard at most operations, some contacted said that outside security — whether it be private security, off-duty police or undercover shopping services — is also used to augment theft prevention.

"We've experienced some undue pilferage in some areas," said Tom Keenan, head of the Portland, Ore.-based Everybody's chain, who added, "So for the first time we've hired undercover operatives to catch shoplifters, because the problem seems to be getting out of hand."

Blaine at Waxie Maxie said that on occasion undercover shopping services have been employed to go into stores and purchase product and observe employee procedures in handling a sale. He said this measure was employed to pinpoint and prevent paper losses, or employees slipping cash into their pockets instead of the cash register and destroying bills. Some dealers pointed out that bar-coding systems could prevent many paper losses.

"We use an armed guard when we are having a big sale and are expecting large crowds in-store," said Joe Andrules, vice president/general manager at the Miami-based Spec's web. "One advantage is that most of our stores are located in mall locations that also hire security guards. So after they leave the store, they're not home free."

"We have armed security guards at all our inner city stores," said Cal Simpson, head of Simpson's Wholesale/Bad Records chain of Detroit. "Crime at inner city stores is worse because of the economy; the crime rate is much higher there."

Noting that one inner city location had

(continued on page 26)

PLUS PROFIT

TOP SELLING VIDEO GAMES

- 1 Pitfall • Activision AX018
- 2 Frogger • Parker Brothers 5300
- 3 Donkey Kong • Coleco 2451
- 4 Mega Mania • Activision AX017
- 5 Sword Quest • Earthworld • Atari CX2656
- 6 Berzerk • Atari CX2640
- 7 Pac-Man • Atari CX2646
- 8 E.T.-The Extraterrestrial • Atari 2674
- 9 Zaxxon • Coleco 2435
- 10 The Empire Strikes Back • Parker Brothers 5050
- 11 Real Sports Baseball • Atari CX2640
- 12 Raiders Of The Lost Ark • Atari 2659
- 13 Lock 'N Chase • Mattel 5663
- 14 Carnival • Coleco 2468
- 15 Demon Attack • Imagic 3200

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

TOP SELLING ACCESSORIES*

- Allsop III Cassette Head Cleaner
- D-Stat Record Mat
- (↻) Discwasher D-4 1 1/4 oz. Refill Fluid
- Discwasher D-4 System Kit
- Discwasher "Perfect Path" Cassette Head Cleaner
- Duracell "AA" Batteries (4/pack)
- Fuji T-120 (videocassette)
- Maxell T-120 (videocassette)
- Maxell XLS Test Pack
- (↻) Memorex C-90 (3/Bbag)
- Memorex Cassette Head Cleaning Kit
- Memorex Hi-Bias C-90 (2/Bag)
- Panasonic "AA" Batteries (2/pack)
- Scotch T-120 (videocassette)
- TDK ADC-90
- TDK Cassette Head Cleaning Kit
- TDK DC-90 (2/Bag)
- (↻) TDK SAC-90
- TDK T-120 (videocassette)

COMPILED FROM: Alta — Phoenix • Disc-O-Mat — New York City • Peaches — Cincinnati, Columbus • Musicland — St. Louis • Tower Record. — Sacramento, Seattle • Sound Video, Unltd. — Chicago • Cavages — Buffalo • Licorice Pizza — Los Angeles • Gary's — Virginia • Karma — Indianapolis

TOP SELLING MIDLINES

- AC/DC** • Let There Be Rock • Atco SD-3615
- The Blasters** • Over There — Live at the Venue, London • Slash/Warner Bros. 1-23735
- Crosby, Stills, Nash & Young** • So Far • Atlantic SD-15119
- (↻) **The Doors** • Elektra EKS 75007
- The Doors** • The Soft Parade • Elektra EKS 75005
- (↻) **Duran Duran** • Carnival • Capitol ST-15006
- Dan Fogelberg** • Netherlands • Full Moon/Epic PE 34185
- Dan Fogelberg** • Souvenirs • Full Moon/Epic PE 33137
- (↻) **Janet Jackson** • A&M SP-6-4907
- Joe Jackson** • Look Sharp! • A&M SP-4743
- Billy Joel** • Piano Man • Columbia PC 32455
- Carole King** • Tapestry • Epic PE 34946
- Tom Petty and the Heartbreakers** • MCA SR 25006
- The Psychedelic Furs** • Forever Now • Columbia ARC 3826
- (↻) **Saga** • Worlds Apart • Portrait/CBS ARR 38246

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

* Excludes T-Shirts & Paraphernalia (↻) Heavy Sales

Introduction Of VHD System Is Postponed Indefinitely

(continued from page 5)

With the most recent announcements, the employees of VHD Programs will be let go, according to president Gary Dartnall, and the Irvine plant will be "virtually mothballed." Between the two operations, Dartnall indicated that will mean 120 layoffs.

At its height, VHD Disc Manufacturing in Irvine employed more than 210, but that was reduced by 140 six months ago and since then the plant has been operating with a crew of approximately 70 technical workers.

Mass Production Capability

"We formed a production and development company that in two years went from a staff of three, including myself to more than 50, which built a terrific catalog, competitive with the other two systems," said Dartnall. "We had a facility in VHD Disc Manufacturing capable of mass producing videodiscs of quality rivalling both other systems. Naturally, I'm very saddened that we're not taking it to the consumer."

Dartnall said that although "the player brands are making the announcement," the companies in the joint venture had consulted with each other and the executives of VHD Programs and VHD Disc Manufacturing.

Vestron Will Release Vol. 1 In How To Beat Home Video Games

LOS ANGELES — As its first foray into original productions, Vestron Video of Stamford, Conn. is releasing Volume 1 of "How To Beat Home Video Games." Part of a planned series of three titles, Volume 1 of "How To Beat Home Video Games" is expected to sell for \$39.95.

Covering both the basics of game strategies and the more specific scoring tricks that can be used on individual games, "How To Beat Home Video Games" incorporates the on-screen graphics and sounds of 20 popular games. According to Vestron, "How To Beat Home Video Games" was written and narrated by Games magazine contributing editor Philip Wiswell and created with the cooperation of Atari, Activision, Coleco, Mattel, Imagic, Games by Apollo and Parker Bros.

Volume 1, entitled "The Best Games," covers "Space Invaders," "Asteroids," "Chopper Command," "Frogger" and other software designed for the Atari VCS. "Hot New Games" is the title of Volume 2, which covers such other Atari VCS-compatible games as "MegaMania," "Demons To Diamonds" and "Pitfall!" Volume 3, "Arcade Quality For The Home," offers a preview of Atari 5200, along with Coleco Vision and Vectrex, in addition to 20 games for the units.

Vestron is supplying a number of merchandising aids in support of "How To Beat Video Games," including a brochure giving some ideas on merchandising tips to dealers as well as posters and mobiles. National and co-op advertising will also be provided.

To encourage stocking for the holiday season, Vestron is offering special pre-release discount pricing on "How To Beat Video Games."

All of the various promotions for the title have been designed to emphasize the nature of the programs and the low price. Vestron is also suggesting to dealers that "How To Beat Home Video Games" can be used as a "demonstrator" for the video games themselves or copies can be lent to consumers as a premium for hardware purchasers.

"JVC had been doing studies since the inception of the companies and, in their opinion, the economic and market conditions weren't right for the introduction of our system," stated Dartnall with calm resignation. As to the possibility, however slim, of VHD's resurrection sometime in the future, Dartnall said "that would depend on JVC and the other shareholders."

Europe, Japan On Hold

Thorn is suspending disc manufacturing operations in England and West Germany, effectively putting VHD's European launch on ice as well, and the companies said that plans to introduce the system in Japan are awaiting further consultation.

Dartnall, who served as chief executive of VHD Programs, took great pride in the accomplishments of the company, citing the fact that within the last two years VHD Programs had produced 22 interactive programs and six more were in production when word of the closing came. In addition to film titles from custom-pressing agreements with Paramount, Columbia Pictures, MCA and United Artists, Dartnall pointed out that the company had licensed in the range of 100 "linear" programs, "many of which were music-oriented."

Tremendous Task

He explained that since 50% of VHD's planned opening catalog of 250 titles were movies which VHD was to have custom-pressed, and therefore did not pay licensing fees on, the \$4 million spent on the remainder of programming within the last 18 months was "comparatively, a very small figure."

"It was a tremendous task assembling the catalog we had for the money we had," he said.

One industry trade organization executive, who preferred to remain anonymous, summed up the feelings of most of those who'd been following the travails of the various videodisc systems in saying that he was "neither shocked nor surprised" by the news. Moreover, he most accurately summed up VHD's situation by calling the announcements "a postponement without the postponement date."

Not Abandoning Completely

Indeed, statements from the partners in the VHD consortium suggest that they aren't abandoning the system completely. JVC said it will "maintain a technological presence for manufacturing in the United States." Thorn EMI indicated that it will continue research and development in the area of interactive programming and both GE and Thorn said they would maintain "continued support for the VHD system as a new medium for home entertainment, communications and education."

The VHD system was often referred to as "grooveless capacitance," for, like the RCA SelectaVision Capacitance Electronic Disc (CED) system, it utilized a stylus arm which tracked along the disc surface once it was loaded into the machine from a caddy inserted in the front of the player machine. However, like the Laserdisc system, the stylus "read" pits in the smooth player surface; the machine also boasted superior two-track stereo sound and digital audio compatibility when used with the AHD (Audio High Density) digital processor.

Among the electronics manufacturers lined up in the United States to produce players were Panasonic, Quasar and Sharp, along with GE and JVC. In Japan, the companies committed at one time included Akai, Audio Technica, General, Mitsubishi, NEC, Sansui, Sanyo, Sharp, Toshiba, Trio and Yamaha, along with Matsushita and Victor. In Europe, the manufacturers were to include, Matsushita, Telefunken, Sharp, JVC and Thorn EMI.

TOP 30 VIDEOCASSETTES

	Weeks On Chart	11/27	11/27	Weeks On Chart
1 STAR TREK II: THE WRATH OF KHAN Paramount Home Video PA 1180	7	2		
2 VICTOR VICTORIA MGM/UA 00151	2	4		
3 CONAN THE BARBARIAN MCA Distributing Corporation 77010	1	11		
4 QUEST FOR FIRE 20th Century-Fox Video 1148	3	6		
5 DEATHTRAP Warner Home Video 11256	4	9		
6 THE SWORD AND THE SORCERER MCA Distributing Corporation 71010	5	5		
7 DEAD MEN DON'T WEAR PLAID MCA Distributing Corporation 77011	11	5		
8 ON GOLDEN POND 20th Century-Fox Video 9037	6	27		
9 ESCAPE FROM NEW YORK Embassy BA 1601	13	3		
10 THE COMPLEAT BEATLES MGM/UA 00166	10	5		
11 DEATH WISH II Warner Home Video 26032	8	9		
12 AUTHOR AUTHOR CBS/Fox Video 1181	17	3		
13 THE AMATEUR 20th Century-Fox Video 1147	16	5		
14 CHAROITS OF FIRE Warner Home Video 70004	9	15		
15 THE THING MCA Distributing Corp. 77009	22	2		
16 STAR WARS 20th Century-Fox Home Video 1130	12	26		
17 ARTHUR Warner Home Video 72020	15	31		
18 RICHARD PRYOR LIVE ON SUNSET STRIP RCA/Columbia Co 10469	—	1		
19 CAT PEOPLE MCA Distributing Corporation 77008	14	27		
20 GREASE 2 Paramount Home Video PA 1193	26	2		
21 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corporation 042	18	23		
22 FIREFOX Warner Home Video 11219	28	22		
23 BODY HEAT Warner Home Video 70005	20	4		
24 PLAYBOY, THE MAGAZINE, VOL. 1 CBS/Fox 6201	—	1		
25 NICE DREAMS Columbia Pictures Home Entertainment 10456	19	9		
26 DINER MGM/UA 00164	—	1		
27 SHARKY'S MACHINE Warner Home Video 72024	21	18		
28 THE SEDUCTION Media Home Entertainment M-196	23	10		
29 MEGAFORCE CBS/Fox 1182	—	1		
30 MONTY PYTHON AND THE HOLY GRAIL RCA/Columbia Co 10127	—	1		

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

NEW VIDEO SOFTWARE RELEASES

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

NEW YORK, NEW YORK Cassette — CBS/Fox 4596 \$69.95	IMMORAL TALES Cassette — Force 04 \$54.95
THE END Cassette — CBS/Fox 4607 \$59.95	FILMGORE Cassette — Force 05 \$54.95
THE PINK PANTHER'S REVENGE Cassette — CBS/Fox 4610 \$69.95	PRIVATE SCHOOL Cassette — Force 06 \$54.95
GATOR Cassette — CBS/Fox 4617 \$59.95	PLEASURE PROFESSION Cassette — Force 07 \$54.95
THE SPY WHO LOVED ME Cassette — CBS/Fox 4638 \$59.95	PARASITE (In 3D) Cassette — Wizard 051 \$54.95
ENTER THE NINJA Cassette — MGM/UA 700186 .. \$69.95	SISTER STREET FIGHTERS Cassette — Wizard 052 \$54.95
DIVA Cassette — MGM/UA 800183 .. \$79.95	BAD GEORGIA ROAD Cassette — Wizard 053 \$54.95
LADY CHATTERLY'S LOVER Cassette — MGM/UA 800184 .. \$79.95	
SINGIN' IN THE RAIN Cassette — MGM/UA 600185 .. \$59.95	
CINCINNATI KID Cassette — MGM/UA 600135 .. \$59.95	
THE GREAT SPACE COASTERS Cassette — MGM/UA 500158 .. \$49.95	
THE PRINCE'S TRUST ROCK GALA Cassette — MGM/UA 500179 .. \$49.95	
GUMBY, Vol. 5 Cassette — Family Home Entertainment 500039 \$49.95	
STRAWBERRY SHORTCAKES IN THE BIG APPLE CITY Cassette — Family Home Entertainment 300038 \$29.95	
2000 MANIACS Cassette — Force 01 \$54.95	
FIEND Cassette — Force 02 \$54.95	
I EAT YOUR SKIN Cassette — Force 03 \$54.95	



RCA SELECTAVISION MINES MORE ITA GOLD — Henry Brief (r), executive vice president of the International Tape/Disc Assn. (ITA), presented the latest five ITA Golden Videodisc Awards to Thomas G. Kuhn, staff vice president, RCA VideoDiscs. The most recent awards, individually representing audited retail sales of more than \$1 million, were given for *Airplane!*, *Goldfinger*, *M*A*S*H*, *Star Trek* — The Motion Picture and *The Muppet Movie*.



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Radio Networks, Syndicators Announce Holiday Features

by Larry Riggs

NEW YORK — In addition to the standard musical countdown shows and year-end news reviews and traditional Christmas music programming, this year's holiday offerings from the major networks and radio syndicators also include vignettes about Christmas customs around the world and novelty Christmas songs performed by such artists as Squeeze and Gary U.S. Bonds. Most of the shows are aimed at A/C, Top 40 and MOR stations.

One network program aimed at A/C and Top 40 stations is CBS Radioradio's New Year's Eve show *The Great 1's of '82*, hosted by KPRZ/Los Angeles DJ Michael Murphy. "It will be highlighting #1 songs for the year, compiled from several trades but also weighted heavily in favor of the preferences of radio stations," said Radioradio program director Leslie Corn. "It's primarily a countdown of the Top 30 adult contemporary hits, but it will also include such things as 1982's greatest album hits, segments on great country hits like Kenny Rogers' *Love Will Turn You Around*, the #1 LP, which is "Asia," and great comebacks in '82 like Elton John, Crosby, Stills & Nash and Steve Miller."

The three-hour show, airing New Year's Eve on 200 stations nationwide, will also include interviews with acts like Chicago, Stevie Wonder and Michael McDonald. At presstime, the #1 song for the year was

Motorola AM Stereo System Gets FCC Nod

NEW YORK — The Federal Communications Commission (FCC) has granted type acceptance to the AM stereophonic broadcasting system proposed by Motorola Corp., clearing the way for the company to begin marketing its product to AM broadcasters. Earlier this year, the FCC issued type acceptances to the systems by Kahn Communications, Harris Corp. and Magnavox.

FCC approval of the Motorola system comes as the four proponents await the results of a test conducted over the past three months at WIRE/Indianapolis by Delco Electronics, manufacturer of car radios for General Motors. The test, which examined the compatibility of each transmission system with Delco radios, is crucial to seeing which proposed transmission system is likely to become the industry standard for AM broadcasters.

Although it has received the go-ahead from the Commission, Motorola is biding its time before it enters the marketplace foray. "We understand that the Harris system has been installed in six different stations and that it has run into technical problems," said Chris Payne, Motorola AM stereo broadcasting manager. "We're waiting to see what happens before we try to get our system installed anywhere." The Harris system is in place at such AM top 40 outlets as WQXI/Atlanta and KFI/Los Angeles, while the Kahn system is being used at such stations as Top 40 station WNBC/New York and country-formatted KHJ/Los Angeles.

The current placement of AM stereo broadcasting systems is meaningless, however. Current radios cannot receive stereophonic broadcasts on the AM dial and, because of technological limitations, only radio specifically designed for each transmission system can receive stereo broadcasts. That is one reason why the WIRE-Delco test is so important to the outcome of this issue, since broadcasters depend so heavily on drive-time audiences.

Despite the implications, the FCC last March ruled that the marketplace should choose the AM stereo standard system (Cash Box, March 20).

"Ebony & Ivory," by Paul McCartney and Stevie Wonder.

Another music and interview show programmed in the A/C vein is the Dick Clark Christmas special running over the Mutual Broadcasting System. It will highlight the words and music of such artists as Rick Springfield and Olivia Newton-John as well as MOR acts like Frankie Avalon, Annette Funicello and Johnny Mathis. Affiliates have the option of airing the three-and-a-half hour show either Christmas Eve or Christmas day. Mutual spokesman Dan Flamborg declined to reveal station clearance figures for the show.

In contrast, the only holiday programming scheduled by the RKO Radio Networks is its unadorned countdown of the top 30 hits of the year on its *Weekly Music Magazine* show. "It is nothing more than what we do normally," said RKO Networks program director Dan Griffin. "It will be the top 30 singles for the year, with natural segues by the artists that are freshly recorded." The show will also air Dec. 31 at 185 Top 40 and A/C stations affiliated with the RKO I and RKO II webs.

Extensive Count Down

A more extensive musical countdown will air on 170 affiliates of the AOR-oriented NBC's Source. "This year, the Source had a dozen rock concerts and specials, and between Dec. 12 and the 23rd, it's going to broadcast them all," said NBC spokesman Dom Giofre. "In addition to the ones we ran this year, we will also be broadcasting new ones by the Stray Cats, the English Beat and the Go-Go's." The Stray Cats kick off the concert countdown with an hour-long show. It ends with a repeat of the network's Elton John show that originally aired last April. Concerts by Eddie Money, Foreigner, Robert Plant and Led Zeppelin, Triumph, Bob Welch, the Cars, Quarterflash and Asia will also be rebroadcast.

For the new year, the Source will broadcast its two-hour show, *The News That Rocked 1982*, hosted by producer Denny Somach. It will highlight such events as the US Festival, the anti-nuclear concerts in Los Angeles and New York, the Who's farewell tour, break-ups such as Squeeze and the Doobie Brothers and the deaths of Murray the K., Neil Bogart and John Belushi. It will also spotlight rock movies like *The Wall* and *Fast Times at Ridgemont High* and new acts like Men At Work and Flock of Seagulls.

Surprisingly, the ABC Radio Networks, which has more networks than any other company, has fewer Christmas or New Year's programs planned. For example, the 400 station ABC Entertainment network will broadcast a DIR Broadcasting produced *Silver Eagle* concert by the Gatlin Brothers, recorded at the Mid-South Coliseum in Memphis, Tenn. on Christmas day. The hour-long concert also includes the band going backstage for impromptu renditions of Christmas carols like "Silent Night." The day after Christmas, the 250 affiliate ABC Rock Radio web will air the *Best of the Bisquit*, excerpts from the 1982 concerts of the *King Biscuit Flower Hour*.

The hour-long show will air portions of shows performed by Quarterflash, John Cougar, Billy Squier and Aldo Nova. All of these shows are produced by DIR Broadcasting, which is independently syndicating its New Year's Eve two-hour concert by .38 Special. Currently, the show has cleared approximately 100 stations.

Other AOR-oriented syndicated offerings include a special Christmas edition of Clayton-Webster's *Rarities*, hosted by WNEW-FM/New York air personality Dave Herman. Beginning Dec. 15, the short-form

(continued on page 26)

AIRPLAY

'TIS THE SEASON — While the famed Rockefeller Center Christmas tree is being lit but a few yards away, AOR station WNEW-FM/New York will be staging its annual benefit concert for United Cerebral Palsy Dec. 6 at Radio City Music Hall. The charitable event, where operations director Scott Muni usually dons a Santa Claus suit and collects the toys that are donated to the charity, will feature EMI America recording act Little Steven and the Disciples of Soul as the headliner, with labelmate Gary U.S. Bonds and Columbia acts the Psychedelic Furs and Joe Piscopo following.

SURF II YOU TOO — The consulting firm of Carroll, Schwartz & Groves, which is currently pitching the new music format it developed at KROQ/Los Angeles, has received a contract to select the musical talent for the soundtrack of the upcoming picture *Surf II*. The film, written and directed by Randall Badat and set for release some time next summer, will be aimed at the neo-teenybopper audience that listens to the KROQ brand of music, which is why the producers reportedly chose the firm. So far, the consultancy has aired KROQ jocks Freddy Snakeskin, Jed The Fish and the Poorman. Stay tuned for further details.

STATION TO STATION — While satellite transmission has been ballyboomed as the wave of the future because of its clean, crisp stereo sound, that stands up to weather conditions, KDEC/Decorah, Iowa, recently discovered sound interference coming from some very earthy sources. The station had broadcast via satellite perfectly until it began receiving complaints about poor audio last winter. But each time the station's engineer checked out the satellite dish, everything was in order. Then one day last spring, he discovered a nest of wrens inside the dish's low-noise amplifier. He surmised that when the little darlings fed or stood on the edge of the dish, they blocked the signals coming from the satellite. But the complaints persisted. Finally, one day, he discovered a herd of cows grazing on the dish's cables. It is not known how the station dealt with



LONLINESS ON HOLD — The morning team at Memphis' FM-100 recently interviewed Shoe recording artist Jimmy Griffin, who just released the single "Lonely Girls." Pictured standing are (l-r): Terrence McKeever, Julie Clark and Ron Olson of the station. Pictured seated is Griffin.

that problem. . . Word has it that Carol Miller, DJ at AOR station WPLJ/New York, wed Music Television video jock Mark Goodman Nov. 28 at Tavern on the Green. Goodman, incidentally, used to work at the rock powerhouse. . . If you know the way to San Jose, you also know that consultant Jeff Pollack has signed AOR-formatted KOME in that city. Perhaps the station is making the move to better position itself in what has become one of the most competitive AOR markets in the country. (Cash Box, Sept. 18). . . Back in Philadelphia, fellow AOR station WIOQ recently celebrated the first anniversary of its *Friday Flashback* show, which emanates from the city's Chestnut Cabaret each week from 6 p.m. to midnight. At the birthday show, host David Dye counted down the top 102 songs from the 1960s. Topping the list were "You Can't Hurry Love" by the Supremes, "Build Me Up Buttercup" by the Foundations and the Supremes "Baby Love." Interestingly enough, the first two numbers have been covered respectively by Phil Collins and David Johansen in their most recent efforts. . . When Columbia recording artist Billy Joel recently played Washington's Capital Theater, Top 40 station WRQX sent its morning team of Elliott and Woodside, and air personalities Uncle Johnny, Gary Murphy and Dave Thomson to report on the show and to give color commentary on crowd reaction. It also sponsored a contest sending one listener to act as a roadie for Joel. . . to get "behind the nylon curtain" as it were.

NETWORK NEWS — Basie, Herman & Fountain, the Mutual Broadcasting System's first foray into big band music programming, was heard on 250 stations nationwide, Nov. 20, live from the EPCOT center in Disney World in Orlando, Fla. . . Meanwhile NBC's Source is airing a live concert by Columbia recording artist Kenny Loggins Dec. 12 at 8 p.m. The show, in support of his LP "High Adventure," is coming from the University of Texas Entertainment Center in Austin. . . Due to budget considerations, National Public Radio (NPR) has been forced to cancel *Options in Education*, its weekly half-hour series; *Communique*, its weekly half-hour series on foreign affairs; and *NPR Journal*, its twice-weekly series of documentaries on topical issues. The public web discovered that funding from the Corporation for Public Broadcasting (CPB), which receives the bulk of its bread from the Federal government, was insufficient to cover these shows. Some staff retrenchment is likely to ensue at NPR. . . Ya win some and ya lose some. Beginning Jan. 3, NPR will provide its affiliates with a 24-hour-a-day, seven-day, classical music disc service; a six-nights-a-week, overnight jazz disc service; and new late afternoon news programs each weekday. Five NPR outlets and one independent classical music syndicator will supply the new services. One of the new jazz offerings will be produced and hosted by independent producer Tony Batten, and the other by Jim Wilke from NPR outlet KUOW/Seattle. The new service will be available to stations for less than \$5,000 a year. If you would like to receive more information, call (202) 822-2314. . . John Stevens, the air personality at AOR station WMMR/Philadelphia, recently joined NBC's Source web to produce the *Rock Report*, a 30-second feature about rock news.

SYNDICATION INDICATIONS — United Stations has jumped on the big bandwagon with its new show dubbed the *Great Sounds*, which hits the airwaves in January. It will predictably focus on the hits from the '30s and '40s and non-rock hits from the '50s and '60s. The show, to be hosted by Dick Shepard of WNEW-AM/New York, will feature artist interviews and music. The debut program focuses on Benny Goodman. . . Robin Wren has been named director of concert programming at Westwood One. He will be charged with securing acts for the California-based syndicator's five concert series. He brings experience from Epic and RSO Records. . . Down the street at the Creative Factor, Randy West was recently named director of the project development division. In the newly created post, he will be charged with developing new video, audio and multi-image concepts for the company's clients. . . San-Diego-based Tuesday Prods. is re-releasing the original jungles conceived by Bill Drake in the '60s as part of his "boss radio" concept. For further information, call (714) 272-7660.

Larry Riggs

CASH BOX ROCK ALBUM RADIO REPORT



— **LED ZEPPELIN • CODA • SWAN SONG/ATCO**
ADDS: KNCN, KMGN, KSHE, WKLS, WOUR, WMMS, WPLR, WSHE, KEZY, WBLM, WROQ, WNEW.
HOTS: KEZY. **MEDIUMS:** None.
PREFERRED TRACKS: Open.
SALES: Just shipped.



18 TOM PETTY & THE HEARTBREAKERS • LONG AFTER DARK • BACKSTREET/MCA
ADDS: None. **HOTS:** KNCN, WNEW, KSJO, WROQ, WBLM, KEZY, WSHE, KLLO, WPLR, WMMS, WKLS, KNAC, KSHE, KMGN. **MEDIUMS:** WHFS, WABX. **PREFERRED TRACKS:** Lucky.
SALES: Good in all regions.

1 MOST ADDED

LP Chart Position

- 34 A FLOCK OF SEAGULLS • JIVE/ARISTA**
ADDS: None. **HOTS:** WHFS. **MEDIUMS:** WNEW, KSJO, WROQ, KEZY, KLLO, WABX, WKLS, KNAC, KMGN. **PREFERRED TRACKS:** Space, I Ran.
SALES: Moderate to fair in all regions.
- 49 ADAM ANT • FRIEND OR FOE • EPIC**
ADDS: WBLM. **HOTS:** KEZY, WSHE, WKLS, KNAC, KMGN. **MEDIUMS:** WNEW, WHFS, WROQ, KLLO, WPLR, WMMS, WOUR, KNCN. **PREFERRED TRACKS:** Goody, Hello, Title.
SALES: Good to moderate in all regions.
- 10 PAT BENATAR • GET NERVOUS • CHRYSALIS**
ADDS: None. **HOTS:** KSJO, WROQ, WBLM, KEZY, KLLO, WPLR, WMMS, WKLS, KSHE, KNCN. **MEDIUMS:** WNEW, WABX, KMGN. **PREFERRED TRACKS:** Shadows.
SALES: Good in all regions.
- **CHILLIWACK • OPUS X • MILLENNIUM/RCA**
ADDS: None. **HOTS:** WSHE, WMMS, KBPI, KNX. **MEDIUMS:** KSJO, WBLM, KEZY, KMET, WGRQ. **PREFERRED TRACKS:** Gonna.
SALES: Fair in East.
- 20 THE CLASH • COMBAT ROCK • EPIC**
ADDS: None. **HOTS:** WHFS, KEZY, WSHE, WKLS, KNAC, KMGN, WGRQ, WYFE, WLIR. **MEDIUMS:** WBLM, WABX, WMMS, WOUR, KBPI, WCCC. **PREFERRED TRACKS:** Casbah, Should.
SALES: Good to moderate in all regions.
- 27 PHIL COLLINS • HELLO, I MUST BE GOING! • ATLANTIC**
ADDS: None. **HOTS:** WNEW, WHFS, KEZY, WSHE, WPLR, WMMS, WKLS, KSHE, KNCN. **MEDIUMS:** KSJO, WROQ, WBLM, KLLO, WABX, KMGN. **PREFERRED TRACKS:** Hurry, Wall.
SALES: Good in all regions.
- **BUCK DHARMA • FLAT OUT • PORTRAIT/CBS**
ADDS: WNEW. **HOTS:** None. **MEDIUMS:** KEZY, WPLR, WMMS, WOUR, KNCN, KBPI, KMET. **PREFERRED TRACKS:** Open.
SALES: Fair in East.
- 21 DIRE STRAITS • LOVE OVER GOLD • WARNER BROS.**
ADDS: None. **HOTS:** WNEW, WHFS, WROQ, WPLR, WKLS. **MEDIUMS:** WBLM, KEZY, WSHE, WMMS, WOUR, KNAC, KNCN. **PREFERRED TRACKS:** Private.
SALES: Good to moderate in all regions.
- 12 DONALD FAGEN • THE NIGHTFLY • WARNER BROS.**
ADDS: None. **HOTS:** WNEW, WPLR. **MEDIUMS:** WBLM, WABX, WMMS, WOUR, KNCN. **PREFERRED TRACKS:** I.G.Y.
SALES: Good to moderate in all regions.
- 170 THE FIXX • SHUTTERED ROOM • MCA**
ADDS: None. **HOTS:** WNEW, KSJO, KEZY, KLLO, WPLR, WMMS, WKLS, KMGN. **MEDIUMS:** WHFS, WROQ, WBLM, WABX, WOUR, KNAC, KSHE. **PREFERRED TRACKS:** Stand.
SALES: Fair in West and South.
- **FOGHAT • IN THE MOOD FOR SOMETHING RUDE • BEARSVILLE**
ADDS: None. **HOTS:** KMET. **MEDIUMS:** WBLM, KEZY, WPLR, WMMS, WOUR, WKLS, KBPI, WGRQ. **PREFERRED TRACKS:** Open.
SALES: Fair in West and Midwest.

1 MOST ACTIVE

LP Chart Position

- 42 PETER GABRIEL • GEFFEN**
ADDS: None. **HOTS:** WNEW, WHFS, WSHE, WPLR, WMMS, KNAC, KMGN. **MEDIUMS:** KSJO, WROQ, WBLM, KEZY, WOUR. **PREFERRED TRACKS:** Monkey.
SALES: Moderate to fair in all regions.
- 94 THE J. GEILS BAND • SHOWTIME • EMI AMERICA**
ADDS: KMGN. **HOTS:** WNEW, WROQ, KEZY, WSHE, WABX, WPLR, WMMS, WKLS. **MEDIUMS:** KSJO, WBLM, KLLO, KSHE. **PREFERRED TRACKS:** I Do.
SALES: Good initial response in all regions.
- 173 GOLDEN EARRING • CUT • 21/POLYGRAM**
ADDS: KLLO. **HOTS:** WKLS. **MEDIUMS:** WNEW, WROQ, KEZY, WSHE, WMMS, KMGN, KNCN. **PREFERRED TRACKS:** Twilight, Batteries.
SALES: Fair in West.
- 9 DARYL HALL & JOHN OATES • H2O • RCA**
ADDS: WBLM. **HOTS:** WNEW, WPLR, WMMS, KMGN, KNX, WYFE. **MEDIUMS:** KSJO, KEZY, WABX. **PREFERRED TRACKS:** Maneater.
SALES: Good in all regions.
- 73 GEORGE HARRISON • GONE TROPPO • DARK HORSE**
ADDS: None. **HOTS:** WNEW, KBPI. **MEDIUMS:** KMET, WGRQ, WYFE, WABX, KEZY. **PREFERRED TRACKS:** Wake.
SALES: Fair in all regions.
- 17 DON HENLEY • I CAN'T STAND STILL • ASYLUM**
ADDS: None. **HOTS:** KSJO, KEZY, WMMS, WOUR, KBPI, KMET, WYFE. **MEDIUMS:** WBLM, WABX, KNX, WCCC. **PREFERRED TRACKS:** Laundry, Title, Johnny.
SALES: Good to moderate in all regions.
- 7 JOE JACKSON • NIGHT AND DAY • A&M**
ADDS: None. **HOTS:** WNEW, WHFS, WMMS, KNAC, WLIR, WCCC. **MEDIUMS:** KSJO, WBLM, KEZY, KLLO, WKLS, KMET. **PREFERRED TRACKS:** Steppin'.
SALES: Good in all regions.
- 39 JEFFERSON STARSHIP • WINDS OF CHANGE • GRUNT/RCA**
ADDS: None. **HOTS:** KSJO, WBLM, KEZY, KLLO, WMMS, KSHE, KNX, WGRQ. **MEDIUMS:** WSHE, WABX, WPLR, WKLS. **PREFERRED TRACKS:** Lady.
SALES: Good to moderate in all regions.
- 5 BILLY JOEL • THE NYLON CURTAIN • COLUMBIA**
ADDS: None. **HOTS:** WNEW, WBLM, KEZY, WSHE, WABX, WPLR, WMMS, WOUR, KNX, WGRQ, WYFE. **MEDIUMS:** KSJO, WKLS, KMET. **PREFERRED TRACKS:** Pressure, Allentown.
SALES: Good in all regions.
- 1 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA**
ADDS: None. **HOTS:** KSJO, WROQ, KEZY, WSHE, KLLO, WABX, WMMS, WOUR, KNAC, KMGN, KNCN. **MEDIUMS:** WBLM, WKLS, KSHE. **PREFERRED TRACKS:** Down, Who.
SALES: Good in all regions.
- 30 MISSING PERSONS • SPRING SESSION M • CAPITOL**
ADDS: None. **HOTS:** WNEW, KEZY, WPLR, KNAC, KMGN. **MEDIUMS:** WHFS, WROQ, WSHE, WABX, WMMS, WOUR, WKLS, KNCN. **PREFERRED TRACKS:** Destination, Walking, Words.
SALES: Moderate in all regions.
- **OZZY OSBOURNE • SPEAK OF THE DEVIL • JET/CBS**
ADDS: KNCN, KSHE, WKLS, WOUR, WMMS, WPLR, KLLO, KEZY, KSJO. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Open.
SALES: Just shipped.
- 24 RUSH • SIGNALS • MERCURY/POLYGRAM**
ADDS: None. **HOTS:** WNEW, KSJO, WBLM, KEZY, WSHE, KLLO, WMMS, WOUR, KSHE, KNCN. **MEDIUMS:** WROQ, WABX, WPLR, WKLS. **PREFERRED TRACKS:** New World.
SALES: Moderate in all regions.
- 78 SAGA • WORDS APART • PORTRAIT/CBS**
ADDS: None. **HOTS:** KSJO, WROQ, WBLM, KEZY, WSHE, KLLO, WABX, WPLR, WMMS, WOUR, WKLS, KSHE, KNCN. **MEDIUMS:** None. **PREFERRED TRACKS:** Loose.
SALES: Good to moderate in all regions.
- 11 BILLY SQUIER • EMOTIONS IN MOTION • CAPITOL**
ADDS: None. **HOTS:** KSJO, KEZY, WOUR, KSHE, KMET, WGRQ. **MEDIUMS:** WBLM, WKLS, WYFE. **PREFERRED TRACKS:** Everybody, Title.
SALES: Good to moderate in all regions.
- 68 ROD STEWART • ABSOLUTELY LIVE • WARNER BROS.**
ADDS: None. **HOTS:** None. **MEDIUMS:** KMET, WNEW, WBLM, KEZY, WABX, WPLR, WOUR, KNCN. **PREFERRED TRACKS:** Open.
SALES: Moderate in all regions.
- 3 STRAY CATS • BUILT FOR SPEED • EMI AMERICA**
ADDS: None. **HOTS:** WNEW, WHFS, KEZY, WSHE, WMMS, WOUR, KNAC, KMGN, KBPI, KMET, WYFE. **MEDIUMS:** WBLM, WABX, WPLR, WKLS, KSHE. **PREFERRED TRACKS:** Town, Strut.
SALES: Good in all regions.
- 4 SUPERTRAMP • FAMOUS LAST WORDS • A&M**
ADDS: None. **HOTS:** WBLM, KEZY, WSHE, KLLO, WMMS, WOUR, KSHE, KNCN. **MEDIUMS:** KSJO, WROQ, WABX, WPLR, WKLS. **PREFERRED TRACKS:** Raining.
SALES: Good in all regions.
- 138 TALK TALK • THE PARTY'S OVER • EMI AMERICA**
ADDS: None. **HOTS:** WNEW, KSJO, WOUR, WKLS, KNAC, KMGN. **MEDIUMS:** WHFS, WROQ, KEZY, WSHE, WPLR, KNCN. **PREFERRED TRACKS:** Talk, Serious, Today, Title.
SALES: Fair in West and South.
- 88 PAT TRAVERS' BLACK PEARL • POLYDOR/POLYGRAM**
ADDS: None. **HOTS:** None. **MEDIUMS:** KSJO, WBLM, KEZY, WPLR, WMMS, WOUR, WKLS, KNCN. **PREFERRED TRACKS:** Rather.
SALES: Fair in West and Midwest.
- 112 UTOPIA • NETWORK/ELEKTRA**
ADDS: WABX. **HOTS:** None. **MEDIUMS:** WNEW, WBLM, KEZY, WPLR, WMMS, KMGN, KBPI, KMET. **PREFERRED TRACKS:** Feet.
SALES: Fair in Midwest and South.
- 37 THE WHO • IT'S HARD • WARNER BROS.**
ADDS: None. **HOTS:** WROQ, WBLM, KEZY, WPLR, WMMS, WOUR, KNCN. **MEDIUMS:** WNEW, KSJO, WABX, WKLS, KNAC, KSHE. **PREFERRED TRACKS:** Cry Man, One, Title.
SALES: Moderate to fair in all regions.

EP Being Considered For Use By Country Labels In Coming Months

by Tom Roland

NASHVILLE — While the extended play (EP) disc has been tested with a few successes in pop and rock music as a means of introducing new or developing artists to the consumer at a lower price than the normal \$8.98 list for albums, country divisions of the major labels have yet to test it as a sales tool. Although indications are that one record company will release its first EP in January, several labels indicated that they were considering the configuration, but are concerned that the discs are not suitable for the country format because country radio is still a singles-oriented medium.

Officials with both PolyGram and Capitol/EMI America/Liberty stated that they are considering the possibility of the EP as a marketing instrument, while one retailer suggested that sources with RCA had informed him that a Gary Stewart & Dean Dillon EP would be made available by the label in January. Officials with RCA declined to comment on the report.

PolyGram recently shipped a four-song 7" EP entitled "A Very Merry Christmas From The Statler Brothers," featuring tunes pulled from "The Statler Brothers Christmas Card" LP, but the project was a radio promotional tool and was not made available for sale to the consumer. Joe Polidor, director, marketing, PolyGram/Nashville, indicated that because country radio remains, for the most part, a singles-oriented medium, singles sales are still a large part of the country product flow, and without interest cultivated by an AOC (album-oriented country) station, both EPs and LPs are quite often ignored by most consumers. He added that only a handful of AOC stations exist.

No Decision Yet

Though no decisions have been reached, Polidor noted that EPs with a couple of single releases and two-to-four additional cuts at a price lower than that of an LP are under consideration, but, as yet, there is no proven market for such goods in the country genre. "The bugaboo is that it makes sense, but only if there is a demand," he said. "We have found, as has our competition, that generally with budget-priced goods, if there is no demand, it makes no difference what the price is. It's sort of like buggy whips for a penny apiece — that's great, except who's got use for a buggy whip at any price? If there's no demand, it's a moot point — we could charge \$12.98 and it wouldn't sell, we could charge \$3.98 and it wouldn't sell. We've been talking about this for a period of time, and I think it's something that's going to see even closer examination over the next couple of months, but it is nothing that we have acted on yet."

Roy Wunsch, vice president of marketing for CBS, concurred with Polidor that although the EP is not a new concept, the current state of country radio made it a more difficult configuration to sell than in the pop and rock fields. He noted, though, that CBS has on occasion shipped EPs to radio to "give them a real positive taste of an artist if we're not sure they're listening to the album."

Wunsch cited previous attempts by Epic to market EPs, singling out a Cheap Trick Nu-Disk, and suggested that he remains "open-minded" to the concept, although he is not convinced that it would not detract from album sales. "If the hit is there," he said, "it seems to walk out of the stores at anywhere from \$5.99 all the way up to \$8.49, which is kind of an average, everyday price I'm seeing around. But without the hit, they don't seem to move at any price, and I'm talking about anything from a single record, which in some cases is available at 59 cents (the CBS one-sided

configurations) all the way up to \$8.49. That's very expensive experimentation. I'm open-minded about it and love to try out new adventures in marketing, but I'm not necessarily sold that that's a panacea for the future from the country music standpoint."

An additional concern is that while the EP obviously provides a price incentive to the consumer to sample cuts that do not receive substantial airplay, the disc presents a packaging problem. "It's an off-sized record, and they don't make racks for off-sized records," he stated. "It creates a problem for the merchandiser — the retailer and the rack jobber — in how to display them. If they put them in a bin with a regular record, they may get lost and never be found, so it could be very costly, although I think it's worth trying."

Research In Progress

Wunsch added that CBS/Nashville has been researching the idea of 10" EPs with five or six cuts to introduce new artists to the consumer, but he added that "there is no major success that I'm aware of that has led the way to prove that it's feasible for country music. That doesn't mean it shouldn't be tried."

Lynn Shults, division vice president, Capitol/EMI America/Liberty, suggested that his company is likewise examining the concept and says that the EP is a "definite possibility for 1983." While the conglomerate is mulling the EP as a country selling tool, he noted that it provides the retailer with an extra configuration — in ad-

(continued on page 34)

Monk To Leave CBS Songs Post

NASHVILLE — Charlie Monk, head of CBS Songs in Nashville for six years, will resign from that firm, effective Dec. 31, to open his own personal management and publishing company.

Monk opened the office for CBS in 1977 after a seven-year executive stint with the American Society of Composers Authors and Publishers (ASCAP). Under his guidance, CBS developed such writers as Keith Stegall, Jim McBride, Stewart Harris, Holly Dunn, Chris Waters and Michael Garvin and signed Earl Thomas Conley, Guy Clark, Randy Goodrum and Leon Everette.

In evaluating his tenure with CBS, Monk commented, "Although CBS had a great catalog in '77, they were not even listed in the top 50 publishers in country music. Every year since then, we've been in the top 10 and one trade magazine (*Cash Box*, Oct. 16) put us in the top three this year."



MAJOR NASHVILLE 'EXPO'-NENTS — The Entertainment Expo '82, an event co-sponsored by the Nashville Music Assn. (NMA) and The Tennessean, provided fans with an excellent opportunity to view lineups packed with name entertainers for only \$4.00 a ticket at the Municipal Auditorium Nov. 12-14. Pictured backstage are some of the performers from the Saturday evening set, including (l-r): Carl Perkins, Expo co-chairman Charlie Daniels, Larry Gatlin and Bobby Bare.



NOT JUST ANOTHER WAL-FLOWER — Columbia recording artist Janie Fricke recently made an in-store appearance at the Walmart location in McKinney, Tex., signing autographs in support of her current album, "It Ain't Easy," in an event co-sponsored by Lieberman's, the rack that stocks the Walmart chain. The title track from the LP reached the #1 position on the *Cash Box* country singles chart this week. Pictured are (l-r): Jim Sinclair and Larry Mathis, Lieberman's; Fricke; and Rick Underberg, Andy Kalmanson, Tom Sharpe and John Michael of Lieberman's.

Greil's Show Works Generates \$250,000 In First Test Of Individualized Concept

by Tom Roland

NASHVILLE — Just formed in March, ShowWorks, Inc., a specialized concert promotion agency affiliated with Greilworks, an artist management firm based in Nashville, successfully completed its first three concerts in October, working on dates for Tom Jones in Cumming, Ga., Mobile and Memphis. The three dates, Oct. 21-23, grossed nearly \$250,000 in gate receipts at the kick-off of Steve Greil's new strategy, which is to provide concentrated involvement in the promotion of a small number of appearances for artists who desire assistance in specific markets.

While most promoters are interested in establishing their outfits as the number one concert company in the market, Greil plans to involve ShowWorks with only six to 10 events annually, providing heavy promotion and individualized attention within that market as much as three months before the concert takes place. Greil notes that whereas most companies take on volumes of concerts, sometimes 150 in a year's time, relegating their actual pre-concert promotion to a time span of about three weeks, ShowWorks is able to increase the artist's draw and overall image by a lengthened promotion period and concentrated effort.

"Having been through the route of promoting 150 shows a year," suggests Greil, who was at one time associated with the Sound Seventy promotion agency in

Nashville, "you've got to take your chances on other people's concerts affecting yours and it's more of a formula, more of a routine. We're looking at it as an individual show — as if it were the only show we're doing during the whole year."

Greil faced competition in the market in the Memphis show, where Jones was promoted during the same period of time in which two other artists with similar demographic appeal — Kenny Rogers and Barry Manilow — were being pushed for upcoming dates. In spite of that, ShowWorks was still able to draw nearly 6,200 fans, grossing more than \$91,000 with ticket prices ranging from \$10-\$15.

"We are looking forward to working with acts who are reasonable and will allow the promoter a fair chance to make money," he commented. "What we want to do in return for that chance is promote the show like they don't usually get — a real heavy pre-concert promotion working very closely with the record company and looking at every angle and every type of thing that can possibly be done to make the show a big success for not only us as a promoter, but for the act, and, in return, for the record company and everybody else who jumps in and cooperates with us."

Looking ahead, Greil is currently negotiating to promote a Broadway play that will be appearing in several markets in 1983, but he added that his main thrust will remain the management of Bobby Bare through his Greilworks agency.

Byworth-Wooten Formed To Reach Int'l Markets

NASHVILLE — Byworth-Wooten International, a London-based organization offering a wide range of public relations and consultancy services, has been formed with the objective of helping stateside country artists to break into the British and European pop markets. According to founders Tony Byworth and Richard Wooten, the new company's intent is to treat country music with the same attention afforded rock and pop. "Country music's potential is towards a mass audience, as already well proven in the United States, and it is our objective to follow a similar course in the European marketplace," asserts Byworth.

David Allan Coe and songwriter Jerry Foster, both of whom are planning British and European tours in early 1983, will be among Byworth-Wooten's first clients, as will George Hamilton IV and three other artists who have yet to be named.

TOP 75 ALBUMS

	Weeks On Chart	11/27	Chart
1	HIGHWAYS & HEARTACHES	RICKY SKAGGS (Epic FE 37996)	1 10
2	MOUNTAIN MUSIC	ALABAMA (RCA AHL 1-4229)	2 39
3	JUST SYLVIA	SYLVIA (RCA AHL 1-4312)	3 35
4	A TASTE OF YESTERDAY'S WINE	MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	4 14
5	ALWAYS ON MY MIND	WILLIE NELSON (Columbia FC 37951)	5 38
6	WW II	WAYLON AND WILLIE (RCA AHL 1-4455)	9 7
7	GREATEST HITS	DOLLY PARTON (RCA AHL 1-4422)	7 9
8	RADIO ROMANCE	EDDIE RABBITT (Elektra 60160-1)	10 7
9	PERFECT STRANGER	T.G. SHEPPARD (Warner/Curb 23726-1)	11 7
10	HANK WILLIAMS, JR.'S GREATEST HITS	(Elektra/Curb 60193-1)	6 9
11	SOMEWHERE BETWEEN RIGHT AND WRONG	EARL THOMAS CONLEY (RCA-AHL 1-4348)	16 12
12	WAITIN' FOR THE SUN TO SHINE	RICKY SKAGGS (Epic FE 37193)	12 51
13	THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE!	DAVID FRIZZELL (Warner/Viva 23688-1)	13 22
14	IT AIN'T EASY	JANIE FRICKE (Columbia FC 38214)	15 8
15	THE BELLAMY BROTHERS GREATEST HITS	(Warner/Curb 9 23697-1)	17 15
16	DREAM MAKER	CONWAY TWITTY (Elektra 60182-1)	14 9
17	BIG CITY	MERLE HAGGARD (Epic FE 37593)	8 57
18	QUIET LIES	JUICE NEWTON (Capitol ST-12210)	18 28
19	PUT YOUR DREAMS AWAY	MICKEY GILLEY (Epic FE 38082)	19 16
20	SURE FEELS LIKE LOVE	LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135)	20 7
21	GOING WHERE THE LONELY GO	MERLE HAGGARD (Epic FE 38092)	26 3
22	MICHAEL MARTIN MURPHEY	(Liberty LT-51120)	24 13
23	FEELS SO RIGHT	ALABAMA (RCA AHL 1-3930)	21 89
24	LOVE WILL TURN YOU AROUND	KENNY ROGERS (Liberty LO-51124)	22 21
25	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	WILLIE NELSON (Columbia KC2 37542)	25 53
26	SOMEWHERE IN THE STARS	ROSANNE CASH (Columbia FC37570)	23 24
27	INSIDE AND OUT	LEE GREENWOOD (MCA-5305)	27 32
28	THE BEST LITTLE WHOREHOUSE IN TEXAS	ORIGINAL SOUNDTRACK (MCA 6112)	28 15
29	GET CLOSER	LINDA RONSTADT (Asylum 9 60185)	36 3
30	WILD & BLUE	JOHN ANDERSON (Warner Bros. 23721-1)	31 7
31	CHRISTMAS	THE OAK RIDGE BOYS (MCA-5365)	46 3
32	THE WINNING HAND	KRIS KRISTOFFERSON, WILLIE NELSON, DOLLY PARTON AND BRENDA LEE (Monument JWG38389)	49 2
33	SOUNDS LIKE LOVE	JOHNNY LEE (Full Moon/Asylum 60147-1)	33 7
34	TRUE LOVE	CRYSTAL GAYLE (Elektra 60200-1)	- 1
35	INSIDE	RONNIE MILSAP (RCA AHL 1-4311)	35 24
36	ANNIVERSARY — TEN YEARS OF HITS	GEORGE JONES (Epic KE2 38323)	44 4
37	CONWAY'S #1 CLASSICS	CONWAY TWITTY (Elektra ET-60115)	29 12
38	MY HOME'S IN ALABAMA	ALABAMA (RCA AHL 1-3644)	32 126
39	THE LEGEND GOES ON	THE STALTER BROTHERS (Mercury/PolyGram SRM-1-4048)	39 53
40	16TH AVENUE	LACY J. DALTON (Columbia FC37975)	40 19
41	JUST HOOKED ON COUNTRY	ALTANTA POPS ORCHESTRA — ALBERT COLEMAN, conducting (Epic FE 38154)	41 16
42	TOM JONES COUNTRY	(Mercury/PolyGram ARM-1-4062)	34 7
43	THE BIRD	JERRY REED (RCA AHL 1-4529)	47 2
44	STEVE WARINER	RCA (AHL 1-4154)	37 5
45	THE HOTTEST NIGHT OF THE YEAR	ANNE MURRAY (Capitol ST-1225)	45 14
46	LAST DATE	EMMYLOU HARRIS (Warner Bros. 9 23740-1)	43 4
47	THE MAN WITH THE GOLDEN THUMB	JERRY REED (RCA AHL 1-4315)	30 27
48	I WRITE IT DOWN	ED BRUCE (MCA-5323)	48 5
49	HE SET MY LIFE TO MUSIC	BARBARA MANDRELL (MCA/Songbird MCA-5330)	38 7
50	BOBBIE SUE	STRAIT RIDGE BOYS (MCA 5294)	42 42
51	STRAIT FROM THE HEART	GEORGE STRAIT (MCA 5320)	51 23
52	GREATEST HITS	JANIE FRICKE (Columbia FC 38310)	53 3
53	YOU'RE MY SUPER WOMAN, YOU'RE MY INCREDIBLE MAN	LOUISE MANDRELL and R.C. BANNON (RCA AHL 1-4377)	50 8
54	THE DAVID FRIZZELL AND SHELLEY WEST ALBUM	(Warner Bros./Viva BSK 3643)	54 44
55	THE OSMOND BROTHERS	(Elektra 60180-4)	59 4
56	THE BEST OF JERRY LEE LEWIS	(Elektra 60191-1)	60 3
57	UNLIMITED	REBA McENTIRE (Mercury/PolyGram SRM-1-4047)	57 21
58	THE PRESSURE IS ON	HANK WILLIAMS, JR. (Elektra/Curb E1 60019)	58 65
59	TURNED LOOSE	ROY CLARK (Churchill CR9425)	62 3
60	KENNY ROGERS GREATEST HITS	KENNY ROGERS (Liberty LOO 1072)	52 90
61	BEST OF BOXCAR, VOL. ONE	BOXCAR WILLIE (Main Street ST 73002)	61 3
62	HIGH NOTES	HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	55 33
63	FANCY FREE	OAK RIDGE BOYS (MCA 5209)	56 78
64	TOO GOOD TO HURRY	CHARLY McCLAIN (Epic FE 38064)	63 7
65	I AM WHAT I AM	GEORGE JONES (Epic FE 36586)	84 34
66	STILL THE SAME OLE ME	GEORGE JONES (Epic FE 37106)	65 53
67	SHE'S NOT REALLY CHEATIN'	MOE BANDY (Columbia FC 38009)	67 25
68	BUSTED	JOHN CONLEE (MCA 5310)	68 34
69	SUN FREE	DAVE ROWLAND (Elektra E1-60011)	66 18
70	LISTEN TO THE RADIO	DON WILLIAMS (MCA-5306)	69 34
71	COME BACK TO ME	MARTY ROBBINS (Columbia FC 37995)	71 19
72	THIS DREAM'S ON ME	GENE WATSON (MCA-5302)	70 17
73	NUMBER ONES	CONWAY TWITTY (MCA-5318)	72 28
74	GREATEST HITS	RONNIE MILSAP (RCA AHL 1-3722)	73 33
75	IN BLACK & WHITE	BARBARA MANDRELL (MCA-5295)	74 51

BACK AND GOING STRONG — Now that Monument has reawakened, we can expect to hear more from **Charlie McCoy**, one of Nashville's premier studio session players, but also a credible artist in his own right. McCoy appeared at the Stockyard Nov. 17 in his first showcase since Monument arose from its period of dormancy, but, if the label has become a bit rusty, McCoy has not. He can still place more notes within one beat than were ever dreamed possible, and his musical prowess is further expressed by doubling up on instruments, playing the trumpet and bass at the same time, and turning in a similar feat with his forte, harmonica and bass. McCoy also has the ability to move at will between musical styles, delivering powerful ballads, honky tonk tunes and even a little boogie. As might be expected, a medley of some of his more familiar session dates is included in his live set, featuring such monumental tunes as **Roy Orbison's** "Candy Man," **Tanya Tucker's** "Delta Dawn," **Barbara Mandrell's** "I Was Country (When Country Wasn't Cool)" and **George Jones' "He Stopped Loving Her Today."** Two McCoy LPs, "The Greatest Hits of Charlie McCoy" and "Christmas," were released by Monument alongside the much-publicized "Winning Hand" release, but, as if that wasn't enough, McCoy is also acting currently as the president of the Music Business Mixed bowling league in Nashville (Take our word for it — he's not the kind of person you'd want to run into in an alley.)

A MAJOR CALAMITY — Following a lawsuit enacted by a woman who fronts a "lounge" band, **Calamity Jane and the Cowpunks**, Columbia act Calamity Jane has given its collective identity a name of greater brevity, **Calamity**. Consisting of **Pam Rose, Mary Ann Kennedy** and **Linda Moore**, the band was cited after the Cowpunks showed up for a date in Kennedy's home state, Wisconsin, where they were fired when the club owner discovered that he was not receiving the same act he had heard on the radio. Whether or not it comes to fruition, there has been some discussion among band members of titling their second album "Goodbye Jane."



BARELY UNDERWAY — **Bobby Bare** begins taping for his *Bobby Bare & Friends — Songwriter's Showcase* special Nov. 30 at Bullet Studio in Nashville. Produced by **Steve Greil** and directed by **Jim Yockey**, the pilot, scheduled to run on the Nashville Network following its 1983 debut, features as special guests **Tom T. Hall, Rosanne Cash** and **Rodney T. Hall**. **DOUBLE TROUBLE** — A full-color, pastel portrait of **Moe Bandy** ran on the cover of the *Wichita Eagle-Beacon's* *Time Out Friday's* section Nov. 12, alongside a story by **Diane Samms Rush**, which told of an older Bandy who bears the exact same name. **Marion Bandy** is the honky tonker, while **Maurice Bandy** is a 64-year-old employee of Gates Learjet. Reportedly, the latter Bandy attended the country singer's first Wichita appearance and has subsequently made every concert he has given in the Midwestern city.

CHURCHILL MAKES THE APPLE — Churchill recording artists were showcased Nov. 17 in a concert presentation sponsored by the label, the **Jim Halsey Co.** and **Mort Cooperman** at the Lone Star Cafe in New York. **Cindy Hurt, Roy Clark** and **Rodney Lay** each made their first 1982 appearances in Manhattan, where Clark interviewed with national radio syndicators **Narwood Prods.** and **United Stations**, also serving as guest deejay at WHN with **Dan Taylor**.

COE FINDS CO-WORKERS FOR NEXT LP — **David Allan Coe** has been at Sound Emporium of late with producer **Billy Sherrill** working on his next album, tentatively titled "Castles In The Sand." With his current LP, "D.A.C.," just released only a month ago, the forthcoming platter may hold a few surprises, such as appearances by **Lacy J. Dalton** and **Gary Stewart**.

E.T. GOES BACK ON THE ROAD — Legendary Opry performer **Ernest Tubb** has returned to a light touring schedule following a prolonged illness that extended through much of the summer and fall. The original E.T. was sidelined with laryngitis and the flu, which developed from a nagging cold, spending two weeks in the hospital. Along with his band, the **Texas Troubadours**, Tubb hit the road Nov. 11, but officials with the Atlas Artist Bureau indicate that in 1983, his road dates will be cut from over 200 appearances to somewhere around 100. His son, **Justin Tubb**, will join the tour in '83.

COTTON FIGHTS HUNGER — **Gene Cotton**, one of the founding members of Nashville's Manna food program, will be featured Dec. 1 at the Cannery in a show billed as the "Concert For Un-Hunger." At \$5.00 per ticket, the bill includes **Karen Taylor-Good, Tom Kimmel, Jennifer Kimball, Estelle Condra, Kathy Mattea** and **Byron Walls**. For more information, call **Ray Irvine** at (615) 292-1856.

NEW AGENCIES — **John M. Johnson** has developed Artists Travel Connection, a travel agency specializing in serving the music industry in Nashville. Located at 1701 Portland Ave., the firm is managed by **Scott Sideman**, who worked for three years with Ambassador Travel in a capacity that aided a number of entertainers and music-related firms. Gem Artist Management, a booking and management company at 1300 Division St., was formed recently by **Jerry West**. The roster currently includes **Kippi Brannon, Doyle Holly** and **Brentwood**, along with a special arrangement reached with Century II to work with the **Thrasher Brothers**. Gem's phone number is (615) 242-2153.

...SOUNDS A LITTLE FISHY — RCA recording artist **Jerry Reed**, well known for his love of fishing as well as his golden thumb, will pull out his rod and reel in January in support of higher education when he holds his first fishing institute in Memphis. Reed will appear at **Dixon Meyers Auditorium** Jan. 20 and conduct his angling lessons the following day, the gate receipts from the concert earmarked for **Memphis State University** via the **MSU Jerry Reed Scholarship Fund**, which will cover tuition, special fees and books for one student for one year. Reed was recently featured in the **Jim Owens**-produced cable special, *Jerry Reed & Special Friends*, which included **Burt Reynolds**. Reportedly, the wild man of Alabama once turned down an audition for a leading role in a major motion picture in which **Reynolds** starred because he would have had to cancel a leisurely afternoon of boats and bait.

tom roland

TOP 100 COUNTRY SINGLES

December 4, 1982

	Weeks On Chart	11/27
1 IT AIN'T EASY BEIN' EASY	312	
2 YOU AND I	6	9
3 SURE FEELS LIKE LOVE	8	13
4 EVER, NEVER LOVIN' YOU	4	15
5 STEP BACK	5	13
6 SOMEWHERE BETWEEN RIGHT AND WRONG	9	10
7 REDNECK GIRL	10	11
8 THE BIRD	11	8
9 WE DID BUT NOW YOU DON'T	113	
10 16TH AVENUE	1313	
11 THE AMERICAN DREAM	12	9
12 A LOVE SONG	15	8
13 A WOMAN'S TOUCH	14	13
14 WILD AND BLUE	16	11
15 I DON'T REMEMBER LOVING YOU	18	10
16 MARINA DEL REY	19	9
17 STAY A LITTLE LONGER	17	11
18 I WONDER	20	8
19 GOING WHERE THE LONELY GO	23	7
20 CAN'T EVEN GET THE BLUES	2410	
21 LIKE NOTHING EVER HAPPENED	26	6
22 TIE YOUR DREAM TO MINE	22	10
23 (SITTIN' ON) THE DOCK OF THE BAY	25	7
24 LOST MY BABY BLUES	27	9
25 CHEROKEE FIDDLE	28	10
26 (LOST HIS LOVE) ON OUR LAST DATE	29	8
27 WITH YOU	30	7
28 TALK TO ME	34	4
29 A CHILD OF THE FIFTIES	32	7
30 WHAT SHE DON'T KNOW WON'T HURT HER	38	5
31 WAR IS HELL	21	4
32 SOMETIMES YOU JUST CAN'T WIN	33	8
33 TODAY MY WORLD SLIPPED AWAY	37	7

	Weeks On Chart	11/27
34 HOLD ON	36	6
35 ONLY IF THERE IS ANOTHER YOU	39	7
36 BACKSLIDIN'	40	8
37 HEARTBROKE	7	12
38 GREEN EYES	41	7
39 THE ELVIS MEDLEY	42	5
40 INSIDE	48	3
41 HARD CANDY CHRISTMAS	46	5
42 I WISH I WAS IN NASHVILLE	43	5
43 GONNA HAVE A PARTY	44	6
44 OLD HOME TOWN	45	6
45 STILL TAKING CHANCES	49	4
46 634-5789	47	8
47 THANK GOD FOR KIDS	51	3
48 ROMANCE	50	5
49 BREAK IT TO ME GENTLY	21	15
50 SAN ANTONIO NIGHTS	54	5
51 FAKING LOVE	56	3
52 'TIL I GAIN CONTROL AGAIN	57	3
53 SOMEBODY'S ALWAYS SAYING GOODBYE	60	3
54 BABY I'M GONE	58	4
55 YOU'RE SO GOOD WHEN YOU'RE BAD	31	15
56 VELVET CHAINS	73	2
57 SHADOWS OF MY MIND	70	2
58 DON'T PLAN ON SLEEPING TONIGHT	72	2
59 TURN THE PENCIL OVER	61	5
60 IF HEAVEN AIN'T A LOT LIKE DIXIE	65	5
61 HERE WE GO AGAIN	62	5
62 WHEN YOU'RE NOT A LADY	71	3
63 THE DEVIL'S ANGEL	63	7
64 BLUE & BROKEN HEARTED ME	67	4
65 MAKING A LIVING'S BEEN KILLING ME	68	4
66 OPERATOR, LONG DISTANCE PLEASE	35	14
67 WHAT MAMA DON'T KNOW	78	3
68 C.C. WATERBACK	—	1

	Weeks On Chart	11/27
69 PLEASE SURRENDER	77	2
70 CLOSE ENOUGH TO PERFECT	52	15
71 DARLENE	66	8
72 THE NEW WILL NEVER WEAR OFF YOU	75	4
73 WHY BABY WHY	—	1
74 JUST FOR THE MOMENT	74	6
75 I'VE ALREADY LEFT YOU IN MY MIND	78	2
76 KEEP ON ROLLIN' DOWN THE LINE	80	4
77 FEELS RIGHT	88	3
78 ONE TEAR	81	3
79 TOO MANY IRONS IN THE FIRE	79	7
80 LAST THING I NEEDED FIRST THING THIS MORNING	—	1
81 MIDNIGHT CABARET	85	4
82 PRAISE THE LORD AND SEND ME THE MONEY	86	4
83 IN HONKY TONK HEAVEN	89	3
84 POOR BOY	—	1
85 LONELY HEARTS	—	1
86 FIRE ME	87	2
87 THERE'S NO SUBSTITUTE FOR YOU	—	1
88 THE PERFECT PICTURE	94	2
89 SOMEWHERE IN TEXAS	—	1
90 JUST LIKE A MAN AND A WOMAN	91	2
91 YOU WIN, I LOSE	92	2
92 SUNNYSIDE OF THE MOUNTAIN	—	1
93 WHO'S BEEN SLEEPING IN MY BED	—	1
94 THE KILLIN' KIND	53	14
95 YOU PUT THE BLUE IN ME	55	15
96 HONKY TONK MAGIC	59	7
97 DON'T BLAME IT ON ALCOHOL	64	10
98 LOVE'S GONNA FALL HERE TONIGHT	69	16
99 HEAVEN	82	4
100 LOVE ME TODAY, LOVE ME FOREVER	84	5

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

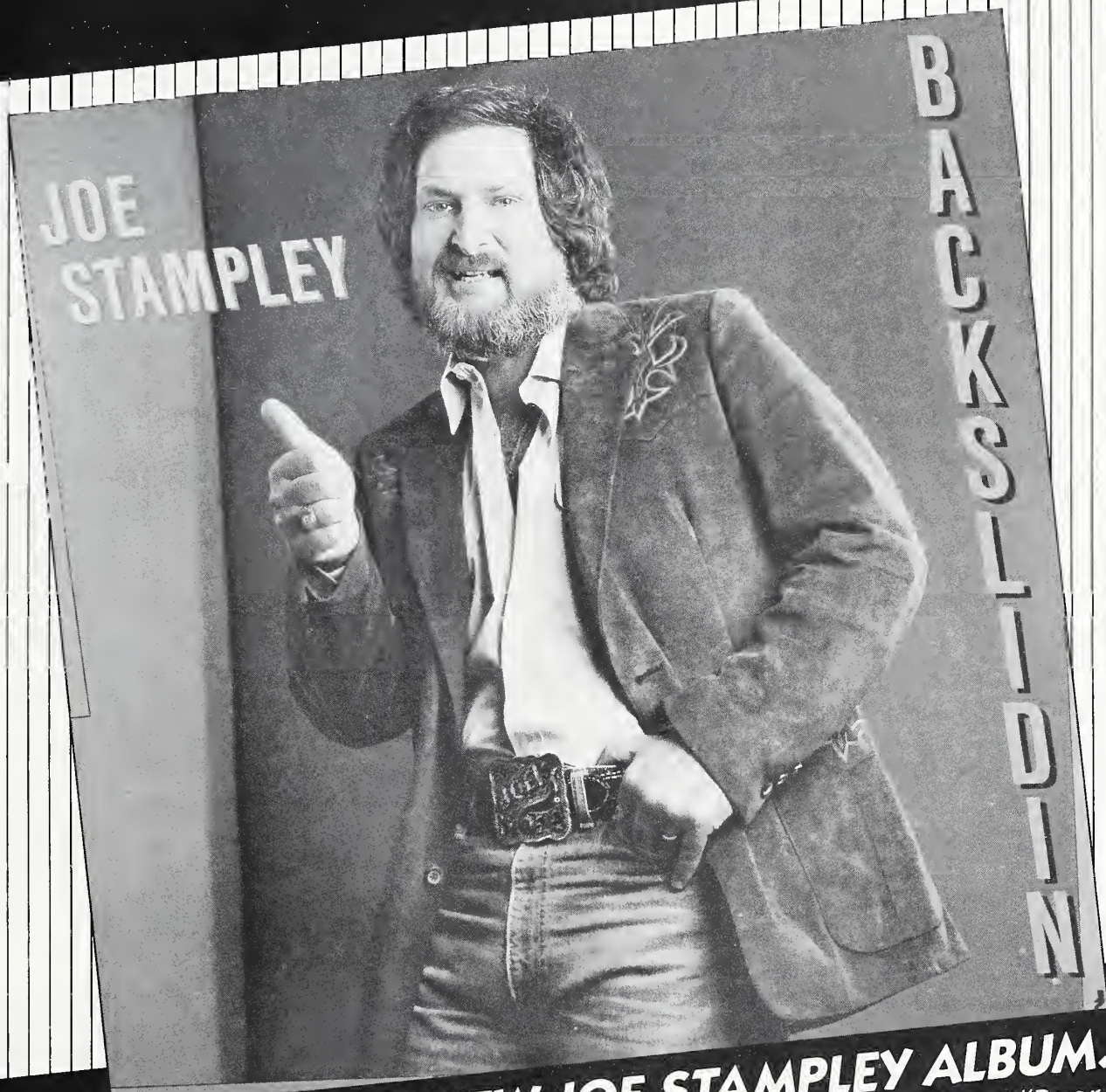
A Child Of (American Cowboy — BMI)	29	I Don't Remember (Tree — BMI)	15	Please Surrender (Peso/Walk — BMI)	69	The Killin' (Hoosier — ASCAP/New Albany — BMI)	94
A Love Song (Music Corp. of America/Sycamore Valley — BMI)	12	I Wish I Was (Vogue c/o Welk — BMI)	42	Poor Boy (Irving/Down 'N Dixie/Simonton/Fifty Grand — BMI)	84	The New Wili (Cross Keys — ASCAP)	72
A Woman's Touch (Blackwood/Fullness — BMI)	13	I Wonder (Bug/Asleep At The Wheel — BMI/Adm. Worldwide by Bug)	18	Praise The Lord (Boquillas Canyon/Atlantic — BMI)	82	The Perfect Picture (Blackwood/Magic Castle — BMI/April Inc./Widmont — ASCAP)	88
Baby I'm Gone (Chamblin — ASCAP)	54	If Heaven Ain't (Bocephus/Bud McGuire — BMI)	60	Redneck Girl (Famous/Bellamy Brothers — ASCAP)	7	There's No Substitute (Collins Court/Famous — ASCAP)	87
Backslidin' (Jensing/Black Sheep/Old Friends — BMI)	36	In Honky Tonk Heaven (Friendly Finley/Bama Boy — BMI)	83	Romance (Meadowgreen — ASCAP/Tree — BMI)	48	Tie Your Dream (House Of Gold — BMI/Bobby Goldsboro — ASCAP)	22
Blue And Broken (Sabal — ASCAP)	64	Inside (Lodge Hall — ASCAP)	40	San Antonio Nights (Milene — ASCAP)	50	'Til I Gain Control (Jolly Cheeks — BMI)	52
Break It To (Northern/MCA) — ASCAP)	49	It Ain't Easy (Warner-Tamertane — BMI/Da-Tic-A-Bo/Bobby Goldsboro — ASCAP)	75	Sittin' On (East/Memphis/Irving — BMI)	23	Today My World (Vogue c/o Welk/Gary S. Paxton — BMI)	33
C.C. Waterback (Shade Tree — BMI)	68	It's A Living (Music Number One — CAPAC)	1	634-5789 East/Memphis/Irving/Pronto — BMI)	46	Too Many Irons (Hitkit — BMI)	79
Can't Even Get (Coal Miners/Elektra/Asylum — BMI)	20	Just For The Moment (Silverline — BMI/Goldline — ASCAP)	74	16th Avenue (Deb/Dave/Briarpatch — BMI)	10	Turn The Pencil Over (Peso/Walk — BMI)	59
Cherokee Fiddle (Mystery — BMI)	25	Just Like A Man (Welk — BMI)	90	Shadows Of My Mind (Hermitage — BMI)	57	Velvet Chains (Cross Keys — ASCAP)	56
Close Enough To (Accredit/Raindance — BMI)	70	Keep On Rollin' (Column II — BMI)	76	Somebody's Always Saying (Hall-Clement c/o Welk — BMI)	53	War Is Hell (Tree — BMI/Cross Keys (Tree) — ASCAP)	31
Darlene (Metaphor — BMI)	71	Last Thing I Needed (Nunn — BMI)	80	Somewhere Between (Blue Moon/April — ASCAP)	6	We Did But (Music City — ASCAP)	9
Don't Blame It (Dream City — BMI)	97	Like Nothing Ever (Tome Collins — BMI)	21	Somewhere In Texas (Almarie — BMI)	89	What Mama Don't Know (Cross Keys — ASCAP/Tree — BMI)	67
Don't Plan On (Arista/Gloria's Songs — ASCAP)	58	Lonely Hearts (Protunes — BMI)	85	Sometimes You Just (Glad Music — BMI)	32	What She Don't (Booth & Watson/Crosstlmbers/Blue Creek — BMI)	30
Ever, Never Lovin' (Calico/Tree/Sugarplum — SESAC/BMI)	4	Lost His Love (Acuff-Rose — BMI)	26	Stay A Little (Red River — BMI)	17	When You're Not (Colgems — EMI/Tiny Tiger — ASCAP)	62
Faking Love (Tree — BMI)	51	Lost My Baby Blues (Ben Peters — BMI)	24	Step Back (Tree — BMI)	5	Wild And Blue (Sweet Baby — BMI)	14
Feels Right (Deb/Dave/Briar Patch — BMI)	77	Love Me Today (Yatahey — BMI)	100	Still Taking Chances (Timberwolf — BMI)	45	With You (Onhisown — BMI/Arlan/Ron Muir — ASCAP)	27
Fire Me (Cristy Lane — ASCAP)	86	Love's Gonna Fall (Casa de Oro — SESAC)	98	Sunnyside Of The Mountain (Streets of Gold — ASCAP)	92	Who's Been Sleeping (House of Gold/Jensing — BMI)	93
Going Where (Shade Tree — BMI)	19	Making A Living's (Cedarwood/JenSing — BMI)	65	Sure Feels Like (Larry Gatlin — BMI)	3	Why Baby Why (Fort Knox — BMI)	73
Gonna Have (Cross Keys/Tree — ASCAP/Old Friends/Tree — BMI)	43	Marina Del Rey (Hall-Clement c/o Welk/Golden Opportunity — BMI/SESAC)	16	Talk To Me (Jay & Cee — BMI)	28	You And I (Four Way — ASCAP)	2
Green Eyes (Opa-Locka — ASCAP)	38	Midnight Cabaret (Gervasi — BMI)	81	Thank God For Kids (Milene — ASCAP)	47	You Put (Elektra/Asylum — BMI/Refuge/Cross Keys (Tree) — ASCAP)	95
Hard Candy Christmas (Daniel/Shukat/MCA — ASCAP)	41	Old Home Town (WB/Upward Spiral — ASCAP)	43	The American Dream (Bocephus — BMI)	11	You Win, I Lose (ATV/Rare Blue — BMI)	91
Heartbroke (Chappel — ASCAP)	37	One Tear (Sirdale/Foxtail — ASCAP)	78	The Bird (Pullman/House of Gold/Willie Nelson — BMI)	8	You're So Good (Royalhaven — BMI)	55
Heaven (Mam — ASCAP)	99	Only If There (Barney — BMI)	35	The Devil's Angel (Al-Marie — BMI)	63		
Here We Go (Dirk — BMI)	61	Ooerator (Hall-Clement c/o Welk — BMI)	66	The Elvis Medley (Various Publishers — ASCAP/BMI)	39		
Hold On (Rick Clark/Tricia — ASCAP/Marchetti/Little Chickadee — BMI)	34						
Honky Tonk Magic (House of Gold — BMI)	96						

Exceptionally heavy radio activity this week

Exceptionally heavy sales activity this week

JOE STAMPLEY IS "BACKSLIDIN'"

UP THE CHARTS!



THUMBS UP ON THE NEW JOE STAMPLEY ALBUM.

In addition to his current hit "Backslidin'" (34-03290) it's a model of the consistent quality that fans have come to expect from Stampley. It's got everything. Rollick-

ing rockers like "Southern Comfort" and "I'm Just Crazy Enough". Moving, dramatic performances like "Finding You" and "It's Over". It's even got the best version you've ever heard of

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BACKSLIDIN': ANOTHER STEP FORWARD FOR JOE STAMPLEY
ON *Epic* RECORDS AND CASSETTES.

FE38364

THE COUNTRY MIKE

KZ COUNTRY CHANGES AM CALL LETTERS — In a strategic move designed to provide the AM outlet with a closer association to its FM sister, **WJKZ**/Nashville, country station **WJRB** has received approval from the Federal Communications Commission (FCC) to change the station's call letters to **WNKZ**, effective Nov. 23. The **Mack Sanders**-owned outlet had intended to adopt **WLKZ** as its AM calls until a complaint was lodged with the FCC by **WLAC-AM**, an all-news station. **WNKZ** is located at 1430 on the dial, while **LAC** is nearly at 1510, and officials with the latter were concerned that the similarity of the proposed call letters — **WLKZ** and **WLAC** — would confuse its listeners.

HOW MANY CAN YOU GUESS? — In celebration of this year's Country Music Month, **WJQS**/Jackson decided to name the top 114 country albums of all-time over a two-week period, with the first listener to identify those albums in order receiving all 114 LPs and a new Panasonic stereo system. Listeners were forced to name the title and artist after that information was broadcast via the airwaves one number at a time, accumulating the list until all 114 spots had been identified. The winner, according to station operations manager **David Haley**, was one **Elva Eubanks**.

LANE VISITS LAWRENCEBURG — *Cristy Lane* (l) recently visited **WDXE/Lawrenceburg, Tenn.**, where she met with music director **Dan Hollander**. Lane's "Here's To Us" LP was just released by **Liberty Records**.

culean tasks as hula-hooping, bubble-blowing, hopscotch and other difficult tests of strength. **Paula Hooper** of **WMC** mentioned that the team finished fourth or fifth (nobody was really sure), and that the squad's cheerleaders did finish right behind the **Memphis Americans** pro soccer team cheerleaders.

CONTINUED GROWTH OF COUNTRY RADIO — As evidenced by increasing sales, more people are listening to country music now than ever. With these increases, more stations are noting the dollar signs associated with the format, often changing their respective formats over to country. Latest entries to the growing field of country stations are **KHNY/Riverside** and **KLAR/Laredo**. **J. Robert Brown** will continue to program the California station and **KHNY** general manager **Al Gordon** will be aligning the programming for the Texas outlet.

EUGENE JOCK RETURNS — After a month off the air, **Jim Tull**, morning drive air personality for **KEED/Eugene**, is back at the mike for the country music station. Tull suffered a heart attack this past October and had to have quadruple bypass surgery performed to relieve the problem. Welcome back!

RYAN ELEVATED AT K95 — After serving as music director for the past year-and-a-half, **Rob Ryan** of **KWEN/Tulsa** has also assumed the duties of program director for the FM station. Ryan will continue to handle the music, along with his new duties as program director. Before joining **KWEN**, Ryan served as music and sports director at **WOFM/Greenville, Tenn.**, news reporter for **WDXI/Jackson, Tenn.**, music director for **WKIR-FM** and production director at **WJHR**, also in Jackson, before moving to Tulsa's **K95**.

OAKS GO FOR SECOND STATION — After purchasing **WPFR-FM/Terre Haute**, **Oak Ridge Broadcasting Co.** is on the trail of buying an AM station also located in the Indiana city. **WAAC**, which presently formats big band music, is reported for sale for \$350,000, and the **Oaks'** company is said to be the prime bidder.

STATION REMINDER — In an effort to make the new **OCRB Update** as complete as possible, the **Organization of Country Radio Broadcasters (OCRB)** is asking all country stations who have received the **OCRB's** station questionnaire to return the form back to the group's Nashville offices as soon as possible. These questionnaires will be used to compile an up-to-date list of personnel at each country music station in the U.S.

country mike

PROGRAMMERS PICKS

Lee Manning	WCMS/Norfolk	My Fingers Do The Talkin' — Jerry Lee Lewis — MCA
Susan Duran	WNOE/New Orleans	Born To Love Me — Ray Charles — Columbia
Tiny Hughes	WROZ/Evansville	Thank God For Kids — Oak Ridge Boys — MCA
Mike Lee	KVOC/Casper	Somebody's Always Saying Goodbye — Anne Murray — Capitol
John Buchanon	KNIX/Phoenix	Why Baby Why — Charley Pride — RCA
Janet Bozeman	WJRB/Nashville	Ain't No Trick — Lee Greenwood — MCA
Kevln Herring	WWWW/Detroit	Christmas In Dixie — Alabama — RCA
Duncan Stewart	WDLW/Boston	C.C. Waterback — Haggard & Jones — Epic
Mike Hlnrlchs	KHEY/El Paso	There's No Substitute For You — Younger Brothers — MCA
Bob Hooper	WESC/Greenville	Last Thing I Needed This Morning — Willie Nelson — Columbia
Mark Tudor	WTQR/Winston-Salem	When You're Not A Lady — Jim Glaser — Noble Vision

MOST ADDED COUNTRY SINGLES

1. C.C. WATERBACK — HAGGARD & JONES — EPIC — 28 ADDS
2. WHY BABY WHY — CHARLEY PRIDE — RCA — 27 ADDS
3. FAKING LOVE — T.G. SHEPPARD & KAREN BROOKS — WARNER/CURB — 19 ADDS
4. VELVET CHAINS — GARY MORRIS — WARNER BROS. — 19 ADDS
5. LAST THING I NEEDED FIRST THING THIS MORNING — WILLIE NELSON — COLUMBIA — 18 ADDS

MOST ACTIVE COUNTRY SINGLES

1. TALK TO ME — MICKEY GILLEY — EPIC — 55 REPORTS
2. LIKE NOTHING EVER HAPPENED — SYLVIA — RCA — 51 REPORTS
3. INSIDE — RONNIE MILSAP — RCA — 47 REPORTS
4. WHAT SHE DON'T KNOW WON'T HURT HER — GENE WATSON — MCA — 43 REPORTS
5. WITH YOU — CHARLY McCLAIN — EPIC — 39 REPORTS

SINGLES REVIEWS

OUT OF THE BOX



DON WILLIAMS (MCA-52152)
If Hollywood Don't Need You (3:11) (Hall-Clement Publications, c/o The Welk Music Group — BMI) (B. McDill) (Producers: D. Williams, G. Fundis)
 Songwriter **Bob McDill** seems to have a knack for capturing **Don Williams** at his best (he penned the 1980 release "Good Ole Boys Like Me") and once again has developed a composition perfect for the **Gentle Giant's** relaxed and easygoing manner. A reaffirmation of unconditional devotion to a Hollywood hopeful, the tune is the third released from his "Listen To The Radio" album and should at least match the appeal of his last two efforts, combining a taste of sentiment and folk poignancy.

FEATURE PICKS

- EARL SCRUGGS (VOCAL BY RODNEY DILLARD)** (Columbia 38-03430)
Sittin' On Top Of The World (3:20) (Scruggs Music, Inc. — BMI) (E. Scruggs/R. Dillard) (Producers: R. Scruggs, J. Thompson)
- RAY CHARLES** (Columbia 38-03429)
Born To Love (3:47) (Music City Music, Inc. — ASCAP) (B. Morrison) (Producer: R. Charles)
- J.D. CROWE AND THE NEW SOUTH** (Rounder 4550)
I Never Go Around A Mirror (3:10) (Acuff-Rose — BMI) (L. Frizzell) (Producer: J.D. Crowe)
- LYNN ANDERSON** (ERA ES-070)
Midnight Train To Georgla (3:10) (Keca Music, Inc. — ASCAP) (Weatherly) (Producer: not listed)
- RODNEY LAY** (Churchill CR 94012)
You Could've Heard A Heart Break (2:47) (Songmaker Music — ASCAP) (M. Rossi) (Producer: Nereco Prod., J.B. Barnhill)
- BOBBY LEWIS** (Ventura VRI-203)
Rockabilly Days (2:46) (MPL Comm., Inc./Silverstar Music — BMI) (S. Turner) (Producer: S. Turner)
- MARTY ROBBINS** (Warner/Viva 7-29847)
Honkytonk Man (2:46) (Peso Music/Wallet Music — BMI) (D. Blackwell) (Producer: S. Garrett)

NEW AND DEVELOPING

CHARLIE ROSS (Accord/Townhouse P-B-1063)
The Name Of The Game Is Cheating (2:44) (House Of Gold Music, Inc. — BMI) (T. DuBois, W. Newton) (Producers: W. Aldridge, T. Brasfield, E. Phillips)



Charlie Ross plays by the rules on this cheating tune, reflecting the singles bar well with a strong honky tonk feel enveloped with thick female backing vocals and occasional flamenco rhythmic interjections. Ross' ability to present country material seems to grow with each successive release, continually improving the label's ability to present him as a viable country artist.

ALBUM REVIEWS

GOOD LOVE & HEARTBREAK — Tammy Wynette — Epic FE 38372 — Producer: George Richey — L1st: None — Bar Coded
 Tammy Wynette has long been one of the foremost interpreters of love's ups and downs, and this release reminds the listener of just how intense her abilities are. Pristine production values and a memorable selection of songs effectively complement Wynette's emotional depth, making her latest offering a must-have item for legion of fans. The cover art is a pleasant, slightly new wavish surprise.

The 57th Grand Ole Opry® Birthday Celebration

Thousands attended. And millions heard it "live" in their hometowns.



The 57th Opry Birthday Celebration is history now, but the tremendous success of this event will remain forever in our memories.

And already, plans are taking shape for the 58th to make it even bigger and better.

We sincerely appreciate your support of the Opry Trust Fund and participation in the 1982 event and hope you'll make plans now to come back for the Celebration next year, October 11-15, 1983.

THANK YOU!



**OPRY BIRTHDAY CELEBRATION -
ANNUAL COUNTRY MUSIC WEEK
AND D.J. CONVENTION**

Sony Recorder Used For Studio On Paramount Lot

LOS ANGELES — Sony Digital Audio Division demonstrated its PCM-3324 24-track recorder at the gala opening celebration of the new scoring facility built in Studio M on the Paramount Pictures lot. Jointly constructed by the Los Angeles Record Plant and Glen Glenn Sound at a cost of \$750,000, the new Studio M covers 5,000 square feet, accommodates up to 100 musicians and features an acoustically tuneable construction to meet the needs of virtually every type of recording.

"When Chris Stone (president of the L.A. Record Plant) asked if I could make our new multi-track available for the opening, I was very excited," said Rick Plushner, Sony Digital Audio national sales manager. "Everyone is impressed with the high technology that the Record Plant has brought to the film industry, and I felt that the use of Sony equipment would only help to further define the new direction of film sound scoring."

Important Factor

Said Stone, who also serves as president of the Society of Professional Audio Recording Studios (SPARS), "The visual industries, film and television, have finally determined that sound is a very important factor, especially since in many cases the soundtracks have been the major element of profit. Because the Record Plant is a top studio, we have spent more time with the latest recording equipment and are uniquely capable of bringing the industry up to speed with regard to audio. Our new facility was designed to forward the state-of-the-art in film scoring.

"It was only natural to have the most advanced tape recorder in the room for our opening."

Sony's Plushner said at the recent Audio Engineering Society (AES) convention at



TOASTING THE OPENING OF STUDIO M — A demo of Sony's PCM-3324 24-track digital machine was one of the highlights of a gala party celebrating the opening of Studio M, Record Plant and Glen Glenn's scoring facility on the Paramount lot. Pictured are (l-r): Chris Stone, president of the LA Record Plant and the Society of Professional Audio Recording Studios (SPARS); Bart DiGrazia, administrative director of SPARS; Nick Morris, Sony professional Audio Products general manager; and Rick Plushner, Sony Digital Audio national sales manager.

the Disneyland Hotel in Anaheim, Calif., that he is "initiating some movement with film companies here," as well as with the studios themselves, to stimulate interest in digital recording. He noted that "it's just the introduction of digital multi-track recording.

"Three years ago, mixing to (digital) two track wasn't very common but it's getting to be more so now," Plushner pointed out.

He added that rental companies both here and in Nashville have already ordered 24-track units, which cost around \$150,000 and that he was "looking in the range of six to eight orders" this year.

"We just delivered systems to Atlantic in New York, Elektra/Asylum and Warner Bros. in L.A. and Motown/Hitsville as well as CBS, which owns several systems," Plushner concluded. "There are lots of positive signs for digital audio."

JBL's Parent Firm Acquires UREI

LOS ANGELES — Harman International Industries, Inc., parent of JBL Inc., has signed a letter of intent to purchase United Recording Corp. United is the parent company of UREI, a leading manufacturer of electronics products for the professional sound industry.

"UREI is an ideal complement to the JBL Professional Sound Division," said Jerry Kavlov, president of Harman International and JBL. "The marriage of JBL and UREI will enable sound contractors and pro sound dealers to design complete top-quality sound systems from a single supplier."

The acquisition is subject to approval by the Harman International board, and acceptance of a tender offer by URC stockholders.

Harman International is a diversified manufacturer and worldwide marketer of audio products. It has manufacturing plants in California and Indiana and owns full-line distribution companies in Germany, France, Great Britain, Australia and Japan.

3M Co. Names Board To Award 1982 'Scotty'

NEW YORK — 3M's magnetic audio/video products division has named a six-man board of governors to select this year's winners of the Scotty Award. The board includes writer/producer John Boylan, 3M technical service manager Delos Eilers, recording engineer Jimmy Johnson, engineer/producer Tom Jung, engineer George Massenber and magazine editor Jim McCullough. Each will serve for a year.

Sony 'Video 45' Music Cassette Due In January

by Michael Glynn

LOS ANGELES — At the forthcoming 1983 Winter Consumer Electronics Show (CES) in January, Sony Corp. of America will kick off the marketing of what it is calling the "Video 45," two-to-three video clips by recording/video artists on Beta and VHS cassette. Approximately 10-15 minutes in length, Video 45s are expected to retail for between \$15 and \$20.

"We've been analyzing the video software market and found that while music programming has done much worse, in terms of overall sales, than movies, that was primarily due to two factors: length and price," said Sony national manager of video software operations John O'Donnell. "Length was a key factor, because especially with regards to concert videos, people get bored watching an artist doing basically the same thing after more than three numbers or so.

"And the price point, usually around \$40 or \$45, was much too high. We simply feel that the consumer will be more amenable to collecting a video single."

Indeed, O'Donnell points out that the concept has already met with some success in Japan, where CBS/Sony has sold 32,000 video singles in four months.

Here, O'Donnell said that he is already beginning to get some response from record labels and independent producers. "We've already received about 20 calls from interested record companies and production companies," he noted, "even some representatives of those artists who have retained the rights to their promotional videos."

As O'Donnell sees it, the "hybrid licensing or custom manufacturing deal" offered by Sony to record companies and other video producers is "risk free," with Sony providing packaging, duplication, promotion, advertising and sales support.

Small Advance

"Our approach is that we pay them a small advance up front, we handle all the necessary marketing functions, and, if we make some money, they'll share in the royalties as well."

Holiday Radio Features Announced

(continued from page 18)

spot will play "Run Rudolph Run," by Chuck Berry, followed by "Monster's Holiday" by Bobby Boris Pickett, then by Foghat's version of "Run Rudolph Run." The next edition features Bob Seger's "Sock It To Me Santa," followed by Keith Richards' rendition of "Run Rudolph Run." On Dec. 22, Squeeze will sing "Christmas Day," Gary U.S. Bonds' "Call Me For Christmas" airs Dec. 23, and the Elvin Bishop Band's interpretation of "Silent Night" marks the Christmas Eve edition.

Another offbeat Christmas offering is Westwood One's Dec. 19th edition of the *Dr. Demento Show*. The two-hour program, airing at 150 stations nationwide, will feature an assortment of unrevealed but "demented" Christmas songs. The syndicator's *Live At Gilley's* show to air the same week, will feature an as-yet-undetermined country artist singing Christmas songs, much in the manner of the Gatlin Brothers on DIR's *Silver Eagle*.

In addition, the two-and-a-half minute AOR artist interview spots like *Off The Record*, and *Star Trak* and B/C-oriented *Shootin' Breeze* will run what they consider their best shows for 1982. According to spokeswoman Jane Sherwin, those have not been decided yet.

As it does every year, Drake-Chenault will be offering its MOR-formatted *Christmas At Our House* and *Country Christmas*. The former, hosted by Sonny Melendrez and airing over 100 stations, is

The only stipulation, added O'Donnell, is that the person or company Sony is dealing with for a particular video piece "retains all the rights involved — mechanical, synchronization, or whatever."

While most label representatives who were contacted regarding Sony's plan said that they didn't know enough about the details to comment, there were a few general reservations expressed in certain sectors of the industry as to whether the record companies would necessarily want to license their videos to an outside company, and especially one with a background primarily in hardware.

"We know (Warner Amex's cable music channel) MTV helps sales, that's for sure," said Joe Cohen, executive vice president of the National Assn. of Recording Merchandisers (NARM). "But I don't see a whole lot of labels relinquishing their rights to Sony when, in many cases, they could market it themselves."

"Marketing a new art form ... takes years and years," added Cohen. "I'm sure that, like myself, a lot of people would like to see it marketed with special care and knowledge by the same companies who have a hand in creating the music."

One label executive, who wished to remain unnamed, said that "if we were actually going to commercially exploit our promotional videos, I'd assume we'd do it through our home video company."

Sony, however, is not relying solely on the record labels. According to O'Donnell, the company has already signed at least one record/video artist, Jesse Rae of Scotland Video, who signed an agreement with Sony before obtaining a recording/video contract with CBS. "(Rae) came in many months before his deal and showed us his clips," O'Donnell pointed out. "It had nothing to do with the recording company."

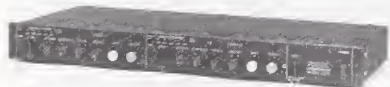
Bolstering Beta

Meanwhile, some electronics industry observers have viewed Sony's setting up of its software division to promote projects like the Video 45 as little more than a desperate attempt to bolster Beta videocassette format, which continues to trail VHS by an ever-widening margin. O'Donnell denied those claims, noting that Video 45s would be available in both formats, although he did foresee some problems in trying to attain the same high quality of stereo audio with VHS as on Beta.

Fostex Is Marketing New 2-Channel Gated Compressor/Limiter

LOS ANGELES — Fostex Corp. of America has begun marketing a new 2-Channel Gated Compressor/Limiter, according to vice president of marketing and sales Mark Cohen.

Gain reduction is accomplished by a VCA circuit in the compressor/limiter, which is controlled by pulse width modulation. An electronic switch in the VCA circuit opens and closes at a rate of 200 kHz, and by varying the length of time the switch is open or closed during each cycle, signal energy is reduced without distorting the program.



"One of the most unique features of this new product is external access to the detect circuit which controls the VA operation," said Fostex's Cohen, "so that when an equalizer, for example, is connected to the VCA input, the normal operation of the compressor/limiting circuits becomes frequency dependent."

Other features include a noise gate function with independent threshold setting, LED displays indicating gain reduction in calibrated decibel readings and dual mono or "linked" stereo modes. Maximum gain reduction is 32 dB.

Suggested list price of the 2-Channel Gated Compressor/Limiter is \$400.

BLACK CONTEMPORARY

TOP 75 ALBUMS

		Weeks On Chart	11/27	Chart
1	MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197)	3	3	
2	LIONEL RICHIE (Motown 6007ML)	1	8	
3	FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235)	2	8	
4	SILK ELECTRIC DIANA ROSS (RCA AFL1-4386)	4	8	
5	WHAT TIME IS IT? THE TIME (Warner Bros. 9 23701-1)	5	12	
6	1999 PRINCE (Warner Bros. 9 23720-1F)	9	3	
7	GET LOOSE EVELYN KING (RCA AFL1-4337)	6	13	
8	VANITY 6 (Warner Bros. 9 23716-1)	7	10	
9	AS ONE KOOL & THE GANG (De-Lite/PolyGram DSR 8505)	8	10	
10	JANET JACKSON (A&M SP-6-4907)	14	6	
11	JUMP TO IT ARETHA FRANKLIN (Arista AL 9602)	11	18	
12	THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH 268)	10	8	
13	SECOND TO NUNN BOBBY NUNN (Motown 6022)	13	9	
14	ZAPP II ZAPP (Warner Bros. 9 23583-1)	12	18	
15	PROPOSITIONS THE BAR-KAYS (Mercury/PolyGram SRM-1-4065)	20	4	
16	THE OTHER SIDE OF THE RAINBOW MELBA MOORE (Capitol ST-12243)	18	6	
17	JUST AIN'T GOOD ENOUGH JOHNNIE TAYLOR (Beverly Glen BG 10001)	22	6	
18	WILD NIGHT ONE WAY (MCA-5369)	16	7	
19	HEARTBREAKER DIONNE WARWICK (Arista AL 9609)	21	7	
20	GAP BAND IV THE GAP BAND (Total Experience/PolyGram TE-1-3001)	15	26	
21	TO THE MAX CON FUNK SHUN (Mercury/PolyGram SRM-1-4067)	25	3	
22	JEFFREY OSBORNE (A&M SP-4896)	17	25	
23	TANTALIZINGLY HOT STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	23	18	
24	SKYYJAMMER SKYY (Salsoul/RCA SA-8555)	35	3	
25	SNEAKIN' OUT STACY LATTISAW (Cotillion/Atco 90002-1)	19	16	
26	INSTANT LOVE CHERYL LYNN (Columbia FC 38057)	26	22	
27	GRAND SLAM THE SPINNERS (Atlantic 80020-1)	28	6	
28	CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	32	5	
29	NEW DIRECTIONS TAVARES (RCA AFL1-4357)	27	11	
30	IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warner Bros. 9 23703-1)	24	12	
31	SEVENTEEN BILL SUMMERS & SUMMERS HEAT (MCA-5367)	39	5	
32	IN THE HEAT OF THE NIGHT IMAGINATION (MCA-5373)	33	5	
33	THE BAD C.C. CARL CARLTON (RCA AFL1-4425)	31	8	
34	HARD TIMES MILLIE JACKSON (Spring/PolyGram SP-1-6737)	38	4	
35	LET ME TICKLE YOUR FANCY JERMAINE JACKSON (Motown 6017ML)	30	18	
36	WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1)	34	19	
37	S.O.S. III THE S.O.S. BAND (Tabu/CBS FZ 38352)	50	2	

		Weeks On Chart	11/27	Chart
38	DONNA SUMMER (Geffen GHS 2005)	36	18	
39	ALICIA ALICIA MYERS (MCA-5181)	41	11	
40	TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244)	46	4	
41	ALL THIS LOVE DeBARGE (Motown 6012G)	42	6	
42	THIS ONE'S FOR YOU TEDDY PENDERGRASS (Philadelphia Int'l/CBS FZ 38118)	29	16	
43	TONGUE IN CHIC CHIC (Atlantic 80031-1)	57	2	
44	THROWIN' DOWN RICK JAMES (Gordy/Motown 6005GL)	37	27	
45	DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241)	—	1	
46	EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Owest/Warner Bros. OWS 3691)	40	9	
47	ENCHANTED LADY ENCHANTMENT (Columbia FC 38024)	52	3	
48	LIVIN' IN THE NEW WAVE ANDRE CYMONE (Columbia FC 38123)	55	5	
49	THE REAL DEAL THE ISLEY BROTHERS (T-Neck/CBS FZ 38047)	44	16	
50	CHANGE BARRY WHITE (Unlimited Gold/CBS FZ 38048)	43	14	
51	ICE 'N HOT JERRY BUTLER (Fountain FR 2-82-1)	53	9	
52	FIRST TAKE THE VALENTINE BROTHERS (Bridge BR-101936)	54	15	
53	FRICTION CHOCOLATE MILK (RCA AFL1-4412)	60	2	
54	ALL THE GREAT HITS THE COMMODORES (Motown 6028ML)	—	1	
55	UPSTAIRS AT ERIC'S YAZ (Sire 9 23737-1)	59	10	
56	COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246)	—	1	
57	D TRAIN (Prelude PRL 14105)	61	4	
58	REDD HOT SHARON REDD (Prelude PRL 14106)	58	5	
59	RIGHT BACK AT CHA! DYNASTY (Elektra 9 60176-1)	—	1	
60	GIVE EVERYBODY SOME RICHARD "DIMPLES" FIELDS (Boardwalk NB-33258-1)	—	1	
61	HONESTY CURTIS MAYFIELD (Boardwalk NB 33256-1)	51	9	
62	HERE WE GO AGAIN BOBBY BLAND (MCA-5297)	62	22	
63	KEEPIN' LOVE NEW HOWARD JOHNSON (A&M SP-4895)	49	20	
64	THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23696-1)	—	1	
65	STEVIE WONDER'S ORIGINAL MUSIQUARIUM I STEVIE WONDER (Tamil/Motown 6002TL2)	63	28	
66	DISTANT LOVER ALPHONSE MOUZON (Highrise HR 100AE)	69	2	
67	WE GO A LONG WAY BACK BLOODSTONE (T-Neck/CBS FZ 38115)	56	22	
68	DOWN HOME ZZ HILL (Malaco MAL 7406)	64	43	
69	GWEN GUTHRIE (Island/Atco 90004-1)	47	13	
70	WINDSONG RANDY CRAWFORD (Warner Bros. 9 60142-1)	66	25	
71	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	71	68	
72	THE OTHER WOMAN RAY PARKER, JR. (Arista AL 9590)	68	33	
73	SUNRIZE (Boardwalk NB-33257-1)	45	11	
74	FRIENDS SHALAMAR (Solar/Elektra S28)	67	42	
75	TOUGH KURTIS BLOW (Mercury/PolyGram MX-1-505)	48	11	



GET DOWN WITH BROWN — Soulstirring Capitol artist Sheree Brown recently visited Los Angeles high schools to perform, give away autographed copies of her latest album, "The Music," and lecture against drug abuse. Here she appears at Inglewood High School, ambling into the audience during her mini-concert.

THE RHYTHM SECTION

SHORT CUTS — The much-awaited "Thriller" album on Epic by Michael Jackson, due to ship Nov. 29, will contain a collaboration between Jackson and premier heavy metal axeman Eddie Van Halen on the cut "Beat It." While it may never be released as a single, Epic officials noted that the Jackson-penned tune, complete with funky new wave and wallbanger rock influences, might attract a few AOR programmers. "Beat It," along with the rest of "Thriller," was produced by Quincy Jones. . . Lionel Richie, who reached #1 bullet on the Cash Box Pop Singles chart this week with "Truly," is preparing for an appearance on NBC-TV's *Saturday Night Live* and is also building a band to accompany him on a 30-date tour set to begin in February.

JUST A LITTLE INDIGESTION — R&B stalwart Ike Turner was recently arrested in Los Angeles on suspicion of cocaine possession but was not charged after a lab report showed that the white powdery substance he was carrying at the time of his arrest was actually a gram of baking soda sometimes used for relief of indigestion. Police stopped Turner in his 1982 Rolls-Royce on Crenshaw Blvd. in a L.A. suburb of Inglewood for a "traffic violation" and spotted an envelope normally used to hold the stimulant drug. Although Turner spent the night in jail, he was released after the preliminary lab test.

MIXED BAG — The first Jamaican World Music Festival, set for Nov. 25-27, expected to attract more than 75,000 people to the Freeport Zone of that lavish Caribbean geography known as Montego Bay. The World Music Festival is to be held in conjunction with the opening of the just-built Bob Marley Memorial Performing Center, which Jamaican Prime Minister Edward Seaga will formally dedicate the opening night of the festival. A diverse mixture of more than 20 acts from around the globe, including the Grateful Dead, Aretha Franklin, Rick James, Gladys Knight and the Pips, The Clash, The Beach Boys, The B-52's, Rita Marley (widow of the late reggae proponent) and the Melody Makers (Bob Marley's children), will gather at the specially built outdoor concert facility. Hotel, camping and airport facilities on the West Indian island expect to be operating at capacity during the festival, which is being produced by Feyline Presents, Inc. of Denver.

THE DUTCHIE — "Pass The Dutchie" by Musical Youth, is at the forefront of another invasion of the U.S. airwaves, with a video featuring the five youngsters (aged 11-16) in hot rotation on the nation's video music shows. Following a special segment on the CBS *Evening News*, Musical Youth's video of "Pass the Dutchie" is now being shown on Video Music Channel, California Music Channel, Rockamerica, Lion Management Cable, AT&T's *Night Flight*, the USA Cable, MTV, ON-TV, HBO and Showtime. The group will also be featured on segments of the *Today Show* and *Entertainment Tonight*. The Birmingham, England-bred youngsters' single is a million-seller in their homeland, where they've appeared on both of the national TV webs and have received a lot of favorable press. MCA Records has released the group's single here as a 12" with a long and short version, one in semi-dub style.

SALUTE — The 1983 *Salute To Rhythm & Blues* will be taped Feb. 4-6 at the Sahara Hotel in Las Vegas for airing in more than 100 markets during April. The two-hour special is to be carried on cable by Black Entertainment Television. Frank Talmio of Fremantle USA announced syndication of the show with Fred Tastashore as executive producer and Debbie McDuffie, Jo-Ann Geffen and Myrna Williams serving as talent coordinators. McDuffie will also serve as musical director on the program, which has already confirmed Gladys Knight as one of the hosts.

COMMUNITY SUPPORT — A meeting between members of the National Assn. of Black Promoters (NABP), Rev. Jesse Jackson of Operation PUSH and Steve Fagnoli of the management firm of Cavallo, Ruffalo & Fagnoli, held Nov. 20 in Chicago, was characterized as "positive" and a "step in the right direction." The meeting was called to discuss how Fagnoli and company, which manages Earth, Wind & Fire, Prince, The Time, Ray Parker, Jr., and Vanity 6, among others, could involve more black-owned support groups in the promotion of concert tours and to establish a cooperative rapport with members of the NABP. According to a spokesman for the NABP, the meeting produced an agreement by which management, whose acts appeal substantially to the black community, would prevail upon black-owned support services for tours by such artists, or, in the event it is determined that no black-owned support service (i.e. limousine services, catering, security, etc.) exists in a market, then a company that supports the black community by hiring black craftsman/technicians be employed. It was also agreed that the company would select promoters for concert tours on the basis of market knowledge and past record, with a special consideration of NABP members. Fagnoli told *Cash Box* that he went into the meeting with positive expectations and was eager to establish a cooperative relationship with NABP members. He also noted that during the meeting a discussion of the NABP's public image was raised and that Rev. Jackson agreed that the press has made much of boycott threats by the association, tactics which did not characterize its current efforts to gain economic solvency for black promoters. Jackson had previously stressed the possibility of boycott as a leverage tool in the event of no cooperation (*Cash Box*, April 17).

michael martinez

TOP 100 BLACK CONTEMPORARY SINGLES

December 4, 1982

	Weeks On Chart	11/27 Chart		Weeks On Chart	11/27 Chart		Weeks On Chart	11/27 Chart
1 SEXUAL HEALING			34 ARE YOU SERIOUS			68 I WAS TIRED OF BEING ALONE (GLAD I GOT CHA)		
MARVIN GAYE (Columbia 38-03302)	1	8	TYRONE DAVIS (Highrise SHR-2005)	54	3	PATRICIA RUSHEN (Elektra 7-69930)	72	3
2 TRULY			35 USED TO BE			69 AFTER I CRY TONIGHT		
LIONEL RICHIE (Motown 1644)	3	8	CHARLENE & STEVIE WONDER (Motown 1650)	43	5	LANIER & COMPANY (LARC 81010)	75	3
3 MUSCLES			36 TURN TO ME			70 MIND UP TONIGHT		
DIANA ROSS (RCA PB-13348)	2	9	MAXINE NIGHTINGALE FEATURING JIMMY RUFFIN (Highrise SHR-2004)	46	4	MELBA MOORE (Capitol B-5180)	77	3
4 1999			37 WALK ON BY			71 I WANT TO THANK YOU		
PRINCE (Werner Bros. 7-29896)	5	8	D TRAIN (Prelude PRL 8057)	44	8	ALICIA MYERS (MCA 52107)	45	10
5 THE GIRL IS MINE			38 SEVENTEEN			72 A PENNY FOR YOUR THOUGHTS		
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)	8	4	BILL SUMMERS & SUMMERS HEAT (MCA 52115)	42	8	TAVARES (RCA PB-13292)	30	16
6 BAD BOY/HAVING A PARTY			39 STATE OF INDEPENDENCE			73 YOU DROPPED A BOMB ON ME		
LUTHER VANDROSS (Epic 14-03205)	4	12	DONNA SUMMER (Geffen 7-29895)	39	9	THE GAP BAND (Total Experience/PolyGram TE 8203)	27	18
7 YOUNG LOVE			40 STAY WITH ME			74 HAPPY FEELING		
JANET JACKSON (A&M 2440)	11	9	R.J.'s LATEST ARRIVAL (Zoo York WS4 03228)	41	9	DENROY MORGAN (Becket BKD 512)	82	3
8 LOVE COME DOWN			41 TAKE IT OFF			75 VICTORY		
EVELYN KING (RCA JH-1327)	6	19	CHOCOLATE MILK (RCA PB-13364)	48	5	MIDNIGHT STAR (Soler/Elektra 7-69932)	78	3
9 777-9311			42 SWEET BABY			76 MUSIC AND LIGHTS		
THE TIME (Warner Bros. 7-29952)	7	16	HARRY RAY (Sugar Hill SH 789)	47	6	IMAGINATION (MCA-52129)	86	2
10 GOT TO BE THERE			43 LOVE ME RIGHT			77 ALL NIGHT LONG		
CHAKA KHAN (Warner Bros. 7-29881)	20	5	ARETHA FRANKLIN (Arista AS1023)	61	2	STARPOINT (Chocolate City/PolyGram CC3236)	67	5
11 NASTY GIRL			44 PAINTED PICTURE			78 ONE MORE TIME		
VANITY 6 (Warner Bros. 7-29908)	12	10	COMMODORES (Motown 1651)	62	2	McFADDEN & WHITEHEAD (Capitol 5176)	89	2
12 DOO WA DITTY (BLOW THAT THING)			45 SPECIAL OCCASION			79 MS. FINE BROWN FRAME		
ZAPP (Warner Bros. 7-29891)	15	7	MILLIE JACKSON (Spring/PolyGram SP 3028)	49	7	SYL JOHNSON (Boerdwelk NB-99904-9)	83	4
13 PUT IT IN A MAGAZINE			46 SCORPIO			80 CAN'T BELIEVE		
SONNY CHARLES (Highrise SHR-2001)	16	10	GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH790)	53	5	NANCY MARTIN (RFC/Atlantic 7-89957)	80	3
14 SHE'S JUST A GROUPIE			47 WILD NIGHT			81 BABY, COME TO ME		
BOBBY NUNN (Motown 1643)	14	11	ONE WAY (MCA-52133)	51	5	PATTI AUSTIN (Qwest/Werner Bros. QWE50036)	85	6
15 DO IT (LET ME SEE YOU SHAKE)			48 OUTSTANDING			82 MAGIC IN THE MOONLIGHT		
THE BAR-KAYS (Mercury/PolyGram 76187)	18	7	THE GAP BAND (Total Experience/PolyGram TE 8205)	81	2	SPINNERS (Atlantic 7-89962)	23	9
16 LET'S GO DANCIN' (OOH LA, LA, LA)			49 STROKIN'			83 I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR)		
KOOL & THE GANG (De-Lite/PolyGram DE824)	19	5	DYNASTY (Soler/Elektra 7-69927)	56	5	MICHAEL McDONALD (Warner Bros. 7-29933)	32	16
17 ON THE WINGS OF LOVE			50 KEEP AWAY GIRLS			84 CHANGE THE WORLD		
JEFFREY OSBORNE (A&M 2434)	13	12	STEPHANIE MILLS (Cesablenca/PolyGram NB2354)	26	11	ALFONZO (LARC 81011)	—	1
18 ATTACK OF THE NAME GAME			51 VERY SPECIAL PART			85 PASSION		
STACY LATTISAW (Cotillion/Atco 7-99968)	17	11	JERMAINE JACKSON (Motown 1649)	59	5	BARRY WHITE (Unlimited Gold/CBS ZS4 03379)	—	1
19 YOUR PRECIOUS LOVE			52 PEOPLE TREAT YOU FUNKY			86 FUNNY HOW TIME SLIPS AWAY		
AL JARREAU AND RANDY CRAWFORD (Werner Bros. 7-29893)	21	9	RICHARD "DIMPLES" FIELDS (Boerdwelk NB-11-164-7)	60	4	SPINNERS (Atlantic 7-89922)	—	1
20 HIGH HOPES			53 KEEPIN' LOVE NEW			87 MANEATER		
THE S.O.S. BAND (Tebu/CBS ZS4 03248)	22	9	HOWARD JOHNSON (A&M 2448)	58	6	DARYL HALL & JOHN OATES (RCA PB-13354)	—	1
21 IF THIS WORLD WERE MINE			54 WILD GIRLS			88 I.G.Y. (WHAT A BEAUTIFUL WORLD)		
CHERYL LYNN WITH LUTHER VANDROSS (Columbia 18-03204)	10	14	KLYMAXX (Soler/Elektra 7-69955)	57	7	DONALD FAGEN (Warner Bros. 7-29900)	—	1
22 LOOPZILLA			55 PLAY AT YOUR OWN RISK			89 LET ME TICKLE YOUR FANCY		
GEORGE CLINTON (Capitol B-5160)	25	8	PLANET PATROL (Tommy Boy 825)	66	5	JERMAINE JACKSON (Motown 1628FM)	31	19
23 LOVE'S COMIN' AT YA			56 AIN'T NOBODY, BABY			90 INTRO (COME TO BLOW YA MIND)		
MELBA MOORE (EMI America B-8126)	9	16	CON FUNK SHUN (Mercury/PolyGram 76185)	68	4	SLAVE (Cotillion/Atco 7-99953)	—	1
24 WHAT ABOUT MY LOVE			57 HANGIN'			91 BABY I NEED YOUR LOVING		
JOHNNIE TAYLOR (Beverly Glen BG-2002)	24	13	CHIC (Atlantic 7-89954)	63	4	CARL CARLTON (RCA PB-13313)	33	15
25 NIPPLE TO THE BOTTLE			58 LET ME BE CLOSE TO YOU			92 JUMP TO IT		
GRACE JONES (Island/Atco 7-99963)	34	6	THE VALENTINE BROS. (Bridge BR-1984)	65	5	ARETHA FRANKLIN (Ariste AS 0699)	28	23
26 LADY IN RED			59 IN AND OUT			93 MT. AIRY GROOVE		
ALPHONSE MOUZON (Highrise SHR-2000)	29	11	WILLIE HUTCH (Motown 1637)	64	5	PIECES OF A DREAM (Elektra E-47482)	76	18
27 THE SMURF			60 BAD BOY			94 IT'S OUR OWN AFFAIR		
TYRONE BRUNSON (Believe In A Dream/CBS ZS4 03163)	36	6	RAY PARKER, JR. (Ariste AS 1030)	—	1	RAY PARKER JR. (Arista AS 1014)	40	9
28 BODY SLAM			61 KNOCKOUT			95 PACK JAM		
BOOTSIE'S RUBBER BAND (Warner Bros. 7-29889)	35	8	MARGIE JOSEPH (HCRC WS4 03337)	71	3	JONZUN CREW (Tommy Boy TB-826)	87	11
29 THE WALK			62 KELLY'S EYES			96 GIVE ME YOUR LOVE		
THE TIME (Warner Bros. 7-29856)	52	3	ANDRE CYMONE (Columbia 38-03301)	69	4	PEABO BRYSON (Capitol B-5157)	79	13
30 WELCOME TO THE CLUB			63 THE BEST IS YET TO COME			97 THE MESSAGE		
THE BROTHERS JOHNSON (A&M 2506)	55	2	GROVER WASHINGTON, JR. with PATTI LABELLE (Elektra 7-69887)	—	1	GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill 584)	92	19
31 BETCHA SHE DON'T LOVE YOU			64 SHE BLEW MY MIND (69 TIMES)			98 IN MOTION		
EVELYN KING (RCA PB-13380)	50	4	RICK JAMES (Gordy/Motown 1646)	70	4	FREDA PAYNE (Sutra SUA 117)	88	7
32 MOVIN' VIOLATION			65 THERE I GO			99 PUT YOUR MONEY WHERE THE FUNK IS		
SKYY (Selsoul/RCA S7 7036)	38	6	ALFIE SILAS (RCA PB-13387)	84	2	MANDRILL (Montage 1222)	93	4
33 HEARTBREAKER			66 DO IT ANY WAY YOU WANT			100 IT SHOULD HAVE BEEN YOU		
DIONNE WARWICK (Ariste AS1015)	37	8	ROBERT WINTERS & FALL (Cesablenca/PolyGram NB2361)	73	3	GWEN GUTHRIE (Island/Atco IL 150)	90	16
			67 ENUFF IS ENUFF					
			RODNEY FRANKLIN (Columbia 38-03273)	74	3			

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

A Penny For (Kenny Nolan/Downtown — ASCAP) . 72	Heartbreaker (Gibb Bros. adm. by Unichappell — BMI) . 33	Magic In The (Bull Pen — BMI) . 82	She Blew My (Jobete/Stone City — ASCAP) . 64
After I Cry (Wishbone/Hot Stuff — BMI) . 69	BMI) . 33	Maneater (Fust Buzza/Hot-Cha/Unichappell — BMI) 87	She's Just A (Stone Diamond — BMI) . 14
Ain't Nobody (Val-je Joe/Bee Jermaine — BMI) . 56	High Hopes (Interior/Irving—BMI/Richer—ASCAP) 20	Mind Up (Mighty M — ASCAP) . 70	Special Occasion (Unichappell — BMI) . 45
All Night Long (Harridur/Licyndiana/Adm. by Ensign — BMI) . 77	I.G.Y. (Freejunkt — ASCAP) . 88	Mt. Airy Groove (G.W. Jr./Outer National—ASCAP) 93	State of (WB — ASCAP/Spheric B.V. Buma/Toughnot — PRS) . 39
Are You Serious (Content/Tiaura Ani Kiki — BMI) . 34	I Keep (Yellow Dog — ASCAP) . 83	Movin' Violation (Alligator — ASCAP) . 32	Stay With Me (Arrival — BMI) . 40
Attack Of (Gratitude Sky — ASCAP/Pologrounds — BMI) . 18	I Want To (Perk's/Duchess/MCA — BMI) . 71	Ms. Fine Brown (On The Boardwalk/Syl-Zel — BMI) 79	Strokine (L.F.S.III/Spectrum VII — ASCAP) . 49
Baby, Come To Me (Roadsongs — PRS) . 81	I Was Tired (Baby Fingers/Mims/Amez — ASCAP/Freddie Dee — BMI) . 68	Muscles (Mijac — BMI) . 3	Sweet Baby (Sugar Hill — BMI) . 42
Baby I Need (Jobete Music — BMI) . 91	If This World Were Mine (Jobete Music — BMI) . 21	Music and Lights (MCA Music — ASCAP) . 76	Take It Off (Cessess/Million Dollar — BMI) . 41
Bad Boy (ABKCO — BMI/Legs — ASCAP) . 6	In And Out (Stone Diamond — BMI) . 59	Nasty Girl (Girl's Song — ASCAP) . 11	The Best Is Yet (Assorted — BMI) . 63
Bad Boy (Raydiola — ASCAP) . 60	In Motion (Amber Pass/Richer — ASCAP) . 98	1999 (Controversary — ASCAP) . 4	The Girl Is Mine (Mijac — BMI) . 5
Betcha She Don't (Music Corp. of America/Kashif — BMI) . 31	Intro (Slave Song/Cotillion — BMI) . 90	Nipple To The (Ackee/Grace Jones Entrp. — ASCAP/Ixat/Island — BMI) . 25	The Message (Sugar Hill — BMI) . 97
Body Slam (Mash-A-Mug — BMI) . 28	It Should Have (Ackee — ASCAP) . 100	On The Wings (Lincoln Pond/Almo/March 9 — ASCAP) . 17	The Smurf (Dexotis/Band of Angels — BMI) . 27
Can't Believe (Few Minutes/Brune Hi/PROCAN/Memory Lane — BMI) . 80	It's Our Own (Raydiola — ASCAP) . 94	One More Time (McFadden & Whitehead — BMI/Berry Eastmond — ASCAP) . 78	The Walk (Tionna — ASCAP) . 29
Change The World (Claka/Fonz Songs/Lindee — ASCAP) . 84	Jump To It (Uncle Ronnie's/April/Sunset Burgundy — ASCAP) . 92	Outstanding (Total Experience — BMI) . 48	There I Go (ATV — BMI) . 65
Do It (Warner-Tamerlane/Bar-Kays — BMI) . 15	Keep Away Girls (Nick-O-Val — ASCAP) . 50	Pack Jam (Tommy Boy — ASCAP) . 95	Truly (Brockman — BMI) . 2
Do It Any (Warner-Tamerlane Marsaint — BMI) . 66	Keepin' Love New (Duchess — BMI) . 53	Painted Picture (Walter Orange/Snouse — ASCAP) 44	Turn To Me (Peer Int'l Corp./Jet D'eu/Cinescore — BMI) . 36
Doo Wa Ditty (Troutman's — BMI) . 12	Kelly's Eyes (Ultrawave — BMI) . 62	Passion (Ba-Dak'e/Seven Songs — BMI) . 85	Used To Be (Stone Diamond — BMI) . 35
Enuff Is Enuff (Maicaboom/Clarkee — BMI) . 67	Knockout (Mannish Kidd/Funtown — BMI) . 61	People Treat You (On The Boardwalk/Dat Richfield Kat — BMI/Songs Can Sing — ASCAP) . 52	Very Special (Jobete — ASCAP) . 51
Funny How Time (Tree/Tree Group — BMI) . 86	Lady In Red (Mouzon — ASCAP) . 26	Play At Your (Shakin' Baker — BMI) . 55	Victory (Midstar/Hip-Trip — BMI) . 75
Give Me Your (WB/Peabo — ASCAP) . 96	Let Me Be (Stan/Flo — BMI) . 58	Put It In (Pari-Wex/Sun Hill — ASCAP) . 13	Walk On By (Blue Seas/Jac — ASCAP) . 37
Got To Be (Jobete/Glenwood — ASCAP) . 10	Let Me Tickle (Black Stallion — ASCAP/Fet Jack The Second — BMI) . 89	Put Your Money (Deep Canyon/Mandrill — ASCAP) 99	Welcome To (State Of The Arts/Kelko — ASCAP) . 30
Hangin' (Chic — BMI) . 57	Let's Go Dancin' (Delightful — BMI/Double F — ASCAP) . 16	Scorpio (Sugar Hill — BMI) . 46	What About (Beverly Glen/Speced Heads — BMI) . 24
Happy Feelings (Fools Prayer/Bert Reid — BMI/Amber Pass/Fresh Ideas — ASCAP) . 74	Loopzilla (Malbiz/Jobete — BMI) . 22	777-9311 (Tionna — ASCAP) . 9	Wild Girls (Flyte-Tyme/Spectrum VII — ASCAP) . 54
	Love Come (Music Corp. of America/Keshif — BMI) 8	Seventeen (Bilsum Music — BMI) . 38	Wild Night (Perk's Duchess — BMI) . 47
	Love's Comin' At Ya (Mighty M — ASCAP) . 23	Sexual Healing (April — ASCAP) . 1	You Dropped (Total Experience — BMI) . 73
	Love Me Right (April/Uncle Ronnie's — ASCAP) . 43		Young Love (A La Mode/Arista — ASCAP) . 7
			Your Precious (Jobete — ASCAP) . 19

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MOST ADDED SINGLES

- BAD BOY — RAY PARKER, JR. — ARISTA**
WNHC, WCIN, WJLB, WLOU, WLUM, KPRS, WTLC, WBMX, WUFO, WAIL, KDIA, WGIV, KMJQ, WRAP, WLLC, WRBD, WAWA, WRKS, KSOL, KDAY, KGFJ
- THE BEST IS YET TO COME — GROVER WASHINGTON, JR. — ELEKTRA**
WYLD-FM, WWIN, WJLB, WLUM, KPRS, WBMX, WKYS, WAIL, WOKB, WILD, WRAP, WPAL, WPLZ, WAWA, KUKQ, KSOL, WSOK
- LOVE ME RIGHT — ARETHA FRANKLIN — ARISTA**
WCIN, WJLB, WDAO, WATV, WGIV, WGCI, KMJQ, WLLC, WGPR-FM, WDIA, WPLZ, KDAY
- WELCOME TO THE CLUB — THE BROTHERS JOHNSON — A&M**
WDAO, WATV, WBMX, WOKB, KMJQ, WPAL, WDMT, WPLZ, KGFJ
- THERE I GO — ALFIE SILAS — RCA**
WCIN, KOKA, WLLC, WGPR-FM, WDIA, WPLZ, KUKQ, KSOL
- THE SMURF — TYRONE BRUNSON — BELIEVE IN A DREAM/CBS**
KPRS, WTLC, WBMX, KMJQ, WPLZ, KUKQ, KSOL, WCIN
- PAINTED PICTURE — COMMODORES — MOTOWN**
WVDM, WDAO, WATV, WUFO, WPAL, WIGO, WSOK

MOST ADDED ALBUMS

- DON'T PLAY WITH FIRE — PEABO BRYSON — CAPITOL**
WPLZ, WEDR, WGPR-FM, WLLC, WRAP, WOKB, WKYS, WBMX, WDAO, WCIN
- PROPOSITIONS — THE BAR-KAYS — MERCURY/POLYGRAM**
WYLD-FM, WLOU, WDAO, WATV, WPAL, WGPR-FM, WRBD
- TO THE MAX — CON FUNK SHUN — MERCURY/POLYGRAM**
WYLD-FM, WDAO, WATV, WBMX, WPAL, KUKQ

UP AND COMING

- PEEK-A-BOO — GWEN GUTHRIE — ISLAND/ATCO**
YOU AND I — GOODIE — TOTAL EXPERIENCE/POLYGRAM
HEY THERE LONELY BOY — STACY LATTISAW — COTILLION/ATCO
HEARTBEATS — YARBROUGH & PEOPLES — TOTAL EXPERIENCE/POLYGRAM

BLACK RADIO HIGHLIGHTS

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — THE TIME
HOTS: M. Gaye, Prince, S. Mills, L. Richie, M. Jackson/P. McCartney, Planet Patrol, D. Ross, Janet Jackson, C. Khan, Bar-Kays. ADDS: Commodores, Bootsy's Rubber Band, Yarbrough & Peoples, D. Morgan.

WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — M. GAYE
HOTS: T. Brunson, G. Jones, L. Richie, M. Jackson/P. McCartney, A. Myers, Commodores, Bootsy's Rubber Band, M. McDonald, Prince, D. Ross, Janet Jackson, Valentine Brothers, G. Clinton, J. Cocker/J. Barnes, J. Osborne, A. Mouzon, B.B.&Q. Band, Charlene/S. Wonder. ADDS: I-Level, G. Guthrie, M. Moore, Thunderflash, Third World, G. Washington, Jr., M. Wallace, K. Loggins, Ashford & Simpson, Whodini, The Time, D. Fagen, Paris. LP ADDS: M. Moore, Hall & Oates, Klique, U. McCullough.

WATV — BIRMINGHAM — RON JANUARY, MD — #1 — D. ROSS
HOTS: L. Richie, M. Gaye, M. Jackson/P. McCartney, L. Vandross, Prince, Bar-Kays, Bootsy's Rubber Band, C. Khan, Planet Patrol, S. Mills, R. James, E. King, A. Cymone, Janet Jackson, Charlene/S. Wonder, Skyy, Jonzun Crew, B. Summers, D. Train, Jermaine Jackson. ADDS: Brothers Johnson, A. Franklin, Orbit, D. Brown, Spinners, Gap Band, Commodores. LP ADDS: Bar-Kays, Con Funk Shun.

WILD — BOSTON — STEVE CRUMBLEY, PD — #1 — M. GAYE
JUMPS: 10 To 4 — D. Ross, 20 To 16 — The Time, 21 To 17 — E. King, 24 To 20 — C. Khan, 28 To 21 — Millie Jackson, Ex To 22 — McFadden & Whitehead, Ex To 23 — Planet Patrol, 27 To 24 — D. Train, Ex To 26 — A. Franklin, Ex To 29 — Lanier & Co., Ex To 30 — M. Nightingale. ADDS: T. Davis, Hall & Oates, Charlene/S. Wonder, G. Washington, Jr., Valentine Brothers, B. White, S. Christopher, Gen. Caine, R.D. Fields.

WUFO — BUFFALO — DAVE MICHAELS, PD — #1 — M. GAYE
HOTS: B. Nunn, L. Richie, Prince, D. Ross, Janet Jackson, S.O.S. Band, Valentine Brothers, The Limit, A. Myers, D. Train, C. Khan, D. Fagen, M. Jackson/P. McCartney, S. Mills, D. Warwick, Dynasty, J. Osborne, ABC, D. Summer, Chic, S. Charles. ADDS: Gap Band, A. Cymone, Con Funk Shun, Goodie, E. King, R. Parker, Jr., Commodores. LP ADDS: G. Washington, Jr., Commodores, L. Ritenour.

WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — M. GAYE
HOTS: Planet Patrol, L. Richie, D. Ross, Janet Jackson, Grand Master Flash, Prince, J. Taylor, Society of Seven, D. Train, L. Vandross, T. Brunson, C. Mayfield, R.J.'s Latest Arrival, Skyy, J. Osborne, Kool & The Gang, Jonzun Crew, M. Jackson/P. McCartney, J. Holliday. ADDS: Brothers Johnson, Busy Bee, Dr. Jekyll & Mr. Hyde, P. Bryson, G. Washington, Jr., Spinners, Commodores, Bloodstone, Kleer, Atlantic Starr, Orbit. LP ADDS: E-T. Storybook, D. Washington, N. Cole, D. Reeves, Chic, Bar-Kays, Con Funk Shun.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — D. ROSS
HOTS: L. Vandross, J. Osborne, G. Guthrie, M. Gaye, M. Moore, B. Nunn, Bootsy's Rubber Band, L. Richie, G. Clinton, D. Train, S.O.S. Band, Spinners, The Limit, Wrecking Crew, T. Pendergrass, Cheri, A. Myers, Kool & The Gang, D. Morgan, H. Johnson, M. Jackson/P. McCartney, Valentine Brothers, G. Jones, E. King, Gap Band, C. Khan, S. Charles, R. Flack. ADDS: G. Washington, Jr., T. Davis, DeBarge, R.D. Fields, T. Brunson, Brothers Johnson, R. Parker, Jr., Louisiana Purchase, R.J.'s Latest Arrival. LP ADDS: S.O.S. Band, P. Bryson, Con Funk Shun, B. Wolfer.

WGCI — CHICAGO — RICHARD PEGUE, PD — #1 — L. RICHIE
HOTS: M. Gaye, A. Myers, E. King, C. Khan, Valentine Brothers, Bootsy's Rubber Band, Jonzun Crew, G. Clinton, Janet Jackson, Prince, B. Summers, M. Jackson/P. McCartney, One Way, Kool & The Gang, L. Vandross, G. Guthrie, The Time, DeBarge, G. Jones, W. Hutch, M. Moore, Jermaine Jackson. ADDS: A. Franklin, S. Robinson, Warp 9, T. Davis, A. Mouzon, Millie Jackson. LP ADDS: R. Fields, G. Clinton, The Time.

WCIN — CINCINNATI — FRANK BAILEY, MD — #1 — M. GAYE
HOTS: L. Richie, D. Ross, L. Vandross, Pieces Of A Dream, B. Nunn, Prince, A. Myers, Omni, Chic, A. Mouzon, C. Mayfield, C. Khan. ADDS: A. Silas, R.D. Fields, A. Franklin, B. White, Slave, S.O.S. Band, Dynasty, Weather Girls, Sunfire, T. Brunson, Gap Band, R. Parker, Jr., G. Clinton. LP ADDS: L. Vandross, P. Williams, P. Bryson, M. Gaye, R.D. Fields, R. Franklin.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — L. VANDROSS
HOTS: M. Gaye, Prince, Janet Jackson, L. Richie, Grand Master Flash, M. Jackson/P. McCartney, Wrecking Crew, Orbit, Chic. ADDS: Slave, A. Silas, R.G.&B., P. Bryson, M. Joseph, DeBarge, Steptoe, A. Franklin, A. Cymone, Wuf Ticket. LP ADDS: P. Bryson, Jammers, R. D. Fields, M. Gaye, B. Cosby, Bar-Kays, J. Taylor.

WJLB — DETROIT — J. MICHAEL MCKAY, PD — #1 — M. GAYE
HOTS: M. McDonald, J. Taylor, P. Bryson, I-Level, C-Brand, S. Mills, Prince, J. Osborne, C. Khan, Hall & Oates, M. Jackson/P. McCartney, S. Charles, Planet Patrol, L. Vandross, L. Richie, D. Ross, Chocolate Milk. ADDS: Klymaxx, A. Franklin, Orbit, R. Parker, Jr., G. Washington, Jr., Montana Sextet. LP ADDS: L. Vandross.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — M. GAYE
JUMPS 6 To 2 — Grand Master Flash, 11 To 3 — L. Richie, 13 To 14 — Skyy, 14 To 6 — Bar-Kays, 10 To 7 — Janet Jackson, 17 To 10 — T. Brunson, 16 To 11 — G. Jones, 20 To 12 — Midnight Starr, 18 To 13 — One Way, 19 To 14 — L. Graham, 21 To 15 — S.O.S. Band, 22 To 16 — Chic, 26 To 17 — C. Khan, 24 To 18 — Millie Jackson, 28 To 19 — N.M. Walden, 27 To 20 — Chocolate Milk, 30 To 21 — M. Nightingale, 39 To 22 — M. Jackson/P. McCartney, 42 To 23 — T. Davis, 29 To 24 — Shalamar, 38 To 26 — B. Nunn, 45 To 27 — Planet Patrol, 43 To 28 — Slave, 36 To 30 — D. Washington, Jr., 49 To 32 — A. Silas, 47 To 33 — Latimore, 48 To 34 — The Time, 44 To 35 — R.D. Fields, 41 To 36 — S. Johnson, 46 To 38 — H. Ray, Ex To 39 — B. Bland, Ex To 40 — Kleer, Ex To 41 — Commodores, Ex To 42 — Dr. Jekyll & Mr. Hyde, Ex To 43 — McFadden & Whitehead, Ex To 44 — Zapp, Ex To 45 — Dynasty, Ex To 46 — Wuf Ticket, Ex To 47 — T.S. Monk. ADDS: R. James, S. Lattisaw, J. Butler, B. White, R. Parker, Jr., Junior, G. Dunlap, E. King, D. Fagen, B. Wolfer, Rodway. LP ADDS: L. Ritenour, Bar-Kays, G. Washington, Jr., Mandrill, T.S. Monk.

KMJQ — HOUSTON — FRED HENDERSON, PD — #1 — M. GAYE
JUMPS: 11 To 5 — Janet Jackson, 13 To 7 — Bar-Kays, 17 To 10 — S. Mills, 19 To 15 — P. Bryson, 28 To 16 — M. Joseph, 37 To 29 — Charlene, 34 To 31 — C. Khan. ADDS: Planet Patrol, T. Brunson, Chocolate Milk, Brothers Johnson, Kool & The Gang, Dynasty, F. Parris, A. Franklin, R. Parker, Jr.

WTLC — INDIANAPOLIS — KELLY CARSON, PD — #1 — M. GAYE
HOTS: L. Vandross, Bootsy's Rubber Band, Prince, G. Clinton, Grand Master Flash, Janet Jackson, L. Richie, Zapp, Weather Girls, Con Funk Shun, M. Jackson/P. McCartney, Bar-Kays, S.O.S. Band, C. Khan, F. Payne, A. Cymone, Jermaine Jackson, Skyy, B. Summers, D. Train. ADDS: The Time, A. Myers, Michael Jackson, Kleer, T. Brunson, Planet Patrol, R. Parker, Jr., Material. LP ADDS: Chic, G. Clinton, D. Reeves, S. Johnson, B. Wolfer, D. Washington, T.S. Monk, J. Taylor.

KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — M. JACKSON/P. MCCARTNEY
HOTS: L. Richie, Prince, M. Gaye, Kool & The Gang, C. Khan, S.O.S. Band, Charlene/S. Wonder, Vanity 6, Hall & Oates. ADDS: R. Parker, Jr. Alfonzo, A. Franklin, Bloodstone, Planet Patrol, ABC, Con Funk Shun, Lanier & Co., P. Bryson, Whodini, P. Brown.

KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — M. GAYE
HOTS: S.O.S. Band, Prince, D. Ross, B. Nunn, Janet Jackson, T. Brunson, B. Summer, Jonzun Crew, Grand Master Flash. ADDS: S. Robinson, R. Parker, Jr., Dynasty, Inner Life, Musical Youth, Brothers Johnson, Chocolate Milk, Yarbrough & Peoples. LP ADDS: G. Washington, Jr., E.T. Storybook, B. Nunn, The Time, Spinners, G. Clinton.

WLOU — LOUISVILLE — NEAL OREA, PD — #1 — PLANET PATROL
HOTS: Prince, L. Richie, Janet Jackson, Zapp, G.Q., M. Gaye, Bar-Kays, Skyy, C. Khan, G. Jones, M. Jackson/P. McCartney, Con Funk Shun, H. Ray, J. Taylor, Kool & The Gang, R.J.'s Latest Arrival, Klymaxx, Chic, Focal Point, Shock. ADDS: C. Clinton, T. Davis, One Way, R. Parker, Jr., Steptoe, M. Joseph, Goodie, M. Moore, Material, Whodini, Lamelle. LP ADDS: Bar-Kays.

WEDR — MIAMI — GEORGE JONES, PD — #1 — M. GAYE
HOTS: D. Ross, Grand Master Flash, S.O.S. Band, Planet Patrol, B. Nunn, G. Clinton, W. Hutch, B. Summers, Prince, J. Taylor, R. James, Bar-Kays, N. Martin, One Way, Skyy, S. Johnson, Janet Jackson, Chocolate Milk, Mandrill, D. Warwick. ADDS: Plush, S. Christopher, M. Joseph, Dr. Jekyll & Mr. Hyde, Kleer, McFadden & Whitehead, P. Rushen, Musical Youth, Warp 9, Shakatak, Stone. LP ADDS: E.T. Storybook, G. Washington, Jr., G. Jones, M. Nightingale, P. Bryson, D. Washington.

WLUM — MILWAUKEE — JIMMY GOODYME, MD — #1 — M. GAYE
HOTS: M. Jackson/P. McCartney, L. Richie, C. Khan, D. Ross, W. Hutch, D. Summer, Jermaine Jackson, Prince, Janet Jackson, Lanier & Co., H. Johnson, Bar-Kays, S. Mills, Charlene/S. Wonder, Kool & The Gang. ADDS: R. Parker, Jr., G. Washington, Jr., Kleer, G. Guthrie, P. Bryson, W. Jackson. LP ADDS: L. Ritenour, B. Wolf.

WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — M. GAYE
HOTS: M. Jackson/P. McCartney, Vanity 6, Prince, L. Richie, Hall & Oates, Kool & The Gang, Janet Jackson, The Time, T. Brunson, Grand Master Flash, J. Osborne, Planet Patrol, T. Basil, R.D. Fields, D. Fagen, G. Jones, P. Gabriel, Wuf Ticket, L. Branigan, Clash. ADDS: Whodini, Tilt, R. Parker, Jr., McFadden & Whitehead, G. Washington, Jr. LP ADDS: G. Clinton, T.S. Monk.

WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — M. GAYE
HOTS: L. Vandross, L. Richie, D. Ross, The Limit, S.O.S. Band, Janet Jackson, M. Jackson/P. McCartney, One Way, Millie Jackson, T. Brunson, Zapp, C. Khan, B.B.&Q. Band, Brothers Johnson. ADDS: R. Winters & Fall, Skyy, Numonics, B. Griffin, Klymaxx, G. Washington, Jr. LP ADDS: Bar-Kays, Con Funk Shun, Chocolate Milk.

WRKS — NEW YORK — BARRY MAYO, PD — #1 — M. GAYE
JUMPS: 9 To 6 — J. Osborne, Ex To 8 — T. Basil, Ex To 14 — M. Jackson/P. McCartney, 30 To 15 — Weather Girls, 19 To 16 — Shakatak, 28 To 17 — C. Khan, 26 To 19 — Madonna, Ex To 24 — Wuf Ticket, Ex To 25 — Inner Life, Ex To 28 — C. Williams, Ex To 29 — M. Moore, Ex To 30 — S. Charles. ADDS: D. Fagen, Montana Sextet, R. Parker, Jr.

KDIA — OAKLAND — JEFF HARRISON, PD — #1 — PRINCE
HOTS: B. Summers, S.O.S. Band, D. Ross, Con Funk Shun, A. Franklin, C. Khan, M. Gaye, M. Jackson/P. McCartney, L. Richie, Janet Jackson, Grand Master Flash, L. Vandross. ADDS: Chocolate Milk, Jermaine Jackson, R. Parker, Jr., S. Lattisaw.

WOKB — ORLANDO — BILLIE LOVE, PD — #1 — M. GAYE
JUMPS: 9 To 6 — Zapp, 12 To 8 — Bar-Kays, 14 To 10 — M. Jackson/P. McCartney, 23 To 11 — Grand Master Flash, 16 To 12 — Bootsy's Rubber Band, 30 To 15 — T. Brunson, 22 To 16 — A. Jarreau/R. Crawford, 29 To 17 — Kool & The Gang, 26 To 20 — Janet Jackson, 27 To 21 — S. Charles, 33 To 24 — Con Funk Shun, 32 To 25 — Chic, 41 To 27 — R. Winters & Fall, 39 To 29 — W. Hutch, 36 To 32 — R.J.'s Latest Arrival, 40 To 34 — S.O.S. Band, Ex To 36 — The Time, 43 To 37 — B.B.&Q. Band, 47 To 38 — Gap Band, 45 To 39 — E. King, Ex To 40 — T. Davis. ADDS: Jermaine Jackson, Valentine Brothers, Brothers Johnson, Bloodstone, Spinners, Whodini, G. Washington, Jr. LP ADDS: S. Brown, P. Bryson.

WDAS-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — M. GAYE
HOTS: Prince, Grand Master Flash, Bootsy's Rubber Band, M. Jackson/P. McCartney, L. Richie, L. Vandross, G. Clinton, Vanity 6, D. Ross, D. Train, D. Warwick, T. Brunson, Zapp, Valentine Brothers, G. Jones, S. Charles, S.O.S. Band, P. Austin, D. Fagen, Planet Patrol. ADDS: P. Zadora.

KUKQ — PHOENIX — STEVE SMITH, PD — #1 — M. GAYE
HOTS: Bar-Kays, M. Jackson/P. McCartney, S.O.S. Band, Skyy, Con Funk Shun, Kool & The Gang, Dynasty, C. Khan, The Time, Bootsy's Rubber Band. ADDS: Whodini, T. Brunson, P. Bryson, Lanier & Co., Chocolate Milk, A. Silas, A. Mouzon, H. Ray, G. Washington, Jr., D.&B. Street, S. Johnson, Imagination. LP ADDS: Skyy, Commodores, S.O.S. Band, Con Funk Shun, S. Turrentine, L. Ritenour, S. Hooper, E. Klugh/B. James.

WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — M. GAYE
JUMPS: 7 To 3 — M. Jackson/P. McCartney, 19 To 11 — C. Khan, 18 To 14 — Janet Jackson, 20 To 15 — Grand Master Flash, 32 To 16 — R. Franklin, 38 To 27 — Brothers Johnson, 36 To 30 — M. Moore, Ex To 31 — L. Ritenour, 39 To 36 — T.S. Monk, 40 To 37 — A. Silas, Ex To 38 — Bliss, Ex To 39 — Chic, Ex To 40 — R. Fields. ADDS: D. Morgan, Steptoe, Goodie, M. Joseph, McFadden & Whitehead, M. Starr. LP ADDS: L. Richie.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — M. GAYE
HOTS: L. Richie, Prince, D. Ross, S.O.S. Band, B. Summers, D. Warwick, Jermaine Jackson, Con Funk Shun, H. Johnson. ADDS: R. Parker, Jr., G. Jones, T. Brunson, Alfonzo, A. Silas, G. Washington, Jr.

WSOK — SAVANNAH — JAY BRYANT, PD — #1 — M. GAYE
HOTS: Prince, L. Richie, A. Jarreau/R. Crawford, Millie Jackson, Bar-Kays, C. Khan, Kool & The Gang, G. Clinton, Con Funk Shun. ADDS: Kleer, Spinners, Commodores, S. Lattisaw, G. Washington, Jr., G. Guthrie. LP ADDS: E. Klugh/B. James, R.D. Fields, S. Turrentine.

WKYS — WASHINGTON, D.C. — DONNIE SIMPSON, PD — #1 — M. GAYE
HOTS: M. Moore, C. Carlton, T. Brunson, G. Jones, S. Lattisaw, Prince, D. Ross, M. Jackson/P. McCartney, L. Richie, Vanity 6, D. Summer, L. Vandross, Trouble Funk, D. Warwick, Janet Jackson, D. Fagen, Olivia Newton-John, Spinners, Bar-Kays, S.O.S. Band, Tavares, J. Cocker/J. Barnes, Cheri, Charlene/S. Wonder, C. Khan, Starpoint, R. Parker, Jr., L. Branigan. ADDS: Bootsy's Rubber Band, W. Devaughn, I-Level, M. McDonald, S. Charles, Michael Jackson, Grover Washington, Jr., Goodie, Spinners. LP ADDS: C. Khan, R. Parker, Jr., P. Bryson.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — Nestor Selasco, president of the local Record Producers Chamber, returning from a meeting of the Council of the Latin American Federation of Record Producers, reported to **Cash Box** that the upcoming gathering of the Latin American trade will take place in Buenos Aires, Oct. 23, 1983. Selasco feels confident about the success of the meeting and considers that there have been advances in the protection of the producer rights in several Latin American countries; some of them are already paying performance rights to record companies and artists.

Ruben Aprile of Interdisc reports that his company will celebrate its first five years in the country with a giant party at Le Club, a plush nitery in town. Interdisc has developed a strong release plan for the year-end season, and is reinforcing TV promotion on product released under the DG and WEA labels, as well as its own artists.

CBS is marketing the new album recorded by Italian star **Iva Zanicchi**, in Spanish, at its Buenos Aires studios, with arrangements and orchestra direction by Enrico Intra. The chanteuse is well known in several other Latin American countries, and the production rights belong to the local branch.

Gilbert Becaud arrived in Buenos Aires for three days of taping of a TV special and promotion for his new album in Spanish, which was recorded in Mexico and is released by EMI. The French star is popular in this country and it is considered that these new waxings in Spanish will achieve good sales. No personal appearances were done during his short stay.

PolyGram awarded **Cuarteto Zupay** a golden record for the sales of its recent LP

devoted to songs penned by **Marla Elena Walsh** and unveiled the group's new effort at a party held at Michelangelo. The group has recently visited Spain with success.

miguel smirnoff

Italy

MILAN — The RCA promotion campaign dedicated to the new "Country Music" series (15 LPs have just been released) began this month with a strong effort in every direction on the Italian market. TV programs have been studied for the government and the local stations, special cassettes with prerecorded radio programs have been distributed to 140 private radio stations, meetings with the press have been organized in Milan and in Rome. The cost of all the operation — about \$350,000 — is the highest one invested in Italy for a promotion campaign.

A fair dedicated to the discotheque equipment has been announced to be held in Rimini from May 3-6, 1983, organized by the Rimini Fair. It will be called SIB and will be directed to the operators in Italy (about 80,000, distributed through 6,800 dance clubs and discotheques).

Yep Record announced a new cassingle line, called "Trip Tape." The first releases are by **Danlele Del Duca**, **Flavia Fortunato** and **Michela Miti**. The distribution is made by PolyGram.

A new label, Polychromy, has been created by **Pasquale Di Giulio**. A distribution agreement has been signed with CGD... Rock singer **Enrico Ruggeri**, formerly with SIF, signed with CGD... Lettera A label announced the signing of a contract with French artist **Dalida**. Her first single on the new label will be out at the end of November.

mario de iulgi



STATESIDE RIVER — Three sold-out shows at Los Angeles' Universal Amphitheatre ended Little River Band's three-week tour in support of their Capitol Records "Greatest Hits" LP. Fellow Australians Rick Springfield and Olivia Newton-John attended the opening night of the engagement. Pictured are (l-r): John Farnham, Derek Pellic, Steve Housen and Graham Gobel of the band; and Newton-John.

RCA U.K. Meeting Focuses On Artists Development, Compact Disc Launch

LONDON — RCA's European regional office, headed by Alan Cornish, vice president, European office, and Greg Rogers, division director, recently hosted a meeting in London with special guests RCA recording artist John Denver and Dr. Ekke Schnabel, vice president, International, RCA New York.

The meeting was attended by RCA marketing managers from all of the company's European subsidiaries and the International staff of RCA's U.S. company, headed by Jorge Pino.

Discussion topics on the agenda included further development of RCA artists in Europe, Compact Disc launch and European tour plans of RCA artists in 1982/83.

Following discussions, audio-visual presentations were made by RCA France, Germany, Italy, U.K. and U.S.A. A product presentation was also made by managing director David Betteridge of Regard Records U.K., who recently left his post as managing director of CBS U.K. to start his own label. Regard Records operates a joint venture with RCA and has recently reaped 3 out of 3 hit records.

Cherry Red Label To Release \$1 LP

LONDON — Independent label Cherry Red Records, run by Ian McNay, is set to release one of the lowest-ever priced albums titled "Pillows and Prayers." The 17-track compilation LP will be released with a dealer price of only 60 pence (approximately one dollar) and a RRP (recommended retail price) of 99 pence (approximately \$1.60).

The album features such artists as The Monochrome Set, Kevin Coyne, Joe Crow, Thomas Leer, Eyeless in Giza and The Passage. None of the artists involved will receive royalties and Cherry Red will make no profits from sales of the record; but as an alternative promotional tool, the company hopes to stimulate consumer interest in the related artists and other Cherry Red catalog. Cherry Red catalog information will be printed on the inner sleeve.

The company has instigated the cheap LP rather than spending money on advertising, which Cherry Red believes is ineffectual on new unknown acts. The company believes that this cheap LP offers wider promotional scope, while at the same time allowing record store dealers the chance to maintain their margins.

Japanese Labels File Anti-Rental Statement

TOKYO — The 13 plaintiffs, including Nippon Columbia and 12 other major record labels here, filed their statement in District Court here in the long-awaited case involving the legality of the record rental business.

The statement, filed in response to one by the representatives of the record rental businesses, stressed the following points:

- the record rental business has infringed on the exclusive rights of ownership guaranteed by copyright law by renting the product without permission of the labels;
- the earnings of the record rental shops are based almost solely on giving the consumer an opportunity to illegally duplicate the labels' product; and
- the record rental shops are "parasites" in the music industry.



MEN AT THE TOP — Columbia recording group Men at Work, whose "Business as Usual" LP was recently certified gold by the Recording Industry Assn. of America (RIAA), was treated to a party at New York's Automat. Pictured standing at the affair are (l-r): Mickey Eichner, vice president, national A&R, Columbia; Paul Smith, senior vice president/general manager, marketing, CBS Records; Allen Davis, president, CBS Records International (CRI); Dick Asher, deputy president/chief operating officer, CBS Records Group; Ron Strykert, Greg Ham, Jerry Speiser, John Rees and Colin Hay of the group; Russell Deppeler, the group's manager; and Al Teller, senior vice president/general manager, Columbia. Pictured kneeling are (l-r): Mel Phillips, director, promotion, CRI; Bob Sherwood, vice president, marketing, Columbia; and Joe Senkiewicz, vice president, artist development/promotion, CRI.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 **Entre Una Espada Y La Pared** — Manzanilla — Music Hall
- 2 **Dueno De Nada** — Jose Luis Rodriguez — CBS
- 3 **Es Una Mentira** — Los Barbaros — RCA
- 4 **Ovidame** — Pimpinea — CBS
- 5 **La Marcha De La Bronca** — Pedro y Pablo — Music Hall
- 6 **Yo Tengo Un Amigo** — Luz E. Benitez — Interdisc — Luisa M. Guell — Music Hall
- 7 **Nathalle** — Julio Iglesias — CBS
- 8 **Vos Yo, Uno Mas Uno** — Sandra Mihanovich — Microfon
- 9 **El Amor Desolado** — Antonio Grimau — Music Hall
- 10 **Envoltorio De Palabras** — Tom Tom Club — CBS

TOP TEN LPs

- 1 **Escenas De Amor** — Jose Feliciano — Interdisc/Motown
- 2 **Momentos** — Julio Iglesias — CBS
- 3 **Enganchados En Pop** — Laser — RCA
- 4 **Presidente** — Malvaho — Music Hall
- 5 **Evita** — Valeria Lynch — PolyGram
- 6 **Grandes Exitos** — Richard Clayderman — Tonodisc/ATC
- 7 **Tiempos Dificiles** — Juan Carlos Baglietto — EMI
- 8 **Publs Angelical** — Charly Garcia — SG/Interdisc
- 9 **En La Argentina** — Mercedes Sosa — PolyGram
- 10 **Cara A Cara** — Gino Soccio — WEA/Interdisc

—Prensario

Australia

TOP TEN 45s

- 1 **Come On Eileen** — Dexy's Midnight Runners — Mercury
- 2 **Shy Boy** — Bananarama — Liberation
- 3 **Eye Of The Tiger** — Survivor — Epic
- 4 **You Should Hear How** — Melissa Manchester — Arista
- 5 **I Know There's Something Going On** — Frida — RCA
- 6 **Da Da Da I Don't Love You** — Trio — Mercury
- 7 **Rock The Casbah** — The Clash — Epic
- 8 **Hard To Say I'm Sorry** — Chicago — Full Moon
- 9 **Jack & Diane** — John Cougar — WEA
- 10 **Don't Go** — Yazoo — Mute

TOP TEN LPs

- 1 **Love Over Gold** — Dire Straits — Vertigo
- 2 **Too-Rye-Ay** — Dexy's Midnight Runners — Mercury
- 3 **Famous Last Words** — Supertramp — A&M
- 4 **Avalon** — Roxy Music — Polydor
- 5 **Shaboo Shoobah** — INXS — WEA
- 6 **Primitve Man** — Icehouse — Regular
- 7 **The Nylon Curtaln** — Billy Joel — CBS
- 8 **Nebraska** — Bruce Springsteen — CBS
- 9 **Night And Day** — Joe Jackson — A&M
- 10 **Complete Madness** — Madness — Stiff

— Kent Music Report

Italy

TOP TEN 45s

- 1 **Der Kommissar** — Falco — CGD/Vip
- 2 **I Won't Let You Down** — Ph.D. — WEA
- 3 **Masterpiece** — Gazebo — Baby
- 4 **Eye In The Sky** — Alan Parsons Project — CGD/Arista
- 5 **Hard To Say I'm Sorry** — Chicago — WEA/Full Moon
- 6 **Disco Project** — Pink Project — Baby
- 7 **Eye Of The Tiger** — Survivor — CBS/Scotti Bros.
- 8 **Twist '82** — Five
- 9 **Per I Tuoi Occhi** — Loredana Berte — CGD
- 10 **Music And Lights** — Imagination — Red Bus

TOP TEN LPs

- 1 **Momenti** — Julio Iglesias — CBS
- 2 **Love Over Gold** — Dire Straits — PolyGram/Vertigo
- 3 **E Gia** — Lucio Battisti — Numero Uno
- 4 **Via Tagliamento 1965-1970** — Renato Zero — RCA/Zerolandia
- 5 **Eye In The Sky** — Alan Parsons Project — CGD/Arista
- 6 **Teresa De Sio** — PolyGram/Philips
- 7 **Traslocando** — Loredana Berte — CGD
- 8 **In The Heat Of The Night** — Imagination — Red Bus
- 9 **La Voce Del Padrone** — Franco Battiato — EMI
- 10 **Toto IV** — Toto — CBS

— Musica e Dischi

CASH BOX TOP 100 ALBUMS

December 4, 1982

Title, Artist, Label, Number, Distributor

		Weeks On Chart	11/27
1 BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37978) CBS	—	1	22
2 LIONEL RICHIE (Motown 6007 ML) IND	8.98	2	7
3 BUILT FOR SPEED STRAY CATS (EMI America ST-17070) CAP	8.98	4	24
4 FAMOUS LAST WORDS SUPERTRAMP (A&M SP-3732) RCA	8.98	11	4
5 THE NYLON CURTAIN BILLY JOEL (Columbia TC 38200) CBS	—	5	8
6 OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	8.98	6	10
7 NIGHT AND DAY JOE JACKSON (A&M SP-4906) RCA	8.98	8	21
8 AMERICAN FOOL JOHN COUGAR (Riva RVL 7501) POL	8.98	3	31
9 H2O DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	8.98	15	6
10 GET NERVOUS PAT BENATAR (Chrysalis CHR 1396) IND	8.98	27	3
11 EMOTIONS IN MOTION BILLY SOUIER (Capitol ST-12217) CAP	8.98	10	18
12 THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23696-1)	8.98	13	6
13 MIRAGE FLEETWOOD MAC (Warner Bros. 9 23607-1) WEA	8.98	9	21
14 MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197) CBS	—	18	3
15 FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235) CBS	—	16	8
16 HEARTLIGHT NEIL DIAMOND (Columbia TC 38359) CBS	—	12	8
17 I CAN'T STAND STILL DON HENLEY (Asylum EL-60048) WEA	8.98	19	14
18 LONG AFTER DARK TOM PETTY AND THE HEARTBREAKERS (Backstreet BSR-5360) MCA	8.98	29	3
19 GREATEST HITS DAN FOGELBERG (Full Moon/Epic OE 38308) CBS	—	25	4
20 COMBAT ROCK THE CLASH (Epic FE 37689) CBS	—	21	26
21 LOVE OVER GOLD DIRE STRAITS (Warner Bros. 9 23728-1) WEA	8.98	23	9
22 DAYLIGHT AGAIN CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	8.98	22	21
23 NEBRASKA BRUCE SPRINGSTEEN (Columbia TC 38358) CBS	—	7	9
24 SIGNALS RUSH (Mercury SRM-1-4063) POL	8.98	17	10
25 GET CLOSER LINDA RONSTADT (Asylum 9 60185-1) WEA	8.98	14	8
26 SILK ELECTRIC DIANA ROSS (RCA AFL1-4384) RCA	8.98	24	7
27 HELLO, I MUST BE GOING PHIL COLLINS (Atlantic 80035-1) WEA	8.98	62	2
28 CHICAGO 16 CHICAGO (Full Moon/Warner Bros. 9-23689-1) WEA	8.98	28	25
29 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229) RCA	8.98	30	38
30 SPRING SESSION M MISSING PERSONS (Capitol ST-12228) CAP	8.98	34	6
31 AN OFFICER AND A GENTLEMAN ORIGINAL SOUNDTRACK (Island/Atco 7 90017-1) WEA	8.98	32	7
32 IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warner Bros. 9 23703-1) WEA	8.98	20	15
33 LEXICON OF LOVE ABC (Mercury SRM-1-4059) POL	8.98	38	14
34 A FLOCK OF SEAGULLS (Jive/Arista VA 66000) IND	8.98	31	29

		Weeks On Chart	11/27
35 1999 PRINCE (Warner Bros. 9 23720-1F) WEA	10.98	45	3
36 EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AL 9599) IND	8.98	33	25
37 IT'S HARD THE WHO (Warner Bros. 9 23731-1) WEA	8.98	26	12
38 WILD THINGS RUN FAST JONI MITCHELL (Geffan GHS 2019) WEA	8.98	57	3
39 WINDS OF CHANGE JEFFERSON STARSHIP (Grunt BXL1-4372) RCA	8.98	43	6
40 JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	—	42	28
41 THE JOHN LENNON COLLECTION (Geffan GHSP 2023) WEA	9.98	87	2
42 PETER GABRIEL (Gaffan GHS 2011) WEA	8.98	35	10
43 SCREAMING FOR VENGEANCE JUDAS PRIEST (Columbia FC 38160) CBS	—	37	21
44 GET LUCKY LOVERBOY (Columbia FC 37638) CBS	—	41	56
45 HEARTBREAKER DIONNE WARWICK (Arista AL 9609) IND	8.98	55	7
46 GET LOOSE EVELYN KING (RCA AFL1-4337) RCA	8.98	40	13
47 LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1) WEA	8.98	52	5
48 ANNIE ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS	—	48	29
49 FRIEND OR FOE ADAM ANT (Epic ARE 38370) CBS	—	58	6
50 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	—	47	36
51 NO CONTROL EDDIE MONEY (Columbia FC 37960) CBS	—	49	22
52 TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244) CAP	8.98	61	5
53 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO-51124) CAP	8.98	54	20
54 GREATEST HITS, VOLUME 2 EAGLES (Asylum 9 60205-1)	8.98	59	4
55 WORD OF MOUTH TONI BASIL (Chrysalis CHR 1410) IND	8.98	64	7
56 HOOKED ON SWING LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343) RCA	8.98	56	41
57 HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4373) RCA	8.98	53	19
58 BRANIGAN LAURA BRANIGAN (Atlantic SD 19288) WEA	8.98	65	14
59 REACH RICHARD SIMMONS (Elektra E1-60122F) WEA	10.98	60	27
60 OH, NO! IT'S DEVO DEVO (Warner Bros. 9 23741-1) WEA	8.98	74	3
61 INCOGNITO SPYRO GYRA (MCA-5368) MCA	8.98	63	8
62 VANITY 6 (Warner Bros. 9 23716-1) WEA	8.98	68	10
63 ASIA (Geffan GHS 2008) WEA	8.98	44	36
64 WHAT TIME IS IT? THE TIME (Warner Bros. 9 23701-1) WEA	8.98	39	12
65 PROPOSITIONS BAR-KAYS (Mercury SRM-1-4065) POL	8.98	86	4
66 AS ONE KOOL & THE GANG (Da-Lita DSR 8505) POL	8.98	36	10
67 HIGH ADVENTURE KENNY LOGGINS (Columbia TC 38127) CBS	—	46	12

		Weeks On Chart	11/27
68 ABSOLUTELY LIVE ROD STEWART (Warner Bros. 9 23743-1G) WEA	11.98	83	3
69 12 GREATEST HITS VOL. II NEIL DIAMOND (Columbia TC 38066) CBS	—	70	28
70 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996) CBS	—	50	10
71 NO FUN ALOUD GLENN FREY (Asylum 9-60129) WEA	8.98	51	25
72 SHANGO SANTANA (Columbia FC 38122) CBS	—	66	14
73 GONE TROPPO GEORGE HARRISON (Dark Horse 9 23734-1) WEA	8.98	80	3
74 GREATEST HITS DOLLY PARTON (RCA AHL 1-4422) RCA	8.98	76	9
75 QUIET LIES JUICE NEWTON (Capitol ST-12210) CAP	8.98	73	28
76 JUST SYLVIA SYLVIA (RCA AFL1-4312) RCA	8.98	67	17
77 WILD NIGHT ONE WAY (MCA-5369) MCA	8.98	78	7
78 WORLDS APART SAGA (Portrait ARR 38246) CBS	—	92	6
79 WW II WAYLON AND WILLIE (RCA AHL 1-4455) RCA	8.98	79	7
80 JUMP TO IT ARETHA FRANKLIN (Arista AL 9601) IND	8.98	75	18
81 CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1) WEA	8.98	82	5
82 ABRACADABRA THE STEVE MILLER BAND (Capitol ST-12216) CBS	8.98	71	24
83 GAP BAND IV THE GAP BAND (Total Experience/TE-1-3001) POL	8.98	69	26
84 TO THE MAX CON FUNK SHUN (Mercury SRM-1-4067) POL	8.98	96	4
85 DONNA SUMMER (Gaffan GHS 2005) WEA	8.98	84	18
86 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930) RCA	8.98	89	91
87 EYE OF THE TIGER SURVIVOR (Scotti Bros. FZ 38062) CBS	—	85	19
88 PAT TRAVERS' BLACK PEARL (Polydor PD-1-6361) POL	8.98	90	5
89 SPECIAL BEAT SERVICE THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	8.98	94	7
90 AEROBIC SHAPE UP JOANIE GREGGAINS (Parada/Peter Pan 104) IND	8.96	93	34
91 FOREVER NOW THE PSYCHEDELIC FURS (Columbia ARC 3826) CBS	—	95	8
92 ZAPP II ZAPP (Warner Bros. 9 23583-1) WEA	8.98	91	18
93 RADIO ROMANCE EDDIE RABBITT (Elektra 9 60160-1) WEA	8.98	99	5
94 SHOWTIME THE J. GEILS BAND (EMI America SO-17087) CAP	8.98	—	1
95 VIEW FROM THE GROUND AMERICA (Capitol ST-12209) CAP	8.98	72	13
96 I ADVANCE MASKED ANDY SUMMERS & ROBERT FRIPP (A&M SP-4913) RCA	8.98	100	7
97 HANK WILLIAMS, JR'S GREATEST HITS (Elektra/Curb 9-60193-1) WEA	8.98	98	9
98 STEEL BREEZE (RCA AFL 1-4424) RCA	6.98	81	11
99 THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-268) IND	8.98	97	8
100 JEFFREY OSBORNE (A&M SP-4696) RCA	8.98	103	25

Cash Box Top Albums/101 to 200

December 4, 1982

	Weeks On Chart	11/27		Weeks On Chart	11/27		Weeks On Chart	11/27			
101 VACATION	8.98	77	17	136 SECOND TO NUNN	8.98	139	7	168 I COULD RULE THE WORLD IF I COULD GET THE PARTS	6.98	—	1
GO-GO'S (I.R.S./A&M SP 70031)				BOBBY NUNN (Motown 6022) IND				THE WAITRESSES (Ze/Polydor PX-1-507) POL			
102 BLACKOUT	8.98	101	37	137 INSTANT LOVE	8.98	130	22	169 CHRISTMAS	8.98	—	1
SCORPIONS (Mercury SRM-1-4039) POL				CHERYL LYNN (Columbia FC 38057) CBS				KENNY ROGERS (Liberty LOO-51115) CAP			
103 ROCK IN A HARD PLACE	—	88	12	138 THE PARTY'S OVER	8.98	148	4	170 SHUTTERED ROOM	8.98	171	8
AEROSMITH (Columbia FC 38061) CBS				TALK TALK (EMI America ST-17083) CAP				THE FIXX (MCA-5345) MCA			
104 20 GREATEST HITS	9.98	115	3	139 BEST OF THE REST	8.98	140	5	171 A COUNTRY CHRISTMAS	8.98	—	1
THE BEATLES (Capitol SV-12245) CAP				LYNYRD SKYNYRD (MCA-5370) MCA				VARIOUS ARTISTS (RCA CPL1-4396) RCA			
105 JANET JACKSON	6.98	118	6	140 GREATEST HITS	8.98	141	112	172 GRAND SLAM	8.98	175	3
(A&M SP-6-4907) RCA				KENNY ROGERS (Liberty LOO-1072) CAP				THE SPINNERS (Atlantic 80020-1) WEA			
106 NOW AND FOREVER	8.98	106	25	141 RIT/2	8.98	154	2	173 CUT	8.98	—	1
AIR SUPPLY (Ariste AL 9587) IND				LEE RITENOUR (Elektre 9 60186) WEA				GOLDEN EARRING (21 T1-1-9004) POL			
107 IV	—	119	34	142 CREATURES OF THE NIGHT	8.98	—	1	174 DIVER DOWN	8.98	147	31
TOTO (Columbia FC 37728) CBS				KISS (Casablanca NBLP 7270) POL				VAN HALEN (Warner Bros. BSK 3677) WEA			
108 MORE JAZZERCISE	8.98	120	4	143 TALKING BACK TO THE NIGHT	8.98	116	16	175 EVERY HOME SHOULD HAVE ONE	8.98	179	2
JUDI SHEPPARD MISSETT (MCA-5375) MCA				STEVE WINWOOD (Island ILPS 9777) WEA				PATTI AUSTIN (Qwest/Warner Bros. OWS 3691) WEA			
109 PICTURES AT ELEVEN	8.98	107	20	144 BAD TO THE BONE	8.98	117	15	176 CHRISTMAS ALBUM	—	—	1
ROBERT PLANT (Swan Song/Atco SS 8512)				GEORGE THOROGOOD & THE DESTROYERS (EMI America ST-17076) CAP				BARBRA STREISAND (Columbia cs 9557) CBS			
110 TRUE LOVE	8.98	126	2	145 SUCCESS HASN'T SPOILED ME YET	8.98	143	37	177 USED TO BE	8.98	183	2
CRYSTAL GAYLE (Elektre 9 60200-1) WEA				RICK SPRINGFIELD (RCA AFL 1-4125) RCA				CHARLENE (Motown 6027ML) IND			
111 ESCAPE	—	105	70	146 VOYEUR	8.98	113	12	178 MERRY CHRISTMAS	8.98	—	1
JOURNEY (Columbia TC 37408) CBS				KIM CARNES (EMI America SO-17018) CAP				BING CROSBY (MCA-15024) MCA			
112 UTOPIA	8.98	104	9	147 FAST TIMES AT RIDGEMONT HIGH	12.98	111	16	179 COMPUTER GAMES	8.98	—	1
(Network/Elektre 9 60183-1) WEA				ORIGINAL SOUNDTRACK (Full Moon/Asylum 9 60158-1 R) WEA				GEORGE CLINTON (Capitol ST-12246) CAP			
113 CHARIOTS OF FIRE	8.98	109	60	148 S.O.S. III	—	161	2	180 ACTING VERY STRANGE	8.98	152	11
ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor PD-1-6335) POL				THE S.O.S. BAND (Tebu FZ 38352) CBS				MIKE RUTHERFORD (Atlantic 80015-1) WEA			
114 THE OTHER SIDE OF THE RAINBOW	8.98	124	4	149 PHYSICAL	8.98	131	58	181 MICHAEL MARTIN MURPHEY	8.98	151	13
MELBA MOORE (Capitol ST-12243) CAP				OLIVIA NEWTON-JOHN (MCA-5229) MCA				MICHAEL MURPHEY (Liberty LT-51120) CAP			
115 RUN FOR THE ROSES	8.98	125	4	150 THIS ONE'S FOR YOU	—	142	16	182 ALICIA	8.98	173	10
JERRY GARCIA (Ariste AL 9603) IND				TEDDY PENDERGRASS (Philadelphia Int'l. FZ 38118) CBS				ALICIA MYERS (MCA-5181) MCA			
116 ALL THE GREAT HITS	8.98	—	1	151 KEEP ON DOING	8.98	128	7	183 FRICTION	8.98	—	1
COMMODORES (Motown 6028ML) IND				THE ROCHES (Warner Bros. 9 23735-1) WEA				CHOCOLATE MILK (RCA AFL1-4412) RCA			
117 ROCKY III	8.98	110	22	152 WE ARE ONE	8.98	145	20	184 BELLA DONNA	8.98	174	69
ORIGINAL SOUNDTRACK (Liberty LO-51130) CAP				PIECES OF A DREAM (Elektre 9 80142-1) WEA				STEVIE NICKS (Modern/Atco MB 38139) WEA			
118 WIN THIS RECORD	8.98	108	9	153 GOOD TROUBLE	—	121	22	185 IMPERIAL BEDROOM	—	163	21
DAVID LINDLEY (Asylum 9 60178-1) WEA				REO SPEEDWAGON (Epic FE 38100) CBS				ELVIS COSTELLO AND THE ATTRACTIONS (Columbia FC 38158) CBS			
119 MEN WITHOUT WOMEN	8.98	129	4	154 TOUR DE FORCE — "LIVE"	—	165	2	186 BAD REPUTATION	8.98	135	13
LITTLE STEVEN AND THE DISCIPLES OF SOUL (EMI America ST-17086) CAP				AL DI MEOLA (Columbia FC 38373) CBS				JOAN JETT (Boerdwalk NB-3351-1) IND			
120 MADNESS, MONEY AND MUSIC	8.98	102	9	155 TANTALIZINGLY HOT	8.98	146	18	187 O HOLY NIGHT	10.98	—	1
SHEENA EASTON (EMI America ST-17080) CAP				STEPHANIE MILLS (Casablanca NBLP 7265) POL				LUCIANO PAVAROTTI (London OS 26473) POL			
121 SKYYJAMMER	8.98	134	3	156 WALT DISNEY PRODUCTIONS' MOUSERCISE	7.98	160	38	188 GREATEST HITS	8.98	189	3
SKYY (Selsoul SA-8555) RCA				(Disneyland 61516) INQ				POINTER SISTERS (Planet/Elektre 9 60203-1) WEA			
122 THE BAD C.C.	8.98	123	6	157 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	—	159	64	189 JUST HOOKED ON COUNTRY	—	158	15
CARL CARLTON (RCA AFL1-4425) RCA				WILLIE NELSON (Columbia KC 237542) CBS				ATLANTIC POPS ORCHESTRA ... ALBERT COLEMAN conducting (Epic FE 38154) CBS			
123 ALL FOUR ONE	8.98	114	32	158 NO-MAN'S LAND	—	159	64	190 SPECIAL FORCES	8.98	153	28
THE MOTELS (Capitol S-12177) CAP				LENE LOVICH (Stiff/Epic ARE 38399) CBS				.38 SPECIAL (A&M SP-4888) RCA			
124 CHRISTMAS	8.98	150	3	159 TONGUE IN CHIC	8.98	170	2	191 JUMP UP!	8.98	164	31
THE OAK RIDGE BOYS (MCA-5365) MCA				CHIC (Atlantic 80031-1) WEA				ELTON JOHN (Geffen GHS 2013) WEA			
125 HOOKED ON CLASSICS	8.98	127	55	160 CHRISTMAS WISHES	5.98	—	1	192 ALL THE BEST COWBOYS HAVE CHINESE EYES	8.98	155	23
LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4194) RCA				ANNE MURRAY (Capitol SN-16232) CAP				PETE TOWNSHEND (Atco SD 38-149) WEA			
126 GREATEST HITS	8.98	—	1	161 LET ME TICKLE YOUR FANCY	8.98	149	18	193 DIARY OF A MADMAN	8.98	194	55
LITTLE RIVER BAND (Capitol ST-12247) CAP				JERMAINE JACKSON (Motown 6017ML) IND				OZZY OSBOURNE (Jet FZ 37492) CBS			
127 PERFECT STRANGER	8.98	137	5	162 SOMETHING'S GOING ON	8.98	166	4	194 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I	13.98	185	28
T.G. SHEPPARD (Warner/Curb 9 23726-1) WEA				FRIDA (Atlantic 80018-1) WEA				STEVIE WONDER (Tamlam/Motown 6002TL2) IND			
128 THE JAZZ SINGER	8.98	138	5	163 E.T. THE EXTRA-TERRESTRIAL	11.98	—	1	195 TUG OF WAR	—	156	30
NEIL DIAMOND (Capitol SWAV-12120) CAP				STORYBOOK NARRATED BY MICHAEL JACKSON (MCA-70000) MCA				PAUL McCARTNEY (Columbia TC 37462) CAP			
129 E.T. THE EXTRA-TERRESTRIAL	9.98	133	24	164 ANNE MURRAY'S GREATEST HITS	8.98	167	144	196 FIRST TAKE	8.98	197	14
ORIGINAL SOUNDTRACK (MCA-6109) MCA				(Capitol SOO-12110) CAP				THE VALENTINE BROTHERS (Bridge BR-101936) IND			
130 UPSTAIRS AT ERIC'S	8.98	122	11	165 KISSING TO BE CLEVER	—	—	1	197 ROUGH DIAMOND	8.98	157	14
YAZ (Sire 9 23727-1) WEA				CULTURE CLUB (Virgin/Epic ARE 38398) CBS				(Swan Song/Atco 90001-1) WEA			
131 SNEAKIN' OUT	8.98	112	16	166 JUST AIN'T GOOD ENOUGH	8.98	169	3	198 WE GO A LONG WAY BACK	—	191	22
STACY LATTISAW (Cotillion/Atco 90002-1) WEA				JOHNNIE TAYLOR (Beverly Glen BG 10001) IND				BLOODSTONE (T-Neck FZ 38115) CBS			
132 OVER THERE—LIVE AT THE VENUE, LONDON	5.99	132	4	167 THREE SIDES LIVE	10.98	168	24	199 HEY RICKY	8.98	178	33
THE BLASTERS (Sleash/Warner Bros. 1-23735) WEA				GENESIS (Atlantic SD 2-200) WEA				MELISSA MANCHESTER (Ariste AL 9574) IND			
133 THE HIGH AND THE MIGHTY	8.98	144	5	168 AVALON	8.98	190	25	200 AVALON	8.98	190	25
DONNIE IRIS (Carousel/MCA-5358) MCA				ROXY MUSIC (Warner Bros. 9 23666-1) WEA							
134 DON'T PLAY WITH FIRE	8.98	—	1								
PEABO BRYSON (Capitol ST-12241) CAP											
135 SURE FEELS LIKE LOVE	—	136	5								
LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135) CBS											

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Country Christmas	171	Commodores	116	Grand Master Flash	99	McCartney, Paul	195	Psychedelic Furs	91	Supertramp	4
A Flock of Seagulls	34	Con Funk Shun	84	Hall & Oates	9	McDonald, Michael	32	Rabbitt, Eddie	93	Survivor	87
ABC	33	Costello, Elvis	185	Harris, Emmylou	47	Men At Work	1	REO Speedwagon	153	Sylvia	76
Aerobics (Greggains)	90	Cougar, John	8	Harrison, George	73	Miller, Steve	82	Richie, Lionel	2	Talk Talk	138
Aerobics (Missett)	108	Crosby, Bing	178	Henley, Don	17	Mills, Stephanie	155	Ritenour, Lee	141	Taylor, Johnnie	166
Aerosmith	103	Crosby, Stills & Nash	22	Iris, Donnie	133	Missing Persons	30	Roches	151	.38 Special	190
Air Supply	106	Culture Club	165	J. Geils Band	94	Mitchell, Joni	38	Rogers, Kenny	53, 140, 169	Thorogood, George	144
Alabama	29, 86	Devo	60	Jackson, Janet	105	Money, Eddie	51	Ronstadt, Linda	25	Time	64
America	95	Diamond, Neil	16, 69, 128	Jackson, Jermaine	161	Moore, Melba	114	Ross, Diana	26	Toto	107
Ant, Adam	49	Di Meola, Al	154	Jackson, Joe	7	Motels	123	Roxy Music	200	Townsend, Pete	192
Asia	63	Dire Straits	21	Jefferson Starship	39	Mouserice	156	Royal Philharmonic Orch	57, 125	Travers, Pat	88
Atlanta Pops Orchestra	189	E.T. Storybook	163	Jett, Joan	186	Murphy, Michael	181	Rush	24	Utopia	112
Austin, Patti	175	Eagles	54	Joel, Billy	5	Murray, Anne	160, 164	Rutherford, Mike	180	Valentine Brothers	196
Bad Company	197	Easton, Sheena	120	John, Elton	191	Myers, Alicia	182	S.O.S. Band	148	Van Halen	174
Bar-Kays	65	English Beat	89	Journey	111	Nelson, Willie	50, 157	Saga	78	Vanity 6	62
Basil, Toni	55	Fagen, Donald	12	Judas Priest	43	Newton, Juice	75	Santana	72	Vandross, Luther	15
Beatles	104	Fixx	170	King, Evelyn	46	Newton-John, Olivia	6, 149	Scorpions	102	Waitresses	168
Benetar, Pat	10	Fleetwood Mac	13	Kiss	142	Nicks, Stevie	184	Sheppard, T.G.	127	Warwick, Dionne	45
Blasters	132	Fogelberg, Dan	19	Klugh/James	52	Nunn, Bobby	136	Simmons, Richard	59	Waylon And Willie	79
Bloodstone	198	Fonda, Jane	40	Kool & The Gang	66	Oak Ridge Boys	124	Skaggs, Ricky	70	Who	37
Branigan, Laura	58	Franklin, Aretha	80	Lattisaw, Stacy	131	One Way	77	Skyy	121	Williams, Hank	97
Bryson, Peabo	134	Frey, Glenn	71	Lennon, John	41	Osborne, Jeffrey	100	Spinners	172	Winwood, Steve	143
Carlton, Carl	122	Frida	162	Lindley, David	118	Osbourne, Ozzy	193	Springsteen, Bruce	23	Wonder, Stevie	194
Carnes, Kim	146	Gabriel, Peter	42	Little River Band	126	Parsons, Alan	36	Spyro Gyra	61	Yaz	130
Casino Lights	81	Gap Band	83	Little Stevie	119	Parton, Dolly	74	Springfield, Rick	145	Zapp	92
Charlene	177	Garcia, Jerry	115	Loggins, Kenny	67	Pavarotti, Luciano	187	Squier, Billy	11	SOUNDTRACKS	

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EPs Being Considered For Use By Country Music Labels

(continued from page 20)

dition to the single, the album, the cassette and the 8-track — to deal with.

Shults agreed that in cases with a new or developing artist, where the consumer may be reluctant to purchase an entire album of

unknown talent at \$8.98, he may be more willing to risk smaller sums of money for four-to-six cuts. "It is much more accessible, and faster and economical," he said, "but you're bringing in a whole different pricing structure into the marketplace that

the racks have to gear up for, and it's something that your customer has to get used to and really want. It's not smooth sailing because you're adding another element to the distribution system."

Other segments of the distribution chain seemed fairly open to the concept. For example, **Hugh Washeim**, the purchasing agent for **Lieberman's**, said that he would "like to see a test" of the EP, but he cautioned that the "country buyer is a very unpredictable person. They won't pay for a double album, and they might be more inclined to pick up the single; I sell a lot of country singles yet, as opposed to pop singles. When the price went up, it seemed to cut into my pop single sales, but it hasn't really hurt country singles."

He noted that EPs may be more advantageous to a rack than a record chain, stating that he doesn't sell albums on developing acts like **Leon Everette** and **Reba McEntire**, but, instead, feels he may be able to augment sales on the well-established artists with EP sales on lesser-known performers. He also suggested that acts like **Bow Wow Wow** and **the Clash**, who had rock EPs released, had proven compatible with the rack, but he also indicated

that MTV had aided in moving that product and that country artists have been totally ignored by the cable channel.

In the same vein, **Bobby Keyser**, the manager of the four **Record Bar** outlets in Jacksonville, conjectured that developing artists may be able to realize album sales earlier through the injection of the EP into the country marketing concept. **Keyser** noted that in the case of rock act **Missing Persons**, the band was introduced to the public through an EP and, once a single began receiving airplay, the disc sold well in his market. Subsequently, the label discontinued the EP, placing the LP on the market, and **Keyser** suggested that it continued to sell since the act had been established.

"People are not going to spend \$8.00 for an artist they're not familiar with," he said, "and it's also a risk for the labels to put out an unknown artist at an \$8.98 list."

While **Keyser** said that the country buyer is a different clientele than the pop consumer, he said that a record with a hit single could move at nearly any price between \$4.98 and \$8.98, but he also added that the record had a "better chance at the lower price."

WHAT'S IN-STORE

(continued from page 15)

keyboard and synthesizer orientation of much of the new music and felt that a major promotion would further expose the music. **Grandoni** then sent letters to all the major labels requesting \$300 in advance and \$50 for a store-wide display contest tying-in all the represented artists. **Cavages** took out 100 60-second spots on **WUWU**, and **WUWU** talked it up on its own and gave away a **Moog Rogue** synthesizer supplied by **Moog** distributor **Unistage**, along with lessons, on the air after over 10,000 entries were received at the chain. In addition, the participating labels supplied a \$125 first prize, \$75 second prize and \$50 third prize for best in-store displays. . . **Cavages**, in conjunction with **RCA** and **WNYS-FM**, recently ran a **Steel Breeze** promotion to award a one-week trip for two to the new **Disney EPCOT Center** in Florida. Over 5,000 entries were made at **Steel Breeze** store displays during the one-week promotion. . . In support of **Billy Joel's** "Nylon Curtain," **Cavages**, **CBS** and **WPHD-FM** held a "Look Behind the Nylon Curtain" contest offering the winner the chance to work backstage "behind the nylon curtain" at the Nov. 13 **Billy Joel** concert at **Buffalo's Memorial Auditorium**, in exchange for \$100, a **Billy Joel** catalog and the chance to meet him. The week-long promotion also drew 5,000 entries.

HANDFUL OF STRAWBERRIES — When **Strawberries Records & Tapes** opens its 30th store next week in **Latham, N.Y.**, four new stores will have opened in the last month-and-a-half. The three others are in **Chelmsford, Mass.**, **Auburn, Mass.**, and **Nashua, N.H.**

jim bessman

ON JAZZ

(continued from page 11)

satisfying live LP to date. The final title, "The Big Apple Bash," by **McShann**, is also the most recently recorded (summer of '78), bringing the label full circle to its honky tonk/swing roots.

INDEPENDENT AND COINCIDENTAL — Two albums on different indie labels with the same title managed to cross our desk this week. The title in question is "Elements," and one is a duo record by pianist **Ira Stejn** and oboe player **Russel Walder** on the **Windham Hill** label, while the other is a quartet date co-led by bassist **Mark Egan** and drummer **Danny Gottlieb** of **Pat Metheny** fame on **Vermont's Philo Records**. Other releases from those respective labels include the self-titled **Windham Hill** debut of the quartet **Shadowfax**, and "The New Black Eagle Jazz Band At Symphony Hall" and the debut of fusion-oriented **Cathexis**, both on **Philo**. . . The California-based **Sea Breeze Jazz** label has added "Hardcore Jazz" by the **Woody James Septet** featuring **Phil Woods**, **Shelly Manne**, **Carl Fonatana**, **Bob Maize**, **Ted Richardson** and **Frank Strazzeri**, with arrangements by **Bill Holman**; and "What It Is To Be Frank" by the **Bill Kirchner Nonet**.

fred goodman



NEW MUSIC AT BMI — Executives of the Assn. for the Promotion of New Music recently visited the **Broadcast Music, Inc. (BMI)** New York headquarters. The visitors brought the association's new catalog containing works by over 60 composers ranging in scale from symphonic to solo compositions. Pictured studying the catalog are (l-r): **Jacques Monod**, Assn. for the Promotion of New Music; **James G. Roy, Jr.**, assistant vice president, concert music administration, **BMI**; and **George Edwards** and **Robert Pollock**, Assn. for the Promotion of New Music.

CASH BOX

December 4, 1982

AMOA Expo Examines Industry's Bottom Line

by Jeffrey Ressler

CHICAGO — Though coin machine industry members from around the globe gathered here Nov. 17-20 for the annual Amusement and Music Operator Assn. (AMOA) Exposition to look over new game and jukebox equipment, take orders on 1983 inventory and renew contacts with business colleagues, there was one issue that dominated the atmosphere of the entire convention — the financial status of the trade in the years ahead. Faced by the failure of Reaganomics to bring about an end to America's worst recession in the post-World War II era, video pirates who clone cheap knock-offs of popular electronic games and ever-escalating licensing fees and anti-amusement game legislation, participants meeting in the Windy City were determined to find solutions to these problems through an expanded series of educational seminars and impromptu discussions with fellow routemen.

While specific deals and sale strategies were being formulated on the display floor and in hotel rooms at the Expo's Hyatt Regency headquarters, operators also gleaned information from the extensive series of programs dealing with depreciation of machines, selecting a proper game mix, return on investments, development of political action committees (PACs) to support helpful politicians and maintaining a cost-efficient company with the aid of computers.

Operators who have seen the profits on their "Donkey Kong" machines being devoured by a competitor's "Crazy Kong" or "Kong Gorilla" unit surely know how the

proliferation of unauthorized video games has taken a substantial bite on the amusement industry, and perhaps one of the most important meetings at this year's Expo dealt specifically with the controversy over game copyright infringement. Discussing this clear and present threat, a panel composed of Bally/Midway marketing vice president Stan Jarocki, Nintendo attorney James L. Magee, Williams Electronics Inc. vice president and director of marketing Ronald J. Crouse and Williams attorney Melvin Goldenberg dissected the laws concerning the issue and methods manufacturers are using to attack the problem. Pointing out that the video game markets in Europe and Japan have been mercilessly slaughtered by the explosion of lackluster

Sequel Games, New Technology Shown At Expo

by Jeffrey Ressler

CHICAGO — Hoping for the magic coin-operated machine that would revolutionize the amusement industry and bring more players into arcades and street locations as "Pong," "Space Invaders," "Pac-Man" and others have done in years past, operators crammed the display area of AMOA's Expo '82 — occupying two large floors of the Hyatt Regency facility here — testing the latest elec-

(continued on page 36)

bogus amusements, the panel members brought operators up to date on advancements in the field of prosecuting infringers.

"A year or two ago it wasn't really clear how the law in this area worked," commented Nintendo's Magee, adding "and now we have a much better idea as a result of decisions reached in several recent cases."

Studying the history of copyright laws as they pertain to vid games, Magee used several examples, such as the celebrated "Pac-Man vs. K.C. Munchkin" case which involved home games and the "Defender vs. Defense Command" court battle which entailed similar coin-operated units, to trace victories of arcade game manufacturers wishing to retain control of their product.

"The ability to protect these video games by copyright is the cornerstone of the video game business," said Magee. "As with any other literary or artistic work, if copying were freely permitted there would be very little incentive to create new material . . . (The source of copyright law) is in the United States Constitution, Article I. Now, the framers of the Constitution obviously weren't sitting around thinking of Pac-Man and Donkey Kong when they drew up the copyright clause, but the original statute has been extended along with court interpretation to cover video games."

Manufacturer executives Jarocki and Crouse both stated that operators and gamemakers must work hand in hand to combat spurious vid machines or else face collapse of the entire industry. Copy games

(continued on page 36)

CONTENTS

Industry Calendar	37
Industry News	36
Jukebox Programmer	38

COIN MACHINE

AMOA Expo Takes Close Look At Coin Industry's Bottom Line

(continued from page 35)

"compromise the player," as well as take away profits from the game-makers, distributors and operators, commented Jarocki, who also took a hard line against non-manufacturer approved "speed-up" and "enhancement kits."

Cooperation Needed

"You are part of an industry that is in the most successful market in the world today," commented Jarocki. "The United States and our friends in Canada still enjoy a good market, and the reason we have a good market — even though there may be some recent falloff, and we understand that — is because of the work that the manufacturers have done in the area of copyright protection. Our friends at Nintendo, Stern, Atari, Williams and other companies have poured tons of money and time into trying to protect our industry. And no matter what's done, our success as manufacturers is solely dependent on the success of the operators."

Williams' Crouse stated that the evolution of computer technology has made most video games extremely simple to copy, as opposed to the relatively difficult job of counterfeiting electro-mechanical pinball machines. Estimating that 40% of all profits from his company's "Defender" game had been lost in Europe due to infringement problems, he explained that the game firm was now becoming highly committed to finding new technology in the fight against amusement pirates, including the use of specialized microprocessors and silicon chips that are extremely hard to reproduce. Williams' attorney, Goldenberg, detailed the legal methods the company was utilizing to curb the importation of the fake games from overseas, including a coordinated

effort with the customs department and International Trade Commission to halt the flow of clone games into the U.S.

Heated Exchange

Following the discussion, a heated question and answer period had operators taking manufacturers to task on a number of related topics. Individual operators asked the game company spokespersons why they hadn't responded to specific calls for help in warding off copiers in some regions such as Alabama, why manufacturers couldn't bring the prices of new games down to a level compatible with what copiers are charging and why most game makers have been lax to come out with legitimate enhancement kits to revamp outdated machines.

At least two of the questions raised by operators at the copyright infringement seminar were addressed directly by game manufacturers over the course of the convention, which brought mixed reaction from ops, distributors and other vid game makers. Bally Midway introduced its new enhancement kit for Pac-Man, entitled Pac-Man Plus, which received wide attention on the display floor. The kit, which converts the popular gobbler game into a snappier version with several new features and bonuses, was just one of many pac-innovations bowed by Bally Midway, which also debuted its "Super Pac-Man" video and "Baby Pac-Man" video/pin hybrid at the Expo.

Price Wars?

As far as the pricing issue was concerned, another major games firm told its distributors at a closed-door session during the Expo that it would be taking orders for several of its games introduced to the marketplace last year

at drastically reduced prices. The price change, reported to be a 75% reduction, stunned other manufacturers and started talk of 1983 price wars among competing firms.

Besides the aggressive stance taken on economic matters, the 1982 AMOA Expo was the association's most dramatic on many other levels. While official final attendance figures were unavailable at presstime, trade group spokespersons expected the three-day crowd to top the 11,000 mark, and a record-breaking number of 165 exhibitors and 439 displays allowed AMOA members to examine a wide variety of merchandise, ranging from the latest in video game laserdisc technology to super speedy coin counters. Elaborate booths and exhibits overloaded participants' senses with flashing lights, electronic pop tones, jukebox music, barkers' spiels and even an assortment of robots who scurried around the area shaking hands and talking with show attendees. (For an in-depth look at the display floor exhibits, see accompanying article.)

Another highlight of the Expo took place at the general membership luncheon and annual AMOA meeting, where the trade group officers for the next year were announced and introduced. Wesley S. Lawson of Florida was named president of the organization at the meeting. Also elected to the executive board were Dock Ringo, first vice president; John Estridge, secretary; and Al Marsh, treasurer. Three new vice presidents Clyde F. Knupp, Raymond R. Schroth, John P. Stocksdale — were also elected and will serve until 1985. Dick Hawkins was chosen to fill a one-year vacancy as vice president for 1983.

New board members elected to serve three-year terms included Bunky Bynum, Ross J. Todaro, Eugene Urso, Alice Clevinger, Jerry Derrick, Kenneth G. Flowe, Rick Geraghty, Earl Gill, James Hart, and Russ Warner.

Next year's Exposition is scheduled to take place at the Hilton Hotel in Rivergate, New Orleans, La., on Oct. 28-30.

Sequel Games, New Technology Shown At Expo

(continued from page 35)

tronic marvels. Though no single game seemed to stand out as the clear-cut blockbuster that would attract swarms of new players, there were several innovative technological breakthroughs exhibited in their early model stages, as well as a great number of "sequel" games based on popular coin-ops already in the marketplace.

Compelling Attraction

By far the most compelling attraction at the Expo was a prototype of Sega Electronics' laserdisc-drive controlled "Astron Belt," set to premiere in June, 1983. Geared for \$1 play, the sit-down space battle game uses actual movie footage from a Paramount studios (connected to Sega through parent company Gulf & Western) sci-fi fantasy made in Japan. The film is projected via laserdisc on a screen facing the player, who must guide his space ship on a mission to destroy enemy rockets, which explode in *Star Wars*-like pyrotechnics when hit. Spectacular sound effects, transmitted through stereo headphones, add even more thrills to the futuristic adventure.

Though some kinks have yet to be worked out (such as making the player-controlled spaceship seem as realistic as the ones in the film and smoother transitions between sequences), Astron Belt offered proof positive that game makers are indeed exploring new vistas in entertainment and trying to develop fresh ideas for future product. According to Sega spokespersons, other laserdisc games are currently being worked on at the company's R&D department and may also be out by next year.

(continued on page 38)

British Field First-Ever AMOA Exhibit In '82

LONDON — A representative group of 14 British firms was assembled for the U.K.'s first official presentation at the Amusement and Music Operators' Assn. Expo in Chicago's Hyatt Regency Hotel, Nov. 18-20.

The products promoted included sophisticated electronic casino equipment, children's amusements, jukeboxes and arcade games. Following is a rundown of the British firms that exhibited at this year's AMOA:

Among the additions to MKC Designs' sit-and-ride range were a U.S. army jeep and a

Harrier jet. A new kiddie ride mini-wheel also was presented. The single-child, coin-operated unit is a miniature Ferris wheel with flashing lights. Two new games will round out the display: a water "laser" that steers a ball around a course; and Snapman, which involves snaring a character on a fishing line.

Launching a completely revamped line of coin-operated sit-and-rides R. J. Newborough showed five models: a motocross cycle with audio effects; the Rio Grande Santa Fe train with flashing lights and sound; a paddlewheel steamboat which plays "Dixie" and has flashing lights; and a jet fighter. The single

seaters all rock back and forth and are modelled in brightly painted fiberglass.

Musical kiddie rides were the mainstay of the Whittaker Bros. stand. The firm's fire engine plays the Lone Ranger theme and has a throttle which controls the volume of the engine sound. An antique car operates to the tune of "Chitty Chitty Bang Bang" and has a pedal throttle the rider uses for engine revving, the hooter and the headlights.

Space aliens and alien interceptors are the stars of a new series of kiddie rides from Edward Brooks. The coin-operated units are hydraulic and are done up in psychedelic

colors. Also among the large array of coin-operated sit-and-rides was Bafco with a new speedboat.

Aliens were featured in the shooting gallery that Mayfield Diamond Electronics will introduce. The 10 feet by 12 feet machine is coin-operated and electromechanical.

Electrotechnics launched a new product, The Stripper; the company also had two talking quick-draw machines and a fortune-teller unit.

Skid Car is one of three new amusements that was shown by Eurounion. A unique, patented rear-wheel assembly converts basic pedal power operation into an exciting performance similar to rally car racing. The vehicle is constructed to high technical specifications and is designed for youngsters six to 15 years old. The firm's other new products are water rides. Aquascout is a plastic multihull that can operate in water only nine inches deep and easily supports kids as heavy as 100 lbs. Aquachief is the two-seat adult version of the craft and is designed for use at ocean or park locations. Both craft are efficiently powered by pedal paddles.

A full selection of casino machines was presented by Summit Coin. Included were slot machines, video games, video keno, an automatic blackjack table and video bingo. A microprocessor controls all the products and allows a casino to use a single computer system.

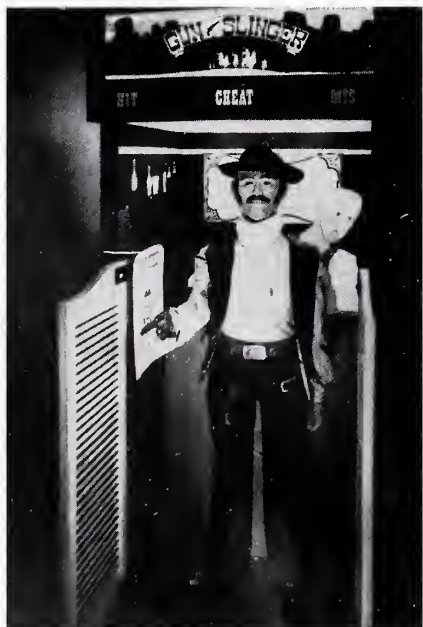
A video horse racing unit that is new to the U.S. was highlighted by Video Computer Systems. Models are available for two or three players. Race information, odds and forms are given at the start of the game, and players use the information to back their horse either at fixed or variable odds. Both cash and credit pay outs are available.

Showing for the first time outside the U.K., EDR-Muller featured single and two-coin

(continued on page 37)



HISTORIC EXHIBIT — Some 14 British coin machine firms participated in the United Kingdom's first official exhibit at AMOA's Expo '82. Edward Brooks and Co. (above) showed its latest space-themed kiddie ride. Gun Slinger (right) is a talking, quick draw machine produced by Electrotechnics. The slot machine (far right) is one of 40 models promoted by Summit Coin.



AGMA Favors Factory-Authorized Enhancement Kits

LOS ANGELES — At its Sept. 10 board of directors meeting, the Amusement Games Manufacturers Assn. (AGMA) adopted the following statement regarding the use of speed-up kits and the question of copyright infringement:

"AGMA believes that it is time to speak out on an issue that has divided elements of the amusement game industry. AGMA believes that an effort can and should be made to accommodate the legitimate interests of all segments of the industry — manufacturers, distributors and operators — on the subject of copyright infringement and the use of speed-up kits.

"There has been much editorial comment recently on the subject of speed-up kits and the question of whether the use of such kits without consent of the game copyright owners is an infringement of the game copyright.

"The courts have held that speeding up or modifying the play of a copyrighted video game is indeed a copyright infringement, just as making a translation of a literary work or an arrangement of a musical work without the consent of the original copyright owner is an infringement of their copyright. Under the

copyright law, a continuing and conscious failure to file claims against infringers could result in a finding of abandonment of rights and ultimately even the loss of the basic copyright.

"The AGMA does not believe that it is in the interests of the amusement game industry at any level — manufacturers, distributors or operators — to jeopardize the structure of American copyright law by risking abandonment of game copyright. The chaos in the game industry in some foreign countries where copyright laws are only weakly enforced shows the folly of endangering the incentive provided by the copyright law which is based on the U.S. Constitution. At the same time the industry and the AGMA recognize that there is a legitimate interest in maximizing return on investment by prolonging the life of video games through reasonable adaptation, such as speed-ups, that are supplied directly or authorized and licensed by their manufacturers. For this reason, the AGMA believes that the formulation by manufacturers of policies which either provide for factory-supplied kits or for the manufacture under license of authorized kits, subject to stringent quality controls and reasonable royalty payments, is in the best interest of the entire industry at every level. Each of the members of AGMA will, of course, make its own business judgement regarding such policies."

New Promo Kit Available From Business Builders

CHICAGO — Business Builders of Cupertino, Calif., has introduced a special scratch-off promotion kit for game centers called "Beat The High Score," which is designed to increase location traffic and build customer enthusiasm. As explained by company president Carol Kantor, "The best elements available in promotions are included in Beat The High Score. Instant winners and scratch-off cards are proven to be the most popular concepts.

"When deciding on a promotion to introduce," she continued, "we went for the ideas that have been most successful in other industries (i.e., fastfood) and tailored it to the needs of the game operators." Each participant in the contest receives a game card and scratches off the black area to see their score, which is compared to High Scores displayed on a large contest poster in the game location to determine whether or not one of the three possible prizes has been won.

Beat The High Score is flexible to allow different "odds" for a win. The colorful contest posters show three different games with a place for the High Score and prizes to be inserted. These posters come with a set of decals of nine different High Scores to choose from and 2, 3, 5 or 10 Free Plays for possible prizes. The winning scores are cut out and put on the contest poster by the operator and there are an equal number of nine different scores on the scratch-off cards that are valued between the scores on the decals.

Petit Named VP Of Southgate Enterprises

LOS ANGELES — Tom Petit, formerly western regional sales manager for Atari, Inc.'s coin video games division, has accepted a job as vice president of Dallas-based Southgate Enterprises. Petit, 27, will continue to work with Atari in his new post, assuming sales and marketing duties for Southwest Vending, one of Atari's distributors in Texas.

"It's hard to leave Atari after spending so many years here," explained Petit. "It's like leaving home for the first time. It's been a stimulating work atmosphere and I'll miss it . . . but distributing is a facet of the industry that's always intrigued me."



Pictured are (l-r): vice chairman John M. Darden III; chairman Ralph L. Sanese; senior vice chairman Kenneth J. Nowak and treasurer James A. Rost.

Sanese Elected Chairman Of NAMA

CHICAGO — Ralph Sanese, president of Sanese Services, Inc. (Columbus, Ohio), was elected chairman of the board of directors of the National Automatic Merchandising Assn. (NAMA) at the annual NAMA meeting (Oct. 7-10) in New Orleans. His one-year term begins in January 1983.

Other new officers elected for 1983 are: Kenneth Nowak, president of Variety Vendors, Inc. of Warren, Mich., senior vice chairman; John M. Darden, III, president of Sands & Co. of Marietta, Ga., vice chairman; and James A. Rost, president of Interstate United Corporation of Chicago, treasurer.

The following were elected to the board of directors: Donald M. Berger (Texas

Automatic Foods, Inc.-Houston); Harold Blotner (Dane County Vending Company-Madison, Wisc.); Robert A. Kozlowski, (Canteen Corp.-Chicago); Carr Newcomer (Servomation Corp.-Stamford, Conn.); and John B. Riddle (Micro-Magnetic Industries-Palo Alto, Calif.).

Re-elected to the board were: Robert P. Freeman (Coffee-Mat-Kenilworth, N.J.); David Katz (Automatic Catering, Inc.-Edison, N.J.); and Kenneth Nowak (Variety Vendors, Inc.-Warren, Mich.).

The election took place during the annual NAMA national convention, which featured nearly 200 exhibitors and a registration of more than 5,000 persons.

Atari Appoints Van Campen To Nat'l Sales Post

LOS ANGELES — Alan B. Van Campen has been named to the position of director of national sales, coin video games division at Atari. Van Campen, 38, will report to Donald B. Osborne, vice president of sales and marketing, coin video games division, Atari.

Commenting on the new appointment, Osborne said, "Van Campen has a strong understanding of the distribution network, but his experience is much broader than that. Moreover, Van Campen will be spending a lot of time with our distributors, working to strengthen our personal relationships with them. That, along with a planned addition to the sales force in the field, is part of Atari's strategy to strengthen its already good relationship with its distributors."

British Exhibits

(continued from page 36)

selectors and associated electronics and electronic timers.

The hand-polished wood of Sound Leisure's wall-mounted jukeboxes lends a traditional look to the units. The wall box and hideaway systems will be featured. Also on hand will be Britain's smallest jukebox. It takes up only 3.6 sq. ft. of floor space and can be used as a freestanding selection console driving its own internal speakers.

Rounding out the British displays will be Century Electronics with three new video games.

The British firms are sponsored jointly by the British Overseas Trade Board and the British Amusement and Catering Trades Assn.

CALENDAR

1983

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

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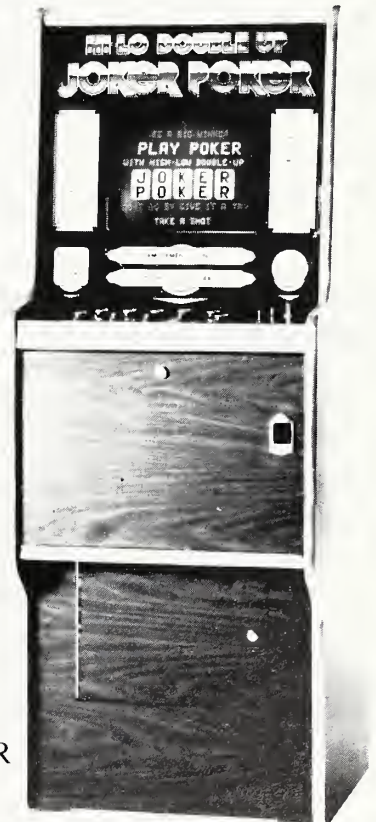
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THE JUKEBOX PROGRAMMER

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December 4, 1982

POP

- 1 **TRULY**
LIONEL RICHIE (Motown 1644MF)
- 2 **DIRTY LAUNDRY**
DON HENLEY (Asylum 7-69894)
- 3 **GLORIA**
LAURA BRANIGAN (Atlantic 4048)
- 4 **MUSCLES**
DIANA ROSS (RCA PB-13348)
- 5 **MANEATER**
DARYL HALL & JOHN OATES (RCA PB-13354)
- 6 **IT'S RAINING AGAIN**
SUPERTRAMP (A&M 2502)
- 7 **MICKEY**
TONI BASIL (Chrysalis CHS 2638)
- 8 **STEPPIN' OUT**
JOE JACKSON (A&M 2428)
- 9 **THE GIRL IS MINE**
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
- 10 **SEXUAL HEALING**
MARVIN GAYE (Columbia 38-03302)
- 11 **I.G.Y. (WHAT A BEAUTIFUL WORLD)**
DONALD FAGEN (Warnar Bros. 7-29900)
- 12 **SHADOWS OF THE NIGHT**
PAT BENATAR (Chrysalis CHS 2647)
- 13 **HEARTLIGHT**
NEIL DIAMOND (Columbia 18-03219)
- 14 **ROCK THIS TOWN**
STRAY CATS (EMI America B-8132)
- 15 **UP WHERE WE BELONG**
JOE COCKER AND JENNIFER WARNES (Island/Atco 7-99996)
- 16 **MISSING YOU**
DAN FOGELBERG (Full Moon/CBS 34-03289)
- 17 **PRESSURE**
BILLY JOEL (Columbia 38-03244)
- 18 **AFRICA**
TOTO (Columbia 38-03335)
- 19 **THE OTHER GUY**
LITTLE RIVER BAND (Capitol B-5185)
- 20 **WHO CAN IT BE NOW?**
MEN AT WORK (Columbia 18-02888)
- 21 **YOU CAN'T HURRY LOVE**
PHIL COLLINS (Atlantic 7-89933)
- 22 **DOWN UNDER**
MEN AT WORK (Columbia 38-03303)
- 23 **HEART ATTACK**
OLIVIA NEWTON-JOHN (MCA-52100)
- 24 **GET CLOSER**
LINDA RONSTADT (Asylum 7-69948)
- 25 **ROCK THE CASBAH**
THE CLASH (Epic 34-03245)
- 26 **YOU AND I**
EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)
- 27 **I DO***
THE J. GEILS BAND (EMI America B-8148)
- 28 **THE ONE YOU LOVE**
GLENN FREY (Asylum 7-69974)
- 29 **NOWHERE TO RUN***
SANTANA (Columbia 38-03376)
- 30 **LOVE ME DO***
THE BEATLES (Capitol B-5189)

COUNTRY

- 1 **YOU AND I**
EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)
- 2 **THE BIRD**
JERRY REED (RCA PB-13355)
- 3 **WE DID BUT NOW YOU DON'T**
CONWAY TWITTY (Elektra 7-69964)
- 4 **IT AIN'T EASY BEIN' EASY**
JANIE FRICKE (Columbia 38-03214)
- 5 **REDNECK GIRL**
THE BELLAMY BROTHERS (Warnar/Curb 7-29923)
- 6 **THE AMERICAN DREAM**
HANK WILLIAMS, JR. (Elektra 7-69960)
- 7 **WAR IS HELL**
T.G. SHEPPARD (Warnar/Curb 7-29934)
- 8 **(SITTIN' ON) THE DOCK OF THE BAY**
WAYLON & WILLIE (RCA PB-13319)
- 9 **A LOVE SONG**
KENNY ROGERS (Liberty B-1485)
- 10 **HEARTBROKE**
RICKY SKAGGS (Epic 14-03212)
- 11 **SURE FEELS LIKE LOVE**
LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-03159)
- 12 **GOING WHERE THE LONELY GO**
MERLE HAGGARD (Epic 34-03315)
- 13 **SOMEWHERE BETWEEN RIGHT AND WRONG**
EARL THOMAS CONLEY (RCA PB-13320)
- 14 **YOU'RE SO GOOD WHEN YOU'RE BAD**
CHARLEY PRIDE (RCA PB-13293)
- 15 **I DON'T REMEMBER LOVING YOU**
JOHN CONLEE (MCA-52116)
- 16 **LIKE NOTHING EVER HAPPENED**
SYLVIA (RCA PB-13330)
- 17 **STAY A LITTLE LONGER**
MEL TILLIS (Elektra 7-69963)
- 18 **BREAK IT TO ME GENTLY**
JUICE NEWTON (Capitol B-5148)
- 19 **A WOMAN'S TOUCH**
TOM JONES (Mercury/PolyGram 76172)
- 20 **CHEROKEE FIDDLE**
JOHNNY LEE (Full Moon/Asylum 7-69945)
- 21 **LOVE'S GONNA FALL HERE TONIGHT**
RAZZY BAILEY (RCA PB-13290)
- 22 **WHAT SHE DON'T KNOW WON'T HURT HER**
GENE WATSON (MCA-52131)
- 23 **INSIDE***
RONNIE MILSAP (RCA PB-13362)
- 24 **TALK TO ME**
MICKEY GILLEY (Epic 34-03326)
- 25 **MARINA DEL REY**
GEORGE STRAIT (MCA-52120)
- 26 **SOMEBODY'S ALWAYS SAYING GOOD-BYE***
ANNE MURRAY (Capitol B-5183)
- 27 **THANK GOD FOR KIDS***
THE OAK RIDGE BOYS (MCA-52145)
- 28 **THE BEER DRINKIN' SONG**
MAC DAVIS (Casablanca/PolyGram 2355)
- 29 **I WONDER***
ROSANNE CASH (Columbia 38-03238)
- 30 **16TH AVENUE**
LACY J. DALTON (Columbia 18-03184)

BLACK CONTEMPORARY

- 1 **SEXUAL HEALING**
MARVIN GAYE (Columbia 38-03302)
- 2 **TRULY**
LIONEL RICHIE (Motown 1644MF)
- 3 **1999**
PRINCE (Warnar Bros. 7-29896)
- 4 **THE GIRL IS MINE**
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
- 5 **NASTY GIRL**
VANITY 6 (Warnar Bros. 7-29908)
- 6 **MUSCLES**
DIANA ROSS (RCA PB-13348)
- 7 **BAD BOY/HAVING A PARTY**
LUTHER VANDROSS (Epic 14-03205)
- 8 **YOUR PRECIOUS LOVE**
AL JARREAU AND RANDY CRAWFORD (Warnar Bros. 7-29908)
- 9 **LET'S GO DANCIN' (OOH LA, LA, LA)**
KOOL & THE GANG (Da-Lita/PolyGram DE824)
- 10 **ON THE WINGS OF LOVE**
JEFFREY OSBORNE (A&M 2434)
- 11 **YOUNG LOVE**
JANET JACKSON (A&M 2440)
- 12 **DO WA DITTY (BLOW THAT THING)**
ZAPP (Warnar Bros. 7-29891)
- 13 **LOOPZILLA**
GEORGE CLINTON (Capitol B-5160)
- 14 **ATTACK OF THE NAME GAME**
STACY LATTISAW (Cotillion/Atco 7-99968)
- 15 **GOT TO BE THERE**
CHAKA KHAN (Warnar Bros. 7-29881)
- 16 **LOVE'S COMIN' AT YA**
MELBA MOORE (EMI America B-8126)
- 17 **WHAT ABOUT MY LOVE**
JOHNNIE TAYLOR (Bavaria Glan BG2002)
- 18 **WELCOME TO THE CLUB**
THE BROTHERS JOHNSON (A&M 2506)
- 19 **OUTSTANDING***
THE GAP BAND (Total Exparlanca/PolyGram TE 8205)
- 20 **DO IT (LET ME SEE YOU SHAKE)**
THE BAR-KAYS (Mercury/PolyGram 76187)
- 21 **USED TO BE**
CHARLENE & STEVIE WONDER (Motown 1650)
- 22 **HEARTBREAKER**
DIONNE WARWICK (Arista AS1015)
- 23 **HIGH HOPES**
THE S.O.S. BAND (Tabu/CBS ZS4-03248)
- 24 **MAGIC IN THE MOONLIGHT**
THE SPINNERS (Atlantic 7-89962)
- 25 **SHE'S JUST A GROUPIE**
BOBBY NUNN (Motown 1643)
- 26 **ARE YOU SERIOUS**
TYRONE DAVIS (Highrise SHR-2005)
- 27 **777-9311**
THE TIME (Warnar Bros. 7-29952)
- 28 **PUT IT IN A MAGAZINE***
SONNY CHARLES (Highrise SHR-2001)
- 29 **PAINTED PICTURE***
THE COMMODORES (Motown 1651)
- 30 **A PENNY FOR YOUR THOUGHTS**
TAVARES (RCA PB-13292)

Sequel Games, New Technology In Spotlight At AMOA '82 Expo

(continued from page 36)

Among the games debuted at AMOA's Expo, a great number appeared to be offshoots of other successful amusements, a trend which started in the early 1970s with "Pong" follow-ups and has proven to be extremely lucrative in recent times as well (i.e., "Ms. Pac-Man," "Donkey Kong Jr.," etc.). Bally Midway introduced a trio of new Pac-machines, including a Bally video/pin hybrid called "Baby Pac-Man," the heroic "Super Pac-Man," as well as an enhancement kit for the original Pac-Man called "Pac-Man Plus." Though advance orders on the Super module are reported to be the most promising of the three, the Baby unit showed high potential for renewing interest in pin action, and could be one of the mega-hits of next year.

Housed in a modified video game cabinet (unlike the earlier pin/vids like "Caveman," which had a monitor implanted in a pinball machine), "Baby Pac-Man"'s activity begins with a mini-version of the now-familiar vid maze grid, where the tiny yellow glob is pursued by four ghost monsters. By zipping through one of two special tunnels located at the bottom of the screen, the Baby gobbler

rolls down a "pacscator" that drops a ball onto the pin field, making players switch from joystick to flipper controls.

"Super Zaxxon," produced by Sega, was another sequel game shown at the AMOA show, featuring more streamlined graphics than its predecessor and a number of new scenes and obstacles for challenging competent galactic warriors. Four battle scenes — "The Tunnel," "Low Altitude," "The Maze" and "The Last Scene" — portray different environments and the denouement of the new machine pits customers against a monstrous dragon, instead of the mammoth robot featured in the original Zaxxon. However, most attendees at Sega's exhibit area seemed to be zealous over a different space game called "Buck Rogers, Planet of Zoom." Two speed buttons and a highly responsive "fighter pilot" control stick guide Buck's rocket through dangerous tunnels, asteroid belts, fantastic cosmic cities, and finally, confrontation with an awesome, evil "Mothership" that launches squadrons of fighter ships from its launch bays. The upright model was certainly one of the biggest "hits" of the show, while the more elaborate cockpit version unfortunately

had an awkward seating design that inhibited smooth arm and wrist movement. Nevertheless, the game program drew laudits from both operators and experienced arcade patrons.

Atari's prime entry at the show was a slick driving game called "Pole Position," which had people lined up six-deep behind the sit-down module, preferred by most over the upright. An absorbing Formula I race car game, Pole Position has several nice touches (like billboards with Atari and "Centipede" ads) dotting the race course, and hair-pin curves that literally put the driver on edge. Other games spotlighted by the pioneering firm include a planetary warfare unit called "Liberator"; a voyage into a subatomic world, "Quantum," dealing with electronics, photons, pulsars and additional forms of matter and energy; and a "Centipede" sequel known as "Millipede" that has an entirely new cast of insect adversaries.

Two cartoon games by other vid companies — "Q*Bert," manufactured by Gottlieb, and Nintendo's "Popeye," based on the well-known comic strip and film character — received a powerful response from players and

operators, offering colorful visuals and easy instructions that should guarantee a wide customer base. Q*Bert, starring a cuddly egg-shaped character that hops up and down an M.C. Escher-like pyramid of cubes, is bound to capture the hearts of the playing public. Based on Segar's spinach-chomping swabby, Nintendo's Popeye includes all the comic principals including the brawny Bluto and the fair Olive Oyl, with instant identification qualities and superlative graphics which would make it a top earner.

Other attention-grabbing games highlighted at this year's AMOA Expo were: Taito's "Jungle King" sequel, the swashbuckling "Pirate Pete"; the fiery furnace of Bally Midway's "Satan's Hollow" with the prince of darkness as the villain, and the Data Age-licensed "Burger Time," in which players construct a hamburger while avoiding capture by culinary adversaries; Sega's "Monster Bash," a convert-a-game revolving around a haunted house occupied by ghouls; and Williams' "Joust," a head to head two player amusement featuring warriors perched on flying ostriches, which is already receiving positive feedback and collections.



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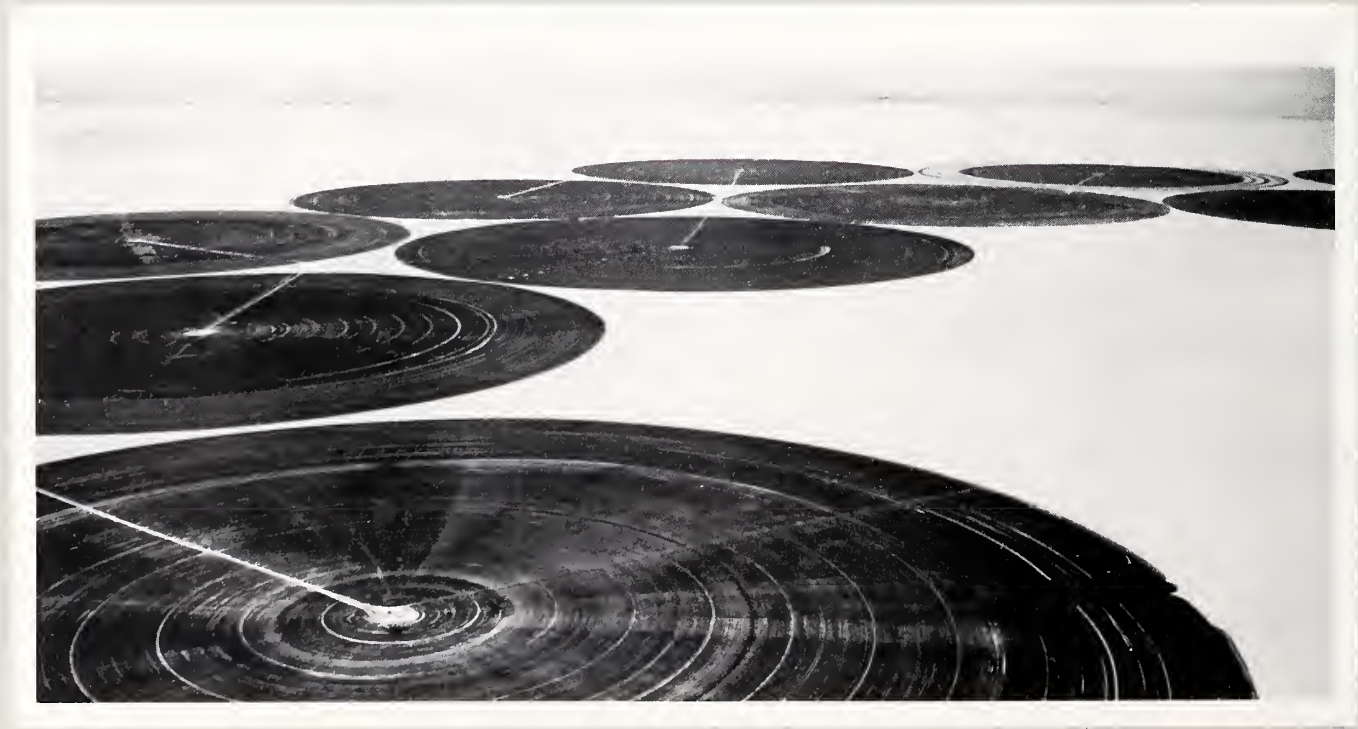
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