

CASH BOX

December 11, 1982

NEWSPAPER

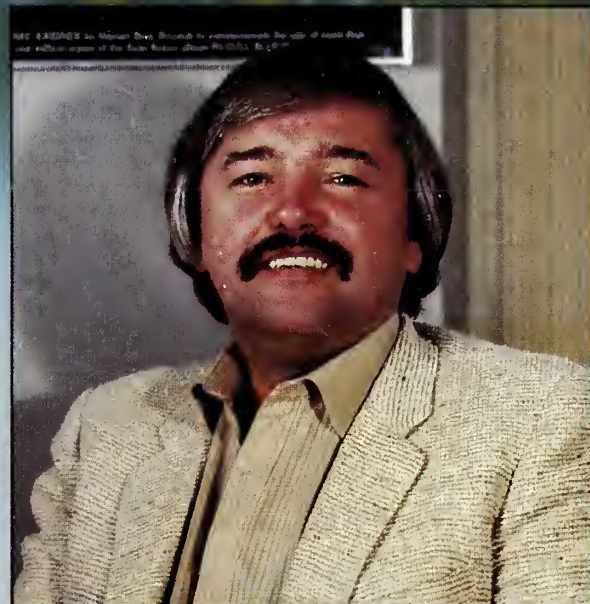
\$3.00

HIGHRISE

ENTERTAINMENT CO.



Marc Kreiner



Mike Lushka



Alphonse Mouzon



Sonny Charles



Tyrone Davis



Maxine Nightingale

NO DINNER.

No honoree, no black tie, no speeches.



For 14 years, the music industry has sponsored a prestigious fund-raising banquet for the AMC Cancer Research Center. Not this year. The Industry Committee, sensitive as we all are to economic conditions, foregoes the traditional event. Instead, for 1982 the Committee will direct event-related costs and energies to support a critical new anti-cancer project... one that directly will aid *every* industry individual and family member.

No Cancer Recession

Cancer is oblivious to recession or prosperity. Cancer is life's greatest peril, striking one person of every four...two of every three families. These are the compelling reasons why the AMC Music Industry Committee now asks your contributions to launch a vital life-related personal service.

The music industry is about to break all precedents by establishing, in conjunction with the AMC Cancer Research Center, the first privately-supported national anti-cancer telephone *HELPLINE* in the United States.

Cancer Answers

This Music Industry/AMC Cancer *HELPLINE* will be an "800" toll-free national professionally staffed phone-in service.

Its basic mission will be to provide free, clear, accurate information aiding cancer prevention and early detection—cancer's greatest enemies. Trained specialists will counsel cancer victims and family members...provide cancer information...offer professional referrals...discredit worry-inducing myths... answer questions born of fear and confusion.

Donors will be acknowledged in a *HELPLINE* Action Booklet to be distributed throughout the industry and to the media on a nationwide basis. Each donor company will be provided this special *HELPLINE* Action Booklet for every employee—detailing the *CANCER HELPLINE* toll-free number, calling procedures, guidance for questions, and reassurances for those who might be confused or reluctant to call.

Funds for Life

Such answers to cancer questions can foster early detection and possible prevention. Answers can allay fears, dispel myths, and reassure. Help provide cancer answers. Return the pledge form today.

For a 2-minute taped *CANCER HELPLINE* dramatization call: (212) 977-4189

Deadline for listings of corporate and personal contributions is December 31, 1982.

Yes, I support the creation of the Music Industry/AMC *CANCER HELPLINE*. My contribution of \$_____ will entitle me to the donor listing I have checked to the right. ▶

- | | | | |
|---|---------|---|-------|
| <input type="checkbox"/> Platinum | \$5,000 | <input type="checkbox"/> Sponsor | \$500 |
| <input type="checkbox"/> Gold | \$3,000 | <input type="checkbox"/> Benefactor | \$250 |
| <input type="checkbox"/> Silver | \$2,000 | <input type="checkbox"/> Contributor | \$100 |
| <input type="checkbox"/> Patron | \$1,000 | <input type="checkbox"/> No listing—any amount is welcomed. | |

My one-line donor listing should appear in the *HELPLINE* Action Booklet as follows: _____
(company or individual name)

or **Memorial Option** _____ in memory of _____
(donor name)

My contribution is enclosed. Please bill me.

I will need _____ "HELPLINE" Action Booklets for the employees of my company.

Name _____ Title _____

Company Name _____ Telephone _____

Address _____

Please make checks payable to AMC Cancer Research Center, 24 West 57th Street, Suite 603, New York, N.Y. 10019. (212) 757-6460
All contributions are tax-deductible under section 501(c)(3) of the U.S. Internal Revenue Code.



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EDITORIAL Re-educating The Consumer

With the conclusion of the Thanksgiving weekend, a number of dealers across the country are looking at a Christmas that may come later than ever this year. Given the stagnant economy and an increasing consumer resistance to high prices and gift-giving in general, many dealers seem to feel that this holiday sales season just might boil down to the last one or two weeks before Christmas.

In other words, it will be harder than ever to make this a top notch holiday sales season; but with the bulk of annual sales usually concentrated in the fourth quarter, it is vital that nothing be spared in the effort to sell prerecorded music over the next few weeks.

So what this means is that everything that has been learned this year must be put into play. It is obvious now that many consumers consider prerecorded music to be too expensive — but other than further shrinking of the dealers' margins, very little

can be done on that front this year.

What is left is promotion. Like it or not, the competition from home video games and other products is really cutting into the consumer's Christmas dollars. In many cases, prerecorded music as Christmas gifts is apparently far down on the list of many consumers' priorities.

Consumers need to be reintroduced to prerecorded music as a viable Christmas purchase before it is too late. The National Assn. of Recording Merchandisers (NARM) testing of "Gift of Music" ads in selected markets may provide one clue to the answer. Imaginative cross-merchandising or attractive sales promotions might be other viable options.

But the message is clear: Facing perhaps the most competitive Christmas in a long time, complicated by the stagnant economy, prerecorded music dealers are going to have to show what they're made of this time around.

CONTENTS

DEPARTMENTS	
Black Contemporary	27
Classifieds	34
Country	22
Gospel	26
International	31
Jazz	13
Merchandising	16
Pro Audio	15
Radio	20
Video	18
FEATURES	
Coast To Coast	14
Editorial	3
Executives On The Move	12
New Faces To Watch	10
CHARTS	
Top 100 Singles	4
Top 200 Albums	32,33
Black Contemporary Albums	27
Black Contemporary Singles	28
Country Albums	23
Country Singles	24
Gospel Albums	26
International Albums, Singles	31
Jazz Albums	13
Rock Album Radio Report	21
Top 30 Videocassettes	16
REVIEWS	
Albums	8
Singles	10
Talent	11

ON THE COVER

Not yet one year old, Los Angeles-based HighRise Entertainment Co. is quickly establishing itself as a solid chart contender. With four records in the Top 30 of this week's Black Contemporary Singles chart, led by Sonny Charles' "Put It In A Magazine" (also #74 bullet on the Pop Singles chart), the label is off to a fine start under the direction of industry veterans Mark Kreiner (president) and Mike Lushka (vice president). Alfonse Mouzon's "Lady In Red" (#24), Tyrone Davis' "Are You Serious" (#26) and Maxine Nightingale's "Turn To Me" (#29) round out HighRise's bulleting singles.

HighRise's singles success is also beginning to translate into album sales, with Mouzon and Charles represented on this week's Black Contemporary Album chart at #60 bullet and #68 respectively. And based on their track records, Davis' self-titled debut LP for the label and Nightingale's just-released "It's A Beautiful Thing" should also be hitting the chart in the not too distant future.

All in all, HighRise has made an impressive debut, which speaks well for its staff and artists.



TOP POP DEBUTS

SINGLES

83 ALL THOSE LIES — Glen Frey — Asylum

ALBUMS

58 SPEAK OF THE DEVIL — Ozzy Osbourne — Jet

POP SINGLE

TRULY
Lionel Richie
Motown

B/C SINGLE

SEXUAL HEALING
Marvin Gaye
Columbia

COUNTRY SINGLE

YOU AND I
Eddie Rabbitt w/Crystal Gayle
Elektra

JAZZ

TWO OF A KIND
Earl Klugh/Bob James
Capitol

NUMBER ONES



Alabama

POP ALBUM

LIONEL RICHIE
Motown

B/C ALBUM

MIDNIGHT LOVE
Marvin Gaye
Columbia

COUNTRY ALBUM

MOUNTAIN MUSIC
Alabama
RCA

GOSPEL

PRECIOUS LORD
Al Green
Hi/Myrrh

CASH BOX TOP 100 SINGLES

December 11, 1982

		Weeks On Chart			Weeks On Chart			Weeks On Chart			
		12/4			12/4			12/4			
1	TRULY LIONEL RICHIE (Motown 1644)	1	10	35	WHATCHA GONNA DO CHILLIWACK (Millennium/RCA TB-13110)	38	9	68	THEME FROM DYNASTY BILL CONTI (Arista AS 1021)	74	4
2	MANEATER DARYL HALL & JOHN OATES (RCA PB 13354)	3	9	36	LET'S GO DANCIN' (OOH LA, LA, LA) KOOL & THE GANG (De-Lite/PolyGram DE824)	39	7	69	RIGHT BEFORE YOUR EYES AMERICA (Capitol B-5177)	77	3
3	MICKEY TONI BASIL (Chrysalis 2638)	7	14	37	WHO CAN IT BE NOW? MEN AT WORK (Columbia 18-02888)	13	23	70	TWILIGHT ZONE GOLDEN EARRING (21/PolyGram T 1103)	80	3
4	THE GIRL IS MINE MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)	5	6	38	SOUTHERN CROSS CROSBY, STILLS & NASH (Atlantic 7-89969)	22	13	71	THE ELVIS MEDLEY ELVIS PRESLEY (RCA PB-13351)	75	4
5	STEPPIN' OUT JOE JACKSON (A&M 2428)	6	17	39	YOU AND I EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)	43	9	72	NOWHERE TO RUN SANTANA (Columbia 38-03376)	79	3
6	DIRTY LAUNDRY DON HENLEY (Asylum 7-69894)	8	7	40	DESTINATION UNKNOWN MISSING PERSONS (Capitol B-5161)	42	10	73	(YOU'RE SO SQUARE) BABY, I DON'T CARE JONI MITCHELL (Geffen 7-29849)	76	4
7	GLORIA LAURA BRANIGAN (Atlantic 4048)	2	24	41	I DO THE J. GEILS BAND (EMI America B-8148)	47	4	74	PUT IT IN A MAGAZINE SONNY CHARLES (Highrise SHR-2001)	82	3
8	MUSCLES DIANA ROSS (RCA PB-13348)	9	11	42	HEART TO HEART KENNY LOGGINS (Columbia 38-03377)	57	3	75	DO YOU REALLY WANT TO HURT ME CULTURE CLUB (Epic 34-03368)	87	2
9	IT'S RAINING AGAIN SUPERTRAMP (A&M 2502)	10	7	43	GOODY TWO SHOES ADAM ANT (Epic 34-03367)	53	4	76	YOUR LOVE IS DRIVING ME CRAZY SAMMY HAGAR (Geffen 7-29816)	86	2
10	SEXUAL HEALING MARVIN GAYE (Columbia 38-03302)	12	7	44	YOU DON'T WANT ME ANYMORE STEEL BREEZE (RCA PB-13282)	27	16	77	ON THE LOOSE SAGA (Portrait/CBS 37-03359)	84	2
11	UP WHERE WE BELONG JOE COCKER AND JENNIFER WARNES (Island/Atco 79996)	4	16	45	LOVE IN STORE FLEETWOOD MAC (Warner Bros. 7-29848)	62	3	78	PSYCHOBABBLE THE ALAN PARSONS PROJECT (Arista AS 1029)	85	2
12	ROCK THIS TOWN STRAY CATS (EMI America B-8132)	14	13	46	DOES IT MAKE YOU REMEMBER KIM CARNES (EMI America B-8147)	52	6	79	YOU CAN DO MAGIC AMERICA (Capitol B-5142)	46	20
13	THE LOOK OF LOVE (PART ONE) ABC (Mercury/PolyGram 76168)	15	14	47	SHOCK THE MONKEY PETER GABRIEL (Geffen 7-29883)	54	7	80	FUNNY HOW TIME SLIPS AWAY SPINNERS (Atlantic 7-89922)	88	2
14	DOWN UNDER MEN AT WORK (Columbia 38-03303)	21	6	48	USED TO BE CHARLENE & STEVIE WONDER (Motown 1650)	50	7	81	JUMP LOVERBOY (Columbia 38-03346)	89	2
15	SHADOWS OF THE NIGHT PAT BENATAR (Chrysalis CHS 2647)	17	8	49	ALLENTOWN BILLY JOEL (Columbia 38-03413)	64	3	82	LOVE COME DOWN EVELYN KING (RCA PB-13273)	56	16
16	HEART ATTACK OLIVIA NEWTON-JOHN (MCA-52100)	11	15	50	1999 PRINCE (Warner Bros. 7-29896)	55	6	83	ALL THOSE LIES GLENN FREY (Asylum 7-69857)	—	1
17	HEARTBREAKER DIONNE WARWICK (Arista AS 1015)	20	10	51	TWO LESS LONELY PEOPLE IN THE WORLD AIR SUPPLY (Arista AS1004)	59	5	84	I WOULDN'T BEG FOR WATER SHEENA EASTON (EMI America B-8142)	73	7
18	NOBODY SYLVIA (RCA PB-13223)	16	17	52	THE ONE YOU LOVE GLENN FREY (Asylum 7-69974)	41	17	85	I KNEW YOU WHEN LINDA RONSTADT (Asylum 7-69853)	—	1
19	I.G.Y. (WHAT A BEAUTIFUL WORLD) DONALD FAGEN (Warner Bros. 7-29900)	19	10	53	I GOTTA TRY MICHAEL McDONALD (Warner Bros. 7-29862)	61	5	86	SHAKIN' EDDIE MONEY (Columbia 38-03252)	68	9
20	AFRICA TOTO (Columbia 38-03335)	24	7	54	I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR) MICHAEL McDONALD (Warner Bros. 7-29933)	40	19	87	PAINTED PICTURE COMMODORES (Motown 1651)	—	1
21	HEARTLIGHT NEIL DIAMOND (Columbia 18-03219)	18	14	55	HEART OF THE NIGHT JUICE NEWTON (Capitol B-5192)	71	3	88	GIVE IT UP THE STEVE MILLER BAND (Capitol B-5194)	—	1
22	YOU CAN'T HURRY LOVE PHIL COLLINS (Atlantic 7-89933)	26	6	56	SPACE AGE LOVE SONG A FLOCK OF SEAGULLS (Jive/Arista VS2003)	65	4	89	CROSS MY HEART LEE RITENOUR (Elektra 7-69892)	—	1
23	MISSING YOU DAN FOGELBERG (Full Moon/CBS 34-03289)	25	10	57	MEMORY BARRY MANILOW (Arista AS 1025)	67	4	90	YOU'VE GOT ANOTHER THING COMIN' JUDAS PRIEST (Columbia 18-03168)	78	4
24	BABY, COME TO ME PATTI AUSTIN (Owest/Warner Bros. OWE50036)	30	11	58	I KNOW THERE'S SOMETHING GOING ON FRIDA (Atlantic 7-89984)	63	6	91	PRESSURE BILLY JOEL (Columbia 38-03244)	49	12
25	ROCK THE CASBAH THE CLASH (Epic 34-03245)	28	10	59	A LOVE SONG KENNY ROGERS (Liberty B-1485)	48	10	92	VALARIE STEVE WINWOOD (Island/Warner Bros. 7-29879)	81	6
26	YOU GOT LUCKY TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA BSR-52144)	32	5	60	JACK & DIANE JOHN COUGAR (Riva/PolyGram R-210)	45	21	93	BAD BOY/HAVING A PARTY LUTHER VANDROSS (Epic 14-03205)	91	4
27	ON THE WINGS OF LOVE JEFFREY OSBORNE (A&M 2434)	29	11	61	GET CLOSER LINDA RONSTADT (Asylum 7-69948)	44	11	94	SOMEBODY'S BABY JACKSON BROWNE (Asylum 7-69982)	60	20
28	HAND TO HOLD ON TO JOHN COUGAR (Riva/PolyGram R211)	33	6	62	I'M SO EXCITED POINTER SISTERS (Planet/RCA JH-13317)	51	13	95	PLEDGE PIN ROBERT PLANT (Swan Song/Atco SS 7-99952)	90	5
29	BE MY LADY JEFFERSON STARSHIP (Grunt/RCA FB-13350)	31	10	63	BAD BOY RAY PARKER, JR. (Arista AS1030)	72	3	96	NEW WORLD MAN RUSH (Mercury/PolyGram 76179)	83	13
30	THE OTHER GUY LITTLE RIVER BAND (Capitol B-5185)	37	4	64	FOREVER MINE THE MOTELS (Capitol B-5182)	68	5	97	I RAN (SO FAR AWAY) A FLOCK OF SEAGULLS (Jive/Arista VS 102)	93	23
31	WHAT ABOUT ME MOVING PICTURES (Network/Elektra 7-69952)	34	13	65	AMERICAN HEARTBEAT SURVIVOR (Scotti Bros./CBS ZS4 03213)	58	12	98	STATE OF INDEPENDENCE DONNA SUMMER (Geffen 7-29895)	92	11
32	EVERYBODY WANTS YOU BILLY SQUIER (Capitol B-5183)	35	11	66	GOODBYE TO YOU SCANDAL (Columbia 38-03234)	69	5	99	EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AS 0696)	96	23
33	A PENNY FOR YOUR THOUGHTS TAVARES (RCA PB-13292)	36	12	67	WAKE UP MY LOVE GEORGE HARRISON (Dark Horse/Warner Bros. 7-29864)	70	5	100	SO MUCH IN LOVE TIMOTHY B. SCHMIT (Full Moon/Asylum 7-69939)	94	11
34	LOVE ME TOMORROW CHICAGO (Full Moon/Warner Bros. 7-29911)	23	12								

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Love Song (Music Corp. Of America/Sycamore Valley — BMI)	59	Heart Attack (Stephen A. Kipner/April/Paul Bliss — ASCAP)	16	Love Me Tomorrow (Double Virgofoster Frees/Irving — BMI)	31	Somebody's Baby (Jackson Browne/Kortchmar — ASCAP)	94
A Penny For (Kenny Nolan/Downtown — ASCAP)	33	Heart Of The Night (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI/ASCAP)	55	Maneater (Fust Buzza/Hot-Cha/Unichappell—BMI)	2	southern Cross (Kenwon/CatPatch — BMI/Gold Hill — ASCAP)	38
Africa (Hudmar/Cowbella — ASCAP)	20	Heart To Heart (Milk Money/Genevieve — ASCAP/Foster Frees — BMI)	42	Mickey (Chinnichap/Careers — BMI)	3	Space Age Love Song (Zomba Ent. — BMI)	56
All Those Lies (Red Cloud — ASCAP)	83	Heartbreaker (Gibb Brothers adm. by Unichappell — BMI)	17	Missing You (Hickory Grove — ASCAP)	23	State Of Independence (WB — ASCAP/Spheric B.V. Buma/Toughnot Ltd. — PRS)	98
Allentown (Joel Songs — BMI)	49	Heartlight (Stonebridge/New Hidden Valley — ASCAP/Carole Bayer Sager — BMI)	21	Muscles (Mijac — BMI)	8	Steppin' Out (Albion — ASCAP)	5
American Heartbeat (Holy Money/Rude — BMI/WB/Easy Action — ASCAP)	65	I.G.Y. (Freejunkt — ASCAP)	19	New World Man (Core — ASCAP)	98	The Girl Is Mine (Mijac — BMI)	4
Baby, Come To Me (Rodsongs — PRS)	24	I Do (Music Corp. Of America — BMI)	41	1999 (Controversary — ASCAP)	50	The Look Of Love (Virgin/Chappell — ASCAP)	13
Baby I Don't Care (Gladsy — ASCAP)	73	I Gotta Try (Genevieve/Milk Money — ASCAP)	53	Nobody (Tom Collins — BMI)	18	The Other Guy (Red Cloud/Night River — ASCAP)	52
Bad Boy (Raydiola — ASCAP)	63	I Keep Forgettin' (Yellow Dog — ASCAP)	54	Nowhere To Run (April/Russell Ballard Ltd. — ASCAP)	72	The One You (Screen Gems — EMI/BMI)	30
Bad Boy (Legs — ASCAP/ABCKO — BMI)	93	I Know There's (Russ Ballard Ltd./Island Ltd.)	58	On The Loose (Pocket — ASCAP)	77	Theme From Dynasty (SVO — ASCAP)	68
Be My Lady (Allen — BMI)	29	I'm So Excited (Braitree/Til Dawn/Blackwood — BMI)	62	On The Wings (Lincoln Pond/Almo/March 9 — ASCAP)	27	Truly (Brockman — BMI)	1
Cross My Heart (Rit of Habeas — ASCAP/Captain Fingers — BMI)	89	I Ran (Zomba Ent. — BMI)	97	Painted Picture (Walter Orange/Snouse — ASCAP)	87	Twilight Zone (Fever — ASCAP)	70
Destination Unknown (Private Life/Life After Music/Private Parts — ASCAP/BMI)	40	It's Raining Again (Delicate — ASCAP)	9	Psychobabble (Woolfsongs/Careers — BMI)	78	Two Less Lonely (Uknart/Big Parade — BMI)	51
Dirty Laundry (Cass Country/Kortchmar — ASCAP)	6	I Wouldn't Beg (Unichappell — BMI)	84	Pledge Pin (Flames Of Albion/Bay Ltd. — ASCAP)	95	Up Where We (Famous — ASCAP/Ensign — BMI)	11
Do You Really Want (Virgin/Chappell — ASCAP)	75	Jack & Diane (Riva — ASCAP)	60	Pressure (Joe Songs — BMI)	91	Used To Be (Stone Diamond — BMI)	48
Does It Make (Moonwindow — ASCAP)	46	Jump (Irving/Adams/Calypto Tunes/Blackwood/Dean Of Music/Duke Reno — ASCAP)	81	Put It In (Pari-Wex/Sun Hill — ASCAP)	74	Valarie (Island/Blue Sky Rider — BMI)	92
Down Under (Blackwood — BMI)	14	Let's go Dancin' (Delightful — BMI/Double F — ASCAP)	36	Right Before (Mark-Cain — CAPAC)	69	Wake Up My Love (Ganga BV — BMI)	67
Elvis Medley (Various — BMI/ASCAP)	71	Love Come Down (Music Corp. Of America/Kashif — BMI)	82	Rock The Casbah (Nineden Ltd. — PRS)	25	What About Me (Australian Tumbleweed — BMI)	31
Everybody Wants You (Songs Of The Knight—BMI)	32	Love Me Tomorrow (Fleetwood Mac — BMI)	45	Rock This Town (Zomba — BMI)	12	Whatcha Gonna Do (ATV Of Canada/Some Sung Songs/18 Karat Gold/P.R.O. — BMI)	35
Eye In The Sky (Woolfsongs Ltd./Careers — BMI)	99			Sexual Healing (April — ASCAP)	10	Who Can It Be (April Music Pty. — BMI)	37
forever Mine (Clean Sheets — BMI)	64			Shadows Of The Night (Inner Santum — BMI)	15	You And I (Four Way — ASCAP)	39
Funny How Time Slips (Tree/Tree Group — BMI)	80			Shakin' (Grajonca — BMI/Elizabeth Myers — ASCAP)	86	You Can Do (April/Russell Ballard Ltd. — ASCAP)	79
Get Closer (Cherry Lane — ASCAP)	61			Shock The Monkey (Peter Gabriel Ltd. — ASCAP)	47	You Can't Hurry Love (Stone Agate — BMI)	22
Give It Up (Sailor — ASCAP)	88			So Much In Love (ABKCO — BMI)	100	You Don't Want (Toneman/Wood Street—ASCAP)	44
Gloria (Sugarongs — BMI)	7					You Got Lucky (Gone Gator/Wild Gator—ASCAP)	26
Goodbye To You (Zacko Songs)	66					You're Love Is Driving (Warner Bros./Benine — ASCAP)	76
Goody Two Shoes (EMI/Colgems—EMI — ASCAP)	43					You've Got Another (Blackwood/G. Tipton/R. Halford/K.K. Downing — BMI)	90
Hand To Hold On To (Riva — ASCAP)	28						



Exceptionally heavy radio activity this week



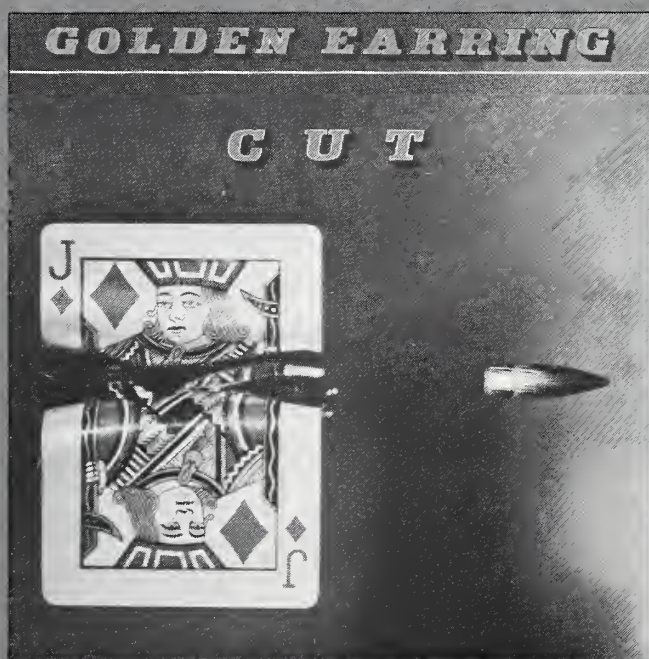
Exceptionally heavy sales activity this week

**THANKS GOLDEN EARRING,
GEORGE, BARRY, RINUS AND CESAR,
FOR COMING UP WITH ANOTHER
OUTSTANDING ROCK CLASSIC.**

"TWILIGHT ZONE"

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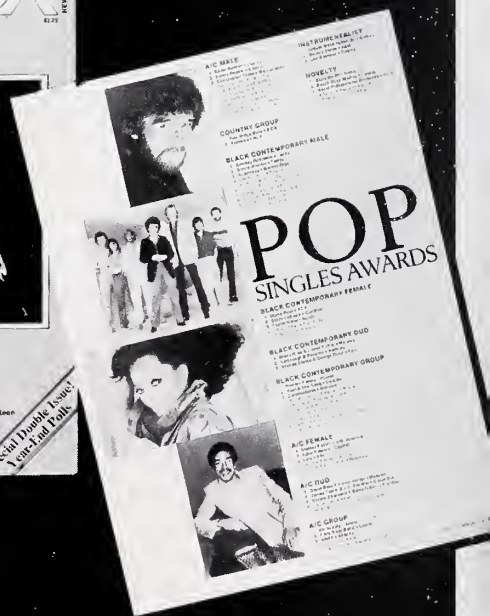
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1 9 8 2 CASH BOX YEAR-END AND AWARDS I S S U E



Thanksgiving Sales Produce Mixed Results For Dealers

Video Dealers Report Both Sales, Rentals Up

by Michael Glynn

LOS ANGELES — If the Thanksgiving Weekend was any indication, prerecorded video dealers should enjoy a happy holiday season. Bucking the national trend in which retailers in general reported that sales were off slightly for what is traditionally one of the heaviest shopping periods of the year, most video dealers claimed that both sales and rentals were up for the three-day weekend.

"I can only judge directly from our company stores, but we saw an upswing in retail activity prior to the weekend that has continued through the week," said George Atkinson, founder of the Los Angeles-based Video Station, which has nearly 400 franchise outlets and is opening its fifth company store. "Rentals, in particular, went bananas."

Atkinson interpreted reports of a similar pick up in sales and rentals by selected vid dealers around the country as a measure of those dealers' strength in their respective markets. "We're adding practically two million more VCR owners this year but there's probably 200-300 more stores now that are nibbling at that pie," he said. "If you're flat, or even minus ten (percent) or

plus ten (percent), then you're hanging in there, not shaking out."

Added Joe Bernes, manager of the New York-based Video Shack chain's Broadway outlet, "It's hard for me to say this because I keep hearing we're in a depressed (economic) state, but we did much better than last year."

Bob Bigelow, of Bigelow Video in Minneapolis, noted that his business was up 40% from last year. "I wish it was like that every day," he said.

A number of retailers said the increases in business were partly due to rental promotions held during the weekend. Bigelow pointed out that he printed up 6,000 flyers announcing a special in which he offered three prerecorded video cassette tapes for three days at \$10, as well as a \$9.95 per day special on VCR rentals. Gene Kahn of Columbia Video Systems in Highland Park, Ill. said that his store had its "largest single day on Friday (Nov. 26) and largest single weekend ever, as far as rentals are concerned," chalking it up to a "special Thanksgiving package."

"I'd like to think it was due to a special Thanksgiving package in which customers who rented six movies got a Nostalgia movie book and a pack of Jiffy Pop popcorn," said Columbia's Kahn. "33 packages

(continued on page 26)

Hot LPs, Accessories Help Music Retailers

by Jim Bessman

NEW YORK — Thanksgiving weekend sales reports from disc merchants around the country vary widely, according to a **Cash Box** survey. Where the West Coast Licorice Pizza chain saw business improve 35% over last year's figures, Ted's One Stop/Hudson Embassy in St. Louis dropped 30% below 1981 totals. Similarly, comparisons with the preceding weekend also showed expansive gaps, with, for example, the three-store Vibrations chain in Miami claiming a 40% jump while Detroit's Simpson's Wholesale/Bad Records, Inc. was off by 30-35%.

Dealers celebrating happy Thanksgivings generally credited the abundance of hot holiday product and the extensive merchandising of it, in many cases with assistance from increased cassette and video game sales (see accompanying stories). The depressed economy especially hurt those disappointed with the holiday weekend, though bad weather and even bad press were also mentioned as inhibiting factors.

High on the list of merchants issuing glowing notices on the Thanksgiving

weekend was Al Silverman, president of Stratford Distributors one-stop in Long Island. "It was our best week since Christmas 1980," he said, listing the flow of good product, competitive pricing and accessories sales, particularly video games and game paraphernalia like the Discwasher joystick, as major causes. Video games also led the way at Turtle's in Atlanta, where buyer Brian Poehner reported "substantially better" business than last year's. Fred Traub, vice president of software merchandising at Musicland Group, also cited the "electronics and video game" areas for overshadowing continued soft LP and tape sales and significantly improving total figures.

A media blitz at Licorice Pizza tied-in with the chain's dollar-off "Super Sale" promotion (**Cash Box**, Nov. 27) helped shoot business way up, according to advertising director Richard Zeff. "We wanted to take an already busy period and get everything we could out of it," he said, detailing a series of 30-second TV and 60-second radio spots alongside heavy in-store merchandising.

The Turtle's chain also took advantage of promotions, specifically a classical and cutout LP sale supported by full-page ads, both doing extremely well.

(continued on page 13)

Zimmermann, Willms Upped In Capitol-EMI Restructuring

LOS ANGELES — Don Zimmermann and Fred Willms have been named to head the newly formed Recorded Music Group and the Music Publishing, Retail, Video Development and Magnetic Products Group, respectively, at Capitol Industries-EMI. The appointments, plus several other personnel adjustments, are part of an "organizational re-alignment" that consolidates upper management at the Capitol and EMI America/Liberty labels.

Under the new structure, Zimmermann, who was named chief operating officer — Recorded Music Group and will be elected corporate vice president, Capitol Industries-EMI, assumes responsibility for the operation of the Capitol and EMI America/Liberty labels, Capitol Records-EMI of Canada, the classics division, international operations and special markets. Prior to his new appointment, Zimmermann was president of the Capitol/EMI America/Liberty Records Group, an organizational unit that has been absorbed into the newly formed Recorded Music Group.

Willms, who was named to the post of chief operating officer — Music Publishing, Retail, Video Development and Magnetic Products Group, assumes responsibility for the operation of Screen Gems-EMI Music, Musicden Retail, EMI Music Video and Capitol Magnetic Products. Willms was formerly corporate vice president, business affairs, and development, and assistant to the chairman, Capitol Industries-EMI. He remains a corporate vice president.

Both Zimmerman and Willms report directly to Bhaskar Menon, chairman, president and chief operating officer, Capitol Industries-EMI.

Within the Recorded Music Group, Jim Mazza, formerly president, EMI America/Liberty, becomes president, Capitol Records, and chairman, EMI America/Liberty Records. Mazza reports directly to Zimmerman.

In addition of Mazza, Dave Evans, president, Capitol Records-EMI of Canada; Renny Martini, general manager, classics; Hal Posner, vice president & assistant to the



CAPITOL REALIGNMENT — Capitol Industries-EMI, Inc. has announced a major restructuring of its Music Group. Pictured seated are (l-r): Ed Khoury, vice president, human resources and business development; Don Zimmermann, chief operating officer — Recorded Music Group; Bhaskar Menon, chairman, president and chief executive officer, Capitol Industries-EMI, Inc.; and Fredric Willms, chief operating officer — music publishing, retail, video development and Magnetic Products Group. Shown standing are (l-r): Rupert Perry, president, EMI America/Liberty Records; Jim Mazza, president, Capitol Records and chairman, EMI America/Liberty Records; Don Grierson, vice president, A&R, Capitol Records; and Gary Gersh, vice president, A&R, EMI America/Liberty Records.

chief operating officer — Recorded Music Group; Jack Reynolds, director, special markets; and Kick van Hengel, general manager, international operations, all

report to Zimmerman.

With Mazza now installed at top positions at both Capitol and EMI America/Liberty

(continued on page 12)

Splitting Of Rights Causing Confusion On Who Broadcast

by Fred Goodman

NEW YORK — With three separate companies already owning various broadcast rights to the show, The Who's farewell North American concert, scheduled for Dec. 17 at Toronto's Maple Leaf Gardens, promises to be a major media event. But sources involved with the broadcast speculate that conflicts of interest and an over-selling of rights by The Who could make for a major media mess.

While only one of those companies, DIR Broadcasting, would comment officially, sources involved in the transmission of the concert who requested anonymity said there are too many parties involved to make the planned broadcasts a success for everyone. "The Who couldn't get much

greedier if they tried," said one source. "There's the Campus Entertainment Network (CEN) broadcast to video centers (movie theaters and clubs), the 20th Century pay-per-view broadcast, DIR is also doing radio simultaneously, and MTV is tied in. What have they missed? They've got everything but the video game." Similarly, a consultant involved in the broadcast described the situation as "becoming more and more clouded because there are too many parties doing something with The Who."

Despite these assessments, Peter Kauff, executive vice president of DIR Broadcasting, which is offering a four-hour retrospective special on the group in tandem with a stereo simulcast of the concert, said that DIR has not encountered any

problems. "We're not a competitor," Kauff said when queried about any conflicts with the CEN or 20th Century transmissions. "Actually, we've been acting as agents for The Who. They have employed us to arrange their broadcasts on their behalf and to coordinate everybody's efforts wherever possible."

Kauff added that DIR has tried to "balance the desires of everybody" before going into a marketplace. He said that included The Who, as well as CEN and 20th Century-Fox. "Obviously, The Who have feelings about who they'd like to broadcast the show in terms of a station that has a big reach," said Kauff.

However, a source familiar with CEN painted a somewhat more gloomy picture, with CEN unable to line up its own radio co-sponsors because of the Who's deal with DIR. "The Who have vetoed all buys on stations competing with DIR," he said. "So CEN is forced to use the stations that DIR is

(continued on page 15)

PolyGram Pushes Ahead With CD Licensing Talks

by Michael Martinez

LOS ANGELES — PolyGram Records and other major U.S. record manufacturers are currently in negotiations over marketing of prerecorded music on the Sony/PolyGram-developed compact audio disc (CD) software in the U.S. market. The key issue is PolyGram's insistence that a three cents royalty on the software be imposed on other companies hoping to manufacture product on the new format.

PolyGram will be the first record company in the U.S. to release titles (100-150) in the new configuration, which was introduced to dealers at the 1982 convention

(continued on page 12)

BUSINESS NOTES

Court Orders MCA To Stop E.T. Push

LOS ANGELES — The appellate division of the New York Supreme Court last week ordered MCA Records to cease advertising the *E.T.* — *The Extraterrestrial* storybook LP featuring Epic recording artist Michael Jackson. The action against MCA, stemming from a suit filed in the New York Supreme Court by CBS Records, follows a ruling last week by the court that MCA must stop further distribution, sale or promotion of the product until conclusion of litigation (**Cash Box**, Dec. 4).

The court stopped short in the original order, however, of requiring MCA to recall more than 450,000 copies of the \$11.98 package already in the marketplace. MCA had motioned the appellate court last week for the right to continue advertising the product, which the court granted but later rescinded.

The legal action by CBS is the result of MCA's release of the package, which features Jackson singing on one song and narrating the Steven Spielberg fantasy film story throughout, just prior to release of the singer's Epic album, "Thriller," which shipped last week.

The hold put on further shipping of the *E.T.* storybook LP may seriously curtail MCA's opportunity to get a gold LP (only 450,000 units have been shipped), but a sampling of retailers by **Cash Box** reveals that over the Thanksgiving weekend, the package moved briskly.

Legal representatives on both sides of the issue must file additional briefs by Jan. 5, when oral arguments toward settlement of the dispute will subsequently be heard.

November Certifications Tops For '82

NEW YORK — In the biggest monthly showing this year, and the strongest since Feb. 1981, 20 albums were certified gold by the Recording Industry Assn. of America (RIAA) in November, each representing sales in excess of 500,000 units. Three albums were also certified platinum, representing sales in excess of one million units. In contrast, no singles were certified gold or platinum in November.

Certified platinum were "Abracadabra" by Capitol recording group the Steve Miller Band; "Business As Usual" by Columbia recording group Men At Work; and "Olivia's Greatest Hits, Vol. II" by MCA recording artist Olivia Newton-John.

Albums certified gold included "What Time Is It" by Warner Bros. recording group The Time; "It's Hard" by labelmate the Who; "Built for Speed" by EMI America recording group the Stray Cats; "Combat Rock" by Epic recording group the Clash; "Love is Where You Find It" by Solar/Elektra recording group the Whispers; "Olivia's Greatest Hits, Vol. II" by Newton-John; "Night And Day" by A&M recording artist Joe Jackson; "Fire Of Unknown Origin" by Columbia recording group Blue Oyster Cult; "No Control" by labelmate Eddie Money; "Windows" by Epic recording group the Charlie Daniels Band; "Nebraska" by Columbia recording artist Bruce Springsteen; "Perry Como Christmas Album" by RCA recording artist Perry Como; "High Adventure" by Columbia recording artist Kenny Loggins; "Pretty Paper" by labelmate Willie Nelson; "Jump Up" by Geffen recording artist Elton John; "Get Closer" by Elektra/Asylum recording artist Linda Ronstadt; "Forever, For Always, For Love" by Epic recording artist Luther Vandross; "The Nylon Curtain" by Columbia recording artist Billy Joel; and "Heaven's Just A Sin Away" by Churchill recording group the Kendalls.

NARM Seeks Packaging Info

NEW YORK — The National Assn. of Recording Merchandisers (NARM) has sent out questionnaires to its regular membership in order to learn dealer preferences on size and form of audiocassette tape packaging. In addition, smaller versions of the survey have been included in the January issue of the *NARM Sounding Board*, which goes out to thousands of record and tape store managers.

Both surveys seek tape package size preference. The large survey also asks whether a Norelco box would be needed in addition to the desired package, preference for either blister pack or spaghetti-type box, whether the box should then be shrinkwrapped and methods of tape display currently in use.

The surveys sent to NARM member company executives are due back by Dec. 31.

Columbia Pictures, CBS, HBO Pact For Movies

LOS ANGELES — Columbia Pictures, Inc., CBS, Inc. and Home Box Office (HBO), the pay TV service, have joined to form a major new company for the production and distribution of theatrical motion pictures for pay TV. Announcement of the joint venture follows closely on the heels of a recent merger of Paramount and Universal into pay-cable's Movie Channel.

The yet-to-be-named company will be equally financed by Columbia, HBO, and CBS, and a line of credit, set up by a consortium of commercial banks, will provide supplemental financing. Management of the joint venture will be separate from management of the three companies and will report to a committee representing the three owners. Both Columbia and CBS will continue separate film production schedules.

The Columbia/CBS/HBO alliance will not only acquire feature film properties, but also control distribution for the feature films it will produce. Columbia has agreed to supply support services connected with operation of the joint venture, for which it will receive a fee.

The parties also announced that HBO has agreed to license for pay television the motion pictures produced or acquired by the new entity.

In a related but separate development, U.S. Justice Department officials last week said that it is "likely" that the department or the Federal Trade Commission would investigate the joint venture.

NARAS Receives 6,000+ Grammy Nominations

NEW YORK — A marked increase in the number of this year's Grammy Awards entries appears on the current eligibility lists being mailed to all voting members of the National Academy of Recording Arts and Sciences (NARAS). The mailing also includes the first round of ballots.

Nearly 6,300 entries were submitted for award consideration this year, a 21% increase over last year's amount. The rock field showed a 45% increase, while the best new artist category received 58% more entries than last year; Latin music 39%; classical 35%; and jazz 15%. In addition, categories such as historical, children's, traditional blues and ethnic, and traditional folk music drew near 100% increases in entries.

NARAS is urging all voting members to make sure that their first round ballots arrive in the offices of independent accounting firm Deloitte, Haskins & Sells by Dec. 22.

\$1 Million Plus Campaign Set For K-tel 'Mini Pops'

LOS ANGELES — K-tel Corp. is embarking on a "\$1 million plus" marketing campaign in support of the U.S. release of the "Mini Pops" LP. Already a hit in Britain, France and Canada, the album features a 16-member troupe of kids, ages 5 through 11, singing cover versions of such hits as The Buggles' "Video Killed The Radio Star," Boney M.'s "Brown Girl In The Ring," Sheena Easton's "Morning Train (9 to 5)," ABBA's "Super Trouper" and "Dancing Queen," Shakin' Stevens' "Green Door" and Madness' "Baggy Trousers," among others.

Promotional copies of the single, a cover of Connie Francis' 1958 hit "Stupid Cupid" along with two medleys, are being sent out in a specially designed package resembling a Kellogg's cereal box with the inset message "Wake up your audience to the sounds of Snap, Crackle and Mini Pops!"

U.S. Promo Tour

Also on the cover is a picture of 11-year-old Joanna Wyatt, singer of "Stupid Cupid." Wyatt, who will be making promotional appearances throughout the U.S. this month on behalf of "Mini Pops," is the daughter of U.K. recording executive Martin Wyatt, creator of "Mini Pops" along with fellow label exec Don Reedman.

The two came up with the concept of having young children cover "adult" material in early 1982 and the first "Mini Pops" LP, which also features material by Kool & the Gang, the Village People and Blondie, became an immediate success in Europe. Sales in France alone reached 600,000, while in Canada 150,000 copies were sold within months of release.

With the success of the "Mini Pops" LP came an offer from Britain's new Channel 4 Network to tape a series of six TV shows, featuring the troupe performing. Recently the troupe taped a Christmas TV special. In the U.S., Metromedia Corp. picked up the six shows for broadcast here beginning in January 1983.

The LP has been shipped to the Minnesota-based K-tel Corp.'s 25,000 outlets across the country. An extensive television advertising schedule for the set has already begun.

Robbins Suffers Third Heart Attack

NASHVILLE — Columbia recording artist Marty Robbins suffered his third heart attack in the last 12 years Dec. 2 and was undergoing surgery at St. Thomas hospital in Nashville at presstime.

Officials with the hospital indicated that Robbins was admitted at 11:32 a.m. after complaining of chest pains, and, following testing, the performer was wheeled into surgery at 1:20 p.m. Apparently, a major coronary artery was blocked, requiring a coronary artery bypass to restore circulation.

Robbins' first heart attack occurred in 1970, when triple bypass surgery was necessary. Robbins had a milder heart attack in 1981.

The heart attack occurred the same night in which the *Honkytonk Man* movie was scheduled to premiere in Nashville. Robbins sings the title song in the movie.

Upon culmination of the surgery, Robbins was listed in critical condition at the St. Thomas critical care unit, and visitors and phone calls are not allowed. However, fans and industry associates may send cards and letters to Robbins at Marty Robbins Enterprises, 713 18th Ave. S., Nashville, Tenn. 37203.

REVIEWS

ALBUMS

OUT OF THE BOX



RECORDS — Foreigner — Atlantic 80999-1 — Producers: Varlous — List: 8.98 — Bar Coded

Packaged in a classy, jukebox-style jacket, this round-up of Foreigner's biggest hits (most of them Top 10) is almost guaranteed to be one of the gargantuan albums of the holiday season. In its short, five-year history, the group has seen a few personnel changes, but one thing hasn't changed; the mega-platinum act's consistency in grinding out smash product. An added bonus is the inclusion of a live version of the AOR staple, "Hot Blooded," taken from a performance on this year's tour. Other biggies on the LP include "Cold As Ice," "Dirty White Boy" and "Head Games."

FEATURE PICKS

POP

IT'S ALRIGHT — Yoko Ono — Polydor/PolyGram PD-1-6364 — Producer: Yoko Ono — List: 8.98

Oh Yoko! Following critical success with last year's harrowing "Season of Glass," Ono offers listeners hope, dreams and rainbows on her Polydor debut disc, which she dubbed "an air play." Framing her work with intriguing percussion and electronic keyboard arrangements, the avant-garde artist replaces her well-known shrieks with more gentle, lullaby-like vocals. Reggae aficionados could be pleasantly surprised by "Wake Up," Euro-synth fans should appreciate "Never Say Goodbye," while others may be fascinated by her conjuring up images of late husband Lennon on such cuts as "Spec of Dust," "Let The Tears Dry" and the 45 pick, "My Man."

IF YOU LEAVE ME, CAN I COME TOO? — Mental As Anything — A&M-SP 4921 — Producers: Bruce Brown and Russell Dunlop and others — List: 8.98 — Bar Coded

The first product of the new alliance between A&M and the Australia-based Oz label, this album of Down Under "punk funk and beatnik rockabilly" is actually comprised of selections from two previously-released gold Aussie albums and a peppy single produced by Elvis Costello entitled "I Didn't Mean To Be Mean." Look for AOR, pop and progressive play on these shores, especially in the wake of the success of antipodean peers Men At Work.

BLACK CONTEMPORARY

ALL THE TIME — Eloise Laws — Capitol ST-12252 — Producers: Ronnie Laws and William Jeffery — List: 8.98 — Bar Coded

A native of Houston, Texas, Eloise Laws comes from a family of exceptional jazz performers, including brothers Hubert and Ronnie, who accompany her on this LP.

(continued on page 10)

AL JARREAU'S MUSIC HELPS MAKE COLORFUL READING.

ColorSounds* is a unique combination of music and color that advances the reading capabilities of children. Instead of getting turned off to school because they can't read, kids master reading in an exciting new way... while listening to popular music.


Al Jarreau contributed one thousand dollars to support this special educational technique. And the Ampex Golden Reel Award made it possible. It's more than just another award. It's a thousand dollars to a charity named by artists receiving the honor.

For Al Jarreau, *Breakin' Away* was the album, *Dawnbreaker* and *Garden Rake* were the recording studios and the kids of ColorSounds were the winners.

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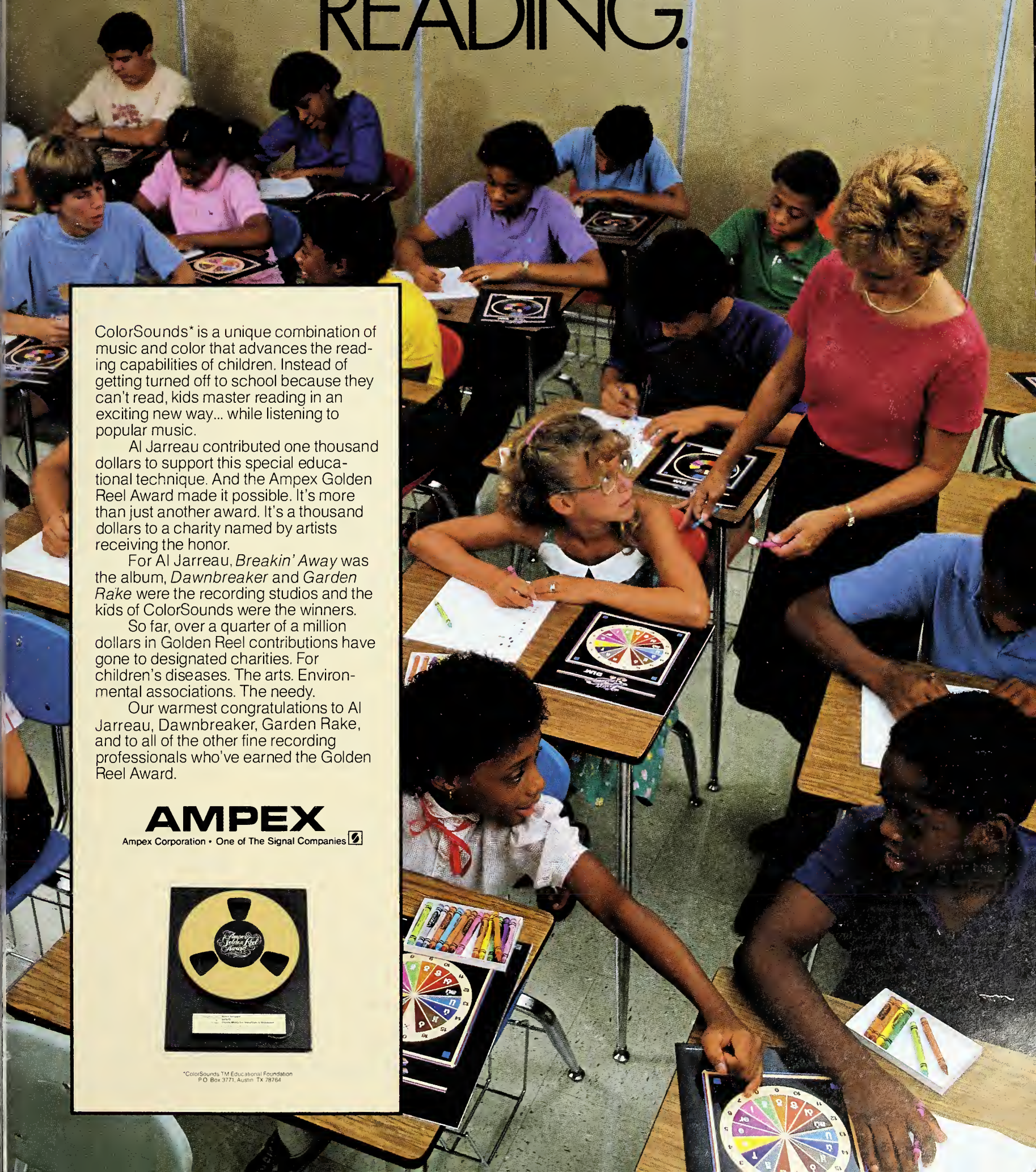
Our warmest congratulations to Al Jarreau, *Dawnbreaker*, *Garden Rake*, and to all of the other fine recording professionals who've earned the Golden Reel Award.

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P.O. Box 3771, Austin, TX 78764



REVIEWS

(continued from page 8)

Steeped in jazz and soul, the vocalist/composer ambles through a series of uptempo, fun songs focusing on romantic themes. Ronnie Laws' sax work perfectly complements sister Eloise's expressive range on the MORish mid-tempo "If I Had My Way," while she really cuts loose on the catchy, horn-laden teaser, "I Got Ya Covered."

VISIONS OF THE LIFE — Slave — Cotillion/Atlantic 90024-1 — Producers: M.L. Adams, F. Miller, and D. Webster — List: 8.98 — Bar Coded

This Dayton, Ohio-based assemblage of R&B/funk-poppers specializes in heavily-layered dance-oriented urban sounds, and on its latest long player provides plenty of party music sure to have everyone within sonic range up and about. Clapping machines lay the beat down in no uncertain terms on most selections, including "Do You Like It . . . (Girl)" and "Sweet Thang," but the Jam Patrol really shines on the brassy "Friday Nite," the pop ballad "Stay In My Life" and the rocking "Visions."

BLAST! — The Brothers Johnson — A&M SP-4927 — Producers: George and Louis Johnson and Quincy Jones — List: 8.98 — Bar Coded

In their five-year recording history, the Johnson brothers have achieved platinum-status record sales and a strong following of funkateers who craved punchy, forceful dance songs draped with sophisticated instrumentation and arrangements. With its latest album, the team offers fans five new self-produced tracks (including the strong 45 "Welcome To The Club," which vaulted to #22 bullet on the B/C singles charts this week), in addition to a side of greatest hits such as "Get The Funk Out Ma Face" produced by Quincy Jones. Although the duo's last LP, "Winners," achieved critical success but sluggish commercial reception, this mixture of older and more recent material could see the group garner substantial sales action.

CHRISTMAS ALBUMS

CHRISTMAS SOUL SPECIAL — Various Artists — OAG 1600 — Producer: Jack Maiken — List: 8.98

Santa will shimmy down the chimney when he hears this platter, a rollicking collection of a dozen traditional Christmas carols laid down in an R&B groove by some of the top names in soul. Wicked Wilson Pickett, Sam Moore (of Sam and Dave), Ben E. King, Mary Wells, Martha Reeves (of the Vandellas) and Shirley Alston (of the Shirelles) each contribute a pair of Christmas songs to this album, recorded earlier this year. Best tracks include King's "Drummer Boy" and Pickett's "Jingle Bells," which is just right for the Dec. 24th midnight hour party.

A CHRISTMAS RECORD — Various Artists — Ze/Passport PB 6020 — Producers: Various — List: 8.98

New wave, techno-rock, rhythm & blues and straight-ahead pop tracks are included on this off-the-wall, eclectic selection of Christmas-oriented singles geared towards teen audiences. Recorded during 1981 and '82, the killer cuts on the LP include "Christmas With Satan" by unbridled sax monster James White, "It's A Holiday" by Material with vocal support from Nona Hendrix, "Christmas Time In The Motor City" courtesy of madcap dance musicians Was(Not Was) and Suicide's spine-tingling dirge "Hey Lord."

REGGAE CHRISTMAS — The Joe Gibbs Family of Artists — JGM/Shanachie 8077 — Producer: Joe Gibbs — List: 8.98

From the Jamaican Christmas tree depicted on the front cover to the illustrious roster of reggae stars involved with the

production — including Mighty Diamonds, Dennis Brown, Sly Dunbar and Robbie Shakespeare — this collection of traditional Christmas ballads rendered in an island rhythm is an ideal waxing for fans of the genre seeking to pick up on the holiday spirit. Side One contains a medley of well-known seasonal tunes, such as "O Come All Ye Faithful" and "Hark The Herald Angels Sing," while Side Two is filled with five full-length cuts.

NEW AND DEVELOPING

DAWN PATROL — Night Ranger — Boardwalk NB 33259-1 — Producer: Pat Glasser — List: 8.98



The latest of Boardwalk's forays into the field of contemporary rock 'n roll, Night Ranger has shown immediate acceptance by radio, laying claim to the top FM added album of the week. Starting off with a raucous, rippling gut-wrencher called "Don't Tell Me You Love Me," the band continues its loud power chord-dominated ditties throughout the album, crisscrossing between heavy metal and hard pop energy. The signature tune and "Young Girl In Love" are prime picks for AOR playlists.

SINGLES
FEATURE PICKS

POP

HERB ALPERT (A&M 2515)

Love Me The Way I Am (Quiereme Tal Como Soy) (3:49) (Sercop, Inc. — ASCAP) (R. Perez-Botija) (Producers: J. Quintana, H. Alpert)

Sung entirely in Spanish, this string-filled love song is warmed by Alpert's gently stroking trumpet playing, along with caressing piano and a soft rhythm backing. It plays along like a floating midtempo romance dance and should bring out the Latin lover in more than one listener.

MALCOLM McLAREN and THE WORLD'S FAMOUS SUPREME TEAM (Island 7-99941)

Buffalo Gals (3:40) (Copyright Control) (McLaren, Dudley, Horn) (Producer: T. Horn)

The oddball record of the week, in which former Sex Pistols and Bow Wow Wow Svengali McLaren employs the "scratch" technique (used by DJ's) on a square dance "call," adding a heavy funk bottom and even tossing in a black "rap." He's aided in this piece of esoterica by producer/co-writer Trevor Horn.

MODERN ROMANCE (Atlantic 7-89911)

Best Years Of Our Lives Pt. 1 (2:40) (April Music Ltd./Business Art Productions Ltd.) (Jaymes) (Producer: T. Visconti)

Move over, Haircut One Hundred, there's another group in England cooking up a peppy blend of exotic sounds in a

fashionable new dance music stew. Modern Romance takes a Caribbean rhythmic base and adds some spicy mariachi-type horns and a dash of salsa for a hot and delicious club cut.

CYNTHIA MANLEY (Atlantic 7-89920)

Back in My Arms Again (2:53) (Stone Agate Music Division — BMI) (Holland, Dozier, Holland) (Producer: M. Stewart)

A straight-ahead rock dance production of the well-known Holland/Dozier/Holland tune that, with its fast-paced energy, would make an ideal aerobics tune. A number to work that body to, either on the dance floor or in the gym.

BLACK CONTEMPORARY

CENTRAL LINE (Mercury 76192)

You've Said Enough (3:58) (Warner Bros. Music Ltd./Copyright Control) (Hinds, Defoe) (Producer: R. Carter)

Like Lynx, Central Line is one of the finest new black funk units to come out of England, employing a sophisticated production (credit Roy Carter) for sleek, hook-filled dance entries such as this one. Horns, rhythm guitar and synthesizer give the track a bright edge to balance out the popping bottom.

CARL CARLTON (RCA JH-13406)

Swing That Sexy Thang (4:05) (Bell Boy Music — BMI/Gratitude Sky Music — ASCAP) (P. Glass, N.M. Walden, R. Jackson) (Producer: N.M. Walden)

When that bad C.C. swings that sexy thang around, watch out, 'cuz it's guaranteed to hit your feet and make you want to swing that sexy thang of your own. This is a party record, and producer Narada Michael Walden lets you know with party sounds that open the cut and reappear later.

CHERYL LYNN (Columbia 38-03475)

Look Before You Leap (3:58) (WB Music Corp./Gravity Raincoat Music/Foghorn Music/David Batteau Music — ASCAP) (M. Sembello, D. Batteau) (Producer: L. Vandross)

The bass and drums skip, the rhythm guitar and keyboards hop and Lynn jumps to it on the latest single from the "Instant Love" LP. A lively affair, indeed . . . but would you expect anything else with Luther Vandross producing?

KURTIS BLOW (Mercury 76194)

Daydreamin' (4:25) (Neutral Gray Music/Funkgroove Music/Original JB Music — ASCAP) (K. Blow, O. Jones, L. Smith, J.B. Moore) (Producers: J.B. Moore, R. Ford, Jr.)

Blow's last single and the title rap from his EP, "Tough," was eclipsed by Grandmaster Flash's "The Message." This cut mostly eschews the hard rap as Kurtis eases into a dreamy song that showcases his more than capable single.

JAZZ

BOBBY MILITELLO featuring JEAN CARN (Gordy 1653GF)

Let's Stay Together (3:40) (Irving Music, Inc. — BMI) (W. Mitchell, A. Green, A. Jackson) (Producers: Lenny White, B. Milite!o)

Rick James presents Bobby M., a jazzist with a caressing horn style that works best on more romantic selections, such as this cover of Al Green's "Let's Stay Together."

CHRISTMAS SINGLES

GLADYS KNIGHT & THE PIPS (Columbia 38-03418)

That Special Time Of The Year (With The Pips) (Revelation Music Publishing Corp./Seven Figure Music Corp. — ASCAP) (J. Gold, A. Golland) (Producer: J. Gold)

A quick but never heavy dance arrangement is joined by sweeping strings and snatches of yuletide reminders (i.e. sleigh bells and little bits from trad Christmas songs) on the title track from Gladys Knight & The Pips holiday release.

MICHAEL WYCOFF (RCA JH-13366)

The Christmas Song (4:44) (Edwin H. Morris & Co. — ASCAP) (R. Wells, N. Torme) (Producer: W. Lewis)

Also known as "Chestnuts Roasting On An

(continued on page 12)

NEW FACES TO WATCH



Alfie Silas

RCA recording artist Alfie Silas could have earned a steady living as an occupational therapist. Studying the science at Los Angeles City College, she most likely would be in practice now if she had not been advised otherwise. "When I was going to school, I was singing all the time," she says. "Then my instructor told me I should pursue singing professionally, and that was the first time I really considered it."

Silas, who got her start singing gospel, went on to do session work in her native Los Angeles and back-up work on tours with Martha Reeves and Gino Vanelli. She eventually met John Parker and Brian Potter, who helped her sign with RCA. They also produced her debut album, "Alfie," a combination of sparky, synthesizer-laced dance numbers and tender, moving ballads such as "There I Go," her current single.

Alphanette Silas got her professional introduction to music singing in the gospel choir We in Los Angeles. "It was a very contemporary gospel group, and a lot of the music could be heard on commercial radio," she said. "The style ranged from Lena Horne to Aretha Franklin, but I think my style was more subtle — I did most of the ballads. If I got anything out of We, it was voice training."

Silas performed on and off with We during the mid '70s, and that helped her obtain her first professional stage experience. "I met Martha (Reeves) in church in L.A., and she was going to Canada to do some club dates," she continued. "She heard me sing and asked me to come along as a back-up singer, and I said 'sure'."

As a latter-day Vandella, Silas toured the world, singing Reeves' early-'60s repertoire and learning a few things about the profession. "Before this, I had been singing in church, which is worship and a very personal thing," she said. "Singing with Martha showed me how much fun it all was, getting up on stage, having all the people mesmerized. It didn't feel real."

Through her work with Reeves, Silas landed her next professional gig, singing with Gino Vanelli on his 1979 tour.

After the Vanelli tour, Silas decided to venture into the fray alone. "There were a lot of people who believed in me as a solo act," she said. "But I was always so comfortable in a group situation that I wasn't sure if I really wanted to do anything else. I felt that I had it in me, but I was hesitant about stepping out. Eventually, I just decided to go for it and see what happens."

In between the tours, Silas had done session work in Los Angeles. In the course of her work there, she made the acquaintance of now RCA black music A&R man Robert Wright. He, in turn, introduced her to John Parker and Robert Potter.

After that, Parker and Potter had started shopping Silas' tapes to various labels for deals. RCA was not one of them. "When I met Robert, he was not with RCA yet," she said. "But then one day, I got a call from Robert and he told me RCA loved the tapes and wanted to sign me."

Those tapes went to make up the bulk of "Alfie," an album composed predominantly of bouncy dance songs like "Puppet To You" and "Body Heat," contrasted with ballads like "There I Go," a well-crafted tune with a haunting melody. Most of the songs were penned by Parker and Potter, who also did a share of the LP's synthesizer programming. "It's rhythm & blues with pop overtones," said Silas. "I think it's representative of my talent and, thanks to the wonderful things Potter and Parker did with the writing and producing, this is a project I'm proud of."

New Music Programming Blocks Opening AOR Format

by Larry Riggs

NEW YORK — Despite widespread music industry complaints that AOR has tight playlists and is unreceptive to records by new music artists, a **Cash Box** sampling of AOR programming executives and small label promotion personnel reveals that the number of AORs broadcasting new music in block rotations is growing. While the number is still relatively small, it has increased to the degree that many new music-oriented small labels — which have been using other avenues to promote their product — are once again promoting records at AOR outlets. Many of the programmers also expressed the belief that this practice will lead to greater inclusion of new music in regular rotations in the near future.

One small label that recently began a promotion drive to AOR is the Los Angeles-based Faulty Records, whose acts include D.O.A., the Bangles, the Dead Kennedys and the Anti-Nowhere League. "As new music develops, it gets more commercial," said Mike Matthews, Faulty national promotion director. "A classic example would be the Clash, and in my case, D.O.A. doing Edwin Starr's 'War.'"

Matthews has been promoting the D.O.A. album at AOR outlets with new music shows like KWK/St. Louis, KZEW/Dallas, KISW/Seattle, WBCN/Boston and WMMR/Philadelphia. "Eighty percent of these shows have active listeners who are likely to buy records," Matthews said.

One Of The First

One of the first stations to institute a new music show was KZEW, which debuted *Rock 'n Roll Alternatives* in May, 1980. Airing from 10:30 p.m. to 1 a.m. Sunday nights, the show attempts to test new music as it comes in. "If I receive a record on Wednesday, it will be on the show Sunday," said George Gimarc, KZEW assistant music director and host of the show. "Our playlist includes the Human League's 'Mirror Man,' the Flock of Seagulls' 'Committed,' as well as Adam and the Ants doing 'Xerox' and Scott and Beth B.'s 'Black Box Disco' from the sound track to the underground film 'Vortex.'"

"Our general rule of thumb is not to play any bands that have been picked up anywhere else," continued Gimarc. "Half of what we play will be imports like the Pretenders' 'Back On The Chain Gang,' which we've been on for the past seven or eight weeks." KZEW is reportedly sticking to its programming guns despite the recent introduction of Rick Carroll's Top 40 new music format to competing station KEGL. "KEGL tends to burn records into the ground," Gimarc contended. "They played the Bananarama record in super hot rotation, and we had to back off of it."

One AOR station that only began running a new wave show recently is WCOZ/Boston, which began airing *Party Out of Bounds* between midnight and 2 a.m. Sunday nights roughly six months ago. "Boston has always been active musically, and we felt we wanted to take a more active role," said WCOZ music director Paul Lemieux. As at KZEW, the WCOZ show is programmed in a free-form manner by its host, Cindy Bailen. "We try to play the best of the new music," said Lemieux. "That would be the Psychedelic Furs, the Pretenders, Duran Duran, Talk Talk and Missing Persons — the stuff that hasn't gotten regular airplay. We test it here, and if it gets a good response, we put it into rotation."

New Music Viable?

Although WCOZ's format is the one that former program director John Sebastian took into national consultancy (Sebastian is considered by some record promoters to be cautious about the commercial accep-

tability of new music), Lemieux feels that it may make its way onto AOR playlists as time goes on. "It has every possibility of happening," he said. "We've already added Missing Persons to the regular playlist, and Sebastian is only a consultant, not a dictator, and we feel we have a better handle on Boston than he does."

One AOR station that has lengthened its new wave show from one hour to three is WABX/Detroit. *Dangerous X-posure*, hosted by air personality Greg St. James, currently airs from 9 p.m. to midnight Sunday. "We're the only commercial AOR in Detroit doing it in an Arbitron-rated time slot," said St. James. "We have to give the credit for starting the show and expanding it to our program director Kerry Curlop. He

(continued on page 20)

PolyGram Joins Budweiser In R&B Talent Hunt

LOS ANGELES — PolyGram Records, Inc. has joined Anheuser-Busch, Rickenbacker, Inc. and Showdown, Inc. in the "Budweiser Showdown," a talent contest where a national winner will be given an 18-month recording contract with the record label.

With 28 stations nationwide participating in the contest under the slogan, "An opportunity to become the star you know you are," R&B artists across America are being encouraged to submit cassettes to a local participating station to commence the competition.

Officially begun Nov. 1, the first leg of the contest involves one of the participating stations selecting a local winning act, which will have its winning songs pressed and distributed in the marketplace through Budweiser and played over the radio station. The local winner will also win \$500 in Rickenbacker musical instrument equipment.

Local Winners

Five of the local winners will then be selected as national finalists and will receive another \$1,000 in Rickenbacker equipment and a chance to compete for the PolyGram recording contract. The finalists will also perform on a syndicated radio concert.

The winner will be chosen by a panel of representatives from PolyGram's A&R and black music departments, who will review the tapes and concert. The winning act will then receive the contract, another \$10,000 in equipment and have a single put out on a PolyGram label for nationwide distribution and sale. Anheuser-Busch will sponsor the group in the recording of a national 60-second Budweiser commercial using the act's winning music and to run on the nation's R&B and urban stations.

The contest is being coordinated by Showdown Prods.' Joetta Dickerson, marketing director for the company.

Local winners are to be announced by contest officials Jan. 1, the five finalists by Jan. 31 and the winner by Feb. 28.

Commenting on PolyGram's involvement in the contest, Bill Haywood, senior vice president, black music marketing, said, "We believe it's an excellent way to find new talent, and it gives us the opportunity to be involved with Budweiser and particular radio stations at a street level in a promotional venture."

Time LP Goes Gold

LOS ANGELES — The current album by Warner Bros. recording act The Time, "What Time Is It?" achieved R.I.A.A. gold status for sales of more than 500,000 units. The group's self-titled debut album was also certified gold.

Phil Collins & The Fabulous Jacuzzis

HAMMERSMITH ODEON, LONDON — Phil Collins took to the stage recently, surrounded by his newly tagged Fabulous Jacuzzis backing band, including the Phoenix Horns.

Collins took to the stage in all his inimitable glory dressed in a white double-breasted suit and a Fabulous Jacuzzi tie (which all band members sported). The proverbial rock prefect conducted and performed one of the tightest and slickest rock shows London has seen this year. Collins' multitalents as a first class drummer, incisive songwriter and sensitive vocalist and stand-up comic, combine to make him one of U.K.'s top rock talents.

The set opened with the soulful "I Don't Care Anymore" from the recently released second solo album, "Hello, I Must Be Going." With perfect sound quality, Collins and the Jacuzzis performed for almost two hours to an unusually polite but enthralled audience. They covered material from the "Face Value" and "Hello, I Must Be Going" LPs and proved, despite many Genesis logos in the audience, that you don't have to be a Genesis fan to appreciate one of the highest musical souls in the business. Though if you are, there is great delight in wallowing in frequent bouts of Genesis-derived dramatic angst, which Collins skillfully builds into mammoth symphonic crescendos, propelled by his truly amazing drumming talent alongside the compatible drum talents of Chester Thompson, who was in fine form.

Collins did not stop moving under exquisite lighting from drums to keyboards and back to drums continually, while maintaining clear vocal delivery and bringing to life his songs, which contain so much boy-next-door innocence mixed with worldly social empathy. One poignant rendition of "Thru These Walls" from the "Hello" LP had Collins donning a dressing gown and then slumped on the stage floor against some keyboards singing passionately about loneliness.

The Phoenix Horns skated and weaved through synths, guitars and drums, displaying the excellent arrangements of Collins' material and adding some haunting black American soul to the essentially very English colour of Collins' music. With Don Mynck playing tenor and alto sax, Louis Satterfield on trombone and Rhamlee Michael Davis and Michael Harris on trumpets, the horn section showed that this kind of trans-Atlantic cross-pollination of music culture can produce some exciting sounds, especially during the evening's high-spot, "The West Side" from "Hello."

Daryl Stuermer on lead guitar had the audience ecstatic during several solo highlight pieces, especially on "In The Air Tonight" from the "Face Value" album, which was Collins' first solo single hit last year in the U.K.

nick underwood

Romeo Void The Fixx

THE RITZ, NYC — Columbia/415 recording group Romeo Void has built its reputation on seething rhythms and lyrics meant to smash all preconceived notions that there is such a thing in life as romance. The group's signature tune, "Never Say Never," a lament of society's sexual hypocrisy complete with an exuberant saxophone and an angry, desperate rap, was a dance club hit in the summer of '81.

While the group's entire repertoire is based on the balance of power between

lead singer Debra Iyall's stinging vocals and Benjamin Bossi's uncompromising sax, the mixture did not seem to gel in the group's set before the crowded ballroom. While the rhythm section, which includes bassist/songwriter Frank Zincavage and drummer Larry Carter, performed acceptably, Iyall's deliveries seemed to lack their usual richness and nuance. This was particularly evident on "Not Safe," where the respective fear and righteousness of the line "It's not safe/I'm not sorry" were barely detectable.

Quite possibly, the Bay Area anti-romantics were overshadowed by their opening act, MCA recording group The Fixx. Unlike the headliner, The Fixx was able to communicate the dark, haunting, visceral message of its LP, "Shattered Room," to the audience.

What made the chemistry happen was primarily the combination of lead singer Cy Currin's unabashedly sincere performance and keyboardist Rupert Greenall's eerie renditions. In no tune did this mixture work better than on "Red Skies."

While the band, which also includes bassist Charlie Barrett, drummer Adam Woods and guitarist Jamie West-Oram, did not catch on right away, by the time it did its encore reprise of "Stand or Fall," its current single, it commanded the full attention of the house.

larry riggs

Devo

THE PALLADIUM, NYC — The current Devo stage show opened with a great video portraying the entrance of the Spudboys in potato form, as on the cover of the "Oh, No! It's Devo" LP. Then the image dissolved into real life, with the "spudring"-collared Devos right there in person leading off with the album's opening track, "Time Out For Fun."

The next few songs continued with the new album, but instead of being all video and no live action as in the first part of past Devo tours, they merged both live and video into an ingenious synthesis that masked the rather one-dimensional sound of the new material. The live group — each member with instrument in a row at the front of the stage — interacted with video and computer imagery to such an extent that "live" leader Mark Mothersbaugh was shot at and kicked by a video cowboy during "Peek-A-Boo" and then used his cordless mike to blow away several video girls in "Out Of Synch."

The lighting was extraordinary, with ever-changing colored columns spotting each member from above. Unfortunately, when the video screen was removed and the stage switched to allow a traditional formation of drums in back, keyboards to the sides and guitars up front, it became irritatingly obvious that bassist Jerry Casale's light was not functioning, requiring one of Mothersbaugh's side spots to shift Casale's way and confuse the action.

Without the video, tunes like "Whip It" and "Girl U Want" lacked punch, though oldies like "Uncontrollable Urge" and "Mongoloid" kicked things back up. "Jocko Homo" was especially impressive as Mothersbaugh suddenly appeared at the center of the top balcony, then slid down a rope to the floor while singing before being swept back to the stage by rabid fans.

The set ended with Mothersbaugh's Booji Boy doing the honors on "Beautiful World," but a show of a different sort nearly followed encore "Come Back Johnnie." As the Devo anthem played itself out and the house lights lit up, Casale dashed out from the wings to the center of the hall, where for five minutes he had to be restrained from taking off the head of his light man for botching his spotlight.

jim bessman

REVIEWS

SINGLES

(continued from page 10)

Open Fire," the number made famous by Nat "King" Cole is pretty faithfully covered by Wycoff, with a bit of light jazz tossed in by producer/pianist Webster Lewis. Royalties from sale of the record go to the National Assn. of Sickle Cell Disease Inc.

FIREFALL (Atlantic PR 473)

Christmas in Love (2:42) (Fumunda Music/Big Fat Music/C.A.B. — BMI) (J. and C. Sambataro, J. Bartley) (Producers R. and H. Albert)

Sleigh bells and a rhythm box open this MOR-ish Christmas wish from country rock's Firefall. Lush harmonies mark this pretty card from the band.

JOHN LENNON (Geffen 7-29855)

Happy Xmas (War Is Over) (3:32) (Ono Music, Inc./Maclen Music, Inc. — BMI) (Y. Ono, J. Lennon) (Producers: John & Yoko, P. Spector)

A re-release of the 1971 single from John & Yoko. Like most of Lennon's (and the Beatles') material it stands up over time, both lyrically and musically (Phil Spector is listed as co-producer, but his wall-of-sound dominates the track). From "The John Lennon Collection."

DAVID BOWIE/BING CROSBY (RCA JV-13400)

Peace On Earth/Little Drummer Boy (2:32) (One Zee Music — ASCAP/Chappell & Co. — ASCAP) (Grossman-Fraser, B. Kohen/H. Simeone, H. Onoratti, K.K. David) (Executive Producer: F. Konigsberg)

Der Bingle and Der Bowie seemed to be an unlikely pairing when they sang these traditional Christmas songs together on the '77 special Bing Crosby's Merry Ole Christmas. The fact is, though, this is a beautiful duet that unfortunately hasn't been available commercially until now.



GOLDEN SCORE — ATV's Harry Shannon and Emmy-winning composer Billy Goldenberg recently viewed an advance screening of the TV movie *Country Gold*, for which they co-wrote and co-produced the songs. At the screening, Goldenberg (l) and Shannon met actress Loni Anderson, star of the movie.

PolyGram Pursues U.S. CD Licensing

(continued from page 7)

held in Los Angeles by the National Assn. of Recording Merchandisers (NARM) (**Cash Box**, April 10).

PolyGram says that \$400 million in research and development of the audiophile compact disc has been spent in the last 10 years and that it has proven to be a new technology for the future of the recording industry.

Emiel Petrone, vice president of marketing and CD coordinator for the U.S., PolyGram, says that the cost of research and development for another high-tech prerecorded music configuration would be prohibitive for other labels at this time and that it is not just a matter of an "educational process" for other record manufacturers to understand that a patent holder should be paid for use of the product.

The potential of the CD and its hardware in the U.S. during 1983 is supported by roll-out of the product in Japan, where, during the Tokyo Audio Fair in October, 80,000 discs were on sale and about 43% were sold, according to Petrone. At the time, he said, there were no hardware units on sale in the market.

Petrone, saying that the world demand for the product will outstrip the current production capabilities, said the pressing plant in Hanover, West Germany, can now press up to 400,000 units for the remainder of the year, but is projected to upgrade production to five million during 1983. The label executive predicts a U.S. roll-out of CD hardware in the autumn of 1983.

About 38 companies have already licensed with Sony/Philips for manufacture of CD units, including Sony, Philips, Akai, Hitachi, Pioneer and Sanyo.

In Japan, where hardware was just recently made available, several national labels have already licensed for the CD software and have already agreed to royalty structures. In Europe, Chrysalis and Ariola International have licensed for the software product.

To continue stimulation of the U.S. market for CDs, PolyGram invited various members of the record retail community to the Tokyo Audio Fair, where representatives from dealer outlets like the Record Bar, Western Merchandisers, Warehouse and Music Plus purchased CD hardware to familiarize store personnel with the technology and its finer points pertaining to audiophile quality.

Petrone said that the upcoming Consumer Electronics Show (CES), Jan. 6-9 at the Las Vegas Convention Center and Hilton, will provide an opportunity to show PolyGram's commitment to the new software, thus encouraging hardware dealers' commitment to the technology, and also to display the array of titles that will be included in the initial release.

The NARM 1983 national convention to be held in Miami Beach, Fla., said Petrone, will be the site of a second retail campaign aimed at getting the CD inventory stocked. PolyGram plans to make 500-600 titles on CD available by the autumn roll-out.

EXECUTIVES ON THE MOVE

Bossin Named — Gordon Bossin has been appointed vice president, marketing of Vestron Video. He joins Vestron after being vice president, sales for Arista Records. He previously served as vice president, marketing for United Artists Records.

RCA Appoints Feltman — The appointment of Joanne Feltman as director, contract/A&R administration has been announced by RCA Records. She joined RCA Records after having spent five years with Atlantic Records, first as manager, publishing, and subsequently as director, business affairs.

Carroll To Door Knob — Joe Carroll has joined Door Knob Records in the promotion department. He has been a writer for MCA Music, Jingle Singer, and Guitar Player.

Changes At Camelot — Two Camelot Music store managers have recently been promoted in Stark Record & Tape Service, Inc.'s field structure. Mike Stephenson, formerly manager of the Castleton Square Camelot in Indianapolis, is now district supervisor of the chain's newest retail district, B-5. Kevin Kilroy, previously the manager at Gulf View Square Camelot in Port Richey, Florida, is now field video supervisor. Stephenson joined the Camelot chain in 1975 and became manager of the Castleton store in 1977. Kilroy, an eight year Stark employee, managed a store in Akron, Ohio and three stores in Florida before taking over the Port Richey Camelot.

Bradbury To Musicland — Bette Bradbury has joined The Musicland Group as its manager of advertising and sales promotion. She was formerly director of advertising and public relations at Kay Jewelers.

Schlosberg Appointed — Tapette Corp. has announced the appointment of Stewart Schlosberg as national accounts manager. He joins Tapette after more than 10 years with Audio Magnetics Corp., Irvine, Calif., where he was executive vice president from 1979-82.

Changes At Nashville Network — Cindy Rose-Painter, formerly public relations director for United Talent Inc. in Nashville, has been named talent coordinator of The Nashville Network. She has worked in the public relations department at the Country Music Association before joining United Talent. Marsha Gepner, formerly the public information director for the Country Music Association, has also joined The Nashville Network as associate producer, writer and researcher for "Yesteryear in Nashville." She was a writer/producer at WCIA-TV in Champaign-Urbana before going to work for the Country Music Association in Nashville.

Capitol-EMI Exec Staff Restructured

(continued from page 7)

labels, the move consolidates the leadership of the labels and sets the stage for greater cooperation and less duplication of effort in the future.

Succeeding Mazza as president, EMI America/Liberty, is Rupert Perry, whose spot as vice president, A&R, Capitol Records, was filled by Don Grierson, formerly vice president, A&R, EMI America/Liberty. Both Perry and Grierson report to Mazza, with Perry also joining the Capitol Industries executive management board.

Finally, succeeding Grierson, Gary Gersh has been promoted from director, artist acquisition, EMI America/Liberty, to vice president, A&R, at the label. Gersh reports to Perry.

In the Music Publishing, Retail, Video Development and Magnetic Products Group, Bob Hart, director, video development, EMI Music; Vic Rappoport, director, business affairs, video development, EMI Music — North America; Lester Sill, president, Screen Gems-EMI Music; and Dennis White, president, Capitol Magnetic Products division and Musicden Retail

B'nai B'rith Sponsors Small Label Workshop

NEW YORK — Prelude Records is the featured company at an upcoming workshop on the workings of small record labels hosted by the B'nai B'rith Music and Performing Arts Lodge scheduled for Dec. 6 at the Sutton Place Synagogue.

Marvin Schlachter and Stan Hoffman, co-owners of the label, will track their company's history and discuss their approaches to production, promotion and marketing. The meeting begins at 6:30 p.m. at the Synagogue at 221 E. 51st St., New York, N.Y.

NARAS Fetes Lundvall

NEW YORK — The New York chapter of the National Academy of Recording Arts and Sciences (NARAS) initiates its "Tribute To" series on Dec. 9 at CBS studio B, 49 W. 52nd St., New York, N.Y., with an evening honoring Bruce Lundvall, president of the Elektra/Musician jazz label. Musical guests include Dexter Gordon and his quintet. Tickets are available through the NARAS office. Telephone (212) 755-1535.

Corp., all report directly to Willms.

One final personnel adjustment saw Ed Khoury, corporate vice president, human resources, assume expanded responsibilities in the area of business development. His new title is vice president, human resources and business development, Capitol Industries-EMI.

Commenting on the changes, Menon said, "We are fortunate to have developed impressive internal management resources to cope with the company's present requirements and our future opportunities. The new organization will enable Don Zimmerman, Fred Willms and me to work together more effectively with our colleagues in advancing the company's position of strength in our businesses."



MR. CHRISTMAS MUSIC — Johnny Marks, composer of the Christmas classic "Rudolph The Red-Nosed Reindeer" and member of the Songwriters Hall of Fame, will have his music featured on several television specials this holiday season. Such artists as Frank Sinatra, Harry Belafonte, Brenda Lee, Burl Ives, Bing Crosby and Placido Domingo have performed Marks' other holiday standards, including "Rockin' Around The Christmas Tree," "I Heard The Bells On Christmas Day" and "A Holly Jolly Christmas." All tunes are published through his St. Nicholas Music, Inc. in New York.

abc

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Hot LPs, Accessories Bolster Start Of Christmas Season

(continued from page 7)

Buffalo's Cavages chain showed a 5-10% increase, and vice president John Grandoni attributed it primarily to the "lot of big hit product out there and strongly positioned" instead of being held back for closer-to-Christmas release. The quality and quantity of hit product was universally acclaimed. "It's one of the best Christmases in terms of hot product," said Mike Allison, director of retail operations at the Stark/Camelot chain, where Thanksgiving sales were up "substantially" over 1981 and the week bettered that of Nov. 17 by 12-14%. Artists leading the way there were Lionel Richie, Stray Cats, Hall & Oates, Billy Joel, Neil Diamond, Billy Squire, Pat Benatar and Luther Vandross.

"Men At Work is one of the most amazing things ever," added Joe Andrules, vice president and general manager at Spec's in Miami, which showed a 10% increase in sales from 1981. "Even though it was selling

before, it took off again." Other titles taking off there were by Stray Cats, Marvin Gaye, Pat Benatar, Lionel Richie and, "all of a sudden," the Clash.

The returns weren't in yet at Waxie Maxie, but the Washington, D.C.-chain's advertising manager Marcy Penner expected Supertramp, Joe Jackson, Marvin Gaye and Luther Vandross to top the list, with "surprising new releases like Laura Branigan, Men At Work and Toni Basil" showing strength together with "things you'd think would get lost in the shuffle like Joni Mitchell."

New Artists

While Angela Singer of Phoenix's Circles was buoyed by increased classical sales due to heavy advertising, Musicland's Traub hailed the presence of new artists on his sales charts. "In the last four years our top 10 for this time showed names like Diamond, Streisand and Rogers. Now we see

(continued on page 14)

Home Vid Games Boost Retail Sales Over Thanksgiving

by Jeffrey Ressler

LOS ANGELES — Brisk sales of hot new home video game cartridges like *E.T.*, *Raiders of the Lost Ark* and *Pitfall* were responsible for many record retailers enjoying a profitable Thanksgiving weekend, according to a **Cash Box** survey. Practically every distributor, one-stop and chain operation contacted reported heavy sales of Atari Video Computer System (VCS)-compatible carts over the recent holiday weekend, with all agreeing the games would be one of the biggest Christmas items stocked this year as well.

"You just put them in the store and they fly right out the door," exclaimed Brian Poehner, buyer for the Atlanta-based Turtles web, who added sales of games were "substantially better than last year." Without Atari-compatible cartridges, Poehner felt that revenues would have been down since record prices are deemed too high by consumers. Although the chain didn't carry games in 1981, the Turtles buyer reports his stores are "selling a ton" of them this year.

Other record merchandisers said sales of vid games contributed much to overall Thanksgiving weekend income. Spec's vice president and general manager Joe Andrules credited the games — specifically Atari's *E.T.*, Parker Bros.' *Frogger*, and Activision's *Pitfall* — with helping to put total business up 10% from 1981's holiday tally. Fred Traub, vice president of software merchandising for the Minneapolis-based Musicland chain, stated that increased activity in electronic games made for "more than satisfactory total sales" with "significant" movement of soft- and hardware.

Special promotions tied to video games spurred sales of the product at many locations during the month of November, which accounted for strong movement around the Thanksgiving period. For example, November was dubbed "Video Game Month" at the Stark/Camelot chain, where director of retail operations Mike Allison claimed he saw "a lot of money going to games that may have gone into records." The promotion, which offered 15 titles of older games at \$9.99 as leaders and the five top-selling new titles at reduced price, was primarily designed to "make Camelot the place to buy video games." Allison also remarked that the new *E.T.* game was being cross-merchandised with the John Williams soundtrack album and picture disc at the web's stores.

Vibrations' three-store web in Florida

took a different route than others and decided to let the product move itself without ad support. President Larry Schaffer explained, "We didn't promote or go for sales on the games because the business was already there." Schaffer called the Thanksgiving holiday the strongest weekend in video game sales for his stores, which devotes an individual department to the electronic cartridges and Atari hardware. Sales of the *E.T.* cart, which is the featured game of the month at the web, were reported to be extremely healthy, and the title is attracting shoppers via both counter and island displays in-store.

Prices vary on the *E.T.* cartridge around the U.S., with some stores selling it for just above cost while most chart within the \$32-35 range. Price wars on the product seem common in many areas with National Record Mart's vice president of budgets and systems Jim Grimes remarking that "games are being used as loss leaders" in his market. Grimes added that while WEA's cost for *E.T.* was \$26.50, many retailers were letting it go for \$26.88.

Besides competitive pricing, most retailers agreed that the substantial advertising and media attention given the games have boosted sales considerably. "You can't turn on the TV without getting Ataried to death," said Record Bar's director of operations Bill Joyner. Waxie Maxie's Marcy Penner concurred that heavy doses of game promos pulled in crowds to her firm's Washington, D.C. stores, accounting for a "good week" for video amusements. "There was a lot of advertising in the Washington Post for games and on TV for games and consoles — almost every other ad," she said.

Black record dealers are also benefiting from their early involvement with electronic vid toys. Keith Hudson, general manager of the St. Louis-centered Hudson Embassy nine-store network and Ted's One Stop, said his sales have been very encouraging and he wants to carry more game titles in the future. He noted that in the week prior to Thanksgiving his one-stop turned over 36 Atari cartridges to Mom and Pop stores, the best-sellers being *E.T.*, *Raiders*, *Berzerk* and *Asteroids*.

Cal Simpson, head of the Detroit-based Simpson Wholesaler/Bad Records group, paid for advertising on television and radio recently, "trying to make black people aware of the product and that we carry it." Simpson added, "We paid for ads initially by tagging video products on the end of our record ads. Now when manufacturers buy market spots, we're getting tagged." The Michigan businessman, who owns stores in both inner-city and suburban locations, added that the strongest video game action by far is taking place in outlets outside the metropolitan area.

TOP 30 ALBUMS

	Weeks On Chart		Weeks On Chart
1	12/4	TWO OF A KIND EARL KLUUGH/BOB JAMES (Capitol ST-12244)	6
2	1	INCOGNITO SPYRO GYRA (MCA-5368)	9
3	2	CASINO LIGHTS — RECORDED LIVE AT MONTREAUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	7
4	3	AS WE SPEAK DAVID SANBORN (Warner Bros. 9 23650-1)	24
5	4	RIT/2 LEE RITENOUR (Elektra 9 60186)	3
6	5	OFFRAMP PAT METHENY GROUP (ECM-1-1216)	30
7	6	KENNY G (Arista AL 9608)	9
8	7	CHANCE ENCOUNTER RAMSEY LEWIS (Columbia FC 38294)	4
9	8	HANDS DOWN BOB JAMES (Tappan Zee/Columbia FC 38067)	23
10	9	TOUR DE FORCE — "LIVE" AL DI MEOLA (Columbia FC 38373)	3
11	10	WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1)	21
12	11	OFF THE TOP JIMMY SMITH (Musician/Elektra 9 60175-1)	16
13	—	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	1
14	18	LEARNING TO LOVE RODNEY FRANKLIN (Columbia FC 38198)	3
15	8	LET ME KNOW YOU STANLEY CLARKE (Epic FE 38086)	17
16	17	LIVE AT THE PLUGGED NICKEL MILES DAVIS (Columbia C2 38266)	4
17	24	HOME AGAIN STANLEY TURRENTINE (Elektra 9 60201-1)	2
18	13	MOVING TARGET GIL SCOTT-HERON (Arista AL 9506)	8
19	21	CITYSCAPE CLAUS OGERMAN/MICHAEL BRECKER (Warner Bros. 9 23698-1)	11
20	25	EARTHBOURN PASSPORT (Atlantic 80034-1)	2
21	23	RADIANCE JEFF TYZIK (Capitol ST-12224)	8
22	20	DESIRE TOM SCOTT (Musician/Elektra 9 60162-1)	15
23	14	WINTER INTO SPRING GEORGE WINSTON (Windham Hill C-1019)	20
24	16	WORDS, SOUNDS, COLORS, AND SHAPES DONALD BYRD and 125TH STREET, N.Y.C. (Elektra 9 60188-1)	8
25	28	LOTUS FLOWER WOODY SHAW (Enja 4018)	2
26	22	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	69
27	19	TOUCH THE FEELING STIX HOOPER (MCA-5374)	5
28	30	COME MORNING GROVER WASHINGTON, JR. (Elektra 5E-562)	53
29	26	HEATWAVE CAL TJADER and CARMEN McRAE (Concord Jazz CJ-189)	10
30	29	LOOKING OUT MCCOY TYNER (Columbia FC 38053)	23

ON JAZZ

LOVE IN BLACK & WHITE — The only thing more difficult than recording and selling jazz albums may be writing and publishing books on the music. While trade paperbacks on pop music appear to be booming (see *What's In-Store*), well-researched, thoughtful books on jazz are few and far between. Only a handful of works by the likes of **Marshall Stearns**, **Rudi Blesh**, **Nat Hentoff** and **Nat Schapiro** have managed to remain in print for extended periods of time, gaining something akin to "classic" status. Even informative autobiographies by artists like **Duke Ellington**, **Cab Calloway**, **Art Pepper** and **Charles Mingus** have had mixed sales at best, and the more opulent photo collections edited by **Esquire Magazine** or **Bill Grauer** and **Orrin Keepnews' Pictorial History**



TUNE-PLUGGER—RCA Recording artist Robert Kraft (r) recently took a little time out from rehearsing to promote his label debut LP, "Retro Active," with a postering campaign on Manhattan's West Side.

of Jazz are virtually impossible to come by. As the realities of the recording industry have never prevented the perpetuation of the music, so too in publishing aimed at the jazz aficionado. Books on jazz continue to find a home with publishers either dedicated or foolish enough to put them out. This year's offerings included a real mixed bag, ranging from autobiographies by vocalists **Anita O'Day**, **Flora Purim** and **Helen Forrest**, a new bio of **Miles Davis**, a re-printing of **Arthur Taylor's Notes And Tones**, and an exceptionally complete bio and discography of **Benny Carter**. While we have yet to examine the Carter text — a book for which we've heard nothing but praise — we have been able to extract one perfect gem from this year's literary offerings. *Black Beauty, White Heat: A Pictorial History of Classic Jazz 1920-1950* by **Frank Driggs** and **Harris Lewine** is a delight for both the mind and the eye. Culled largely from the photo archives of historian/producer Driggs, and generally arranged by geographical regions, the oversized book employs photos and captions to take the reader on a 30-year tour of the music's development. "I can't really say it's a history," Driggs told us. "It's impossible to get everything you want to say into captions. But I think we were able to get a lot of things people wouldn't have been aware of, and it's probably the first time all of this has come together under one cover." Driggs' considerable talents as an historian found their perfect work-mate in Lewine, whose graphic talents have previously been displayed in *The Ultimate Baseball Book*. And as former art director for Riverside Records, Lewine has more than a passing knowledge of the music. "He was really the only guy I would work with on this," said Driggs. "He knew as much about the music, and just has very, very good taste." The result can only be called a work of love, featuring over 1,000 beautiful reproduced photos with sepia tones, and a full-color "Treasure Island" section featuring full-color reproductions of labels from some of

(continued on page 34)

Hot LPs, Accessories Bolster Start Of Christmas Season

(continued from page 13)

Men At Work, Stray Cats, Cougar, Richie, Squier — new, fresh names and material for the most part."

Traub was "pleasantly surprised" further by strong sales on Christmas merchandise, namely holiday product by the Oak Ridge Boys, Anne Murray and Luciano Pavarotti. Keith Hudson, general manager of Ted's One Stop/Hudson Embassy, also saw Christmas product pick up, as did Rodger Gilbert, LP buyer at Oakland-based All Records Service one-stop operated by Pacific Records & Tapes, who singled out Anne Murray and the Joe Gibbs Family of Artists in this category.

But new and Christmas product was not enough to carry or save the day for all retailers. In light of the "tremendous product, perfect weather," and general store readiness, Ben Karol, co-owner of New York's King Karol, was disappointed that his figures, which had gone up 20% last year from those in 1980, dropped back 20% to the 1980 level. "There's no reason except the general economic condition," said Karol.

"It had to be the economy, because we had a lot of good records out," echoed Hudson, while reporting a decline of nearly one-third from Thanksgiving a year ago — this despite heavy advertising on new titles and a \$6.98 sale campaign.

Tom Keenan, president of Portland's Everybody's chain, also blamed the economy for his 10-20% drop from 1981 figures, even though the weekend was up 20% from the one preceding. Circles could only report a three percent gain instead of the anticipated 10%. According to vice president of budgets and systems Jim Grimes, Pittsburgh's National Record Mart may have been slightly up thanks to its mail business, since three days of rain dampened the freestanding stores' business, while Friday's Pitt-Penn State football game hurt both segments.

Western Merchandisers, Record Bar, Waxie Maxie and Music Plus all reported virtually the same figures compared to last year.

Late Christmas

Based on their widely varying Thanksgiving experiences, merchants offered different predictions for the Christmas selling season, with "cautiously optimistic" being the most prevalent. "To be honest, I don't know," admitted Ben Karol. "I'd been optimistic, but now I'm very apprehensive about Christmas. But I can't get myself to say it won't be a big Christmas."

John Marmaduke, president of Western Merchandisers; Lou Fogelman, head of Show Industries; and Bill Joyner, Record Bar's director of operations, foresaw a late Christmas. "For the last few years,

Christmas has come later and later," explained Joyner, noting that this year is following that trend "but that's our game plan anyway." Joyner added that "bad press consumerwise" was also pushing back the holiday selling period, that "everybody was shopping for bargains" and being told "don't go out now but wait until later."

Jason Blaine, vice president at Oakland-based Music People, Inc. one-stop suggested that records were a "last minute gift item" and that sales would not pick up until just before Christmas. According to Everybody's Keenan, "records are a risky gift to begin with." He said that most consumers would "take their time" buying Christmas presents this year, thus sales would not pick up substantially until the week before Christmas.

While Waxie Maxie's Penner was disappointed with flat Thanksgiving sales despite aggressive promotion, she hadn't lost her optimism for Christmas. "Things are falling into place in terms of product coordination, preparation of the stores and managerial staff, and very good product," she said. Penner noted a hopeful sign in that she had already received 300 coupons back from the "gift guides" sent out earlier (Cash Box, Nov. 27). Another positive indication was in large orders by individual stores on hot catalog items, particularly by Jeffrey Osborne, the Eagles and Led Zeppelin. "The stores are doing a lot of ordering in advance and something is telling them to do that," she stated.

Musicland's Traub was happy to see evidence of "alternative forms of promotion" in new music product. "This suggests that people are interested in music and finding new places to learn about it," he said.

Traub was also pleased that Christmas falls on a Saturday this year. "It's better that there is an extra pre-Christmas day in the calendar week," he explained, noting that Christmas fell on Friday last year.

Turtles' Poehner was one of several retailers expecting video games to guarantee a successful Christmas retail. But Cavages' Grandoni sensed a "latent demand" for music in his Christmas customers. "We're seeing that right now," he claimed, noting that "people have had to hold off on a lot of things" up until now.

With such a wide variety of music available — "something for everyone" — Grandoni expects to see a "great surge" in sales in the three weeks before Dec. 25. Thus, Cavages is holding off on any promotions and is "basically filling the pipeline, keeping product in stores and moving it out."

Concluded Grandoni: "We're looking forward to very, very good Christmas."

parity to album sales.

Noting that cassette sales over the Thanksgiving holiday were "somewhere between 2:1 (LP-to-cassettes) and even" for the chain, Joe Andrules, vice president/general manager of Miami-based Spec's Music, said that half the web's stores removed cassette product from locked bins during the week leading up to the holiday and the other stores were expected to follow this merchandising approach.

While there were no seasonal promotions on tape product at his stores, Tom Keenan, president of the Portland, Ore.-based Everybody's stores, said the chain has started a lifetime guarantee on all pre-recorded tapes sold and that a promotion on the guarantee would soon begin. "If you have a music tape and it busts, but is still available, Everybody's will exchange it at no charge," Keenan explained.

(continued on page 15)

COAST TO COAST

EAST COASTINGS — In a combination publicity/fundraising affair, the suspended *New York Rocker* will play host to a series of shows around the country featuring some of the bands the mag has helped to expose. New York region dates at Danceteria, Mudd Club, CBGB's, Maxwell's, My Father's Place and Guildersleaves will feature such bands as **The Nitecaps, Oliver Lake & Jump Up, Slow Children, Holly & The Italians, Sonic Youth, Richard Hell, Africa Bambaataa, Bill Laswell, The Bad Brains, The Raybeats, Iggy Pop, Leroy Jenkins and The Bush Tetras**. Other regional attractions in the roadshow feature **Alan Vega, Mission of Burma, and Human Switchboard** in Boston; **Was(Not Was)** and **L7** in Detroit; **Our Daughter's Wedding and The Wombats** in



STINGING PERFORMANCE — A&M recording artist **Sting** (c) recently played an impromptu number at the post-premiere party in Toronto for his film *Brimstone & Treacle*. The party was co-hosted by *United Artists Classics* films, radio station *Q107*, *Cuddles* bar and *A&M Canada*.

"Records." The greatest hits collection sports a photo of the band at the counter of New York's Munson Diner, with surrounding "clientele" including label chairman **Ahmet Ertegun**, president **Doug Morris**, promo people **Lou Sicurezza, Judy Libow, Andrea Ganis** and **Carrle Glassheim**, A&R's **Jason Flom**, packaging and pre-production director **Arline Brler** and the art department's **Marcia Woletz**. Also pictured is *Foreigner's* assistant, **Troby Laidlaw**, and serving up the mess is griddleman and band manager **Bud Prager**. Destined to be a great trivia question . . . "We've been robbed!" So said **Clare Mirst** of *The Belle Stars* when we recently played her **Connie Brighton's** version of "The Clapping Song" on Handshake Records. The tune was covered this summer in the U.K. by the *Belle Stars* for *Stiff Records*, where it scored high on the indie charts. Since then, *Stiff* and the band have been seeking a deal in the U.S., where their version of the old **Shirley Ellis** tune is available only as an import . . . Look out, **Sun Ra**: next record by *The Jonzun Crew* on *Tommy Boy* is entitled (yep, you guessed it!) "Space is the Place." Not surprisingly, it doesn't sound one bit like the Ra's theme song of the same name . . . **Evelyn King** will be the featured artist Tuesday night at the 50th Anniversary celebration for *Save The Children* at *Studio 54* . . . Ace producer/songwriter **Ritchie Cordell** (**Joan Jett, Tommy James & The Shondells, Bow Wow Wow**) has formed *Screaming Skull Prods.*

POINTS WEST — The notorious **James (Jewel) Osterburg**, aka **Iggy Pop**, delivered a deliciously raunchy version of *The Kingsmen's* "Louie, Louie" as one of the encores to his appearance at *Rissmiller's* recently, recanting all the possible lewd variations of the original indecipherable lyrics . . . Pasadena-based modern music *FMer* **KROQ** now has its own magazine — *The Rag of the Eighties*. Fifty-thousand copies of its first issue were distributed gratis to local record and audio stores, according to editor-in-chief and prime abuse target **Michael J. Fijolek** . . . Another literary epic about *The Beatles* is being readied for publication by *McGraw Hill* next March. *The Love You Take*, penned by longtime band aide **Peter Brown** with **Steven Gaines**, purportedly describes **John Lennon's** intimate relationship with manager **Brian Epstein** and contains a wealth of



ART RAT — *Museum of Rock Art* director **Paul Caruso** displays some of the paintings, photos and memorabilia to be auctioned off at the *First Rock 'n' Roll Auction and Collector's Marketplace* Dec. 10-12 at L.A.'s *Berwin Entertainment Complex*. Anyone wishing to contribute art for auction should contact **Caruso** at the *Museum*.

Certain Ratio performed at *Club Lingerie* Dec. 4, hot on the heels of its latest 12" single, "Knife Slits Water" b/w "Kether Hot Knives" . . . A **Bruce Springsteen** solo tune that didn't make it onto "Nebraska" called "The Big Payback" is the flip of the British 45, "Open All Night." No plans for a domestic release of the song, which features Cochranesque guitar riffs and hot harp work, but word has it the next album recorded with the **E Street Band** is almost wrapped up and should be out shortly after New Year's, depending on how long mixing takes . . . **T-Bone Burnett** plans to start laying tracks for his first full-length *Warner Bros.* album with producer **Glyn Johns** in late January . . . *One of L.A.'s ill-fated late-night spots, The Garage, is re-opening, as is The Crucial Club* at 1026 S. La Cienega. Reggae man **Ron Miller** will showcase rasta tunes there each Sunday night, with opening festivities Dec. 5 featuring the **Small Axe Band** (formerly **Uplising**) and Dec. 12 greeting **Babylon Warriors**. Red Stripe beer will be served along with Jamaican ital victuals . . . We hear **Ozzy Osbourne's** next tour will see the destructo-geek hacking off **E.T.'s** finger with a guillotine.

jeffrey resner

Strong Cassette Sales Highlight Holiday Weekend

by Michael Martinez

LOS ANGELES — The growth of cassette sales continued over the Thanksgiving holiday and, in some instances, buoyed the total picture, though the bulk of pre-recorded music sales were still registered by LPs (see separate story).

Hot selling titles, the dealers said, brought the total ratio of LP-to-cassette sales to an average ratio of 2:1, but there was little evidence indicating the parity many have predicted. But dealers said current product by **Judas Priest, Supertramp, Marvin Gaye, Lionel Richie, Diana Ross, The Time, Prince, John Cougar, Eddie Money, and Loverboy** were the top cassette sellers and achieved the closest

Small Is Beautiful For Effanel Music 24-track Mobile

NEW YORK — The name of the company is a phonetic interpretation of the initials for "Fear and Loathing," but the portable 24-track Effanel Music recording system was designed more with space-efficiency, ease of operation and, most of all, affordability in mind. The concept of former P.A. engineer Randy Ezratty and production manager Gary Geller, Effanel Music appears to be delivering, because clients who have used the mobile system, such as Fleetwood Mac's Mick Fleetwood for the Ghana sessions (which produced "The Visitor" LP), endorse it with their confidence and satisfaction — far from "Fear and Loathing."

At the core of what Ezratty calls a "straight-forward, road-minded recording system" is a customized 28-channel console from Sound Workshop that breaks down into three main frames, which are cabled together with heavy-duty multi-pin connectors. The Series 30 Transformerless console features full EQ, P&G Faders, stereo cue and stereo effects.

The board is paired with a Stephens 821-B 24 tracks recorder. Other equipment offered as part of the system Lexicon 224 digital reverb unit; dbx and Inovonics limiter/compressors; Rogers BBC Compact reference monitors with additional low end subwoofer; full stereo headphone system; and an array of microphones that includes an AKG C-12 tube, C422 stereo, C414, C452, D12, Neumann, Sony C500, Sennheiser, Countryman, Shure, Crown PZM, Beyer 88, 500; and ElectroVoice.

According to Geller, a band with a 40-foot semi-trailer full of road gear need only allow about three feet worth of space to



carry the entire Effanel System. And the console and recorder require only a small set-up space as well, making it ideal for cramped club quarters (and the bands that play them, which are almost invariably on a very tight budget; the system costs about half the price of most mobile recording units).

Ezratty and Geller see Effanel as an "alternative" not just to the massive expenses of most mobile systems, but most 24-track studios as well. In certain cases, Ezratty and Geller will even slide the rates of the system according to the client's means, which should be good news to struggling young bands operating on a shoestring.

However, the two stress that there is absolutely no stinting on quality; Ezratty and Geller take pride in providing quality equipment and they point to the selection of microphones as a case in point. Because many musicians prefer the natural sounds afforded by tube microphones, Effanel offers four AKG C-12 tube mikes, which date back to 1950.

Effanel Music is located at 421 Hudson, #801, New York City, N.Y. 10014. The telephone is (212) 807-1100.

Aphex Introduces New Aural Exciter For Audiophile Market

LOS ANGELES — An aural excitement unit, which enhances sound using psychoacoustic principles to restore the natural brightness, presence and clarity to recordings, will be introduced to the audiophile consumer market by Aphex Systems Ltd., makers of professional broadcast, studio and concert sound equipment. Marketing of the consumer-oriented instrument, set to retail for \$495, will commence at the Consumer Electronics Show (CES).

Similar to the professional model used on music albums and motion picture soundtracks, the consumer-g geared Aural Exciter "enhances the signal by providing greater intelligibility, presence and detail while maintaining the natural qualities of music

SPARS Regional Meet Set For Dec. 10 In L.A.

LOS ANGELES — The Society of Professional Audio Recording Studios (SPARS) is holding its next Los Angeles regional meeting on Dec. 10 at noon. The topic of the meeting, which will be held at Artisan Sound Recorders, is "Studio/Traffic Managers Symposium."

Moderated by SPARS chairman Chris Stone of the L.A. Record Plant, with SPARS first vice president Guy Costa of Motown/Hitsville Studios and SPARS regional vice president Jerry Barnes participating, the symposium will cover booking the studio and procedures involved, as well as invoicing and other areas. The symposium is \$10 for SPARS members and \$15 for non-members.

Artisan Recorders is located at 1600 North Wilcox, above Sunset Blvd., in Hollywood.

and voice," according to Aphex president Marvin Caesar.



The consumer model, called "Type B," will also be marketed in Europe (through an agreement with AKG Acoustics of Vienna, Austria) and Japan (by Aphex Japan Ltd. of Tokyo). The domestic headquarters is located at 7801 Melrose, Los Angeles, Calif. 90046. The telephone number is (213) 655-1411.

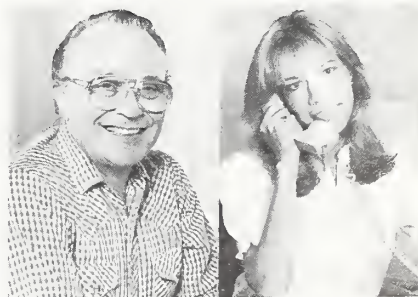
Fantasy Studios Taps Segal And Bombardier

LOS ANGELES — Fantasy Studios of Berkeley, Calif. has recently undergone a staff reorganization, along with the opening of its "all new Studio A."

Roy Segal has been named executive vice president of Fantasy and the Saul Zaentz Co. Film Center and Nina Urban Bombardier has joined as studio manager.

Segal was formerly general manager of Fantasy Studios and, prior to that general manager of CBS Studios. Nina Urban Bombardier was formerly with the Sausalito Record Plant.

Andrea Salter will continue with her responsibilities as traffic manager of the Fantasy Studios office.



Segal

Bombardier



POLYGRAM'S UNCLE FLOYD — Donning appropriate hats for the occasion, PolyGram executives recently gathered at the signing of syndicated TV performer "Uncle" Floyd Vivino to a comedy and music LP contract. Pictured seated are Vivino (l) and Guenter Hensler, president/chief operating officer, PolyGram. Pictured standing are (l-r): Ed Kautman, Vivino's creative consultant; Andres Wirkmaa, Vivino's attorney; Ted Green, vice president, business affairs, PolyGram; Harry Palmer, director, album sales, PolyGram; Chip Taylor, senior vice president, A&R, PolyGram; Jerry Jaffe, vice president, rock music department, PolyGram; and Mel Ilberman, executive vice president, PolyGram.

Strong Cassette Sales Highlight Holiday Weekend

(continued from page 14)

Like open merchandising and in-store discounts of tape product, dealers have encouraged more public awareness of cassettes as a prerecorded music item of versatility (play at home or on the run) and have waged ongoing campaigns the last year to change the public's perception that prerecorded tapes are of lesser quality than LPs or home-taped blanks.

While she noted there was no dramatic shift in the LP-to-cassette ratio, Marcy Penner, director of advertising at Washington, D.C.-based Waxie Maxie, said that there was more market advertising on cassettes that emphasized the higher quality of tapes.

Cassettes did "very, very well" throughout the Phoenix-based Circles chain, according to company spokesperson Angela Singer, who added that part of Arizona "has been a mobile geographical area" where people carry music around.

She said that CBS' Double Play tapes were on sale at \$6.98, while WEA's 2 For One tapes, usually selling at \$9.98, were a \$1.10 off at \$8.88.

Most cognizant of the growing quality and value of prerecorded tapes are the younger demographics, observed Calvin Simpson, head of Detroit-based Simpson's Wholesale/Bad Records, Inc., who added that the demographics of heavy cassette buyers could to a degree be pinpointed by examining the top sellers.

Judas Priest, Eddie Money, Loverboy, John Cougar and other rockers sold higher volumes of cassettes as opposed to LPs, he said, but added that new titles by Billy Joel and Neil Diamond moved in greater quantities as albums. "I suspect that maybe younger people have made the conversion to cassette deck more rapidly than have older people still spinning records on a turntable," Simpson speculated.

But since Los Angeles is a mobile metropolis, Rick Zeff, spokesman for Licorice Pizza there, said that even product by Neil Diamond, Olivia Newton-John and Billy Squier were hot sellers in cassette, which belies the contention that cassettes are a younger demographic item.

Though cassette sales rose "across the board" for his Bad Records chain, Simpson said that his suburban business was "50% plus" but that inner city cassette sales only comprised 20-30% of the total revenue. He attributed the lower percentage at inner city

stores to the economic impact on the black community. "People worried about rent, food, lights and clothing are less likely," he remarked, "to go and buy the new cassette players. They just can't afford them; so they continue to buy records for their turntables."

However, in less economically depressed areas, dealers say that R&B titles sold in cassette do brisk business, while pop product moves slower. "The white mom & pop accounts we service still stock albums heavier over cassettes; that seems to be their preference," noted Al Silverman, president of Long Island-based Stratford Distributors.

While none of the dealers contacted said that catalog sales of cassettes were particularly significant, it was ironic that older titles, especially country and R&B, sold better as eight-tracks, even though cassettes have steadily replaced that tape format.

And though cassette titles by top selling artists and new rock artists are moving briskly at retail, older titles by such artists are perhaps being bought by even older consumers.

More Titles

Part of the reason for the eight-track upsurge in catalog sales is the greater availability of catalog titles in dated eight-track inventories many dealers have maintained because of labels' increasingly stringent returns policies on such product. But the resurgence of cheap eight-track hardware and the sell-off attitude of many dealers are making such tapes hot movers.

Eight-track converters are growing in sales in various portions of the country (the Northeast, South, Midwest), but the discount prices most dealers offer on such product has prompted sale of new eight-track decks.

"I have 99-cent eight-tracks that I can't hold on to," said Brian Poehner, buyer at Atlanta-based Turtle's chain. "Companies like Warners were smart enough to get rid of their eight-tracks. People (are) buying them by 15s, 20s, 25s; it's incredible."

He said that the lower prices on this tape have encouraged people go out and buy \$14.95 eight-track players at places like Radio Shack, "creating a whole new market for the hardware."

Simpson, who pointed out that he has been selling off popular catalog and new releases preserved on eight-track at a three-for-\$15 clip, said, "we're trying to sell-off eight-track inventory. As we liquidate eight-tracks, we'll be taking dollars and investing in a deeper cassette catalog and new releases on cassette."

REGIONAL ALBUM ANALYSIS



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.

NATIONAL BREAKOUTS

- | | |
|-----------------|----------------------|
| 1 PHIL COLLINS | 9 DIONNE WARWICK |
| 2 PRINCE | 10 LITTLE RIVER BAND |
| 3 J. GEILS BAND | 11 ADAM ANT |
| 4 OZZY OSBOURNE | 12 BAR-KAYS |
| 5 JONI MITCHELL | 13 MISSING PERSONS |
| 6 TONI BASIL | 14 OAK RIDGE BOYS |
| 7 COMMODORES | 15 CHAKA KHAN |
| 8 JOHN LENNON | |

NORTHEAST 1.

- 1 J. GEILS BAND
- 2 JONI MITCHELL
- 3 PHIL COLLINS
- 4 JOHN LENNON
- 5 OZZY OSBOURNE
- 6 DIONNE WARWICK
- 7 TONI BASIL
- 8 COMMODORES
- 9 LITTLE RIVER BAND
- 10 EAGLES

SOUTHEAST 2.

- 1 PRINCE
- 2 BAR-KAYS
- 3 J. GEILS BAND
- 4 DIONNE WARWICK
- 5 ADAM ANT
- 6 EARL KLUGH/BOB JAMES
- 7 OZZY OSBOURNE
- 8 MISSING PERSONS
- 9 PHIL COLLINS
- 10 RAY PARKER, JR.

BALTIMORE/WASHINGTON 3.

- 1 DIONNE WARWICK
- 2 COMMODORES
- 3 JONI MITCHELL
- 4 LAURA BRANIGAN
- 5 PRINCE
- 6 TONI BASIL
- 7 PHIL COLLINS
- 8 OZZY OSBOURNE
- 9 J. GEILS BAND
- 10 ENGLISH BEAT

WEST 4.

- 1 JONI MITCHELL
- 2 PHIL COLLINS
- 3 J. GEILS BAND
- 4 MISSING PERSONS
- 5 OZZY OSBOURNE
- 6 PRINCE
- 7 COMMODORES
- 8 LITTLE RIVER BAND
- 9 ABC
- 10 JOHN LENNON

MIDWEST 5.

- 1 PHIL COLLINS
- 2 J. GEILS BAND
- 3 PRINCE
- 4 OZZY OSBOURNE
- 5 LITTLE RIVER BAND
- 6 COMMODORES
- 7 TONI BASIL
- 8 ADAM ANT
- 9 BARRY MANILOW
- 10 CHAKA KHAN

NORTH CENTRAL 6.

- 1 OAK RIDGE BOYS (XMAS)
- 2 DIONNE WARWICK
- 3 JEFFERSON STARSHIP
- 4 TONI BASIL
- 5 ANNE MURRAY (XMAS)
- 6 PRINCE
- 7 JOHN LENNON
- 8 E.T. STORYBOOK
- 9 EAGLES
- 10 ADAM ANT

DENVER/PHOENIX 7.

- 1 PHIL COLLINS
- 2 MISSING PERSONS
- 3 OZZY OSBOURNE
- 4 JONI MITCHELL
- 5 TONI BASIL
- 6 PRINCE
- 7 OAK RIDGE BOYS
- 8 JOHN LENNON
- 9 DEVO
- 10 BAR-KAYS

SOUTH CENTRAL 8.

- 1 J. GEILS BAND
- 2 PHIL COLLINS
- 3 COMMODORES
- 4 BAR-KAYS
- 5 JOHN LENNON
- 6 PRINCE
- 7 ADAM ANT
- 8 JONI MITCHELL
- 9 LITTLE RIVER BAND
- 10 CHAKA KHAN

TOP 15 VIDEO GAMES

	Weeks On Chart	12/4
1. PITFALL Activision AX018	1	2
2. FROGGER Parker Brothers 5300	2	2
3. MEGAMANIA Activision AX017	4	2
4. BERZERK Atari CS2640	6	2
5. SWORD QUEST EARTHWORLD Atari CX2656	5	2
6. DONKEY KONG Coleco 2451	3	2
7. E.T. The Extraterrestrial Atari 2674	8	2
8. ZAXXON • Coleco 2435	9	2
9. RAIDERS OF THE LOST ARK Atari 2659	12	2
10. PAC-MAN Atari CX2646	7	10
11. REAL SPORTS BASEBALL Atari CX2640	11	2
12. THE EMPIRE STRIKES BACK Parker Bros 5050	10	2
13. CARNIVAL Coleco 2468	14	2
14. DEMON ATTACK imagic 3200	15	2
15. TURBO Coleco 2473	—	1

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, Strafford — New York • Wonderful World of Video — Chattanooga • Entertainment Systems — Phoenix • Lieberman — Kansas City.

TOP 15 MIDLINES

	Weeks On Chart	12/4
1. LOOK SHARP! Joe Jackson (A&M SP-6-4907)	2	11
2. SO FAR Crosby, Stills, Nash & Young (Atlantic SD-19119)	1	12
3. SOUVENIRS Dan Fogelberg (Full Moon/Epic PE 33137)	7	6
4. TAPESTRY Carole King (Epic PE 34946)	3	17
5. THE DOORS (Elektra EKS 75007)	4	21
6. CHRISTMAS WISHES Anne Murray (Capitol SN-16232)	—	1
7. CHRISTMAS ALBUM Barbra Streisand (Columbia CS 9557)	—	1
8. PRETTY PAPER Willie Nelson (Columbia JC 36189)	—	1
9. A COUNTRY CHRISTMAS Various Artists (RCA CPL 1-4396)	—	1
10. WORLDS APART Saga (Portrait/CBS ARP 38246)	14	8
11. STEEL BREEZE (RCA AFL1-4424)	9	8
12. I COULD RULE THE WORLD IF I COULD GET THE PARTS The Waitresses (Ze/Polydor PX-1-507)	13	2
13. OVER THERE The Blasters — Live at the Venue, London (Slash/Warner Bros. 1-23735)	8	5
14. CARNIVAL Duran Duran (Capitol ST-15006)	12	6
15. KISSING TO BE CLEVER Culture Club (Virgin/Epic ARE 38398)	—	1

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

WHAT'S IN-STORE

RECORD READING — For those retailers who have branched out into carrying pop music books, there are a number of worthy titles available for Christmas that publishers and distributors feel show strong potential for record store sales. **Paul Marotta**, domestic buyer for Important Record Distributors, which supplies books to such chains as **Stark/Camelot**, is particularly keen on Doubleday's *Ballad of John And Yoko* compilation of articles and photos published by *Rolling Stone Magazine*. "It's the most mainstream title we have," says Marotta, who also singles out St. Martin's Press' heavily-merchandised *The Who: Maximim R&B (Cash Box, Oct. 9)* and **Karz-Cohl's** *Need More Iggy Pop* autobiography (*Cash Box, Nov. 13*). While Iggy's "hardcore" tell-all is already showing reorders, the Who book is selling "in the thousands," aided by the



AUTHORS' AUTOGRAPHS — New wave singers **Lydia Lunch** (*I*) and **Exene** of *Elektra/Asylum* group *X* recently visited *B. Dalton Bookstore* in *Greenwich Village* to autograph *Adulterers Anonymous*, a collection of poems and stories written by the two. Over 100 books were sold during the in-store.

special floor displays and the rack-size dimensions of the book. The interest in the Who generated by the group's current tour and album is another major factor noted by both Marotta and **Karen Rose**, president of *St. Martin's Press*, a rock book mail-order company that is reped by *Paradise Creations* in chains like **Licorice Pizza**. Rose counts a new **Rush** volume from *Omnibus*, *Beaufort Books'* *The Rolling Stones: The Last Tour* and *Omnibus' Led Zeppelin: A Visual Documentary* as other books helped out immensely by current or recent albums and tours, with the month-old Zep title becoming the biggest seller in the company's four-year existence. Other books offering holiday cheer for Rose include a new **AC/DC** book from *Omnibus*, *Proteus' The Rock Diary 1983* rock trivia/appointments book, *Crown's* updated *Illustrated Encyclopedia Of Rock*, *A&W Visual Library's Album Cover Album: The Second Volume*, containing 600 color reproductions of album covers of the '70s and '80s, *910 Press' The Beatles' England* tour guide of Beatles' landmarks, and *Meet On The Ledge: A History of Fairport Convention*, one of several recent titles from **Pete Townshend's** *Eel Pie Publishing*. Besides the Who book, St. Martin's **Lloyd Jassin** recommends *The Rock Yearbook 1983*, *The Record Producers* — based on a BBC radio documentary with interviews with 13 producers and production teams, and the 400-page second edition of *The Encyclopedia of Folk, Country & Western Music*, though as a \$50 hardcover, this may not attract every retailer. **Lanny Aldrich** of *Delilah Books* also recommends an expensive Christmas gift book in the \$29.95 **Neil Diamond Songbook**, containing 73 of Diamond's favorite compositions. "At the other extreme" is *Rock Chronicle*, a day-by-day chronology put together by **Dan Formento**, creator of *Today In Rock History* for *NBC Radio's The Source*, and *New Women In Rock*, which profiles over 70 important femme artists of the '70s.

BUDGET CASSETTE SERIES — In recognition of the current cassette explosion, *Accord/Townhouse Records* is releasing an all-cassette "Budget Series" distributed by *Capitol Records* and retailing at \$3.98. Most of the 20 items are compilations including some major hits by such various artists as **Johnny Cash**, **Rod Stewart**, **Maynard Ferguson**, **Conway Twitty**, **Billy Eckstine**, **Mary Wells**, **Duane Eddy**, **George Burns** and **Paul Anka**. The release follows a similar one in September that involved both records and cassette equivalents. But label vice president and general manager **Walt Maguire** foresees future releases, including the next one in February, to stick to the new cassette-only format, with no simultaneous album release "unless something really takes off." Print support, sales promotion and posters will be available to facilitate consumer awareness.

BIG BOUQUET OF ROSES — Although **Luciano Pavarotti** was unable to attend as scheduled, *Chicago's* 51-year-old **Rose Records** chain celebrated the grand opening of its seventh outlet last week, its first in the city's *Near North side*. Over \$90,000 went into developing the new 3,800 sq. ft. *North State Parkway* location, which stocks over 25,000 albums. Founded by brothers **Aaron** and **Merrill Rose** in 1931, *Rose Records* now expects total sales in 1982 to exceed \$8,000,000. General manager **James Rose** recently broke down sales by category and reported approximately 40% in classical product, 20% pop, 10% jazz, five percent accessories, and the rest derived into miscellaneous genres such as folk and children's music. The company has run a mail order operation since 1970 offering discount product to colleges, small town libraries, institutions and other markets, and reports sales last year totalling \$750,000. *Rose Records* also operates *M&A Wholesalers*, one of the country's largest cutout and overstock suppliers, which last year tallied over \$800,000 in sales.

CRUSHED PIZZA — **Licorice Pizza** is mounting its biggest-ever cross promotion with a nationally-known company, tying in *Crush* beverages and *Intellivision* video games. Full-page *Licorice Pizza* ads in the *Sunday Los Angeles Times* declared that any *Crush* proof-of-purchase-sales receipt, bottle or bottlecap — is worth \$5 toward purchase of an *Intellivision* video game. In return, *Crush* is tagging some 170 radio spots on all formats with the *Licorice Pizza* promotion. An additional promotion has *Crush*, *Licorice Pizza* and rock/oldies station *KNAC* teaming up in a *Hawaiian trip* giveaway, with *KNAC* broadcasting 53 promo spots a week for the sweepstakes.

SOMETHING NEW — Starting with this issue, *What's In-Store* will present a new weekly feature, *Regional Pick*. The feature will spotlight records garnering strong sales in one or more regions but which might be overlooked by buyers in other areas of the country. Suggestions for items from wholesalers and retailers are welcome and should be brought to the attention of **Jim Bessman** or **Fred Goodman** at *Cash Box* in *New York* (212) 586-2640.
jim bessman

REGIONAL LP PICK — "Bruce Springstone Live At Bedrock Featuring '(Meet The) Flintstones'" — *Clean Cuts Records* — *Cold Cuts CC 902*-independent distribution. **Dave Nives**, *New York* sales manager for *Rounder Records*, which distributes *Clean Cuts* in the Northeast, calls this soundalike take-off on **Bruce Springsteen** "one of the hottest records I've had in a long time." Available in both 7" and 12" configuration, the good-natured lampoon has been getting piggyback sales and exposure from *Springsteen's* own "Nebraska" album.

'Gift of Music' TV Advertising Starts In Four Test Markets

by Fred Goodman

NEW YORK — The record industry's first collective advertising campaign bowed in four test markets around the country last week. Two generic "Gift of Music" television commercials of 30-second durations are being run in the *Phoenix*, *Cincinnati*, *Portland, Oregon* and *Greensboro/Winston-Salem* markets for a five-week period. With approximately 15-20 spots running each week in each market, the ads are expected to reach nearly 90% of the 12-54 population, with exposure skewed towards the targeted market of women in the 25-54 age bracket.

The commercials, which employ a vignette format, portray short scenes in which a record or a tape is given as a gift. Each scene is coupled with an appropriate song, including recordings by **Jim Croce**, **Loggins & Messina**, **Irene Cara**, **James Taylor** and **Billy Joel**. The Gift of Music logo is flashed prior to the last vignette, and the spots end with a voice-over urging consumers to "Give the gift of music. There's no better way to wrap up your feelings."

The ads will be shown approximately 600 times during the five-week period, with the 30-second spot accounting for two-thirds of those broadcasts. Over 50% of the *National Assn. of Recording Merchandisers (NARM)* test-market ad dollars earmarked for broadcasting are being spent in prime time. "It's where we want to be," said **Joe Cohen**, executive vice president, *NARM*.

Among the prime time buys made for the

U.S. Games Promos Money-Back Guarantee

LOS ANGELES — *U.S. Games Corp.*, a manufacturer of home video game cartridges, has launched a nationwide advertising and promotional campaign to highlight its money-back "Consumer Satisfaction Guarantee" program.

The program, which offers money back from the manufacturer if the consumer returns the product within five days of purchase, will run until Dec. 31.

"We believe our games are the most exciting on the market," said *U.S. Games'* marketing communications manager **Ron Evans**.

Five Games

The guarantee covers the newly released games "Space Jockey," "Sneak 'N Peek," "Word Zapper," "Commando Raid" and "Towering Inferno."

Space Jockey, a space war game that features 16 single-player variations, has a suggested list of \$24.95. *Sneak 'N Peek*, an adaptation of the children's game hide 'n seek; *Word Zapper*, a word-spelling game; *Commando Raid*, another war game; and *Towering Inferno*, a rescue game with firemen and people trapped in a burning building, all have a suggested list of \$29.95.

The TV campaign features 30-second spots on both network and various cable outlets, including *ESPN*, *MTV* and *USA Cable*.

Print advertising will include advertisements in *Electronic Games*, *Video Games*, *Fun With Games, Jr. Scholastic, Sr. Scholastic* and *Boys Life*.

U.S. Games cartridges are compatible with the *Atari Video Computer* and *Sears Tele-Game Video Arcade* systems.

Gold 'Christmas Wishes'

LOS ANGELES — *Anne Murray's* "Christmas Wishes" earned a gold certification by the *Recording Industry Assn. of America (RIAA)*, signifying sales in excess of 500,000 units.

commercials, *NARM* has paid special attention to music-related programs, specials hosted by **Johnny Cash**, **Willie Nelson** and **Jim Nabors**, as well as such programs as *Country Gold*, have been specifically targeted. "Aside from the full array of programs," said **Cohen**, "wherever we can buy something aligned to music, we are doing it."

In addition to the TV spots, radio ads have been placed in the *Portland* and *Cincinnati* markets, and extra care has been taken to insure that Gift of Music point-of-purchase advertising is in test-market stores. "We've got merchandising field reps out making sure that we're covered," reported **Cohen**.

Tracking Study

Once the test run is completed on Christmas eve, the research department of *Humphrey Browning MacDougall*, the *Boston*-based advertising firm handling the campaign, will begin a tracking study in the four markets. "We'll get a good sense of not just the viewers consideration and awareness of the commercials," said **Cohen**, "but also find out whether they actually purchased anything."

Although the vignette format is the only one being tested at the moment, future plans call for the introduction of celebrity spots. Although that format did not elicit as strong a response as the vignettes in pre-broadcast testing, **Cohen** feels its just a question of ironing out specifics.

"I feel very strongly that both campaigns can work," he said. "The celebrity campaign really won't come to life until we get the right artists in combination with each other. It's also very difficult to gauge it as well as the vignettes in the testing situation. As we see every day, celebrity advertising works, and I can't imagine why it wouldn't work for us. It broadens the base of the campaign, because even though the celebrities may be talking about the Gift of Music, the message includes music for those people who buy for themselves, and that's important for us."

Second Run

A second two-week run for the ads will air in the four markets just prior to *Valentine's Day*, to be coupled with a market study on the dynamics of gift giving. "It's something that's never been done before," said **Cohen** of the study, "and it should give us good insight into positioning records and tapes." The gift giving study is expected to cost approximately \$100,000. Total cost of time-buys for the five-week Christmas campaign was over \$250,000.

Results of the market tests will be presented at the annual *NARM* convention in *April*, at which time association members will also have the opportunity to watch the spots. **Cohen** predicted that the presentation would lead to the next major steps in the generic industry campaign.

"Assuming that this is successful," **Cohen** said, "the most important question that the Gift of Music Advisory Board has to consider over the next few months is 'just what are we going to ask the industry to do?'"

And although the next step is in question, **Cohen** emphasized that the campaign already marks a significance advance for both *NARM* and the record industry. "We're very pleased with the pace we've been able to go at with this," he said. "It's the first time the industry has ever advertised collectively, so in that regard, just the fact that we've been able to mobilize the industry around a concept, get on TV, advertise with funds coming from a system that never existed before, do it with a top flight ad agency directed by an advisory board of people from our industry, and do it in less than a year is all very encouraging."

SOUNDVIEWS

RCA PACTS WITH MCA FOR 20 FILMS ON CED — MCA says it wasn't just a matter of the (no doubt considerable) licensing money, but the future option to custom-press its own titles that finally convinced the company to license 20 of its most popular films to RCA. However, SelectaVision executives, though far from publicly gloating, more than likely saw the deal that made MCA the last of the major studios to license films for release in CED as a clear victory for their videodisc format, in view of the fact that MCA helped launch the Laserdisc. Said **Thomas G. Kuhn**, division vice president, RCA VideoDiscs, "MCA has been a leader in the home entertainment industry; we look forward to their continued support of our 'CED' system." But **James Fiedler**, president of MCA Video Disc, reiterated the statement he made when the company previously



VIDEO PIRACY... IT'S BAD BUSINESS!
call
VSDA'S ANTI-PIRACY HOTLINE
toll free
800-257-5259

VSDA'S ANTI-PRACY AD MATS — The Video Software Dealers Assn. (VSDA) has prepared camera-ready art sheets for retailers listing its anti-piracy hotline as part of ongoing efforts to stimulate activity to stamp out piracy and counterfeiting.

TLES, LASERDISC CATALOG TOPS 300 — You can't say Pioneer isn't making a game effort to give RCA a run for its money in the videodisc race. Although RCA presently has the edge in the all-important area of software, at least in terms of the number of titles offered, Pioneer is making giant strides to catch up. Last week, at an East Coast press conference, president Ken Kai announced that 86 new titles were being added to the system, bringing the catalog to more than 300. He added that 30 of those titles would be available in stereo. Stressing the music-oriented programming in particular (Kai indicated that music titles comprise 15% of the catalog and 35% of sales), the head of the Montvale, N.J.-based Laserdisc system manufacturer added that at least nine more music titles would be added to the existing 30 in Pioneer's catalog during the first quarter of 1983. Scheduled for January are **Stevie Nicks In Concert**, **The Manhattan Transfer In Concert** and **Billy Squier In Concert**, while slated for February are **The Little River Band**, **The Dirt Band** and **Rush In Concert**. Planned for March are **Pavarotti**, **Judy Garland In Concert** and **Itzhak Perlman** playing the Beethoven Violin Concerto. (According to Pioneer Artists president **Barry Shereck**, a number of opera, ballet and pop programs are presently in production, as well.) Of the major studios represented in the new Laserdisc additions, which will be released in conjunction with the 1983 Winter Consumer Electronics Show (CES), Jan. 6-9, CBS/Fox leads the field with 28 new titles. Included will be **The Boys From Brazil**, **Capricorn One**, **Fiddler On The Roof**, **For Your Eyes Only**, **The Great Muppet Caper**, **The Great Train Robbery**, **History Of The World, Part 1**, **M*A*S*H**, **Quest For Fire**, **Raging Bull**, **Rocky**, **Rocky II**, **The Rose**, **Young Frankenstein**, **Adventures Of Robin Hood**, **Casablanca**, **Charly**, **Coming Home**, **Dr. No**, **From Russia With Love**, **Goldfinger**, **The Good**, **The Bad** and **The Ugly**, **Pink Panther**, **Semi-Tough**, **Some Like It Hot**, **Last Tango In Paris** and **Playboy Video**, the first edition. (All titles, with the exception of **Rocky**, are CX-encoded) . . . **Star Trek II: The Wrath of Khan** is one of the 21 Paramount films slated for the new Pioneer Laserdisc release, which also includes **Days of Heaven**, **The Ten Commandments**, **A Place In The Sun**, **Downhill Racer**, **Escape From Alcatraz**, **The Great Gatsby**, **Harold & Maude**, **Lady Sings The Blues**, **The Odd Couple**, **Orca**, **the Killer Whale**, **Paper Moon**, **Pretty Baby**, **Reds**, **Romeo & Juliet**, **Save The Tiger**, **Serpico**, **Shogun**, **The Shootist**, **Some Kind Of Hero** and **True Grit**. (**Star Trek II**, **Days of Heaven** and **The Ten Commandments** are offered in stereo/CX) . . . As previously reported, seven new titles from MCA Video Disc are set, including **Cat People**, **The Deer Hunter**, **Dead Men Don't Wear Plaid**, **Ghost Story**, **Missing**, **Private Lessons** and **The Border**. (CX titles are **Cat People** and **The Deer Hunter**) . . . Walt Disney adds **Tron**, in stereo/CX, to PVI's line-up. . . Pioneer Video Imports brings in **ABBA In Concert**, **Caledonian Dream**, **Dvorak's Slavic Dance** and **KANAKO** to the catalog. . . New interactive disc programming from OPA includes **The History Disquiz**, **The Joy of Relaxation** and **The World of Martial Arts** . . . Five new companies join the Laserdisc fold. Vestron contributes **Angel of H.E.A.T.**, **Butterfly**, **Cannonball Run**, **Fort Apache**, **The Bronx**, **Dick Cavett's Hocus Pocus**, **The Happy Hooker**, **Here Is Burlesque**, **Meatballs**, **Sex On The Run**, **Till Marriage Do Us Part** and **Tribute**. Embassy Home Entertainment adds **Night Porter**, **Magic** and **Rod Stewart: Tonight He's Yours** (in stereo/CX). Rounding out the new entries are Vidmax's **MysterDisc Murder**, **Anyone?** Xerox Publishing's **Gardening At Home** and MGM/UA.

'MOST WANTED' EASTWOOD CONTEST RUN BY WHV — Paramount is offering a "Trek To Hollywood" to the winner of its **Wrath Of Khan** display contest, so, not to be outdone, Warner Home Video will be taking a lucky video dealer to either L.A. or New York (winner's choice) for four days and three nights as the grand prize for its **Clint Eastwood** "Most Wanted Man" display contest. To enter, a dealer must have an in-store or window display using WHV's nine Eastwood films (**Dirty Harry**, **Every Which Way But Loose**, **Magnum Force**, **Any Which Way You Can**, **The Outlaw Josey Wales**, **Bronco Billy**, **The Gauntlet**, **The Enforcer** and **Firefox**), with **Firefox** featured prominently. A picture of the display, which should be up from Nov. 19 through Dec. 31, has to be submitted along with a coupon from WHV, immediately bringing a **Firefox** T-shirt, if nothing else. However, runners-up will receive complete sets of Warner's Eastwood library in either Beta or VHS cassette. Judging criteria for the contest include display/product placement in key locations; creativity, quality of displays; and effective use of materials (which are available from local WEA branches). The winners will be announced Jan. 31.

VIDEO SOFTWARE NOTES — The new year will see the last remaining rental-only titles in Warner Home Video's catalog converted to the sales mode. In January, both

(continued on page 34)

TOP 30 VIDEOCASSETTES

	Weeks On Chart	11/27	Chart		Weeks On Chart	11/27	Chart
1	STAR TREK II: THE WRATH OF KHAN	1	3	16	DINER	26	2
	Paramount Home Video PA 1180				MGM/UA 00164		
2	VICTOR VICTORIA	2	5	17	ON GOLDEN POND	8	28
	MGM/UA 00151				20th Century-Fox Video 9037		
3	CONAN THE BARBARIAN	3	12	18	CHARIOTS OF FIRE	14	16
	MCA Distributing Corporation 77010				Warner Home Video 70004		
4	FIREFOX	22	3	19	PLAYBOY, THE MAGAZINE, VOL. 1	24	2
	Warner Home Video 11219				CBS/Fox 6201		
5	DEATHTRAP	5	10	20	GREASE 2	20	3
	Warner Home Video 11256				Paramount Home Video PA 1193		
6	ESCAPE FROM NEW YORK	9	4	21	STAR WARS	16	27
	Embassy BA 1601				20th Century-Fox Home Video 1130		
7	QUEST FOR FIRE	4	7	22	MEGAFORCE	29	2
	20th Century-Fox Video 1148				CBS/Fox 1182		
8	RICHARD PRYOR LIVE ON SUNSET STRIP	18	2	23	ARTHUR	17	32
	RCA/Columbia Co 10469				Warner Home Video 72020		
9	AUTHOR, AUTHOR	12	4	24	JANE FONDA'S WORKOUT	21	24
	CBS/Fox Video 1181				KVC/RCA Karl Video Corporation 042		
10	THE THING	15	3	25	BODY HEAT	23	5
	MCA Distributing Corp. 77009				Warner Home Video 70005		
11	THE COMPLETE BEATLES	10	6	26	SHARKY'S MACHINE	27	19
	MGM/UA 00166				Warner Home Video 72024		
12	DEATH WISH II	11	10	27	MONTY PYTHON AND THE HOLY GRAIL	30	2
	Warner Home Video 26032				RCA/Columbia Co 10127		
13	DEAD MEN DON'T WEAR PLAID	7	6	28	CAT PEOPLE	19	28
	MCA Distributing Corporation 77011				MCA Distributing Corporation 77008		
14	THE SWORD AND THE SORCERER	6	6	29	THE SEDUCTION	28	11
	MCA Distributing Corporation 71010				Media Home Entertainment M-196		
15	THE AMATEUR	13	6	30	SWAMP THING	—	1
	20th Century-Fox Video 1147				Embassy BA 1605		

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

NEW VIDEO SOFTWARE RELEASES

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

BLAZING SADDLES*
Cassette — Warner Home Video
1001 \$49.95

ENTER THE DRAGON*
Cassette — Warner Home Video
1006 \$49.95

A CLOCKWORK ORANGE*
Cassette — Warner Home Video
1031 \$69.95

THE WORLD ACCORDING TO GARP*
Cassette — Warner Home Video
11261 \$69.96

HEY, GOOD LOOKIN'*
Cassette — Warner Home Video
11266 \$39.95

NIGHT SHIFT*
Cassette — Warner Home Video
20006 \$69.95

TWISTED CROSS*
Cassette — Warner Home Video
29015 \$39.95

VICTORY AT SEA*
Cassette — Warner Home Video
29025 \$39.95

FAST TIMES AT RIDGEMONT HIGH*
Cassette — MCA 77015 \$79.95

HOLD THAT GHOST*
Cassette — MCA 55087 \$39.95

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WOODY WOODPECKER & FRIENDS IN SWEDEN — Walter Lantz, creator of Woody Woodpecker, went to Sweden recently along with his wife, Gracie, the voice of Woody Woodpecker, to promote MCA Videocassette's Woody Woodpecker and Friends. Pictured are (l-r): a representative of Sweden's Esselte Video; Jerry Hartman, MCA Videocassette vice president/director of marketing; Lantz; Esselte rep; and Gracie Lantz.

ITA Gives Two Awards

LOS ANGELES — The International Tape/Disc Assn. (ITA) recently presented Golden Videocassette Awards to Karl Video Corp. for **Jane Fonda's Workout** and to RCA/Columbia Pictures Home Video for **Stripes**.

The new qualification for the ITA awards is \$1 million in gross label revenue (wholesale) from sales and/or rentals. The former standard was \$1 million at retail list price value. The awards just presented are the third and fourth given by the ITA since April 1.



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Country Radio Moves Into Seasonal Christmas Programming Gradually

by Tom Roland

NASHVILLE — As Christmas approaches, most country radio stations are switching over to seasonal music, but they are also exhibiting caution to avoid inundating listeners with an overabundance of carols and "tidings of joy." Most are extremely pleased with the amount of new Christmas product released by country labels, noting that the efforts by such acts as Larry Gatlin & the Gatlin Brothers Band, Merle Haggard, Alabama and the Oak Ridge Boys, among others, have made it possible for them to provide listeners with fresh Christmas music while maintaining the station's overall country identity.

While the majority of the programmers surveyed by **Cash Box** indicated a reluctance to include such product on their playlists due to its limited life span, many indicated that "quasi-Christmas" tunes — records that imply Christmas through the title or lyrical content although they could be programmed at any time during the year — had found their way onto their playlists and increased stations' lead time into the Christmas season. Dolly Parton's "Hard Candy Christmas" and the Oak Ridge Boys' "Thank God For Kids" were cited as examples, while several noted, in addition, that the Alabama single, "Christmas in Dixie," has garnered early airplay and may become a Christmas classic.

Rhubarb Jones, music director for WLWI/Montgomery, suggested that the Alabama station will "play up country more this year than ever," noting that possibly the economy had spurred the "general mood" of the station's listenership to "want to start Christmas music earlier than usual." He indicated that the station had already begun "sneaking in" seasonal product as early as Dec. 1 and suggested that Christmas airplay might be "full-blown" as early as Dec. 13, with up to three or four cuts per hour.

Classics Re-emerge

Jones also noted that the emergence of Christmas product by artists who are already in demand — like Christmas albums cut last year by Anne Murray and Kenny Rogers — has been a welcome addition to country radio, which has admittedly become conservative. "Radio now hates to stick its neck out," he said, adding that "proven Christmas hits" such as Elvis Presley's "Blue Christmas" and Brenda Lee's "Rockin' Around The Christmas Tree" would probably still garner the bulk of Christmas airplay.

Janet Bozeman, music director for WJKZ/Nashville, added that it is important to program for the holidays without generally disrupting the station's usual pattern of rotation. To continue the normal exposure given to current cuts, she suggested that the Jayco Broadcasting outlet will, for the most part, make room for Christmas product by replacing album cuts, which are regularly featured on the station. Beginning around Dec. 8, the station will play one or two cuts per shift, gradually increasing the Christmas rotation as the holiday draws nearer.

Like others, she said that WJKZ had gone on the Oaks and Alabama singles long before they would have with most Christmas cuts. "People want to hear the Oaks and Alabama," she said. "They're so popular that they could grunt and it would go to #1. They could sing 'Happy Hanukkah' and the Christians would go out and buy it."

John Breyot, the music director for WKHK-FM/New York, said that the Jewish population has had quite an effect on his station's Christmas programming. Breyot indicated that the FM outlet would not begin playing Christmas material until "the phone calls become too much to handle," projecting that that would occur around Dec. 8. He stated that rotation would gradually in-

crease from one per shift to a maximum of one per hour, and, even at that, WKHK will avoid "religious-oriented Christmas records" until Christmas Eve.

Christmas Eve

"New York is not the Bible Belt," said Breyot. "That doesn't mean that people are anti-religious, but you have probably a higher population of Jewish people in New York, so we just try and pay seasonal records, and we'll get into the real heavy 'Silent Night, Holy Night' Christmas Eve."

Several other programmers commented that their Christmas commitment would be rather limited compared to many other stations. Mike Lee, program director at KVOC/Casper, noted that while his station's Christmas fare would not be confined to country records (the station tries to rely on "the big hits" like Bing Crosby's "White Christmas"), KVOC would "take it easy" and wait until Dec. 10 to program holiday-oriented material since the other outlets in the market tend to jump on such records earlier. Dec. 23, the station will begin playing one per quarter hour through Christmas, when the station's programming will consist mainly of syndicated specials such as *An Oak Ridge Boys' Christmas* and *A Country Christmas* provided by Drake-Chenault and Haas & Hudgins, respectively.

Bob Cole, program director for WPKX-FM/Washington, D.C., felt that many stations that begin to play Christmas product near the beginning of the month are succumbing to pressure applied by the active

(continued on page 22)

New Music Shows Beginning To Open AOR Lists

(continued from page 11)

really put his neck on the line for this one."

Unlike the other new wave shows, WABX's is programmed by a formula. "Tom Mallia, our producer, and I look at what's new out there, and we work out a formula so the show's not unlistenable," said St. James.

Dangerous X-posure has given airplay to groups like Adult Books, Duran Duran and the Gun Club. "Our current list includes stuff like the Rhythm Method's 'Pacquet De Cinq,' which is French for a box of rubbers," said St. James. "It's real solid stuff." At the same time, there are records that St. James chooses to stay away from. "One problem with new wave shows is that a lot of stuff is too esoteric like the Au Pairs album," he continued. "Nevertheless, we try to make it an educational experience and serve the needs of the listeners." WABX reports that *Dangerous X-posure* is the highest rated rock show in its particular daypart.

This trend towards greater use of wave shows has led some of the new wave labels, which have been relying on club, college radio and other alternative modes of exposure to reconsider AOR as a promotional tool. "The KZEW new music show helped give exposure to some of our artists," said Michael Plen, national promotion director at the International Record Syndicate (IRS). "I think the next two years of the business will see AOR start to break more new music acts. Even Lee Abrams and Jeff Pollock are waking up a bit."

Plen found each AOR consultant except for Bob Hatrick, inventor of the Double-day format, to be open to new music. "He's basically a closed door," Plen said. "He hardly plays anything new."

At Slash Records, promotion director Linda Clark is also encouraged. "The fact that there are more modern music shows is a big step," she said. "The opening of the Seattle market has been a real recent development for us."

AIRPLAY

SHOCK WAVES—On Monday, Dec. 6, KQAK/San Francisco, the Bay Area's newest rocker, becomes the first major market radio station to receive its power from solar energy. The neophyte is making this unprecedented move during its morning drive show which begins at 5:30 a.m. and culminates in a live edition of the ABC Rock Radio web's *Rockline* show where **Linda Ronstadt** will answer questions from callers nationwide. Providing the juice for the "Quake" is Solar Genny I, the first solar-powered mobile generator owned and operated by the Solar Lobby's Center for Renewable Resources. Earlier this year, that same group produced a series of public service announcements (PSAs) about energy conservation using the voices of major rock artists. They were aimed at AOR stations across the U.S. For this event, **Ty Braswell**, media director for the public interest lobbying group, will also be on hand to demonstrate the generator's capabilities. "We hope to hell the sun is shining that day," said a KQAK spokesman.

WILL BUILD TO SUIT—Breaking new records on radio, even in good times, is a difficult task. It has become next to impossible to do that with strictly defined formats. So **Gary Davis**, Rocshire Records head, came up with an idea for fighting back. Rather than pushing one single at all stations, he had **Tony Carey**, his newly signed solo artist, cut three 45s designed for AOR, A/C and Top 40 stations. For AORs, Davis is pushing "I Won't Be Home Tonight," while the A/Cs are receiving "Running Away From the Thought of You" and "West Coast Summer Nights" both plus the Top 40s. So far, the singles, just out last week, have broken at A/C outlet **WCCO-FM**/Minneapolis, at new music outlet **KEGL**/Dallas and at strategic record breaking station **WDIG**/Lansing, Mich. "I wanted to break an artist more than break a record," Davis told *Airplay*. "So I decided to have Carey do songs that would fit into each of the formats." An interesting approach to beating the system.



RICHIE IN NYC — Motown recording artist **Lionel Richie** recently visited New York as part of a national promotion tour in support of his "Truly" single and self-titled LP. Pictured are **Frankie Crocker** (l), PD, **WBLS**/New York, and **Richie**.

live from Rissmiller's (formerly the Country Club) in Reseda, Calif. The rock powerhouse also gave away 500 tickets to the show. . . . Back in Boston, A/C station **WBZ** plans to host a neo-natal reunion at its Downtown Crossing remote broadcasting location as part of its fund drive for the Children's Hospital. On Dec. 8 **WBZ** air personalities will talk to children — some of whom weighed as little as two pounds — who spent their first waking hours in the hospital's neo-natal facility, and their families. . . . KQAK/San Francisco is also staging a promotion on Dec. 10 aimed at registering the city's discontent with its overzealous meter maids, who drive in electrically powered Cushman's. To wit, the station bought one such vehicle that it plans to destroy with sledgehammers in the parking lot of the local Tower Records outlet. The station also plans to sell off fragments of the fractured vehicle to benefit local charities. . . . On Dec. 3, **Jim Kerr**, air personality at AOR outlet **WPLJ**/New York, announced the winners of the station's contest that is sending three listeners and their guests to London for a concert by Geffen recording artist **Elton John** at the Hammersmith Odeon. The following Monday, the station is previewing the motion picture *48 Hours*, starring **Eddie Murphy** and **Nick Nolte**.

SYNDICATION INDICATIONS—**Jim Kefford**, president of California-based syndicator Drake-Chenault Enterprises, and **Lawrence S. Burger**, owner of radio stations based in Hawaii, Guam and American Samoa, have established **KYOI**, a 100-kilowatt (shortwave) outlet based in Saipan that is aimed at Japan. Making its broadcast debut Dec. 12, the station will provide Japan with its first all-music radio station. The 24-hour-a-day station, programmed on a Top 40 format, will feature English-speaking jocks and plans to program features about music personalities. The two decided to bow the station because, unlike in the U.S., shortwave is popular in Japan. "The audience potential is enormous," said Kefford. Its logo will be "Super Rock KYOI" . . . Closer to home, Watermark/ABC Radio Enterprises has named **Janis Hahn** as producer of *Spotlight Specials*, the feature that airs over the ABC FM network. Hahn assumes these responsibilities, in addition to producing *Soundtrack of the '60s* and *American Top 40*, which she has done for the past two years.

CONGRESSIONAL PRAISE — **Rep. James M. Collins** (R-Tex.) recently lauded the Federal Communications Commission (FCC) for its cost-cutting measures over the last two years. Rep. Collins praised the FCC and its current chairman, **Mark Fowler**, for having cut 25% of the commission's personnel and 65% of its paperwork during that time. Rep. Collins said it was the best performance in the area of cost-cutting by any agency in the federal government.

OOPS!—In a story about network and syndicated Christmas and holiday programming (*Cash Box*, Dec. 4), we neglected to include the programming offered by Watermark/ABC Radio Enterprises. Its offerings include a special Dec. 25 and 26 edition of the A/C-formatted *Soundtrack of the '60s* with **Gary Owens** for Christmas, featuring such Christmas tunes as recorded by the **Beach Boys** and **Bobby Helms**. The New Year's show, airing the following weekend, is a tribute to such recording acts as **Rick Springfield** and **Hall & Oates**. It also takes a look back at the top three songs of each year in the decade and this year's history-making events.

NETWORK NEWS—After only six months of operation, the fledgling CBS Radio network has garnered a total of 110 affiliates, covering 23 of the top 25 markets, 44 of the top 50 and 78 of the top 100. Latest additions include **KAPE** and **KESI**/San Antonio, **KJZZ** and **KZAM**/Seattle and **KELI**/Tulsa. **larry riggs**

CASH BOX ROCK ALBUM RADIO REPORT



— **NIGHT RANGER • DAWN PATROL • BOARDWALK**
ADDS: KNCN, KSJO, WABX, WYFE, WBLM, KEZY. **HOTS:** None.
MEDIUMS: KSHE, WOUR.
PREFERRED TRACKS: Open.
SALES: Just shipped.



13 TOM PETTY & THE HEART-BREAKERS • BACKSTREET/MCA
ADDS: None. **HOTS:** KEZY, KSHE, WNEW, WKLS, WOUR, KNAC, WBLM, WYFE, WSHE, KSJO, KMET, WMMS, KNCN. **MEDIUMS:** WHFS, WABX. **PREFERRED TRACKS:** Lucky.
SALES: Good in all regions.

1 MOST ADDED

1 MOST ACTIVE

- LP Chart Position
- 50 A FLOCK OF SEAGULLS • JIVE/ARISTA**
ADDS: None. **HOTS:** WNEW, KNAC, WHFS, WYFE. **MEDIUMS:** WABX, KSJO. **PREFERRED TRACKS:** Space, I Ran.
SALES: Moderate to fair in all regions.
- 37 ADAM ANT • FRIEND OR FOE • EPIC**
ADDS: WYFE. **HOTS:** KEZY, WNEW, WKLS, KNAC, WSHE, WYFE. **MEDIUMS:** WHFS, WBLM, KMET, WMMS, KNCN. **PREFERRED TRACKS:** Goody, Title, Hello.
SALES: Good to moderate in all regions.
- 6 PAT BENATAR • GET NERVOUS • CHRYSALIS**
ADDS: None. **HOTS:** KEZY, KSHE, WKLS, WBLM, WYFE, WSHE, WABX, KSJO, KMET, WMMS, KNCN. **MEDIUMS:** None. **PREFERRED TRACKS:** Shadows.
SALES: Good in all regions.
- **CHILLIWACK • OPUS X • MILLENNIUM/RCA**
ADDS: None. **HOTS:** KNX, WMMS. **MEDIUMS:** KEZY, WKLS, WOUR, WBLM, WSHE, KSJO, KMET. **PREFERRED TRACKS:** Gonna.
SALES: Fair in East.
- 20 THE CLASH • COMBAT ROCK • EPIC**
ADDS: None. **HOTS:** KNAC, WHFS, WSHE, KMET. **MEDIUMS:** KEZY, WKLS, WOUR, WBLM, WABX, WMMS. **PREFERRED TRACKS:** Casbah, Should.
SALES: Good to moderate in all regions.
- 23 PHIL COLLINS • HELLO, I MUST BE GOING! • ATLANTIC**
ADDS: None. **HOTS:** KEZY, KSHE, WNEW, WKLS, WOUR, WHFS, WYFE, WSHE, WABX, KSJO, WMMS, KNCN. **MEDIUMS:** WBLM, KMET. **PREFERRED TRACKS:** Hurry, Wall.
SALES: Good in all regions.
- 21 DIRE STRAITS • LOVE OVER GOLD • WARNER BROS.**
ADDS: KSJO. **HOTS:** WKLS, WHFS, KMET. **MEDIUMS:** KEZY, WBLM, WYFE, WSHE, WMMS. **PREFERRED TRACKS:** Private.
SALES: Moderate to fair in all regions.
- **DURAN DURAN • CARNIVAL • HARVEST/CAPITOL**
ADDS: KMET, WSHE, WYFE, WNEW, KEZY. **HOTS:** WKLS, KNAC. **MEDIUMS:** KNCN. **PREFERRED TRACKS:** Wolf.
SALES: Fair in East and West.
- 168 THE FIXX • SHUTTERED ROOM • MCA**
ADDS: None. **HOTS:** KEZY, WNEW, KSJO, WMMS. **MEDIUMS:** KSHE, WKLS, WOUR, WBLM, WYFE, WABX, KMET, KNCN. **PREFERRED TRACKS:** Stand.
SALES: Fair in all regions.
- 45 PETER GABRIEL • GEFFEN**
ADDS: None. **HOTS:** KNAC, WHFS, WSHE, WMMS. **MEDIUMS:** KEZY, WNEW, WOUR, WBLM, KSJO, KMET. **PREFERRED TRACKS:** Monkey, Touch.
SALES: Moderate to fair in all regions.

- LP Chart Position
- 40 THE J. GEILS BAND • SHOWTIME • EMI AMERICA**
ADDS: None. **HOTS:** KEZY, WNEW, WKLS, WOUR, WYFE, WSHE, KMET. **MEDIUMS:** WBLM, KSJO. **PREFERRED TRACKS:** I Do.
SALES: Good to moderate in all regions.
- 163 GOLDEN EARRING • CUT • 21/POLYGRAM**
ADDS: WBLM. **HOTS:** WKLS, WSHE. **MEDIUMS:** KEZY, WNEW, WOUR, WYFE, KMET, WMMS, KNCN. **PREFERRED TRACKS:** Twilight, Batteries.
SALES: Fair in South and Midwest.
- 5 DARYL HALL & JOHN OATES • H2O • RCA**
ADDS: None. **HOTS:** WNEW, WOUR, WYFE, KNX. **MEDIUMS:** KEZY, KNAC, WBLM, WABX, KMET, WABX. **PREFERRED TRACKS:** Maneater.
SALES: Good in all regions.
- 17 DON HENLEY • I CAN'T STAND • ASYLUM**
ADDS: None. **HOTS:** KEZY, KSJO, KMET, WMMS. **MEDIUMS:** KSHE, WOUR, WBLM, WABX, KNX. **PREFERRED TRACKS:** Laundry, Title, Johnny.
SALES: Good to moderate in all regions.
- 7 JOE JACKSON • NIGHT AND DAY • A&M**
ADDS: None. **HOTS:** KNAC, WHFS. **MEDIUMS:** KEZY, WKLS, WOUR, WBLM, KSJO, KMET. **PREFERRED TRACKS:** Steppin'.
SALES: Good to moderate in all regions.
- 36 JEFFERSON STARSHIP • WINDS OF CHANGE • GRUNT/RCA**
ADDS: None. **HOTS:** KEZY, KSHE, WBLM, KSJO, KMET, KNX, KNCN. **MEDIUMS:** WOUR, WABX. **PREFERRED TRACKS:** Lady, Title.
SALES: Good to moderate in all regions.
- 8 BILLY JOEL • THE NYLON CURTAIN • COLUMBIA**
ADDS: None. **HOTS:** KEZY, WBLM, WYFE, WSHE, KNX. **MEDIUMS:** WKLS, WOUR, KSJO, WMMS. **PREFERRED TRACKS:** Pressure, Allentown.
SALES: Good to moderate in all regions.
- **LED ZEPPELIN • CODA • SWAN SONG/ATCO**
ADDS: KSJO, WABX, WYFE. **HOTS:** WYFE, KEZY, KSHE, WNEW, WJLS, WOUR, WSHE, KMET, WMMS, KNCN. **MEDIUMS:** WBLM. **PREFERRED TRACKS:** Ozone, Groove, Montreaux.
SALES: Good initial response in all regions.
- 3 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA**
ADDS: None. **HOTS:** KEZY, KNAC, WBLM, WYFE, WSHE, KSJO, KMET, WMMS, KNCN. **MEDIUMS:** KSHE, WKLS, WOUR, WABX. **PREFERRED TRACKS:** Down, Who.
SALES: Good in all regions.

- LP Chart Position
- 27 MISSING PERSONS • SPRING SESSION M • CAPITOL**
ADDS: WBLM. **HOTS:** KEZY, WNEW, KNAC, WHFS, WSHE, KMET. **MEDIUMS:** WKLS, WYFE, WMMS, KNCN. **PREFERRED TRACKS:** Destination, Walking, Words.
SALES: Good to moderate in all regions.
- 58 OZZY OSBOURNE • SPEAK OF THE DEVIL • JET/CBS**
ADDS: WYFE. **HOTS:** KMET, KNCN. **MEDIUMS:** KEZY, WKLS, WSHE, KSJO. **PREFERRED TRACKS:** Open.
SALES: Major breakouts in all regions.
- 85 THE PSYCHEDELIC FURS • FOREVER NOW • COLUMBIA**
ADDS: KNCN, WKLS. **HOTS:** KNAC, WSHE. **MEDIUMS:** KEZY, WNEW, WHFS. **PREFERRED TRACKS:** Open.
SALES: Fair in all regions.
- 24 RUSH • SIGNALS • MERCURY/POLYGRAM**
ADDS: None. **HOTS:** KEZY, KSHE, WNEW, WBLM, WSHE, KSJO, KMET, WMMS. **MEDIUMS:** WKLS, WABX. **PREFERRED TRACKS:** New World.
SALES: Good to moderate in all regions.
- 63 SAGA • WORLDS APART • PORTRAIT/CBS**
ADDS: None. **HOTS:** KEZY, WKLS, WOUR, WBLM, WYFE, WSHE, WABX, KSJO, KMET, WMMS, KNCN. **MEDIUMS:** KSHE. **PREFERRED TRACKS:** Loose.
SALES: Moderate in all regions.
- 2 STRAY CATS • BUILT FOR SPEED • EMI AMERICA**
ADDS: None. **HOTS:** KEZY, WNEW, WOUR, KNAC, WHFS, WSHE, KMET, WMMS. **MEDIUMS:** KSHE, WKLS, WBLM, WABX. **PREFERRED TRACKS:** Strut, Town.
SALES: Good in all regions.
- 4 SUPERTRAMP • FAMOUS LAST WORDS • A&M**
ADDS: None. **HOTS:** KEZY, KSHE, WNEW, WOUR, WBLM, WYFE, WSHE, KMET, KNX, KNCN. **MEDIUMS:** WKLS, KSJO. **PREFERRED TRACKS:** Raining.
SALES: Good in all regions.
- 138 TALK TALK • THE PARTY'S OVER • EMI AMERICA**
ADDS: None. **HOTS:** WNEW, WOUR, KNAC, KSJO. **MEDIUMS:** KEZY, WKLS, WHFS, WYFE, WSHE. **PREFERRED TRACKS:** Talk, Title, Today, Serious.
SALES: Fair in West.
- **VANDENBERG • ATCO**
ADDS: WYFE, WKLS. **HOTS:** KSJO. **MEDIUMS:** KEZY, WOUR, KMET, KNCN. **PREFERRED TRACKS:** Open.
SALES: Fair in West.
- 42 THE WHO • IT'S HARD • WARNER BROS.**
ADDS: None. **HOTS:** KEZY, KNAC, KMET, WMMS, KNCN. **MEDIUMS:** KSHE, WKLS, WOUR, WBLM, WYFE, WABX, KSJO. **PREFERRED TRACKS:** Man, Cry, Title, One.
SALES: Moderate to fair in all regions.

Country Radio Moves Into Seasonal Christmas Programming Gradually

(continued from page 20)

minority. "We are of the belief that if we play the songs too early, people are burned out on them by Christmas and are seeking other stations or even other formats for their entertainment," he said. "They've heard 'Silver Bells' one too many times. The old perennial favorite is only perennially satisfying for a short period of time."

Cole will program Christmas material beginning Dec. 10, utilizing uptempo holiday pieces that "are not of the traditional sound yet are traditional songs," such as "Rockin' Around The Christmas Tree" and "Jingle Bell Rock." Initially, they will be played once per daypart, adding "totally traditional" material such as "Away In A Manger" and "The Little Drummer Boy" four or five days prior to the holiday.

Commercial-Free

Although the station is providing its listeners with a "commercial-free Christmas gift," offering 30 hours of music without advertising from 6 p.m. Dec. 24 through Christmas Day, WPKX will not program any holiday fare beyond noon Dec. 25. "We figure by that time that the folks are tired of it," he stated. "The presents are opened, and if Christmas music is exactly what they seek, they probably have an album. If it's Christmas music they want at noon on Saturday with the 80 other signals that are here, there are plenty of other stations providing Christmas music. I would gamble that they come to my radio

Monument Sets Golden Series For Singles

NASHVILLE — On the heels of its Signature Series, which includes greatest hits packages by Roy Orbison, Kris Kristofferson, Boots Randolph and Charlie McCoy, Monument Records has initiated a Golden Series of previously released singles, encompassing 41 double-sided discs culled from the label's vaults.

Intended to supplement existing "golden oldie" racks in retail outlets and add standard releases to jukebox rosters, the series covers such material as Roy Orbison's "Crying" b/w "Candy Man" and "Oh, Pretty Woman" b/w "It's Over," as well as a two-sided Kris Kristofferson disc featuring his singles, "Lovin' Her Was Easier (Than Anything I'll Ever Do Again)" and "Me & Bobby McGee." Also included among the releases are Billy Swan's "I Can Help," Jeannie Seely's "Don't Touch Me," Billy Grammer's "Gotta Travel On," Robert Knight's "Everlasting Love" and Bob Moore's "Theme From My Three Sons."

Monument began taking orders for the singles Dec. 1, although the majority of the releases will not be shipped until January of 1983. Four Christmas records, however, recorded by Grandpa Jones, McCoy, Orbison and Randolph, will be shipped prior to the holiday. The label has developed special order forms to augment the ones provided by CBS, which distributes Monument product. The singles carry a list price of \$1.69.

Officials with the label, which lay dormant in the United States for two years until reaching the distribution pact with CBS (*Cash Box*, Sept. 11), indicated that the series will be an ongoing venture, with additional titles to expand the project when necessary.

Artists represented by the Golden Series include Orbison, who has 11 discs; Kristofferson, Randolph and McCoy, with four each; Joe Simon, who has three records; and Grandpa Jones, two. Artists represented by a single two-sided package include: Henson Cargill, Don Cherry, the Dixie Bells, Billy Grammer, Robert Knight, Robert Mitchum, the Monarchs, Bob Moore, Dolly Parton, Jeannie Seely, Arthur Smith, Billy Swan and the Velvets.

station for country music, and I would be best providing that in total rather than total Christmas music."

Barry Mardit, program director at WWWW-FM/Detroit, agreed that playing Christmas music too early will tire the listening audience, but his station will begin "filtering in Christmas songs" Dec. 8, moving to two or three holiday sides per hour by the advent of Dec. 25. The station is also planning to feature the Creative Factor's syndicated two-hour special, *Christmas Feelings*, Dec. 18, featuring holiday anecdotes and music from artists such as Waylon Jennings, Johnny Cash, Dottie West, Larry Gatlin, Sonny James, Brenda Lee, Hank Williams, Jr., and the Oak Ridge Boys.

Two country outlets, WSAI/Cincinnati and WCOS/Columbia, S.C., have developed in-house specials featuring their own on-air talent. Music director Glen Garrett noted that the WCOS feature will include prerecorded segments of "what Christmas means to me," mixing the jock's comments with some of his favorite Christmas music.

Similar Program

A similar program is being undertaken by WSAI under the theme "94 Country Christmas," featuring one-hour segments of each DJ's reminiscences of the holiday as opposed to the "canned Christmas specials that are so widely available on the market."

In addition to Christmas airplay, KSO/Des Moines plans an ongoing "12 Days Of Christmas" promotion, providing larger prizes daily through a dozen 24-hour periods, with the jingle performed by local country act, Jimmy Dick & The Country Wine. "It's sort of interesting to hear them try and fit some of these prizes to the meter of the song," suggested program director Jarrett Day. "It just broke me up listening to them try and get in 'A \$20 gift certificate from the Iowa Beef Industry Council' — that's a lot different than 'five lords a-leaping.' What makes it fun is that we don't try to produce the thing so that it sounds like the TM Singers in Dallas. We try to have fun with it."

Other stations are beginning their Christmas airplay at several different times. KEBC-FM/Oklahoma City traditionally initiates holiday play the second Monday of December to provide a three-week building period prior to the 24-hour Christmas programming supplied for Dec. 25, while WSM/Nashville began playing holiday material Dec. 2, waiting to "heavy up" until the final two weeks prior to Christmas. KNIX/Phoenix is also using a gradual increase, although it began playing Christmas music earlier than ever with the release of the Oak Ridge Boys and Alabama singles.



COVEY GREET'S CONLEY — A covey of radio and sales personnel from the Seattle area were on hand on greet Earl Thomas Conley when he appeared recently at the Riverside. Conley's current single, "Somewhere Between Right and Wrong," is at #2 on the *Cash Box* country singles chart this week. Pictured in the front row are (l-r): Jack Gifford, RCA sales representative; Bob Hanft, Seaport One Stop; and Bonnie McCassy, RCA branch manager. Pictured in the back row are (l-r): Chuck Blacksmith, Roundup Records; Charlie Brown, RCA sales representative; Conley; Ray Spangler, Tower Records; and Ben Hill, KJR/Seattle.

Christmas Packages Lead Country Crossover On Cash Box LP Charts

by Tom Roland

NASHVILLE — Led by a strong selection of Christmas releases, country titles occupy nearly 33% more spaces on the *Cash Box* Top 200 album charts this week than during the same week last year. (*Cash Box*, Dec. 12, 1981). Including seven holiday releases, there are 25 country albums at various positions within the Top 200, compared to 19 last year, four of which were seasonally-oriented sets packages.

The Oak Ridge Boys' "Christmas," the strongest piece among the Christmas releases, moves from #124 to #86 bullet in its fourth week on the chart, while two other new Christmas sets, RCA's "A Country Christmas" and Elvis Presley's "Memories Of Christmas," have also entered the charts. The former collection, an eight-cut compilation LP featuring various RCA artists, moves to #151 bullet after debuting last week at #171, while Presley debuts at #181.

Other Christmas records that were released in prior years and have resurfaced on the LP chart this year include: "Christmas Wishes" by Anne Murray, which moves to #143 bullet; Kenny Rogers' "Christmas," bulleting at #150; Willie Nelson's "Pretty Paper," debuting at #172 bullet; and the "Statler Brothers' Christmas Card," which comes in at #176.

Last year, the Murray and Rogers albums, in their first year of release, were the leading country Christmas albums at #92 and #64 respectively. Other Christmas packages on the chart one year ago included "A Christmas Together" by John Denver & the Muppets at #169 and "Christmas At Gilley's" by Mickey Gilley at #176.

The seven holiday set currently on the chart lead a pack of 25 country albums, including two by Alabama, "Feels So Right" and "Mountain Music"; three by Kenny Rogers, the Christmas album, "Love Will Turn You Around" and "Greatest Hits"; three by Willie Nelson, "Always On My Mind," "Greatest Hits (And Some That Will Be)" and "Pretty Paper"; and two by Anne Murray, the Christmas package and "Greatest Hits." Other albums that have reached the Top 100 include Emmylou Harris' "Last Date," Juice Newton's "Quiet Lies," Waylon & Willie's "WW II," Ricky Skaggs' "Highways & Heartaches" and Eddie Rabbitt's "Radio Romance."

Last Year

Of the 19 albums on the Top 200 chart at this time last year, only two acts had more than one LP in any position. Rogers charted his "Christmas," "Greatest Hits" and "Share Your Love"; while Murray lofted both "Christmas Wishes" and "Greatest Hits" into the list. Other albums in the Top 100 included Alabama's "Feels So Right," Emmylou Harris' "Cimarron," Ronnie Milsap's "There's No Gettin' Over Me," Willie Nelson's "Greatest Hits," the Oak Ridge Boys' "Fancy Free" and Eddie Rabbitt's "Step By Step."

Interestingly, six of last year's 19 crossover albums are still on the chart one year later. The Murray and Rogers Christmas sets can be attributed to their seasonal appeal, but the other four albums — "Feels So Right" by Alabama and the greatest hits collections by Nelson, Rogers and Murray — are fine examples of longevity, as each has racked up a minimum of 65 weeks on the chart.

Benefit Held For Bluegrass Artist

NASHVILLE — Music City's bluegrass community united in a show of support for New Grass Revival leader Sam Bush, who is recovering from surgery, with four benefit performances to help defray the mandolin and fiddle player's medical expenses, at Wind In The Willows Nov. 27-28.

The concerts, organized by New Grass Revival bass player John Cowan, drew capacity audiences who were treated to performances by The Barren County Revival, Jack Clement and the Ragtime Cowboy Band, John Cowan, Bill Monroe and the Bluegrass Boys, Dan Fogelberg, John Hartford, Doug Dillard and many of Nashville's finest bluegrass pickers.

Cards and letters may be sent to: Sam Bush, c/o Liz Cowan, Rt. 11, Box 33, Old Hillsboro Road, Franklin, Tenn. 37604.



FIRST INTERNATIONAL GOLD — Ricky Skaggs received his first Canadian gold record recently, signifying sales of 500,000 units of his major label debut, "Waitin' For The Sun To Shine." Skaggs, currently on tour in the Southeast and Southwest, has been opening dates for the Statler Brothers. Pictured are (l-r): Skaggs and Bernie DiMatteo, president, CBS Records/Canada.

TOP 75 ALBUMS

	Weeks On Charts	12/4		Weeks On Charts	12/4
1 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	2	40	37 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO-51124)	24	22
2 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996)	1	11	38 MY HOME'S IN ALABAMA ALABAMA (RCA AHL1-3644)	38	127
3 JUST SYLVIA SYLVIA (RCA AHL 1-4312)	3	36	39 INSIDE RONNIE MILSAP (RCA AHL 1-4311)	35	25
4 WW II WAYLON AND WILLIE (RCA AHL1-4455)	6	8	40 CONWAY'S #1 CLASSICS CONWAY TWITTY (Elektra ET-60115)	37	13
5 A TASTE OF YESTERDAY'S WINE MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	4	15	41 THE LEGEND GOES ON THE STATLER BROTHERS (Mercury/PolyGram SRM-1-4048)	39	54
6 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	5	39	42 JUST HOOKED ON COUNTRY ATLANTA POPS ORCHESTRA — ALBERT COLEMAN, conducting (Epic FE 38154)	41	17
7 GREATEST HITS DOLLY PARTON (RCA AHL1-4422)	7	10	43 UNLIMITED REBA McENTIRE (Mercury/PolyGram SRM-1-4047)	57	22
8 RADIO ROMANCE EDDIE RABBITT (Elektra 60160-1)	8	8	44 STEVE WARINER RCA (AHL1-4154)	44	6
9 PERFECT STRANGER T.G. SHEPPARD (Warner/Curb 23726-1)	9	8	45 TOM JONES COUNTRY (Mercury/PolyGram ARM-1-4062)	42	8
10 HANK WILLIAMS, JR.'S GREATEST HITS (Elektra/Curb 60193-1)	10	10	46 LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1)	46	5
11 SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA-AHL1-4348)	11	13	47 GREATEST HITS JANIE FRICKE (Columbia FC 38310)	52	4
12 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	12	52	48 THE HOTTEST NIGHT OF THE YEAR ANNE MURRAY (Capitol ST-1225)	45	15
13 THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23697-1)	15	16	49 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA-5330)	49	8
14 IT AIN'T EASY JANIE FRICKE (Columbia FC 38214)	14	9	50 BOBBIE SUE OAK RIDGE BOYS (MCA 5294)	50	43
15 GOING WHERE THE LONELY GO MERLE HAGGARD (Epic FE 38092)	21	4	51 THE BEST OF JERRY LEE LEWIS (Elektra 60191-1)	56	4
16 DREAM MAKER CONWAY TWITTY (Elektra 60182-1)	16	10	52 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb E1 60019)	58	66
17 PUT YOUR DREAMS AWAY MICKEY GILLEY (Epic FE 38082)	19	17	53 THE MAN WITH THE GOLDEN THUMB JERRY REED (RCA AHL1-4315)	47	28
18 THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE! DAVID FRIZZELL (Warner/Viva 23688-1)	13	23	54 I WRITE IT DOWN ED BRUCE (MCA-5323)	48	6
19 QUIET LIES JUICE NEWTON (Capitol ST-12210)	18	29	55 THE OSMOND BROTHERS (Elektra 60180-4)	55	5
20 CHRISTMAS THE OAK RIDGE BOYS (MCA-5365)	31	4	56 COME BACK TO ME MARTY ROBBINS (Columbia FC 37995)	71	20
21 THE WINNING HAND KRIS KRISTOFFERSON, WILLIE NELSON, DOLLY PARTON AND BRENDA LEE (Monument JWG38389)	32	3	57 STRAIT FROM THE HEART GEORGE STRAIT (MCA 5320)	51	24
22 BIG CITY MERLE HAGGARD (Epic FE 37593)	17	58	58 YOU'RE MY SUPER WOMAN, YOU'RE MY INCREDIBLE MAN LOUISE MANDRELL and R.C. BANNON (RCA AHL1-4377)	53	9
23 SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135)	20	8	59 TURNED LOOSE ROY CLARK (Churchill CR9425)	59	4
24 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	23	90	60 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	60	91
25 INSIDE AND OUT LEE GREENWOOD (MCA-5305)	27	33	61 SHE'S NOT REALLY CHEATIN' MOE BANDY (Columbia FC 38009)	67	26
26 SOMEWHERE IN THE STARS ROSANNE CASH (Columbia FC37570)	26	25	62 HIGH NOTES HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	62	34
27 THE BIRD JERRY REED (RCA AHL 1-4529)	43	3	63 BUSTED JOHN CONLEE (MCA 5310)	68	35
28 GET CLOSER LINDA RONSTADT (Asylum 9 60185)	29	4	64 LISTEN TO THE RADIO DON WILLIAMS (MCA-5306)	70	35
29 MICHAEL MARTIN MURPHEY (Liberty LT-51120)	22	14	65 THE DAVID FRIZZELL AND SHELLEY WEST ALBUM (Warner Bros./Viva BSK 3643)	54	45
30 WILD & BLUE JOHN ANDERSON (Warner Bros. 23721-1)	30	8	66 BEST OF BOXCAR, VOL. ONE BOXCAR WILLIE (Main Street ST 73002)	61	4
31 TRUE LOVE CRYSTAL GAYLE (Elektra 60200-1)	34	2	67 FANKY FREE OAK RIDGE BOYS (MCA 5209)	63	79
32 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	25	54	68 TOO GOOD TO HURRY CHARLY McCLAIN (Epic FE 38064)	64	8
33 THE BEST LITTLE WHOREHOUSE IN TEXAS ORIGINAL SOUNDTRACK (MCA 6112)	28	16	69 SUGAR FREE DAVE ROWLAND (Elektra E1-60011)	69	18
34 SOUNDS LIKE LOVE JOHNNY LEE (Full Moon/Asylum 60147-1)	33	8	70 I AM WHAT I AM GEORGE JONES (Epic FE 36586)	65	35
35 ANNIVERSARY — TEN YEARS OF HITS GEORGE JONES (Epic KE2 38323)	36	5	71 STILL THE SAME OLE ME GEORGE JONES (Epic FE 37106)	66	54
36 16TH AVENUE LACY J. DALTON (Columbia FC37975)	40	20	72 THIS DREAM'S ON ME GENE WATSON (MCA-5302)	72	18
			73 NUMBER ONES CONWAY TWITTY (MCA-5318)	73	29
			74 GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	74	34
			75 IN BLACK & WHITE BARBARA MANDRELL (MCA-5295)	75	52

COUNTRY COLUMN

WILLIE IN SEARCH OF DOUBLE PLATINUM DUST — Willie Nelson's latest album, "Always On My Mind," has passed the 1.5 million mark in unit sales, according to Columbia Records, and is moving in on double platinum status. His "Stardust" LP is his only album to date that has attained two million in sales, but the current release has already wiped out the previous record's chart accomplishments—"Stardust" remained in the #1 spot on the **Cash Box** Country Album charts for nine weeks in 1978 and spent well over 150 weeks on the same chart; but "Always On My Mind" stayed in the top spot 11 weeks this year and is still in the Top 10 nine months after release. Of course, Nelson has been included in a number of other projects this year in addition to his solo effort. Nelson was featured on a **Johnny Bush** recording earlier this year, and released two duet albums on Columbia, "In The Jailhouse Now" with **Webb Pierce** and "Old Friends" with **Roger Miller**. "WW II," his latest collaboration with **Waylon Jennings**, is currently bulleting at #4, and even his two-record "Greatest Hits" set remains at #32 more than one year after its release. In addition, "The Winning Hand," the Monument album that includes performances by Nelson, **Brenda Lee**, **Dolly Parton** and **Kris Kristofferson**, is in strong position at #21 bullet. As if that weren't enough, the red-headed stranger has plenty more product scheduled for 1983. His 13th solo package for CBS, "Tougher Than Leather," is expected during the year, along with another duet set, **Poncho And Lefty**, which teams him with **Merle Haggard**. And, as reported earlier in this column (**Cash Box**, Oct. 16), Columbia is mulling another **Waylon & Willie** collaboration for '83, tentatively titled "Where There's A Will, There's A Way."

...SPEAKING OF DUETS—The Lavender Agency is currently assembling a late-winter tour for **Merle Haggard** and **George Jones** to tie in with their LP, "A Taste Of Yesterday's Wine." With confirmation in for dates in Tallahassee (Jan. 28) and Tampa (Jan. 29), agency president **Dan Wojcik** hopes to establish the tour with four to five dates at a time interspersed among regular appearances by each artist as a solo performer. Several more dates are currently under consideration by various concert promoters, but, at presstime, the two Florida dates were the only concerts that had been confirmed for the pair, which will be presented by the Lavender Agency through special arrangement with Haggard's booking agency, the **Jim Halsey Company**.



PEARLY OCCASION — Minnie Pearl (l) took the opportunity to joke with yet another of her endless supply of male compadres, **Steve Wariner**, during the recent celebration thrown by Tennessee Governor **Lamar Alexander** on her 70th birthday.

country music-oriented programming daily, including interviews, sports shows and a quiz program.

NASHVILLE LURES ANOTHER PRODUCER—As Nashville continues to flourish in a rather lax economy, another producer has left Los Angeles to re-establish himself in the Southern music capital. **John Florez**, who, in his 15 years as a record producer, chalked up million-sellers like "Grazing In The Grass" for the **Friends Of Distinction** and "Rock The Boat" by the **Hues Corporation**, has moved to Music City, bringing with him "behind-the-glass" experience with other such artists as **Johnny Mathis**, **Helen Reddy** and **Freda Payne**. Until he secures office space, Florez will be located on Acklen Park Drive with telephone number (615) 297-9333.

LYNN MAKES ACTING DEBUT—**Loretta Lynn** has been featured in television and in the movies quite frequently in the last two years with the **Coal Miner's Daughter** movie documenting her life story and her appearance in two television variety specials as host. Dec. 11, she makes her debut as an actress when she plays the part of a waitress in an episode of **Fantasy Island** entitled "I'm A Country Girl."

NOEL SAYS 'NO' — Deep South recording artist **Noel** has a rule of thumb about her road show by which she refuses to perform any date at any club where she "cannot comfortably sing 'Amazing Grace.'" Touring in support of her "One Tear (At A Time)" single, she was recently asked to follow a group of nude dancers on stage at a small club in south Florida. She declined to make an appearance.

COMPLEAT CHEERLEADERS — The **Dallas Cowboy Cheerleaders** have been scheduled to demonstrate some of the routines from their **Compleat Records** album, "In Training With The Dallas Cowboy Cheerleaders," on the **NFL Today** program, which runs during half-time of National Football League telecasts across the country. The girls are also being considered for a spot on **Entertainment Tonight**.

CHANTILLY ADDITION — Augmenting the band's all-female line-up, **Chantilly** recently added two new members to the group. **Debbie Pierce** is the new keyboard player, while **Gloria "Go-Go" Snellings** is taking the driver's seat behind the kick drum. Apparently, the group searched for some time before it could find a female drummer, and Snellings landed the job just two weeks prior to its first headlining appearance. In spite of the drummer's nickname, Chantilly maintains that it is not trying to imitate the all-girl success enjoyed on the pop charts by **The Go-Go's**, but adds that the pop band's forays have aided the country group in achieving some additional press coverage.

PRONGER STORY—**Wayne Pronger**, a cerebral palsy victim from Canada, was in town at the Hall of Fame Motor Inn, Dec. 1-6, as part of a lifelong dream. While many of his friends in Toronto raised money to help him make the trip via a benefit concert, the really amazing fact about Pronger is that the 36-year-old is a songwriter who had no control over his hand movement and learned from singer **Tom Kelly** to write by playing piano with his nose. After hearing some demo tapes, the Canadian Broadcasting Corp. produced a two-record set of his compositions, "The Wayne Pronger Story," which was also aired as a national network radio special. Television production for a visual adaptation of the story is expected to begin in 1983.

CONGRATULATIONS—To **Chip** and **Bunny Peay**, who gave birth to a son, **William Parker**, Nov. 22. Weighing in at 6 lbs., 2½ oz., the baby is the son of **Ricky Skaggs'** manager... Congratulations are also in order for **Hoyt Axton**, who became the father of an eight-pound boy, **Matthew Christopher**, Nov. 21.

tom roland

TOP 100 COUNTRY SINGLES

December 11, 1982

	Weeks On Chart		Weeks On Chart		Weeks On Chart
1 YOU AND I EDDIE RABBITT w/CRYSTAL GAYLE (Elektra 7-69936)	12/4	34 THE ELVIS MEDLEY ELVIS PRESLEY (RCA PB-13351)	39	69 THE NEW WILL NEVER WEAR OFF YOU BILLY "CRASH" CRADDOCK (Capitol B-5170)	72
2 SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA PB-13320)	6	35 GREEN EYES TOM CARLILE (Door Knob DK 82-187)	38	70 POOR BOY RAZZY BAILEY (RCA PB-13383)	84
3 SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-03159)	3	36 A WOMAN'S TOUCH TOM JONES (Mercury/PolyGram 76172)	13	71 FEELS RIGHT TANYA TUCKER (Arista AS 0677)	77
4 REDNECK GIRL THE BELLAMY BROTHERS (Warner/Curb 7-29923)	7	37 I WISH I WAS IN NASHVILLE MEL McDANIEL (Capitol P-B-5169)	42	72 I'VE ALREADY LEFT YOU IN MY MIND THE MERCY BROTHERS (Comstock COM 1695)	75
5 THE BIRD JERRY REED (RCA PB-13355)	8	38 WE DID BUT NOW YOU DON'T CONWAY TWITTY (Elektra 7-69964)	9	73 KEEP ON ROLLIN' DOWN THE LINE BOXCAR WILLIE (Main Street B 953)	76
6 IT AIN'T EASY BEING EASY JANIE FRICKE (Columbia 18-03214)	1	39 THANK GOD FOR KIDS OAK RIDGE BOYS (MCA-52145)	47	74 EVERYTHING'S BEAUTIFUL DOLLY PARTON/WILLIE NELSON (Monument WS4 03408)	—
7 A LOVE SONG KENNY ROGERS (Liberty P-B-1485)	12	40 STILL TAKING CHANCES MICHAEL MURPHEY (Liberty P-B-1486)	45	75 ONE TEAR NOEL (Deep South A.G. 706)	78
8 16TH AVENUE LACY J. DALTON (Columbia 18-03184)	10	41 ROMANCE LOUIS MANDRELL (RCA PB-13373)	48	76 A GOOD NIGHT'S LOVE TAMMY WYNETTE (Epic 34-03384)	—
9 THE AMERICAN DREAM HANK WILLIAMS, JR. (Elektra 7-69960)	11	42 OLD HOME TOWN GLEN CAMPBELL (Atlantic America 7-99967)	44	77 MIDNIGHT CABARET WYVON ALEXANDER (Gervasi SP 661)	81
10 WILD AND BLUE JOHN ANDERSON (Warner Bros. 7-29917)	14	43 GONNA HAVE A PARTY KIERAN KANE (Elektra 7-69943)	43	78 HEART OF THE NIGHT JUICE NEWTON (Capitol PRO-9864)	—
11 I DON'T REMEMBER LOVING YOU JOHN CONLEE (MCA-52116)	15	44 FAKING LOVE T.G. SHEPPARD and KAREN BROOKS (Warner/Curb 7-29854)	51	79 SOMEWHERE IN TEXAS RAY PRICE (Dimension DS 1038)	89
12 MARINA DEL REY GEORGE STRAIT (MCA-52120)	16	45 'TIL I GAIN CONTROL AGAIN CRYSTAL GAYLE (Elektra 7-69893)	52	80 IN HONKY TONK HEAVEN "COUNTRY" TONY MARTIN (American Spotlight ASR 101)	83
13 GOING WHERE THE LONELY GO MERLE HAGGARD (Epic 34-03315)	19	46 634-5789 MARLOW TACKETT (RCA PB-13347)	46	81 LONELY HEARTS SNEED BROS. (RCA R 2370)	85
14 I WONDER ROSANNE CASH (Columbia 38-03283)	18	47 SAN ANTONIO NIGHTS EDDY RAVEN (Elektra 7-69929)	50	82 PRAISE THE LORD AND SEND ME THE MONEY BOBBY BARE (Columbia 38-03334)	82
15 CAN'T EVEN GET THE BLUES REBA MCENTIRE (Mercury/PolyGram 76180)	20	48 SOMEBODY'S ALWAYS SAYING GOODBYE ANNE MURRAY (Capitol P-B-5183)	53	83 THERE'S NO SUBSTITUTE FOR YOU YOUNGER BROTHERS (MCA-52148)	87
16 LIKE NOTHING EVER HAPPENED SYLVIA (RCA PB-13330)	21	49 BABY I'M GONE TERRI GIBBS (MCA-52134)	54	84 FIRE ME REBECCA ASHLEY (LS 192)	86
17 (SITTIN' ON) THE DOCK OF THE BAY WAYLON & WILLIE (RCA PB-13319)	23	50 VELVET CHAINS GARY MORRIS (Warner Bros. 7-29853)	56	85 I CAN'T GET OVER YOU BANDANA (Warner Bros. 7-29831)	—
18 EVER, NEVER LOVIN' YOU ED BRUCE (MCA52109)	4	51 SHADOWS OF MY MIND LEON EVERETTE (RCA PB-13391)	57	86 I'D RATHER BE DOING NOTHING WITH YOU KAREN TAYLOR-GOOD (Mesa NSD/M 1113)	—
19 CHEROKEE FIDDLE JOHNNY LEE AND FRIENDS (Full Moon/Asylum 7-69945)	25	52 DON'T PLAN ON SLEEPING TONIGHT STEVE WARINER (RCA PB-13395)	58	87 THE PERFECT PICTURE GARY WOLF (Columbia 38-03272)	88
20 LOST MY BABY BLUES DAVID FRIZZELL (Warner/Viva 7-29901)	24	53 TURN THE PENCIL OVER PORTER WAGONER (Warner/Viva 7-29875)	59	88 SUNNYSIDE OF THE MOUNTAIN DAVID HOUSTON (Black Rose 8274)	92
21 (LOST HIS LOVE) ON OUR LAST DATE EMMYLOU HARRIS (Warner Bros. 7-29898)	26	54 STAY A LITTLE LONGER MEL TILLIS (Elektra 7-69963)	17	89 WHO'S BEEN SLEEPING IN MY BED DIANA (Adamas AD 103)	93
22 TALK TO ME MICKEY GILLEY (Epic 34-03326)	28	55 WHEN YOU'RE NOT A LADY JIM GLASER (Noble Vision NV-101)	62	90 ONE NIGHT OF LOVE SHIRLEY GRAFF (Stargem SG 2153)	—
23 WITH YOU CHARLY McCLAIN (Epic 34-03309)	27	56 C.C. WATERBACK GEORGE JONES/MERLE HAGGARD (Epic 34-03405)	68	91 WAR IS HELL T.G. SHEPPARD (Warner/Curb 7-29934)	31
24 STEP BACK RONNIE McDOWELL (Epic 14-03203)	5	57 IF HEAVEN AIN'T A LOT LIKE DIXIE HANK WILLIAMS, JR. (Elektra 7-69960)	60	92 JUST ONCE JOHN WESLEY RYLES (Primer PR 1016)	—
25 WHAT SHE DON'T KNOW WON'T HURT HER GENE WATSON (MCA-52131)	30	58 BLUE & BROKEN HEARTED ME BURRITO BROTHERS (Curb Z54-03314)	64	93 HEARTBROKE RICKY SKAGGS (Epic 34-03212)	37
26 A CHILD OF THE FIFTIES STATLER BROTHERS (Mercury/PolyGram 76184)	29	59 WHY BABY WHY CHARLEY PRIDE (RCA PB-13397)	73	94 BREAK IT TO ME GENTLY JUICE NEWTON (Capitol PB-5148)	49
27 TODAY MY WORLD SLIPPED AWAY VERN GOSDIN (AMI 1310)	33	60 MAKING A LIVING'S BEEN KILLING ME McGUFFEY LANE (Atlantic 7-99959)	65	95 YOU'RE SO GOOD WHEN YOU'RE BAD CHARLEY PRIDE (RCA PB-13293)	55
28 ONLY IF THERE IS ANOTHER YOU MOE BANDY (Columbia 38-03309)	35	61 HERE WE GO AGAIN ROY CLARK (Churchill CR 94011)	61	96 THE DEVIL'S ANGEL JASON HAWKINS (Foxfire F.F. 6001)	63
29 BACKSLIDIN' JOE STAMPLEY (Epic 34-03290)	36	62 WHAT MAMA DON'T KNOW JIM STAFFORD (Town House P-B-1062)	67	97 OPERATOR, LONG DISTANCE PLEASE BARBARA MANDRELL (MCA-52111)	66
30 HOLD ON GAIL DAVIES (Warner Bros. 7-29892)	34	63 PLEASE SURRENDER DAVID FRIZZELL & SHELLY WEST (Warner/Viva 7-29850)	69	98 CLOSE ENOUGH TO PERFECT ALABAMA (RCA PB-13294)	70
31 INSIDE RONNIE MILSAP (RCA PB-13362)	40	64 IF HOLLYWOOD DON'T NEED YOU DON WILLIAMS (MCA-52152)	—	99 DARLENE BIG AL DOWNING (Team TRS 1002AS)	71
32 SOMETIMES YOU JUST CAN'T WIN LINDA RONSTADT (Asylum 7-69948)	32	65 TIE YOUR DREAM TO MINE MARTY ROBBINS (Columbia 18-03236)	22	100 JUST FOR THE MOMENT BRENDA LEE (MCA-52124)	74
33 HARD CANDY CHRISTMAS DOLLY PARTON (RCA PB-13361)	41	66 LAST THING I NEEDED FIRST THING THIS MORNING WILLIE NELSON (Columbia 38-03385)	80		
		67 CHRISTMAS IN DIXIE ALABAMA (RCA PB-13358)	—		
		68 AIN'T NO TRICK LEE GREENWOOD (MCA-52150)	—		

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Child Of (American Cowboy — BMI)	26	Heartbroke (Chapel — ASCAP)	93	Old Home Town (WB/Upward Spiral — ASCAP)	42	The Bird (Pullman/House of Gold/Willie Nelson — BMI)	5
A Good Night's Love (House of Gold — BMI)	76	Here We Go (Dirk — BMI)	61	One Night Love (Silver Heart/House of Gold—BMI)	90	The Devil's Angel (Al-Marie — BMI)	96
A Love Song (Music Corp. of America/Sycamore Valley — BMI)	7	Hold On (Rick Clark/Tricia — ASCAP/Mark Marchetti/Little Chickadee — BMI)	30	Only If There (Baray — BMI)	28	The Elvis Medley (Various Publishers — ASCAP/BMI)	34
A Woman's Touch (Blackwood/Fullness — BMI)	36	I Can't Get (New Albany—BMI/Hoosier—ASCAP)	85	Operator (Hall-Clement c/o Welk — BMI)	97	The New Will (Cross Keys — ASCAP)	69
Ain't No Trick (House of Gold — BMI)	68	I Don't Remember (Tree — BMI)	11	Please Surrender (Peso/Wallet — BMI)	63	The Perfect Picture (Blackwood/Magic Castle — BMI/April Inc./Widmont — ASCAP)	87
Baby I'm Gone (Chamblin — ASCAP)	49	I Wish I Was (Vogue c/o Welk — BMI)	37	Poor Boy (Irving/Down 'N Dixie/Simonton/Fifty Grand — BMI)	70	There's No Substitute (Collins Court/Famous — ASCAP)	83
Backslidin' (Jensing/Black Sheep/Old Friends — BMI)	29	I Wonder (Bug/Asleep At The Wheel — BMI/Adm. Worldwide by Bug)	14	Praise The Lord (Boquillas Canyon/Atlantic — BMI)	82	Tie Your Dream (House Of Gold — BMI/Bobby Goldsboro — ASCAP)	65
Blue And Broken (Sabal — ASCAP)	58	I'd Rather Be (BIL-KAR — SESAC)	86	Redneck Girl (Famous/Bellamy Brothers — ASCAP)	4	'Til I Gain Control (Jolly Cheeks — BMI)	45
Break It To (Northern (MCA) — ASCAP)	94	If Heaven Ain't (Bocephus/Bud McGuire — BMI)	57	Romance (Meadowgreen — ASCAP/Tree — BMI)	41	Today My World (Vogue c/o Welk/Gary S. Paxton — BMI)	27
C.C. Waterback (Shade Tree — BMI)	56	If Hollywood Don't (Hall-Clement c/o Welk — BMI)	64	San Antonio Nights (Milene — ASCAP)	47	Turn The Pencil Over (Peso/Wallet — BMI)	53
Can't Even Get (Coal Miners/Elektra/Asylum—BMI)	15	In Honky Tonk Heaven (Friendly Finley/Bama Boy — BMI)	80	Sittin' On (East/Memphis/Irving — BMI)	17	Velvet Chains (Cross Keys — ASCAP)	50
Cherokee Fiddle (Mystery — BMI)	19	Inside (Lodge Hall — ASCAP)	31	Shadows Of My Mind (Hermitage — BMI)	51	War Is Hell (Tree—BMI/Cross Keys/Tree—ASCAP)	91
Christmas In Dixie (Maypop A Div. Of Wildcountry — BMI)	67	It Ain't Easy (Warner-Tamerlane—BMI/Da-Tic-A-Bo/Bobby Goldsboro — ASCAP)	6	Somebody's Always Saying (Hall-Clement c/o Welk — BMI)	48	We Did But (Music City — ASCAP)	38
Close Enough To (Accredit/Raindance — BMI)	98	I've Already Left (Music Number One — CAPAC)	72	Somewhere Between (Blue Moon/April — ASCAP)	2	What Mama Don't Know (Cross Keys — ASCAP/Tree — BMI)	62
Darlene (Metaphor — BMI)	99	Just For The Moment (Silverline — BMI/Goldline — ASCAP)	100	Somewhere In Texas (Almarie — BMI)	79	What She Don't (Booth & Watson/Crosstimers/Blue Creek — BMI)	25
Don't Plan On (Arista/Gloria's Songs — ASCAP)	52	Just Once (ATV — BMI)	92	Sometimes You Just (Glad Music — BMI)	32	When You're Not (Colgems — EMI/Tiny Tiger — ASCAP)	55
Ever, Never Lovin' (Calico/Tree/Sugarplum — SESAC/BMI)	18	Keep On Rollin' (Column II — BMI)	73	Stay A Little (Red River — BMI)	54	Wild And Blue (Sweet Baby — BMI)	10
Everything's Beautiful (Combine — BMI)	74	Last Thing I Needed (Nunn — BMI)	66	Step Back (Tree — BMI)	24	With You (Onhisown — BMI/Arian/Ron Muir — ASCAP)	23
Faking Love (Tree — BMI)	44	Like Nothing Ever (Tome Collins — BMI)	16	Still Taking Chances (Timberwolf — BMI)	40	Who's Been Sleeping (House of Gold/Jensing — BMI)	89
Feels Right (DebDave/Briar Patch — BMI)	71	Lonely Hearts (Protunes — BMI)	81	Sunnyside Of The Mountain (Streets of Gold — ASCAP)	88	Why Baby Why (Fort Knox — BMI)	59
Fire Me (Cristy Lane — ASCAP)	84	Lost His Love (Acuff-Rose — BMI)	21	Sure Feels Like (Larry Gatlin — BMI)	3	You And I (Four Way — ASCAP)	1
Going Where (Shade Tree — BMI)	13	Lost My Baby Blues (Ben Peters — BMI)	20	Thank God For Kids (Milene — ASCAP)	39	You're So Good (Royalhaven — BMI)	95
Gonna Have (Cross Keys/Tree — ASCAP/Old Friends/Tree — BMI)	43	Making A Living's (Cedarwood/JenSing — BMI)	60	Talk To Me (Jay & Cee — BMI)	22		
Green Eyes (Opa-Locka — ASCAP)	35	Marina Del Rey (Hall-Clement c/o Welk/Golden Opportunity — BMI/SESAC)	12	The American Dream (Bocephus — BMI)	9		
Hard Candy Christmas (Daniel/Shukat/MCA — ASCAP)	33	Midnight Cabaret (Gervasi — BMI)	77				
Heart Of The Night (Warner-Tamerlane/Flying Dutchman/Sweet Harmony — BMI/ASCAP)	78						

Exceptionally heavy radio activity this week

Exceptionally heavy sales activity this week

THE COUNTRY MIKE

UNITED ADDS JAMBOREE STATION — WWVA/Wheeling has joined the roster of country outlets airing the United Stations' syndicated radio program, *The Weekly Country Music Countdown*. According to WWVA operations manager **Tom Miller**, the weekly program will air on WWVA each Saturday night immediately following the station's own radio show, *Jamboree USA*. Scheduled to appear on upcoming *Countdowns* are country performers **T.G. Sheppard, Mel McDaniel, Reba McEntire** and **Crash Craddock**. With the addition of WWVA to its roster, United Stations now boasts an audience of almost 20 million listeners weekly via 200 stations.

TALENT SEARCH EXPANDED—In an effort to allow more artists to compete, Jamboree USA is expanding the number of tryouts for the organization's annual Starquest Talent Search next year. According to **Mike Hopkins**, general manager of Jamboree USA, the 1983 version of the talent hunt will consist of two separate competitions, the first to be held March 3-6. By expanding the number of tryouts, the group hopes to expose as much talent as possible but at the same time give each entry as much time as possible. The Starquest, in its fifth year, previously rewarded winners with an invitation to appear on that year's Jamboree In The Hills, which is held each July in Wheeling, W. Va. Because of the growth of the contest, cash prizes were added to the awards last year. This year's first place winner(s) will receive \$400 along with an appearance at Jamboree In The Hills and four guest spots on Jamboree USA. Second place winner(s) will receive \$150, third place \$75, and each will get two appearances on Jamboree USA. The fourth place winner will appear on Jamboree USA once. Anyone wishing to enter can write the contest at Starquest Talent Search '83, 1015 Main St., Wheeling, W. Va. 26003.



THE FEELING'S MUTUAL — Louise Mandrell recently talked with officials of the Mutual Broadcasting System about her recording career and her sister, Barbara, for a special New Year's edition of the Country Music Countdown. Pictured are (l-r): **Glenn Morgan, Mutual; Mandrell; and Lee Arnold of Mutual's WHN/New York.**

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CLEVELAND CRUSADE STARTED—With the economy in rough shape this holiday season, certain efforts out of the ordinary are needed to help the needy, and in one city that effort has become a success. **Gary Dee**, morning man for **WHK/Cleveland**, made a plea to all his listeners in the north Ohio area to help the station start a **WHK "Crusade Against Hunger."** Within a few days, 40 area businesses donated food and storage space, and the list continues to grow. An area supermarket chain and gift store have donated space for people to drop off any canned foods they can spare, and the local NBC-TV outlet, **WKYC**, has now gotten into the act, urging citizens to share what they can. Along with all the food for the needy, a fund has been set up by WHK for anyone wishing to give to the tax-deductible fund. To top it all off, the Ohio National Guard and the Cleveland Police Patrol Assn. will help WHK distribute all of the food.

GE STATION LISTS HOLIDAY PROGRAMS—**WSIX-AM/Nashville** is offering its listeners an array of holiday programs for the yuletide season. Along with the airing of a Thanksgiving special entitled "Charlie Daniels and Friends," the station will broadcast a three-hour program called *Christmas With The Oak Ridge Boys*, featuring special holiday greetings from the group along with various cuts from the quartet, all to be aired on Christmas Eve. One week later, on New Year's Eve, the station will air **Ronnie Milsap's Golden Decade**, featuring numerous singles of Milsap's from the past 10 years.

TURKEY TALKIN'—Just three weeks after the satellite program debuted out of Los Angeles (**Cash Box**, Nov. 13), *Talkin' Country* played host to a dozen top country artists on Thanksgiving evening. With moderator **Charlie Cook**, such personalities as **Lee Greenwood, Tom Jones, the Bellamy Brothers, Ed Bruce, Bill Golden** of the Oak Ridge Boys, **Randy Owen** of Alabama, **Lacy J. Dalton, Bobby Bare, Gene Watson** and **Gary Morris** spoke with Cook about their personal celebrations of the holiday. In a couple of cases, more than one artist was on the line at the same time, so Cook was able to leave the mike and let the artists interview each other.

country mike

PROGRAMMERS PICKS

Mark Thomas	WCXI/Detroit	Everything's Beautiful (In Its Own Way) — Dolly Parton & Willie Nelson — Monument
Johnny Steele	KVEG/Las Vegas	Poor Boy — Razy Bailey — RCA
Bill Berg	WWVA/Wheeling	Last Thing I Needed First Thing This Morning — Willie Nelson — Columbia
Gary Stone	WDGY/Minneapolis	Velvet Chains — Gary Morris — Warner Bros.
Dan Hollander	WDXE/Lawrenceburg	Christmas In Dixie — Alabama — RCA
Rhubarb Jones	WLWI/Montgomery	I Can't Get Over You — Bandana — Warner Bros.
Brian Ringo	KNOE/Monroe	If Hollywood Don't Need You — Don Williams — MCA
Gary Hightower	KFDI/Wichita	A Good Night's Love — Tammy Wynette — Epic
Alan Furst	WEPP/Pittsburgh	Turn The Pencil Over — Porter Wagoner — Warner/Viva
Glen Garrett	WCOS/Columbia	Why Baby Why — Charley Pride — RCA
Randy Hooker	KFRM/Salinas	C.C. Waterback — Haggard & Jones — Epic

MOST ADDED COUNTRY SINGLES

1. IF HOLLYWOOD DON'T NEED YOU — DON WILLIAMS — MCA — 33 ADDS
2. WHY BABY WHY — CHARLEY PRIDE — RCA — 23 ADDS
3. AIN'T NO TRICK — LEE GREENWOOD — MCA — 21 ADDS
4. CHRISTMAS IN DIXIE — ALABAMA — RCA — 20 ADDS
5. EVERYTHING'S BEAUTIFUL (IN ITS OWN WAY) — DOLLY PARTON & WILLIE NELSON — MONUMENT — 20 ADDS

MOST ACTIVE COUNTRY SINGLES

1. TALK TO ME — MICKEY GILLEY — EPIC — 58 REPORTS
2. THANK GOD FOR KIDS — OAK RIDGE BOYS — MCA — 58 REPORTS
3. INSIDE — RONNIE MILSAP — RCA — 53 REPORTS
4. FAKING LOVE — T.G. SHEPPARD & KAREN BROOKS — WARNER/CURB — 48 REPORTS
5. HARD CANDY CHRISTMAS — DOLLY PARTON — RCA — 47 REPORTS

FEATURE PICKS

GARY STEWART & DEAN DILLON (RCA PB-13401)

Those Were The Days (2:43) (Tree Publishing Co., Inc./Forrest Hills Music, Inc. — BMI) (D. Dillon, G. Stewart, R. Huston) (Producer: B. Mevis)

THE WHITES (Elektra 7-69855)

Hangin' Around (2:29) (Refuge Music, Inc. — ASCAP/Elektra/Asylum Music, Inc. — BMI) (C. Hardy, R. Carnes, J. Carnes) (Producer: R. Skaggs)

CONNIE HANSON AND FRIEND (Soundwaves NSD/SW4692)

There's Still A Lot Of Love In San Antone (2:53) (Unichappell Music — BMI) (A.L. Owens, L. Rochelle) (Producer: J. Gibson)

DANNY WOOD (Avion AVS 102)

I Can't Hold Us Together Alone (3:03) (Upstart Music — BMI) (Abbott, Stewart, Wood) (Producer: C. Stewart)

CONWAY TWITTY (Elektra 7-69854)

The Rose (3:32) (Warner-Tamerlane Pub. Corp. — BMI) (A. McBroom) (Producer: C. Twitty)

KIN VASSY (Liberty P-B-1488)

Tryn' To Love Two (3:01) (Rightsong Music/Bell Kat Pub. Co. — BMI) (W. Bell, P. Mitchell) (Producer: L. Rogers)

THRASHER BROTHERS (MCA-52153)

Wherever You Are (3:12) (Hall-Clement Pub. c/o Welk Music Group — BMI) (K. Robbins) (Producer: J. Foglesong)

NEW AND DEVELOPING

SANDY CROFT (Angelsong ASR 1821)

Easler (3:26) (Sawgrass Music/Duck Songs — BMI) (P. Tillis, J. Buckingham) (Producer: J. Wilson)

Just 13 years old, Sandy Croft exudes a surprising maturity, steeped in a sweet yet sensuous vocal texture that provides a penetrating quality to a tune that is already an infectious ditty. Croft recently made her first appearance on the Grand Ole Opry, and if her debut single, enriched with steel guitar and a standard country snare, is any indication, she could be a strong newcomer in 1983.



ALBUM REVIEWS

THE NEW WILL NEVER WEAR OFF OF YOU — Crash Craddock — Capitol ST-12249 — Producers: Dale Morris, Buddy Killen, Joel Diamond — List: 8.98 — Bar Coded

Craddock opens his latest LP with strong rock overtones, gradually moving toward graceful ballads by the disc's culmination, drawing from three respected producers along the way. While his rock outings are easily the most infectious, he is also quite adept at rendering such tunes as "Odette" and "I Just Need You For Tonight," which take a hard-line country stance. Crash relies on a horde of top-name writers from both country and rock in assembling this package, including such prominent composers as Elton John, Curly Putman, Mickey Newbury and the Mike Chapman-Nicki Chinn team.

A LITTLE MORE RAZZ — Razy Bailey — RCA AHL 1-4423 — Producer: Bob Montgomery — List: 8.98 — Bar Coded

Bailey covers a wide range of musical styles, including gypsy-flavored melodies, sedate ballads and wired renditions set in the midst of driving bass lines and distorted guitars. Bailey is allowed to take on material that is more adventurous and energetic than in past outings, and the attempt is well-illustrated in the stark black and white jacket that portrays him on the back side in an intense moment, hand held high and eyes clenched.

BACKSLIDIN' — Joe Stampley — Epic FE 38364 — Producer: Ray Baker — List: None — Bar Coded

Stampley is a longstanding country entity with a great track record, and he slides his second LP of the year into the racks just as 1982 winds down. No one can accuse him of "selling out" to pop, as the album, buoyed by the title cut, heaps on the country feel with sparse, spacious production among an appropriate mixture of ballads and uptempo pieces.

TOP 15 ALBUMS

Spiritual

	Weeks On Chart	12/4
1 PRECIOUS LORD AL GREEN (Hi/Myrrh MSB-6702) Title Cut	2	18
2 BROTHER TO BROTHER WILLIAMS BROTHERS (Myrrh MSB 6717) "Call Him Up"	1	20
3 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	4	31
4 IT'S GONNA RAIN MILTON BRUNSON (Myrrh MSB 6696) Title Cut	3	31
5 UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time	5	11
6 THE RICHARD SMALLWOOD SINGERS (Onyx/Benson R3803) "I Love The Lord"	6	12
7 A TOUCH OF CLASS JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	7	32
8 YOU BROUGHT THE SUNSHINE CLARK SISTERS (Sound of Gospel SOG 132) Unavailable At Press Time	8	5
9 WHEN ALL GOD'S CHILDREN GET TOGETHER REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	10	52
10 EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA VOL. II (Myrrh MSB 6700) "I Know A Man"	9	11
11 REQUEST LINE MIGHTY CLOUDS OF JOY (Myrrh MSB 6712) "Mighty Clouds Of Joy"	11	7
12 GLORY TO HIS NAME ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Title Cut	12	24
13 HIGHER PLAIN AL GREEN (Myrrh MSB 6665) "His Name Is Jesus"	13	2
14 10TH ANNUAL PRAISE AND REDEDICATION CONCERT SOUTHEAST INSPIRATIONAL CHOIR (Jewel 0172) Unavailable At Press Time	14	2
15 HE IS REAL THE SENSATIONAL NIGHTINGALES (Malaco MAL 4380) "Do You Know The Man"	15	4

Inspirational

	Weeks On Chart	12/4
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	1	30
2 AMAZING GRACE B.J. THOMAS (Myrrh 6675) Title Cut	2	68
3 MIRACLE B.J. THOMAS (Myrrh 6705) Unavailable At Press Time	3	52
4 THE VERY BEST OF THE IMPERIALS (Dayspring SST 4025) "Same Old Fashioned Wat"	4	48
5 LIFT UP THE LORD SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	5	15
6 I SAW THE LORD DALLAS HOLM (Greentree R3723) Title Cut	6	52
7 UNFAILING LOVE EVIE TORNUQUIST (Word WSB 8867) "How I Love You Lord"	7	52
8 JONI'S SONG JONI EARECKSON (Word WSB 8856) Title Cut	9	52
9 STAND BY THE POWER IMPERIALS (Dayspring DST-4100) Unavailable At Press Time	10	5
10 PLAY THRU ME PHIL KEAGGY (Sparrow SPR1062) "Morning Light"	8	8
11 AMY GRANT IN CONCERT VOL. II (Myrrh MSB 6677) "I'm Gonna Fly"	12	53
12 EXALTATION RON HUFF VOCAL-INSTRUMENTAL CONGREGATION (Paragon/PR33101) Unavailable At Press Time	13	2
13 MAKE ME READY FARRELL & FARRELL (New Pax NP33104) Title Cut	15	25
14 PRIORITY IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	11	32
15 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA-5330) Unavailable At Press Time	14	3

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

Priority, Sparrow Join Forces On Bennett, Pillar West Coast Tour

NASHVILLE — Coinciding with a month-long tour of the West Coast, Priority Records and Sparrow Records recently joined forces to support the current albums by their respective artists, Bob Bennett and Michele Pillar, who were featured together on the 25-day run.

Behind Bennett's "Matters Of The Heart" and Pillar's self-titled release, both labels helped develop a 19"x24" four-color poster and a concert flyer featuring both artists' albums. In addition to those efforts, a series of in-store appearances by both artists was arranged at many locations, and Priority also supplied Bob Bennett bag stuffers to some bookstores to aid in promotion of the event.

In-store promotions included appearances at the Fresno Bible House, Fresno; the Berean Bookstore, San Jose and Bakersfield; Morgan's, Seattle; and The Parable, San Luis Obispo.

The tour, which began Nov. 12 and continues through Dec. 7, encompasses dates in Fresno, San Jose, Eureka, Kalamath Falls, Wash., Manteca, Calif., Bakersfield, Ventura and San Luis Obispo. The Holmes Agency, of Santa Ana, which represents both artists, organized the tour.

To lend additional support, Priority purchased radio time in one-third of the markets advertising Bennett's album with concert and in-store tags. In selected areas radio interviews were arranged.

'82 Gospel Christmas Releases

DAWN OF PROMISE: A CHRISTMAS MUSICAL BY WALT HARRAH — Word WSB-8862
HE STARTED THE WHOLE WORLD SINGING — Bill Gaither Trio — Word WSB-8886

Video Dealers Report Sales, Rentals Up For Thanksgiving

(continued from page 7)

went out at \$35 a piece."

Also using the package concept successfully was San Francisco Home Video's Jim George, although not just for movie rentals but also accessories and other small ticket items. "We sold a lot of gift packages, which included such things as head cleaners, blank tapes and what we call 'Tickets To The Movies,' which are essentially gift certificates for rentals," stated George, who noted that he has been advertising the packages in a local TV spot that will run through Dec. 24.

"It turned out to be one of the better weeks we've ever had," he added. "People were taking home whatever we had because the weather was bad and folks were staying at home."

Frank Barnako, president of the Video Software Dealers Assn. (VSDA) and McLean, Va.-based The Video Place, said he ran "twice the normal advertising" in the Washington, D.C. area over the holiday weekend, but "it did not goose the gross as we had hoped."

"We did okay," he said. "We were ahead of last year but not to the extent that we had hoped . . . but we will continue with our advertising schedule throughout the holidays. Business has been good since Nov. 1 and with new catalog coming in, we expect it to get better towards Christmas."

Fran Kandaros of Vibrations Video in Miami also reported that while the Thanksgiving Weekend was "much better than average" for the Florida stores, "in comparison to years past, it was nothing to write home to Dad about."

However, both The Video Place's Barnako and Vibrations Video's Kandaros noted the continuing sales strength of the \$39.95 *Star Trek II* on Paramount and *Jane Fonda's Workout* on KVC as boosts to business, like most of the other dealers. Warner Home Video's *Firefox*, MGM/UA's *The Compleat Beatles* and RCA/Columbia's *Richard Pryor Live On Sunset Strip* were also reported as new releases that are moving particularly well. Replies to questions about prerecorded videocassette sales in general over the Thanksgiving holiday ran the gamut from "unbelievable" (Bigelow Video's Bigelow) to "virtually nothing" (Columbia Video Systems' Gene Kahn). However, there were no negatives in regards to videodisc sales, an area that most dealers signaled out as a bright spot, with more than one retailer planning promotions pushing both CED and Laserdisc hardware and software during the

season.

"We call it here a 'Videodisc Christmas,'" said Linda Rosser of Phoenix, Ariz.'s Entertainment Systems of America. "We've sold out of (RCA's SGT-100) \$199 CED player (a discontinued model) and we're reordering the new stereo player."

"The software is selling in greater numbers here than even RCA expected," she added, pointing out that Entertainment Systems of America is selling "well above" 32 discs per CED player that RCA has claimed as the average.

"Laser is having sell through, too . . . not to the extent of CED, but people are buying four to five discs at a time," Rosser continued. "You have to understand that I've been in the CED business one year already but I've been in laser one month. I'm pleased with the results of laser so far, though."

Chaz Austin, buyer for Nickelodeon in Century City, Calif., said "we sold a lot of videodiscs" during the Thanksgiving weekend, pointing out that the store "ran a promotion on CED discs for our mailing list."

"We have an exclusive in this area with the 'Video Showcase' newsletter and in it we ran a 20% off coupon for CED discs with no quantity limit," said Nickelodeon's Austin. "Some people bought 6-10 discs at one time, since there were so many new titles."

"And laser sells well, regardless of whether we're running a sale or not."

With the Thanksgiving holiday behind them, video dealers are now looking toward Christmas and, as San Francisco Home Video's George said, "finally getting around to putting up our Christmas decorations." Some, like Vibrations Video's Kandaros, said they'd be running special promotions on items like Atari video game cartridges, or, like Entertainment Systems of America's Rosser, include giveaways, like Annie dolls with purchases of Annie videocassettes on RCA/Columbia (or Annie cookies with rentals), Benji dolls with purchases of Benji videocassettes on Vestron or Star Wars collectors discs.

Others, like Video Station's Atkinson, are using generic themes, such as "Give The Gift Of Video" (which he admits that he "stole" from the National Assn. of Recording Merchandisers (NARM) "Give The Gift Of Music" campaign).

All in all, though, video dealers seem to feel that, in terms of business, the holiday season has been "quite merry so far," as Atkinson put it.



FEELS LIKE THE FIRST TIME—Atlantic recording group Foreigner recently returned to the New York diner where the cover of its upcoming "Records" LP had been shot for a party honoring the album. Pictured at the party are (l-r): Dave Glew, vice president/general manager, Atlantic; Jeff Mazzel, assistant program director, WYNY/New York; Lou Gramm of the group; Judy Libow, director, national album promotion, Atlantic; Rick Wills and Dennis Elliott of the group; Tom Morrera, air personality, WNEW-FM/New York; Alan Wolmark, associate director, national album promotion, Atlantic; Danny Buch, national secondary album promotion manager, Atlantic; and Lou Sicurezza, director of field promotion, Atlantic.

TOP 75 ALBUMS

		Weeks On Chart	12/4	Chart			Weeks On Chart	12/4	Chart
1	MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197)	1	4		36	TONGUE IN CHIC CHIC (Atlantic 80031-1)	43	3	
2	LIONEL RICHIE (Motown 6007ML)	2	9		39	TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244)	40	5	
3	FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235)	3	9		40	ALL THIS LOVE DeBARGE (Motown 6012G)	41	7	
4	1999 PRINCE (Warner Bros. 9 23720-1F)	6	4		41	ALICIA ALICIA MYERS (MCA-5181)	39	12	
5	SILK ELECTRIC DIANA ROSS (RCA AFL1-4386)	4	9		42	LIVIN' IN THE NEW WAVE ANDRE CYMONE (Columbia FC 38123)	48	6	
6	WHAT TIME IS IT? THE TIME (Warner Bros. 923701-1)	5	13		43	EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Owest/Warner Bros. QWS 3691)	46	10	
7	GET LOOSE EVELYN KING (RCA AFL1-4337)	7	14		44	THIS ONE'S FOR YOU TEDDY PENDERGRASS (Philadelphia Int'l./CBS FZ 38118)	42	17	
8	VANITY 6 (Warner Bros. 9 23716-1)	8	11		45	THE BAD C.C. CARL CARLTON (RCA AFL1-4425)	33	9	
9	JANET JACKSON (A&M SP-6-4907)	10	7		46	COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246)	56	2	
10	AS ONE KOOL & THE GANG (DeLite/PolyGram DSR 8505)	9	11		47	ENCHANTED LADY ENCHANTMENT (Columbia FC 38024)	47	4	
11	PROPOSITIONS THE BAR-KAYS (Mercury/PolyGram SRM-1-4065)	15	5		48	FIRST TAKE THE VALENTINE BROTHERS (Bridge BR-101936)	52	16	
12	THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH 268)	12	9		49	LIVING MY LIFE GRACE JONES (Island/Atco 7 90018-1)	—	1	
13	JUMP TO IT ARETHA FRANKLIN (Arista AL 9602)	11	19		50	ICE 'N HOT JERRY BUTLER (Fountain FR2-82-1)	51	10	
14	JUST AIN'T GOOD ENOUGH JOHNNIE TAYLOR (Beverly Glen BG 1001)	17	7		51	FRICITION CHOCOLATE MILK (RCA AFL1-4412)	53	3	
15	THE OTHER SIDE OF THE RAINBOW MELBA MOORE (Capitol ST-12243)	16	7		52	GIVE EVERYBODY SOME RICHARD "DIMPLES" FIELDS (Boardwalk NB-33258-1)	60	2	
16	ZAPP II ZAPP (Warner Bros. 9 23583-1)	14	19		53	WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1)	36	20	
17	HEARTBREAKER DIONNE WARWICK (Arista AL 9609)	19	8		54	RIGHT BACK AT CHA! DYNASTY (Solar/Elektra 9 60176-1)	59	2	
18	TO THE MAX CON FUNK SHUN (Mercury/PolyGram SRM-1-4067)	21	4		55	D TRAIN (Prelude PRL 14105)	57	5	
19	GAP BAND IV THE GAP BAND (Total Experience/PolyGram TE-1-3001)	20	27		56	IN THE HEAT OF THE NIGHT IMAGINATION (MCA-5373)	32	6	
20	WILD NIGHT ONE WAY (MCA-5369)	18	8		57	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1)	—	1	
21	SKYYJAMMER SKYY (Salsoul/RCA SA-8555)	24	4		58	THE RHYTHM & THE BLUES ZZ HILL (Malaco MAL 7411)	—	1	
22	JEFFREY OSBORNE (A&M SP-4896)	22	26		59	HERE WE GO AGAIN BOBBY BLAND (MCA-5297)	62	23	
23	DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241)	45	2		60	DISTANT LOVER ALPHONSE MOUZON (Highrise HR 100AE)	66	3	
24	SECOND TO NUNN BOBBY NUNN (Motown 6022)	13	10		61	THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23696-1)	64	2	
25	CASINO LIGHTS — RECORDED LIVE AT MONTREAUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	28	6		62	DONNA SUMMER (Geffen GHS 2005)	38	19	
26	TANTALIZINGLY HOT STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	23	19		63	THE REAL DEAL THE ISLEY BROTHERS (T-Neck/CBS FZ 38047)	49	17	
27	GRAND SLAM THE SPINNERS (Atlantic 80020-1)	27	7		64	THROWIN' DOWN RICK JAMES (Gordy/Motown 6005GL)	44	28	
28	INSTANT LOVE CHERYL LYNN (Columbia FC 38057)	26	23		65	USED TO BE CHARLENE (Motown 6027ML)	—	1	
29	ALL THE GREAT HITS THE COMMODORES (Motown 6028ML)	54	2		66	HONESTY CURTIS MAYFIELD (Boardwalk NB 33256-1)	61	10	
30	HARD TIMES MILLIE JACKSON (Spring/PolyGram SP-1-6737)	34	5		67	KEEPIN' LOVE NEW HOWARD JOHNSON (A&M SP-4895)	63	21	
31	SEVENTEEN BILL SUMMERS & SUMMERS HEAT (MCA-5367)	31	6		68	THE SUN STILL SHINES SONNY CHARLES (Highrise HR 102)	—	1	
32	S.O.S. III THE S.O.S. BAND (Tabu/CBS FZ 38352)	37	3		69	CHANGE BARRY WHITE (Unlimited Gold/CBS FZ 38048)	50	15	
33	SNEAKIN' OUT STACY LATTISAW (Cotillion/Atco 90002-1)	25	17		70	WE GO A LONG WAY BACK BLOODSTONE (T-Neck/CBS FZ 38115)	67	23	
34	IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warner Bros. 9 23703-1)	30	13		71	UPSTAIRS AT ERIC'S YAZ (Sire 9 23737-1)	55	11	
35	NEW DIRECTIONS TAVARES (RCA AFL1-4357)	29	12		72	STEVIE WONDER'S ORIGINAL MUSIQUARIUM I STEVIE WONDER (Tamla/Motown 6002TL2)	65	29	
36	CHAKA KHAN (Warner Bros. 9 23729-1)	—	1		73	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	71	69	
37	LET ME TICKLE YOUR FANCY JERMAINE JACKSON (Motown 6017ML)	35	19		74	REDD HOT SHARON REDD (Prelude PRL 14106)	58	6	
					75	WINDSONG RANDY CRAWFORD (Warner Bros. 9 60142-1)	70	26	



MUSICAL YOUTH GET MCA GOLD — Musical Youth, the group of young reggae funksters from Birmingham, U.K., was recently presented with gold discs to mark sales of over 500,000 copies of its #1 single, "Pass The Dutchie." The group's follow-up single, "Youth Of Today," is currently at #16 and is rapidly approaching silver status. In the top row are (l-r): Junior Waite and Dennis Seaton of the group. Pictured in the bottom row are (l-r): Patrick Waite, Michael Grant and Kelvin Grant of the group.

THE RHYTHM SECTION

SHORT CUTS — It was the ladies that charged the 60,000 plus, three-day audience during the first Jamaican World Music Festival in Montego Bay. Rita Marley, joined by Judy Mowatt and Marcla Griffith (who along with Rita backed the late Bob Marley in song), combined for a rousing finale to the fest. But Stacy Lattisaw, though largely unknown there, elicited a spirited response from the audience, as did Gladys Knight with the Pips . . . Carmen McRae and Bobby Troup will provide entertainment for the Holiday Project's L.A. Harbor cruise fund-raiser, sponsored by Angel International. Funds from the cruise will go for Christmas gifts and meals for the needy . . . Nashville-based TV production company Spittler/Landrum has signed to produce a weekly series for the Black Entertainment Television (BET), titled *Black Entertainment Tonight*. Set to start Jan. 9, 1983, the series is to feature comedy, dance and music covering the spectrum from jazz, gospel, R&B to urban contemporary.

A CORPORATE MONTEREY — One of the oldest and most venerable annual jazz festivals in America, the Monterey Jazz Festival, is seeking corporate sponsorship in its post-Silver Anniversary years. "First of all, the Monterey County Fairgrounds has a comfortable capacity of 7,500 seats and we didn't want to increase ticket prices or move the event to another venue," Paul Fingerote told *Cash Box*, noting that the cost of the event is rising. Fingerote is a key partner in the advertising and public relations firm of Fingerote and Grauer, which handles press for the annual non-profit festival and the firm charged with exploring interest in corporate sponsorship of the fest. "Secondly, when I put together the advertising for the Silver Anniversary program," Fingerote said, "I had several inquiries by national advertisers into whether Monterey had an official airline, an official travel agency, beverage, etc." Fingerote said that when he proposed the possibility of corporate sponsors for the Monterey Jazz Festival to the board of directors of the event, there was some concern over a loss of tradition and prestige. But the Fingerote plan is to have a battery of sponsors underwrite, in exchange for exclusive promotion at one of the fest's five shows. Fingerote said that sponsors could also denote scholarship monies to the Festival's ongoing fund that provides jazz education and revenue for youths studying the genre. Fingerote said that final details for sponsorship will be worked out during the next two weeks and that an announcement regarding corporate sponsorship at Monterey is forthcoming.

THE FORTUNE OF FAME — The National Academy of Popular Music, led by composer Sammy Cahn, plans to induct Stevie Wonder into its Songwriters Hall of Fame, March 7, 1983, at N.Y.C.'s Waldorf Astoria Hotel, during a \$200 per plate banquet. The induction, which is another in a long line of distinctions the multi-faceted Wonder has earned the past year, comes after 20 years in the industry, a requirement for receiving the honor. Wonder started at age 12 with Motown Records and has since won Grammys and other industry awards for his songs, including "Superstition," "Living For The City" and "I Wish," among others.

RITA ON TOUR — Rita Marley, who just released the album "Harambe," will travel to the motherland Dec. 19 for a 10-day concert tour in Nigeria and Sierra Leone. The Jamaican songstress will then return to the U.S. and make a swing out west during January and February with her backing group, the *Fabulous Five*. Planned for the tour are stops in San Diego, Los Angeles, Santa Barbara, Santa Cruz, San Francisco, Denver, Tucson and a trek through the Northwest.

WORKSHOP — People striving for careers in the music business through songwriting got the benefit of some learned insight from members of recording group Earth, Wind & Fire during the first Black Music Workshop sponsored by the American Society of Composers, Authors and Publishers (ASCAP) recently at One-On-One Studios in North Hollywood, Calif. Maurice and Verdine White, Larry Dunn and Philip Bailey of EWF were joined on the workshop panel by Larkin Arnold, vice president/general manager, black music A&R, for CBS Records; Robert Gordy, executive vice president of Motown Industries and Jobete Music; and Steve Love, vice president, ATV Music, who heard songs by nearly 50 writers and offered evaluations and critiques on each. ASCAP recently concluded eight weeks of pop music workshops in New York City for young writers. The Black Music Workshops are to continue over the next eight weeks in the Los Angeles area.

michael martinez

"The Sun Still Shines"

Black Contemporary • CB: 68 • BB: 56* • BRE: 49*

HR 102 AE

The new album from

Sonny Charles

on

HighRise Entertainment Company

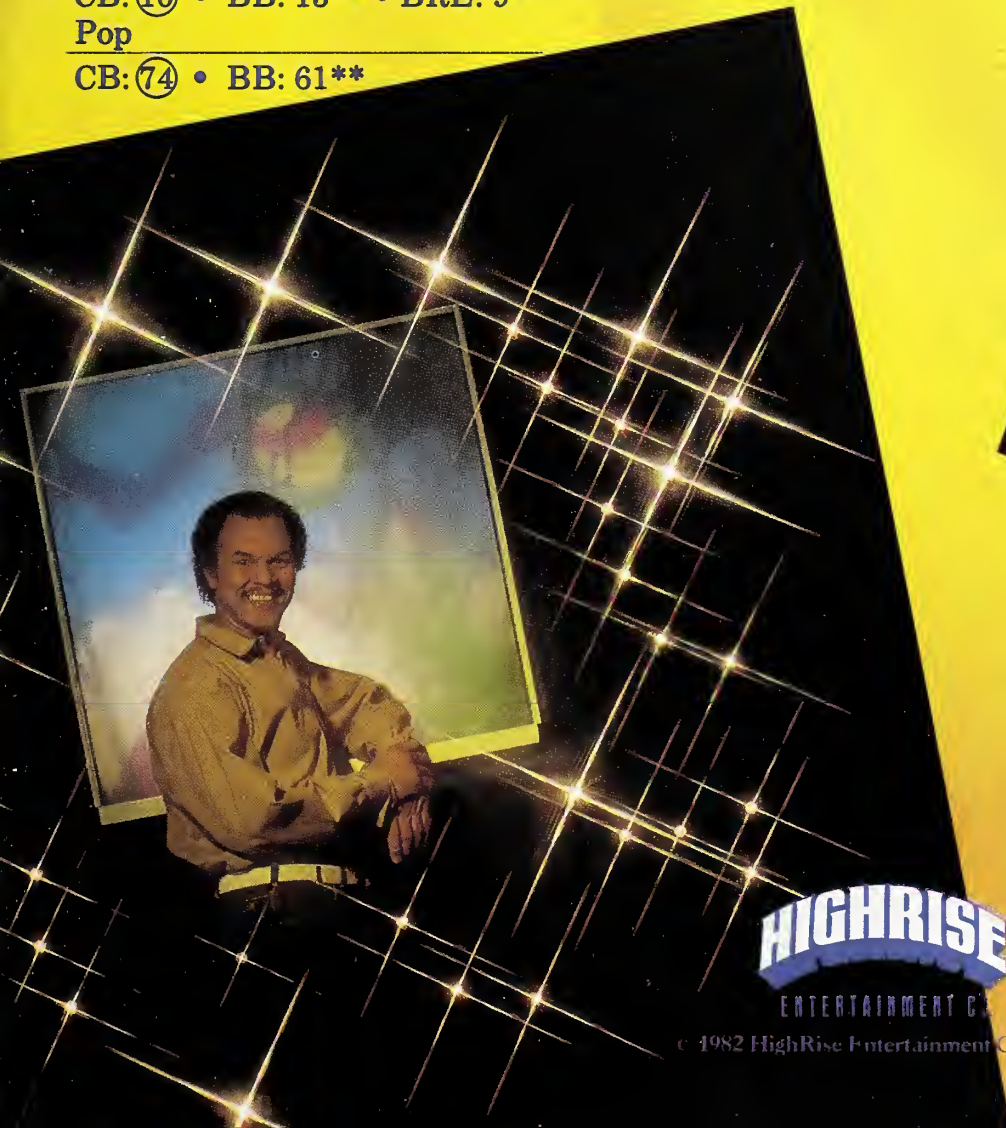


Featuring the hit single
"Put It In A Magazine"

Black Contemporary SHR (2001)

CB: ⑩ • BB: 13** • BRE: 9*
Pop

CB: ⑦④ • BB: 61**



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MOST ADDED SINGLES

- BAD BOY — RAY PARKER, JR. — ARISTA**
WGPR-FM, WATV, WJMO, WZEN-FM, WYLD-FM, WSOK, WEDR, WAMO, KUKQ, WUFO
- OUTSTANDING — THE GAP BAND — TOTAL EXPERIENCE/POLYGRAM**
KDAY, WPAL, WIGO, WJMO, WZEN-FM, WEDR, WPLZ
- THE BEST IS YET TO COME — GROVER WASHINGTON, JR. — ELEKTRA**
KDIA, KDAY, WTLC, WCIN, WATV, WZEN-FM, WLLE
- YA MAMA — WUF TICKET — PRELUDE**
WCIN, WATV, WAMO, WDMT, KUKQ
- TURN TO ME — MAXINE NIGHTINGALE — HIGHRISE**
KSOL, WLLE, WEDR, WAMO
- PAINTED PICTURE — COMMODORES — MOTOWN**
WCIN, WSOK, KMJQ, WPLZ
- KNOCKOUT — MARGIE JOSEPH — HCRC**
KGFJ, WGCI, WAWA, WUFO
- MIND UP TONIGHT — MELBA MOORE — CAPITOL**
WBMX, WTLC, WIGO, WYLD-FM

MOST ADDED ALBUMS

- CHAKA KHAN — WARNER BROS.**
KSOL, KDAY, WTLC, WDAS, WIGO, WEDR, WNHC
- THE RHYTHM & THE BLUES — Z.Z. HILL — MALACO**
WBMX, WTLC, WSOK, WEDR
- LIVING MY LIFE — GRACE JONES — ISLAND/ATCO**
WTLC, WGPR-FM, WPAL

UP AND COMING

- SUCH A FEELING — AURRA — SALSOL/RCA**
I BELIEVE IN YOU AND ME — THE FOUR TOPS — CASABLANCA/POLYGRAM
GOT TO GET UP ON IT — BOBBY NUNN — MOTOWN
MAGIC'S WAND — WHODINI — JIVE/ARISTA

BLACK RADIO HIGHLIGHTS

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — THE TIME
HOTS: M. Gaye, L. Richie, M. Jackson/P. McCartney, Planet Patrol, D. Ross, Janet Jackson, C. Khan, Bar-Kays, Grand Master Flash, D. Warwick. ADDS: Michael Jackson, Gap Band, E. King, Alfonzo, M. Moore, Steptoe, B. Wolfer. LP ADDS: C. Khan, B. Cosby.

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, A. Mouzon, J. Cocker/J. Warnes, J. Osborne, B.B.&Q. Band, H. Ray, Charlene/S. Wonder. ADDS: Aurra, V. Mason, R. Griffin, Rod, J. Osborne, Webboes, Master Jam. LP ADDS: H. Ray, M. Moore.

WATV — BIRMINGHAM — RON JANUARY, MD — #1 — L. RICHIE
HOTS: D. Ross, M. Gaye, M. Jackson/P. McCartney, Bar-Kays, C. Khan, Planet Patrol, A. Cymone, E. King, Janet Jackson, L. Vandross, Prince, Bootsy's Rubber Band, S. Mills, Charlene/S. Wonder, S.O.S. Band, B. Summers, Skyy, M. Joseph, Kool & The Gang, Jermaine Jackson. ADDS: Dr. America, S. Christopher, Dr. Jekyll & Mr. Hyde, Wuf Ticket, R. Parker, Jr., G. Washington, Jr., B. White, R.J.'s Latest Arrival, Nairobi.

WUFO — BUFFALO — DAVE MICHAELS, PD — #1 — M. GAYE
HOTS: Prince, D. Ross, Janet Jackson, S.O.S. Band, The Limit, L. Richie, D. Warwick, M. Jackson/P. McCartney, Valentine Brothers, C. Khan, Dynasty, H. Johnson, D. Fagen, Chic, N. Martin, D. Summer, J. Osborne, Kool & The Gang, ABC, L. Ritenour. ADDS: D.&B. Street, R. Sheppard, Gen. Caine, M. Joseph, H. Ray, McFadden & Whitehead, Imagination, R.D. Fields, Chocolate Milk, Millie Jackson, R. Parker, Jr., B. Griffin, Con Funk Shun, Bar-Kays. LP ADDS: P. Bryson.

WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — M. GAYE
HOTS: Planet Patrol, Janet Jackson, L. Richie, Prince, Grand Master Flash, M. Jackson/P. McCartney, Skyy, D. Ross, Kool & The Gang, Bar-Kays, G. Jones, McFadden & Whitehead, Charlene/S. Wonder, The Time, D. Morgan, D. Train, R. Lewis, Society Of Seven, R.J.'s Latest Arrival, Imagination. ADDS: Goodie, Gap Band, Warp 9, L. Rawls. LP ADDS: B. Wolfer, G. Jones, RG&B, R. Franklin, R. Winters & Fall.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — M. GAYE
HOTS: L. Richie, D. Ross, J. Osborne, L. Vandross, M. Moore, G. Guthrie, Bootsy's Rubber Band, G. Clinton, D. Train, S.O.S. Band, Tavares, Wrecking Crew, M. Jackson/P. McCartney, A. Myers, Cheri, H. Johnson, Kool & The Gang, D. Morgan, H. Ray, Janet Jackson, Millie Jackson, G. Jones, E. King, C. Khan, S. Charles, Dynasty, R. Flack, Jermaine Jackson. ADDS: Grand Master Flash, E. Grant, Whodini, J. Cotton, M. Moore, Klique. LP ADDS: Skyy, Z.Z. Hill, H. Ray, D. Reeves.

WGCI — CHICAGO — RICHARD PEGUE, PD — #1 — L. RICHIE
HOTS: E. King, A. Myers, C. Khan, Valentine Brothers, M. Gaye, Bootsy's Rubber Band, S.O.S. Band, Clinton, Janet Jackson, Prince, B. Summers, M. Jackson/P. McCartney, One Way, Kool & The Gang, G. Guthrie, The Time, DeBarge, G. Jones, Dynasty, Jermaine Jackson, S. Mills. ADDS: M. Joseph, LP ADDS: G. Washington, Jr.

WCIN — CINCINNATI — FRANK BAILEY, MD — #1 — M. GAYE
HOTS: L. Richie, D. Ross, D. Warwick, Charlene/S. Wonder, M. Jackson/P. McCartney, S. Brown, Prince, Omni, Chic, A. Mouzon, C. Mayfield, C. Khan. ADDS: G. Washington, Jr., D.&B. Street, Wrecking Crew, Four Tops, Commodores, The Time, H. Johnson, Lemelle, Wif Ticket. LP ADDS: M. Jackson.

WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — M. GAYE
HOTS: M. Jackson/P. McCartney, L. Richie, Prince, Grand Master Flash, D. Fagen, The Time, Hall & Oates, T. Basil, Joe Jackson, C. Khan, Janet Jackson, Bootsy's Rubber Band, Charlene/S. Wonder, Kool & The Gang, S.O.S. Band, D. Henley, G. Jones, P. Benatar, ABC, D. Warwick. ADDS: Wuf Ticket, G. Clinton, E. King, T. Brunson.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — M. GAYE
HOTS: S. Charles, L. Richie, Kool & The Gang, D. Train, Grand Master Flash, B. Nunn, A. Silas, H. Ray, Planet Patrol. ADDS: D. Morgan, Brothers Johnson, C.H.A., Triple Play, Fantastic Aleems, P. Bryson, R. Parker, Jr., A. Franklin, Spinners, Gap Band, Yarbrough & Peoples, V. Mason. LP ADDS: Michael Jackson.

WDAO — DAYTON — LANKFORD STEPHENS, PD — #1 — M. GAYE
HOTS: M. Jackson/P. McCartney, Bootsy's Rubber Band, T. Brunson, Prince, Bar-Kays, Zapp, Midnight Star, G. Jones, Slave, Jermaine Jackson. ADDS: T. Davis, Planet Patrol, Charlene/S. Wonder. LP ADDS: G. Washington, Jr., RG&B, T.S. Monk, D. Reeves, S. Turrentine.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — M. GAYE
HOTS: Prince, Janet Jackson, L. Richie, Grand Master Flash, M. Jackson/P. McCartney, Orbit, C. Khan, Kool & The Gang, Wrecking Crew. ADDS: Con Funk Shun, Lace, R. Parker, Jr., Dr. Jekyll & Mr. Hyde, H. Ray, Atlantic Starr, Sinnamon, Yarbrough & Peoples, Klique, P. Brown. LP ADDS: G. Jones, S. Charles, G. Gaynor, Alfonzo, G. Clinton.

WJLB — DETROIT — J. MICHAEL MCKAY, PD — #1 — M. GAYE
HOTS: M. McDonald, J. Taylor, I-Level, C. Band, S. Mills, Prince, J. Osborne, C. Khan, Hall & Oates, M. Jackson/P. McCartney, S. Charles, Planet Patrol, L. Richie, D. Ross, Chocolate Milk. LP ADDS: P. Bryson.

KMJQ — HOUSTON — FRED HENDERSON, PD — #1 — DeBARGE
JUMPS: 7 To 4 — Bar-Kays, 10 To 7 — S. Mills, 16 To 9 — M. Joseph, 24 To 19 — T. Brunson, 28 To 22 — Charlene/S. Wonder, 29 To 26 — B. Nunn, 31 To 27 — C. Khan, 34 To 28 — H. Johnson, Ex To 33 — Wuf Ticket, Ex To 38 — R. Parker, Jr., 39 To 35 — Kool & The Gang, Ex To 39 — Bootsy's Rubber Band. ADDS: T. Davis, Commodores, Z.Z. Hill, J. Osborne.

WTLC — INDIANAPOLIS, PD — KELLY CARSON, PD — #1 — M. GAYE
HOTS: Bootsy's Rubber Band, Prince, G. Clinton, Grand Master Flash, Janet Jackson, L. Richie, Zapp, Weather Girls, M. Jackson/P. McCartney, Con Funk Shun, Bar-Kays, C. Khan, A. Cymone, Skyy, B. Summers, Warp 9, E. King, D. Train, GO, Kool & The Gang. ADDS: R. Griffin, D. Morgan, Yarbrough & Peoples, M. Moore, G. Washington, Jr., Hot Chocolate, Four Tops, Light of the World, Mel & Duke. LP ADDS: C. Khan, First Love, M. Shaw, Z.Z. Hill, G. Washington, Jr., G. Jones, H. Ray, R. Winters & Fall.

KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — M. JACKSON/P. MCCARTNEY
HOTS: S.O.S. Band, Prince, M. Gaye, L. Richie, C. Khan, Charlene/S. Wonder, Bar-Kays, Kool & The Gang, Hall & Oates. ADDS: J. Taylor, Gap Band, Goodie, Joe Jackson, B. Nunn, A. Silas, K. Loggins, Yarbrough & Peoples.

KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — M. GAYE
HOTS: S.O.S. Band, Prince, Vanity 6, T. Brunson, Janet Jackson, Grand Master Flash, L. Richie, M.

Jackson/P. McCartney, D. Ross, B. Summers, Jonzun Crew, Bootsy's Rubber Band, Klymaxx, A. Jarreau/R. Crawford, C. Khan, Cheri, The Time, G. Clinton, R. Franklin. ADDS: M. Joseph, S. Brown, G. McCrae, Atlantic Starr, R. Winters & Fall. LP ADDS: Charlene.

WLOU — LOUISVILLE — NEAL OREA, PD — #1 — M. JACKSON/P. MCCARTNEY
HOTS: C. Khan, G. Jones, GQ, Prince, Kool & The Gang, L. Richie, Janet Jackson, H. Ray, Planet Patrol, Zapp, Klymaxx, M. Gaye, Bar-Kays, Skyy, Con Funk Shun, J. Taylor, R.J.'s Latest Arrival, Chic, Jermaine Jackson, A. Cymone.

WDIA — MEMPHIS — CARL CONNER, PD
HOTS: Bar-Kays, Prince, M. Gaye, L. Richie, Kool & The Gang, J. Taylor, T. Davis, DeBarge, The Time, M. Jackson/P. McCartney, Con Funk Shun, C. Khan, Charlene/S. Wonder, Lanier & Co., G. Jones. LP ADDS: C. Khan, L. Richie, L. White.

WAWA — MILWAUKEE — JIMMY GOODTYME, PD — #1 — M. GAYE
HOTS: Prince, D. Ross, Janet Jackson, Bootsy's Rubber Band, Bar-Kays, G. Clinton, J. Taylor, C. Khan, Jermaine Jackson, Con Funk Shun, R. James, Kool & The Gang, G. Jones, H. Johnson. ADDS: Paris, Isley Brothers, DeBarge, M. Joseph, G. Guthrie. LP ADDS: First Love.

WNHC — NEW HAVEN — JAMES JORDAN, PD — #1 — M. GAYE
HOTS: L. Richie, D. Ross, ABC, M. Moore, C. Lynn, I-Level, Janet Jackson, Weather Girls, S. Mills, Prince, Kool & The Gang, C. Khan, M. Jackson/P. McCartney, Capt. Sensible, E. King, Pieces Of A Dream, Vanity 6, D. Train, Skyy. ADDS: Central Line, G. McCrae, P. Brown, D. Summer, Four Tops, Musical Youth. LP ADDS: P. Bryson, C. Khan.

WYLD-FM — NEW ORLEANS — BRUTE BAILEY, PD — #1 — M. GAYE
HOTS: L. Richie, S.O.S. Band, M. Jackson/P. McCartney, S. Charles, One Way, Millie Jackson, T. Brunson, Valentine Brothers, C. Khan, Shakatak, The Limit, B.B.&Q. Band, M. Joseph, Midnight Star, Louisiana Purchase, Brothers Johnson, G. Clinton. ADDS: R. Parker, Jr., Lanier & Co., M. Moore, S. Brown, E. Grant, Alfonzo. LP ADDS: P. Bryson.

WRKS — NEW YORK — BARRY MAYO, PD — #1 — M. GAYE
JUMPS: 14 To 10 — M. Jackson/P. McCartney, 15 To 11 — Weather Girls, 17 To 13 — C. Khan, 19 To 15 — Madonna, 21 To 18 — Tavares, Ex To 19 — Montana Sextette, 25 To 20 — inner Life, 29 To 21 — M. Moore, Ex To 30 — Janet Jackson. ADDS: Joe Jackson, Nairobi, Four Tops.

KDIA — OAKLAND — JEFF HARRISON, PD — #1 — T. BRUNSON
HOTS: S.O.S. Band, Brothers Johnson, Con Funk Shun, A. Franklin, C. Khan, M. Gaye, M. Jackson/P. McCartney, L. Richie, Prince, Janet Jackson, Grand Master Flash, Bootsy's Rubber Band. ADDS: E. King, Planet Patrol, G. Washington, Jr. LP ADDS: Millie Jackson, C. Khan.

WDAS — PHILADELPHIA — JOE TAMBURRO, PD — #1 — M. GAYE
HOTS: Prince, Grand Master Flash, Bootsy's Rubber Band, M. Jackson/P. McCartney, L. Richie, G. Clinton, D. Warwick, T. Brunson, G. Jones, D. Ross, D. Train, Zapp, Kool & The Gang, Valentine Brothers, S. Charles, P. Austin, S.O.S. Band, D. Fagen, C. Khan, Planet Patrol. ADDS: G. McCrae, Yarbrough & Peoples, Lace, Nairobi, Mel & Duke, B. Wolfer, R. Griffin. LP ADDS: C. Khan.

KUKQ — PHOENIX — STEVE SMITH, PD — #1 — M. GAYE
HOTS: Skyy, Kool & The Gang, Con Funk Shun, Dynasty, The Time, Bootsy's Rubber Band, G. Clinton, Commodores, Chocolate Milk. ADDS: Spinners, Kleer, Material, P. Brown, Atlantic Starr, R. Parker, Jr., Wuf Ticket. LP ADDS: P. Bryson.

WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — M. GAYE
JUMPS: 5 To 2 — Kool & The Gang, 8 To 3 — Vanity 6, 11 To 8 — C. Khan, 16 To 9 — R. Franklin, 14 To 10 — Janet Jackson, 23 To 11 — Bar-Kays, 20 To 14 — D. Train, 27 To 15 — Brothers Johnson, 19 To 16 — J. Holliday, 24 To 17 — Skyy, 22 To 18 — S. Charles, 31 To 20 — L. Ritenour, 32 To 21 — D. Morgan, 30 To 22 — M. Moore, 26 To 23 — J. Taylor, 36 To 24 — T.S. Monk, 29 To 25 — P. Williams, 35 To 26 — E. King, 39 To 29 — Chic, 33 To 30 — C. Mayfield, 34 To 31 — Cooper/Ross, 37 To 32 — A. Silas, 38 To 33 — Bliss, 40 To 33 — R.D. Fields, Ex To 36 — DeBarge, Ex To 37 — Goodie, Ex To 38 — A. Myers, Ex To 39 — G. Clinton. ADDS: Planet Patrol, The Time, R. Parker, Jr., Spinners, B. Nunn, M. Nightingale, Yarbrough & Peoples, S. Johnson, Wuf Ticket, Lamelle, Webboes.

WLLE — RALEIGH — CHESTER DAVIS, PD — #1 — L. RICHIE
HOTS: Janet Jackson, M. Gaye, Kool & The Gang, T. Brunson, M. Jackson/P. McCartney, E. King, M. Moore, G. Clinton, S. Charles. ADDS: G. Washington, Jr., Weather Girls, Dr. P. Johnson, M. Nightingale, Gen. Caine, Goodie, Yarbrough & Peoples. LP ADDS: E. Klugh/B. James, S.O.S. Band, S. Johnson.

WPLZ — RICHMOND — HARDY JAY LANG, PD — #1 — L. VANDROSS
HOTS: M. Jackson/P. McCartney, L. Richie, M. Gaye, D. Ross, D. Summer, J. Osborne, Janet Jackson, Prince, Vanity 6, The Time, S. Lattisaw, ABC, B. Nunn, D. Fagen, Jermaine Jackson, S.O.S. Band, A. Jarreau/R. Crawford, Spinners. ADDS: G. Guthrie, P. Bryson, S. Lattisaw, Four Tops, Grand Master Flash, Chocolate Milk, R.D. Fields, B. Wolfer, Gap Band, Commodores. LP ADDS: P. Bryson.

WZEN-FM — ST. LOUIS — A.J. KEMP, PD — #1 — VANITY 6
JUMPS: 9 To 2 — Prince, 12 To 6 — M. Jackson/P. McCartney, 10 To 7 — A. Mouzon, 11 To 8 — Zapp, Ex To 9 — Janet Jackson, 14 To 10 — C. Lynn, 16 To 11 — R. James, 21 To 12 — Bar-Kays, 27 To 13 — Kool & The Gang, 18 To 14 — C. Khan, 20 To 17 — G. Jones, 28 To 19 — M. Joseph, 25 To 20 — W. DeVaughn, 29 To 21 — Planet Patrol, 30 To 22 — Millie Jackson, Ex To 23 — Charlene/S. Wonder, Ex To 24 — C. Dawson, Ex To 25 — T. Davis, Ex To 26 — R.D. Fields, Ex To 27 — Orbit, Ex To 28 — A. Silas, Ex To 29 — R. Winters & Fall, Ex To 30 — T. Brunson. ADDS: DeBarge, R. Parker, Jr., A. Franklin, S. Lattisaw, G. Washington, Jr., Gap Band, Dr. America, S. Christopher, Nigel, Kleer, Spinners, V. Mason, Aurra.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — M. GAYE
HOTS: L. Richie, Prince, S.O.S. Band, B. Summers, D. Ross, Jermaine Jackson, Con Funk Shun, H. Johnson, Bootsy's Rubber Band. ADDS: Lamelle, B. Wolfer, C. Khan, M. Nightingale, Midnight Star

WSOK — SAVANNAH — JAY BRYANT, PD — #1 — M. GAYE
JUMPS: 16 To 13 — Imagination, 20 To 14 — E. King, 24 To 19 — The Time, 27 To 20 — R. Winters & Fall, 26 To 22 — Skyy, 30 To 23 — Ashford & Simpson, 29 To 24 — Cheri, Ex To 25 — A. Franklin, Ex To 26 — Spinners, Ex To 27 — S. Lattisaw, Ex To 28 — M. Moore, Ex To 29 — G. Washington, Jr., Ex To 30 — Brothers Johnson. ADDS: B. White, Yarbrough & Peoples, Brick, Commodores, D. Morgan, R. Parker, Jr., G.S. Heron. LP ADDS: Z.Z. Hill.

KOKA — SHREVEPORT — B.B. DAVIS, PD — #1 — L. RICHIE
HOTS: M. Gaye, D. Ross, M. Jackson/P. McCartney, Hall & Oates, Janet Jackson, The Time, P. Austin, Planet Patrol, Grand Master Flash, Skyy, A. Jarreau/R. Crawford, S. Charles, Kool & The Gang, S.O.S. Band, Lanier & Co., T. Davis, Alfonzo, Mikki, T. Brunson. ADDS: Brothers Johnson, R. Winters & Fall, Four Tops, W. Hutch, Millie Jackson, Con Funk Shun, Jermaine Jackson, A. Silas. LP ADDS: M. Gaye.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — One of the results of the sharp devaluation of the peso against the dollar and other currencies has been the nearly complete absence of international artists in Buenos Aires during the past months. The trend will probably continue, and local impresarios have turned to shows starred by Argentinian artists and some special cases of groups and soloists that arrive in Buenos Aires for promotion or as part of a Latin American tour. This has resulted in better facilities available for the unveiling of new recordings by well-known artists: **Piero** will be presenting his newest LP at the Opera Theater, **Juan Carlos Baglietto** has dates at the Coliseum and several rock groups have been showcasing their music at the Obras.

Among the exceptions to the rule are Argentinian chanteur and composer **Jairo**, who is a well known name in France and other European markets and who is returning to this city for two appearances at the Coliseum, and Puerto Rican kiddie group **Menudo**, who will come next month along with its new movie. Spanish artists **Peguena Compania**, who attended the OTL Song Festival in Lima, came to Buenos Aires for four days for TV promotion and a press conference; while **Gilbert Becaud**, flew from Paris a fortnight ago, for a weekend of taping a TV special.

Carlos Casale of Discosa will travel next month to Spain for talks with the heads of the group concerning the release plans for 1983. Discosa has been successful in launching **Roque Narvaia** and **Barrabas** in this market.

Italy

MILAN — Tamla-Motown recording artist **Rick James** visited Milan on Nov. 15 to meet Italian journalists and radio stations as part of the promotion campaign studied by Dischi Ricordi (which just took the license for Tamla-Motown in Italy) for all the artists in the catalog. Two LPs by James are out on the market at this moment.

Fonit Cetra released a new series of 10 LPs called "I Fantastici Anni 50," dedicated to the original hits of the '50s. Among the artists are **Nilla Pizzi**, **Domenico Modugno**, **Fred Buscaglione**, **Natalino Otto** and many others.

Roberto Rossini, managing director of Soedi Record company, announced the signing of a few new artists, like pop singer **Luca Cola** (formerly with Ri-Fi), and four-year-old female singer **Isabel**, who is just recording her first release in the children's music repertoire.

A new disco music-oriented label was born in Milan, **Disco Magic**, created by wholesale operator **Severo Lombardoni**. The first single, "You Are A Danger" by **Gary Law**, has already sold 100,000 records in two months.

Maurizio Sanglino created a new label in Vicenza, **Musix Records**, distributed by Panarecord. Among the recording artists are the **Armed Gang** and **Jean Pierre Tami** . . . **Angelo Piccarreta** and **Gianni Marchetti** created a new production company, **MIO** (Music Inter Organization). The first release is a single by the group **Blue Aquarius**, distributed by **Dischi Ricordi**.

mario de luigi

United Kingdom

LONDON — EMI Records has set a fairly hefty marketing campaign surrounding the Dec. 6 release of a 26-pack box set of **Beatles** singles as part of its 25-of-Beatles campaign. The singles range from the group's first, "Love Me Do," to "The Beatles Medley" and they all come in new picture bags using original photos dating from the year each single was released.

Chic releases its first album in over a year on Dec. 10, titled "Tongue In Chic," on Atlantic. The group recently finished work on the *Soup For One* film soundtrack, which reaped the Top 10 hit "Why" for **Carly Simon**.

The latest British Phonographic Industry (BPI) statistics for the third quarter ended Sept. 30, reveal that overall album sales were down by almost 21% compared to the same quarter last year. Total deliveries of LPs were 10.9 million units compared to 13.7 million units last year. The fall in the rate of LP sales was also shown with a figure of 80 million three years ago now down to just under 60 million. However, on a less gloomy note, the BPI pointed out that prerecorded cassette sales continue to grow. Annual volume now stands at 29.6 million units compared with 23.4 million three years ago. Also, singles were up on last year, with this year's third quarter figure being 19.4 million compared to 18.2 million for last year.

The directors of indie label **Runaway Records** — **Tony Adams**, **Steve Colyer** and **Adrian Rudge** — were pleased to announce last week that their company has become the worldwide outlet for all music activities of **Blake Edwards Entertainment**, the Los-Angeles based film and television production company.

EMI Music recently formed a new Popular Repertoire Division headed by recently appointed **Ian Reid**, who was previously with **Chappell Music** . . . **Chaka Khan** has her fourth solo album released in the U.K. next week on Warner Bros., titled simply "Chaka Khan" . . . **Crystal Gayle**, who recently signed to **Elektra**, has her debut LP for the label released Dec. 10, titled "True Love" . . . After creating a formidable buzz around the U.K. business, **Mohican punksters Southern Death Cult** was finally bagged by **Beggars Banquet Records** and has a debut single, "Situation 2," released this week.

nick underwood



OVERSEAS ACTION — **Meadowgreen Music** and **River Oaks Music** of the **Tree Publishing Group** recently entered a sub-publishing agreement with Dutch firm **Universal Songs for the Benelux countries**. Pictured are (l-r): **Randy Cos**, **Meadowgreen**; **Bram Keizer**, **Universal**; and **Joe Huffman**, **River Oaks**.

British Industry Award Nominees Announced

LONDON — The final list for the British Record Industry Awards was drawn up recently and issued, along with voting papers, to all British Phonographic Industry (BPI) member companies.

The nominations include: **Best British Male Artist** — **Shakin' Stevens**, **Cliff Richard**, **Paul McCartney** and **Phil Collins**. **Best British Female Artist** — **Toyah Wilcox**, **Sheena Easton**, **Kim Wilde** and **Mari Wilson**.

Best British Group — **Yazoo**, **Dire Straits** and **ABC**.

Best British Producer — **Martin Rushent**, **Trevor Horn**, **George Martin** and **Langer/Winstanley**.

Best British Newcomer — **Yazoo**, **ABC**, **Culture Club** and **Musical Youth**.

Best International Act — **Kid Creole & The Coconuts**, **Barry Manilow** and **Julio Iglesias**.

Outstanding British Contribution To Music — **The Beatles**, **Human League** and **Paul McCartney**.

Int'l CBS Awards

NEW YORK — Several CBS Records International albums received certifications in their respective countries. Certifications in Canada included a quadruple platinum award for "The Stranger" by **Billy Joel**. Certified triple platinum was "Business As Usual" by **Men At Work**. Certified double platinum was **Also Nova's** self-titled debut and certified platinum was "Greatest Hits" by **Santana**.

Albums certified gold in Canada included "Screaming For Vengeance" by **Judas Priest**, "You Drive Me Crazy" by **Shakin' Stevens**, "Nylon Curtain" by **Joel**, "Nebraska" by **Bruce Springsteen**, "Heartlight" by **Neil Diamond** and "Seven Year Ache" by **Rosanne Cash**.

Additionally, Springsteen's "Nebraska," was certified gold in Sweden for sales in excess of 50,000 units.

Middleton Retires, Kulin Takes Over At WEA Canada

LOS ANGELES — Stan Kulin has been named to the position of president, **WEA Music of Canada**, succeeding **Ken Middleton**, who is retiring. Kulin will take over Feb. 1, 1983, one day after Middleton steps down from his position as president and chief operating officer of **WEA Music of Canada**.

Middleton, who will step down Jan. 31, 1983, founded **Warner Bros. Music of Canada** in 1967, which was the first international operation for the **Warner Communications, Inc. (WCI)** records operations.

Bowed Branches

Middleton was also instrumental in establishing his company's branch distribution system in Canada in 1969 (all five of the branches are still in operation), and the next year **Warner Bros. Music of Canada** became **WEA Music of Canada** under the aegis of **WEA International** in the U.S. Middleton was also elected president of the **Canadian Recording Industry Assn. (CRIA)** in 1970.

Commenting on Middleton's retirement, **Nesuhi Ertegun**, president, **WEA International**, said, "Ken Middleton's decision to retire fills me with great sadness. His performance as head of our Canadian company has been absolutely extraordinary."

"Not only at **WEA**, but all of our competitors know that he created a perfect record organization, which functions smoothly and efficiently and continues to grow at a truly amazing rate. We are extremely proud of **WEA Canada**, and we will always be proud of **Ken Middleton** and the immense contributions he made to the success of **WEA International**."

Montreal Native

Kulin, a native of **Montreal**, was previously senior vice president, **CBS Records/Canada**. Prior to that, he formed **United Artists Records of Canada** and served as that company's president for seven years. His association with Middleton dates back to 1956 when both worked at **RCA Records/Canada**. Kulin departed **RCA** as general manager, commercial operations, in 1970.

Kulin became **WEA Music of Canada's** executive vice president, sales and operations, in September 1982, and "is an outstanding, all-around record executive in the Canadian industry," according to **Ertegun**. "His proven record with the major competitors in the market has shown him to be a highly skilled, intelligent and imaginative manager. I am certain that, under his leadership, **WEA Canada** will maintain their #1 market share and their well-deserved reputation as the best record company in the Canadian business."

INTERNATIONAL BESTSELLERS

Argentina

- TOP TEN 45s**
- 1 **Entre La Espada Y La Pared** — Manzanilla — Music Hall
 - 2 **Dueno De Nada** — Jose Luis Drogriguez — CBS
 - 3 **Es Una Mentira** — Los Barbaros — RCA
 - 4 **Yo Tengo Un Amigo** — Luz E. Benitez — Interdisc — Luisa M. Guell — Music Hall
 - 5 **Ovidame** — Pimpinella — CBS
 - 6 **La Marcha De La Bronca** — Pedro y Pablo — Music Hall
 - 7 **Vox Yo, Uno Mas Uno** — Sandra Mihanovich — Microfon
 - 8 **Nathalie** — Julio Iglesias — CBS
 - 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** — Malvado — Music Hall
 - 5 **Grandes Exitos** — Richard Clayderman — Tonodisc/ATC
 - 6 **Evita** — Valeria Lynch — PolyGram
 - 7 **Tiempos Dificiles** — Juan Carlos Baglietto — EMI
 - 8 **En Argentina** — Mercedes Sosa — PolyGram
 - 9 **Pubis Angelical** — Charly Garcia — SG/Interdisc
 - 10 **Cara A Cara** — Gino Soccio — WEA/Interdisc

— Prensario

Italy

- TOP TEN 45s**
- 1 **Der Kommissar** — Falco — CGD/Vip
 - 2 **I Won't Let You Down** — Ph.D. — WEA
 - 3 **Eye Of The Tiger** — Survivor — CBS/Scotti
 - 4 **Masterpiece** — Gazebo — Baby
 - 5 **Hard To Say I'm Sorry** — Chicago — WEA/Full Moon
 - 6 **Disco Project** — Pink Project — Baby
 - 7 **Ballo Ballo** — Raffaella Carrà — CGD/Hispavox
 - 8 **Eye In The Sky** — Alan Parsons Project — CGD/Arista
 - 9 **Twist '82** — Five
 - 10 **Words** — F.R. David — CBS/Carrere

- TOP TEN LPs**
- 1 **Via Tagliamento 1965-'70** — Renato Zero — RCA/Zerolandia
 - 2 **Moment** — Julio Iglesias — CBS
 - 3 **Love Over Gold** — Dire Straits — PolyGram/Vertigo
 - 4 **Eye In The Sky** — Alan Parsons Project — CGD/Arista
 - 5 **E Gia** — Lucio Battisti — Numero Uno
 - 6 **Teresa De Sio** — PolyGram/Philips
 - 7 **Traslocando** — Loredana Bertè — CGD
 - 8 **In The Heat Of The Night** — Imagination — Red Bus
 - 9 **Toto IV** — Toto — CBS
 - 10 **Uh...Uh...** — Adriano Celentano — CGD/Cian

— Musica e Dischi

United Kingdom

- TOP TEN 45s**
- 1 **Mirror Man** — The Human League — Virgin
 - 2 **Young Guns (Go For It)** — Wham! — Innervision
 - 3 **I Don't Wanna Dance** — Eddy Grant — Ice
 - 4 **Living On The Ceiling** — Blancmange — London
 - 5 **Beat Surrender** — The Jam — Polydor
 - 6 **Heartbreaker** — Dionne Warwick — Arista
 - 7 **Sexual Healing** — Marvin Gaye — CBS
 - 8 **Save Your Love** — Renee and Renato — Hollywood
 - 9 **Wishing (If I Had A Photo Of You)** — A Flock Of Seagulls — Jive
 - 10 **Truly** — Lionel Richie — Motown

- TOP TEN LPs**
- 1 **Hello, I Must Be Going!** — Phil Collins — Virgin
 - 2 **Heartbreaker** — Dionne Warwick — Arista
 - 3 **The Singles** — ABBA — Epic
 - 4 **Singles — 45s and Under** — Squeeze — A&M
 - 5 **Midnight Love** — Marvin Gaye — CBS
 - 6 **Living My Life** — Grace Jones — Island
 - 7 **A Kiss In A Dreamhouse** — Siouxsie & The Banshees — Polydor
 - 8 **Famous Last Words** — Supertramp — A&M
 - 9 **From The Makers Of...** — Status Quo — Vertigo
 - 10 **The Rise And Fall** — Madness — Stiff

— Melody Maker

CASH BOX TOP 100 ALBUMS

December 11, 1982

Title, Artist, Label, Number, Distributor

12/4	Chart	Weeks On	Title, Artist, Label, Number, Distributor	8.98	12/4	Chart	Weeks On	Title, Artist, Label, Number, Distributor	8.98	12/4	Chart	Weeks On				
													12/4	Chart	12/4	Chart
1	8	8	LIONEL RICHIE (Motown 6007 ML) IND	8.98	2	8	35	THE JOHN LENNON COLLECTION (Geffen GHSP 2023) WEA	9.98	41	3	68	AS ONE KOOL & THE GANG (De-Lite DSR 8505) POL	8.98	66	11
2	25	3	BUILT FOR SPEED STRAY CATS (EMI America ST-17070) CAP	8.98	3	25	36	WINDS OF CHANGE JEFFERSON STARSHIP (Grunt BXL 1-4372) RCA	8.98	39	7	69	HIGH ADVENTURE KENNY LOGGINS (Columbia TC 38127) CBS	—	67	13
3	23	1	BUSINESS AS USUAL MEN AT WORK (Columbia ARC 37978) CBS	—	1	23	37	FRIEND OR FOE ADAM ANT (Epic ARE 38370) CBS	—	49	7	70	ASIA (Geffen GHS 2008) WEA	8.98	63	37
4	5	4	FAMOUS LAST WORDS SUPERTRAMP (A&M SP-3732) RCA	8.98	4	5	38	HEARTBREAKER DIONNE WARWICK (Arista AL 9609) IND	8.98	45	8	71	WHAT TIME IS IT? THE TIME (Warner Bros. 9 23701-1) WEA	8.98	64	13
5	7	9	H2O DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA	8.98	9	7	39	JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS	—	40	29	72	ALL THE GREAT HITS COMMODORES (Motown 6028ML) IND	8.98	116	2
6	4	10	GET NERVOUS PAT BENATAR (Chrysalis CHR 1396) IND	8.98	10	4	40	SHOWTIME THE J. GEILS BAND (EMI America SO-17087) CAP	8.98	94	2	73	12 GREATEST HITS VOL. II NEIL DIAMOND (Columbia TC 38066) CBS	—	69	29
7	22	7	NIGHT AND DAY JOE JACKSON (A&M SP-4906) RCA	8.98	7	22	41	SCREAMING FOR VENGEANCE JUDAS PRIEST (Columbia FC 38160) CBS	—	43	22	74	SHANGO SANTANA (Columbia FC 38122) CBS	—	72	15
8	9	5	THE NYLON CURTAIN BILLY JOEL (Columbia TC 38200) CBS	—	5	9	42	IT'S HARD THE WHO (Warner Bros. 9 23731-1) WEA	8.98	37	13	75	QUIET LIES JUICE NEWTON (Capitol ST-12210) CAP	8.98	75	29
9	11	6	OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA	8.98	6	11	43	IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warner Bros. 9 23703-1) WEA	8.98	32	16	76	WW II WAYLON AND WILLIE (RCA AHL 1-4455) RCA	8.98	79	8
10	4	14	MIDNIGHT LOVE MARVIN GAYE (Columbia FC 38197) CBS	—	14	4	44	WORD OF MOUTH TONI BASIL (Chrysalis CHR 1410) IND	8.98	55	8	77	GREATEST HITS LITTLE RIVER BAND (Capitol ST-12247) CAP	8.98	126	2
11	7	12	THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 23696-1) WEA	8.98	12	7	45	PETER GABRIEL (Geffen GHS 2011) WEA	8.98	42	11	78	TO THE MAX CON FUNK SHUN (Mercury SRM-1-4067) POL	8.98	84	5
12	32	8	AMERICAN FOOL JOHN COUGAR (Riva RVL 7501) POL	8.98	8	32	46	LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1) WEA	8.98	47	6	79	GREATEST HITS DOLLY PARTON (RCA AHL 1-4422) RCA	8.98	74	10
13	4	18	LONG AFTER DARK TOM PETTY AND THE HEARTBREAKERS (Backstreet BSR-5360) MCA	8.98	18	4	47	GREATEST HITS, VOLUME 2 EAGLES (Asylum 9 60205-1) WEA	8.98	54	5	80	CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1) WEA	8.98	81	6
14	19	11	EMOTIONS IN MOTION BILLY SOUIER (Capitol ST-12217) CAP	8.98	11	19	48	TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244) CAP	8.98	52	6	81	NO FUN ALOUD GLENN FREY (Asylum 9-60129) WEA	8.98	71	26
15	9	15	FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235) CBS	—	15	9	49	GET LUCKY LOVERBOY (Columbia FC 37638) CBS	—	44	57	82	WILD NIGHT ONE WAY (MCA-5369) MCA	8.98	77	8
16	5	19	GREATEST HITS DAN FOGELBERG (Full Moon/Epic OE 38308) CBS	—	19	5	50	A FLOCK OF SEAGULLS (Jive/Arista VA 66000) IND	8.98	34	30	83	SPECIAL BEAT SERVICE THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	8.98	89	8
17	15	17	I CAN'T STAND STILL DON HENLEY (Asylum EL-60048) WEA	8.98	17	15	51	BRANIGAN LAURA BRANIGAN (Atlantic SD 19288) WEA	8.98	58	15	84	JUMP TO IT ARETHA FRANKLIN (Arista AL 9601) IND	8.98	80	19
18	9	16	HEARTLIGHT NEIL DIAMOND (Columbia TC 38359) CBS	—	16	9	52	OH, NO! IT'S DEVO DEVO (Warner Bros. 9 23741-1) WEA	8.98	60	4	85	HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996) CBS	—	70	11
19	22	13	MIRAGE FLEETWOOD MAC (Warner Bros. 9 23607-1) WEA	8.98	13	22	53	LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO-51124) CAP	8.98	53	21	86	CHRISTMAS THE OAK RIDGE BOYS (MCA-5365) MCA	8.98	124	4
20	27	20	COMBAT ROCK THE CLASH (Epic FE 37689) CBS	—	20	27	54	PROPOSITIONS BAR-KAYS (Mercury SRM-1-4065) POL	8.98	65	5	87	FEELS SO RIGHT ALABAMA (RCA AHL 1-3930) RCA	8.98	86	92
21	10	21	LOVE OVER GOLD DIRE STRAITS (Warner Bros. 9 23728-1) WEA	8.98	21	10	55	ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS	—	50	37	88	INCOGNITO SPYRO GYRA (MCA-5368) MCA	8.98	61	9
22	22	22	DAYLIGHT AGAIN CROSBY, STILLS & NASH (Atlantic SD 19360) WEA	8.98	22	22	56	EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AL 9599) IND	8.98	36	26	89	FOREVER NOW THE PSYCHEDELIC FURS (Columbia ARC 3826) CBS	—	91	9
23	3	27	HELLO, I MUST BE GOING PHIL COLLINS (Atlantic 80035-1) WEA	8.98	27	3	57	ANNIE ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS	—	48	30	90	RADIO ROMANCE EDDIE RABBITT (Elektra 9 60160-1) WEA	8.98	93	6
24	11	24	SIGNALS RUSH (Mercury SRM-1-4063) POL	8.98	24	11	58	SPEAK OF THE DEVIL OZZY OSBOURNE (Jet ZX2 38350) CBS	—	—	1	91	AEROBIC SHAPE UP JOANIE GREGGAINS (Parade/Peter Pan 104) IND	8.98	90	35
25	10	23	NEBRASKA BRUCE SPRINGSTEEN (Columbia TC 38358) CBS	—	23	10	59	NO CONTROL EDDIE MONEY (Columbia FC 37960) CBS	—	51	23	92	JANET JACKSON (A&M SP-6-4907) RCA	6.98	105	7
26	9	25	GET CLOSER LINDA RONSTADT (Asylum 9 60185-1) WEA	8.98	25	9	60	VANITY 6 (Warner Bros. 9 23716-1) WEA	8.98	62	11	93	IV TOTO (Columbia FC 37728) CBS	—	107	35
27	7	30	SPRING SESSION M MISSING PERSONS (Capitol ST-12228) CAP	8.98	30	7	61	GET LOOSE EVELYN KING (RCA AFL1-4337) RCA	8.98	46	14	94	THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-268) IND	8.98	99	9
28	4	35	1999 PRINCE (Warner Bros. 9 23720-1F) WEA	10.98	35	4	62	ABSOLUTELY LIVE ROD STEWART (Warner Bros. 9 23743-1G) WEA	11.98	68	4	95	I ADVANCE MASKED ANDY SUMMERS & ROBERT FRIPP (A&M SP-4913) RCA	8.98	96	8
29	15	33	LEXICON OF LOVE ABC (Mercury SRM-1-4059) POL	8.98	33	15	63	WORLDS APART SAGA (Portrait ARR 38246) CBS	—	78	7	96	JEFFREY OSBORNE (A&M SP-4896) RCA	8.98	100	26
30	39	29	MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229) RCA	8.98	29	39	64	REACH RICHARD SIMMONS (Elektra E1-60122) WEA	10.98	59	26	97	20 GREATEST HITS THE BEATLES (Capitol SV-12245) CAP	9.98	104	4
31	8	26	SILK ELECTRIC DIANA ROSS (RCA AFL1-4384) WEA	8.98	26	8	65	HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4373) RCA	8.98	57	20	98	CHAKA KHAN (Warner Bros. 9 23729-1) WEA	8.98	—	1
32	4	38	WILD THINGS RUN FAST JONI MITCHELL (Geffen GHS 2019) WEA	8.98	38	4	66	HOOKED ON SWING LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343) RCA	8.98	56	42	99	ZAPP II ZAPP (Warner Bros. 9 23583-1) WEA	8.98	92	19
33	8	31	AN OFFICER AND A GENTLEMAN ORIGINAL SOUNDTRACK (Island/Atco 7 90017-1) WEA	8.98	31	8	67	GONE TROPPO GEORGE HARRISON (Dark Horse 9 23734-1) WEA	8.98	73	4	100	GAP BAND IV THE GAP BAND (Total Experience/TE-1-3001) POL	8.98	83	27

Cash Box Top Albums/101 to 200

December 11, 1982

		Weeks On Chart			Weeks On Chart			Weeks On Chart
		12/4			12/4			12/4
101	ABRACADABRA THE STEVE MILLER BAND (Capitol ST-12216) CBS	8.98	82	25				
102	MORE JAZZERCISE JUDI SHEPPARD MISSETT (MCA-5375) MCA	8.98	108	5				
103	EYE OF THE TIGER SURVIVOR (Scotti Bros. FZ 38062) CBS	—	87	20				
104	TRUE LOVE CRYSTAL GAYLE (Elektra 9 60200-1) WEA	8.98	110	3				
105	PAT TRAVERS' BLACK PEARL (Polydor PD-1-6361) POL	8.98	88	6				
106	VIEW FROM THE GROUND AMERICA (Capitol ST-12209) CAP	8.98	95	14				
107	HANK WILLIAMS, JR'S GREATEST HITS (Elektra/Curb 9-60193-1) WEA	8.98	97	10				
108	JUST SYLVIA SYLVIA (RCA AFL-1-4312) RCA	8.98	76	18				
109	DONNA SUMMER (Geffen GHS 2005) WEA	8.98	85	19				
110	SKYYJAMMER SKYY (Salsoul SA-8555) RCA	8.98	121	4				
111	VACATION GO-GO'S (I.R.S./A&M SP 70031) RCA	8.98	101	18				
112	RUN FOR THE ROSES JERRY GARCIA (Arista AL 9603) IND	8.98	115	5				
113	THE OTHER SIDE OF THE RAINBOW MELBA MOORE (Capitol ST-12243) CAP	8.98	114	5				
114	PICTURES AT ELEVEN ROBERT PLANT (Swan Song/Atco SS 8512)	8.98	109	21				
115	NOW AND FOREVER AIR SUPPLY (Arista AI 9587) IND	8.98	106	26				
116	MEN WITHOUT WOMEN LITTLE SEVEN and THE DISCIPLES OF SOUL (EMI America ST-17086) CAP	8.98	119	5				
117	LIVING MY LIFE GRACE JONES (Island/Atco 7 90018-1) WEA	8.98	—	1				
118	THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-12120) CAP	8.98	128	6				
119	ESCAPE JOURNEY (Columbia TC 37408) CBS	—	111	71				
120	THE SINGLES ABBA (Atlantic 80036-1-G) WEA	11.98	—	1				
121	DON'T PLAY WITH FIRE PEABO BRYSON (Capitol ST-12241) CAP	8.98	134	2				
122	UTOPIA (Network/Elektra 9 80183-1) WEA	8.98	112	10				
123	CHARIOTS OF FIRE ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor PD-1-6335) POL	8.98	113	61				
124	THE BEST IS YET TO COME GROVER WASHINGTON, JR. (Elektra 9 60215-1) WEA	8.98	—	1				
125	RIT/2 LEE RITENOUR (Elektra 9 60186) WEA	8.98	141	3				
126	STEEL BREEZE (RCA AFL 1-4424) RCA	6.98	98	12				
127	PERFECT STRANGER T.G. SHEPPARD (Warner/Curb 9 23726-1) WEA	8.98	127	6				
128	E.T. THE EXTRA-TERRESTRIAL ORIGINAL SOUNDTRACK (MCA-6109) MCA	9.98	129	25				
129	THE HIGH AND THE MIGHTY DONNIE IRIS (Carousel/MCA-5358) MCA	8.98	133	6				
130	MADNESS, MONEY AND MUSIC SHEENA EASTON (EMI America ST-17080) CAP	8.98	120	10				
131	CREATURES OF THE NIGHT KISS (Casablanca NBLP 7270) POL	8.98	142	2				
132	HERE COMES THE NIGHT BARRY MANILOW (Arista AL 9610) IND	8.98	—	1				
133	HOOKED ON CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4194) RCA	8.98	125	56				
134	SECOND TO NUNN BOBBY NUNN (Motown 6022) IND	8.98	136	8				
135	ROCK IN A HARD PLACE AEROSMITH (Columbia FC 38061) CBS	—	103	13				
136	GREATEST HITS KENNY ROGERS (Liberty LOO-1072) CAP	8.98	140	113				
137	S.O.S. III THE S.O.S. BAND (Tabu FZ 38352) CBS	—	148	3				
138	THE PARTY'S OVER TALK TALK (EMI America ST-17083) CAP	8.98	138	5				
139	E.T. THE EXTRA-TERRESTRIAL STORYBOOK NARRATED BY MICHAEL JACKSON (MCA-70000) MCA	11.98	163	2				
140	BLACKOUT SCORPIONS (Mercury SRM-1-4039) POL	8.98	102	38				
141	NO-MAN'S LAND LENE LOVICH (Stiff/Epic ARE 38399) CBS	—	158	2				
142	SUCCESS HASN'T SPOILED ME YET RICK SPRINGFIELD (RCA AFL 1-4125) RCA	8.98	145	38				
143	CHRISTMAS WISHES ANNE MURRAY (Capitol SN-16232) CAP	5.98	160	2				
144	TOUR DE FORCE — "LIVE" AL DI MEOLA (Columbia FC 38373) CBS	—	154	3				
145	WIN THIS RECORD DAVID LINDLEY (Asylum 9 60178-1) WEA	8.98	118	10				
146	KISSING TO BE CLEVER CULTURE CLUB (Virgin/Epic ARE 38398) CBS	—	165	2				
147	ALL FOUR ONE THE MOTELS (Capitol S-12177) CAP	8.98	123	33				
148	INSTANT LOVE CHERYL LYNN (Columbia FC 38057) CBS	—	137	23				
149	TONGUE IN CHIC CHIC (Atlantic 80031-1) WEA	8.98	159	3				
150	CHRISTMAS KENNY ROGERS (Liberty LOO-51115) CAP	8.98	169	2				
151	A COUNTRY CHRISTMAS VARIOUS ARTISTS (RCA CPL1-4396) RCA	6.98	171	2				
152	WALT DISNEY PRODUCTIONS' MOUSECRUISE (Disneyland 61516) IND	7.98	156	39				
153	I COULD RULE THE WORLD IF I COULD GET THE PARTS THE WAITRESSES (Ze/Polydor PX-1-507) POL	6.98	168	2				
154	GREATEST HITS RAY PARKER, JR. (Arista AL 9612) IND	8.98	—	1				
155	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC 237542) CBS	—	157	65				
156	SNEAKIN' OUT STACY LATTISAW (Cotillion/Atco 90002-1) WEA	8.98	131	17				
157	OVER THERE—LIVE AT THE VENUE, LONDON THE BLASTERS (Slash/Warner Bros. 1-23735) WEA	5.99	132	5				
158	BEST OF THE REST LYNYRD SKYNYRD (MCA-5370) MCA	8.98	139	6				
159	SOMETHING'S GOING ON FRIDA (Atlantic 80013-1) WEA	8.98	162	5				
160	THE BAD C.C. CARL CARLTON (RCA AFL1-4425) RCA	8.98	122	7				
161	CHRISTMAS ALBUM BARBRA STREISAND (Columbia cs 9557) CBS	—	176	2				
162	ANNE MURRAY'S GREATEST HITS (Capitol SOO-12110) CAP	8.98	164	145				
163	CUT GOLDEN EARRING (21 T1-1-9004) POL	8.98	173	2				
164	JUST AIN'T GOOD ENOUGH JOHNNIE TAYLOR (Beverly Glen BG 10001) IND	8.98	166	4				
165	SINGLES — 45'S AND UNDER SQUEEZE (A&M SP-4922) RCA	8.98	—	1				
166	THREE SIDES LIVE GENESIS (Atlantic SD 2-200) WEA	10.98	167	25				
167	EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Owest/Warner Bros. OWS 3691) WEA	8.98	175	3				
168	SHUTTERED ROOM THE FIXX (MCA-5345) MCA	8.98	170	9				
169	O HOLY NIGHT LUCIANO PAVAROTTI (London OS 26473) POL	10.98	187	2				
170	MERRY CHRISTMAS BING CROSBY (MCA-15024) MCA	8.98	178	2				
171	GRAND SLAM THE SPINNERS (Atlantic 80020-1) WEA	8.98	172	4				
172	PRETTY PAPER WILLIE NELSON (Columbia JC 36189) CBS	—	—	1				
173	COMPUTER GAMES GEORGE CLINTON (Capitol ST-12246) CAP	8.98	179	2				
174	HIMSELF BILL COSBY (Motown 6026ML) IND	8.98	177	3				
176	CHRISTMAS CARD THE STATLER BROTHERS (Mercury SRM-1-5012) POL	8.98	—	1				
177	ROCKY III ORIGINAL SOUNDTRACK (Liberty LO-51130) CAP	8.98	117	23				
178	HARD TIMES MILLIE JACKSON (Spring SP-1-6737) POL	8.98	—	1				
179	FRICTION CHOCOLATE MILK (RCA AFL1-4412) RCA	8.98	183	2				
180	SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135) CBS	—	135	6				
181	MEMORIES OF CHRISTMAS ELVIS PRESLEY (RCA CPL1-4395) RCA	6.98	—	1				
182	VOYEUR KIM CARNES (EMI America SO-17018) CAP	8.98	146	13				
183	WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1) WEA	8.98	152	21				
184	THE BITTEREST PILL (I EVER HAD TO SWALLOW) THE JAM (Polydor PX-1-506) POL	5.98	—	1				
185	UPSTAIRS AT ERIC'S YAZ (Sire 9 23727-1) WEA	8.98	130	12				
186	GREATEST HITS POINTER SISTERS (Planet/Elektra 9 60203-1) WEA	8.98	188	4				
187	A CHIPMUNK CHRISTMAS THE CHIPMUNKS (RCA AFL1-4041) RCA	8.98	—	1				
188	IN THE MOOD FOR SOMETHING RUDE FOGHAT (Bearsville 9 1-23747) WEA	8.98	—	1				
189	PHYSICAL OLIVIA NEWTON-JOHN (MCA-5229) MCA	8.98	149	59				
190	DIARY OF A MADMAN OZZY OSBOURNE (Jet FZ 37492) CBS	—	193	56				
191	LET ME TICKLE YOUR FANCY JERMAINE JACKSON (Motown 6017ML) IND	8.98	161	19				
192	TURNED ON CHRISTMAS THE HENRY HADAWAY ORCHESTRA AND CHORUS (RCA AFL1-4454) RCA	8.98	—	1				
193	DIVER DOWN VAN HALEN (Warner Bros. BSK 3677) WEA	8.98	174	32				
194	FIRST TAKE THE VALENTINE BROTHERS (Bridge BR-101936) IND	8.98	196	15				
195	TALKING BACK TO THE NIGHT STEVE WINWOOD (Island ILPS 9777) WEA	8.98	143	17				
196	KEEP ON DOING THE ROCHES (Warner Bros. 9 23735-1) WEA	8.98	151	8				
197	THIS ONE'S FOR YOU TEDDY PENDERGRASS (Philadelphia Int'l. FZ 38118) CBS	—	150	17				
198	TANTALIZINGLY HOT STEPHANIE MILLS (Casablanca NBLP NBLP 7265) POL	8.98	155	19				
199	IMPERIAL BEDROOM ELVIS COSTELLO AND THE ATTRACTIONS (Columbia FC 38158) CBS	—	185	22				
200	GOOD TROUBLE REO SPEEDWAGON (Epic FE 38100) CBS	—	153	23				

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Country Christmas	151	Con Funk Shun	78	Golden Earring	163	Lovich, Lene	141	Pointer Sisters	186	Steisand, Barbra	161
A Flock of Seagulls	50	Cosby, Bill	174	Grand Master Flash	94	Lynn, Cheryl	148	Prestley, Elvis	181	Summer, Donna	109
ABBA	120	Costello, Elvis	199	Hall & Oates	5	Lynyrd Skynyrd	158	Prince	28	Summers & Fripp	95
ABC	29	Cougar, John	46	Harris, Emmylou	46	Manhattan Swing Orchestra	66	Psychodelic Furs	89	Supertamp	4
Aerobics (Greggains)	91	Crosby, Bing	170	Harrison, George	67	Manilow, Barry	132	Rabbitt, Eddie	90	Survivor	103
Aerobics (Missett)	102	Crosby, Stills & Nash	22	Henley, Don	17	McDonald, Michael	43	REO Speedwagon	200	Sylvia	108
Aerosmith	135	Culture Club	146	Henry Hadaway Orch	192	Men At Work	3	Richie, Lionel	1	Talk Talk	138
Air Supply	115	Devo	52	Iris, Donnie	129	Miller, Steve	101	Ritenour, Lee	125	Taylor, Johnnie	164
Alabama	30,87	Diamond, Nell	18,73,118	J. Geils Band	40	Mills, Stephanie	198	Roches	196	Time	7
America	106	Di Meola, Al	144	Jackson, Janet	92	Missing Persons	27	Rogers, Kenny	53,136,150	Toto	93
Ant. Adam	37	Dire Straits	21	Jackson, Jermaine	191	Mitchell, Joni	32	Ronstadt, Linda	26	Travers, Pat	105
Asia	70	E.T. Storybook	139	Jackson, Joe	7	Money, Eddie	59	Ross, Diana	31	Utopia	122
Austin, Patti	167	Eagles	47	Jackson, Millie	178	Moore, Melba	113	Royal Philharmonic Orch	65,133	Valentine Brothers	194
Bar-Kays	54	Easton, Sheena	130	Jam	184	Motels	147	Rush	24	Van Halen	193
Basil, Toni	44	English Beat	83	Jefferson Starship	36	Mousecrise	152	S.O.S. Band	137	Vanity 6	60
Beatles	97	Fagen, Donald	11	Joel, Billy	8	Murray, Anne	143,162	Saga	63	Vandross, Luther	15
Benatar, Pat	6	Fixx	168	Jones, Grace	117	Nelson, Willie	55,155,172	Santana	74	Waitresses	153
Blasters	157	Fleetwood Mac	16	Journey	119	Newton, Juice	75	Scorpions	140	Warwick, Dionne	38
Branigan, Laura	51	Fogelberg, Dan	39	Judas Priest	41	Newton-John, Olivia	9,189	Sheppard, T.G.	127	Washington, Grover	124
Bryson, Peabo	121	Foghat	188	Khan, Chaka	98	Nunn, Bobby	134	Simmons,			

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FOR SALE: Stock Markets, Ticker Tapes, and Hi Flyers. We also carry a complete line of Bingos and Uprights. We are also Distributors for Amstars Hold end Draw poker games. Antique slots for legal areas. Call Wassick Dist. area code 304 - 292-3791. Morgantown, W. Va. 26505.

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WANTED — Used 22' shuffleboards with scoring units. Also needed extra scoring units. Do not need to be recent models — Schaeffer Music Co., RR 4 So. 12th St. Quincy, Ill. 62301 — (217) 222-8225 Collect.

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FOR SALE: One penny falls like new \$4,000.00. Used OK Bingo machines, used flippers, and video games. Write for special prices. Also have five AMI Music M-1, and M-11. With dollar bill acceptors. D. & P. MUSIC, 658 W. Market St., York, Pa. Box 243 ZIP 17405. PHONE 717-848-1846.

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COMPOSER/Musician/Entertainer. Play and perform (keyboards, guitar and vocals) in and sell out arenas in excess of 5,000 seats and success in selling record albums and composing music which sells in excess of one million copies in folk rock style in live and recorded performances in Los Angeles, California recording studios, concert halls throughout various locations in the United States. \$500.00 per week, 3 years experience required. Send this ad and your resume to Job No. 112620A, P.O. Box 15102, Los Angeles, California, 90015, not later than December 22, 1982.

NATIONAL DISTRIBUTION & PROMOTION for America's independent country labels! Lowest prices, best results. Try us just once! Send your master tape... we do the rest! Write General Broadcasting Service, P.O. Box 1628, Elizabeth City, NC 27909, or call (919) 232-2703.

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EXPORT ONLY: All Records and prerecorded audio and video tapes (NTSC and PAL), largest closeout selection. 36 Years service to overseas dealers and distributors. Albert Schultz, Inc. 116 West 14th Street, New York 10011. Telex 236569. Telephone (212) 924-1122.

FREE CATALOG: New York's largest end most complete One-Stop specializing in OLDIES BUT GOODIES. Retail stores and chains only. Write to: Peramount Records Inc., 1 Colonial Gate, Plainview, New York 11803.

JUKEBOX OPERATORS — We will buy your used 45's — John M. Aylesworth & Co., 9701 Central Ave., Garden Grove, Calif. 92644, (714) 537-5939.

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A RITE OF POSTAGE—The American Society of Composers, Authors and Publishers (ASCAP) recently held a luncheon following the introduction of a postage stamp commemorating the late ASCAP composer Igor Stravinsky on the 100th anniversary of his birth. Pictured at the luncheon are (l-r): Mrs. Stravinsky; ASCAP board member Morton Gould; composer Aaron Copland; and Soulima Stravinsky, the composer's son.

Tangled Rights Cause Confusion Around Final Who Concert Broadcast

(continued from page 7)

simulcasting with in order to promote their own telecast. Not that they're necessarily against those stations, but why should CEN be told who they can and cannot have promoting their show?"

The heart of the conflict is apparently DIR's having sold the simulcast to the highest bidder on a market-by-market basis. In markets like Chicago, Pittsburgh and Washington, D.C., the highest bidder has proven to be a Top 40 station, which CEN reportedly does not consider a good vehicle for promoting its college-oriented broadcast. "I'm not denying they're big stations," said the source, "it's just a matter of preferring to use other stations that are more promotion oriented."

Additionally, the DIR stereo simulcast will be promoted in tandem with the 20th Century-Fox pay-per-view home broadcast in the select markets where 20th Century and DIR overlap, and radio stations that paid as much as \$50,000 for the DIR simulcast rights would understandably be loath to promote a CEN broadcast that encourages potential listeners to leave their radios. "They don't want to lose even 3 or 4,000 listeners," said the source. "That's a significant portion of the rating share to go

to a show that they've paid for. The Arbitron sweeps are through the 15th of December, and they want to keep that high profile."

While CEN was initially established to provide college markets with live video broadcasts, it was confirmed that only about 25% of the venues being employed for The Who transmission are legitimately located on campuses. However, all the venues being employed do have a college as a co-sponsor, with tickets being sold through campus outlets. One insider suggested that CEN's use of commercial venues could prove to be a sore point with 20th Century-Fox. "20th Century is really under the impression that CEN is doing a lot of colleges when in essence, there aren't a lot of colleges in session," he said.

20th Century-Fox, which has not revealed its pay-per-view markets, had no comment regarding CEN's use of commercial theaters. Likewise, CEN officials declined to be interviewed when presented with questions. All queries concerning the transmission made to The Who's American management company, Left Field Services, were referred to the office of Jack Calmes, the producer of the transmission. Those calls were subsequently referred back to the broadcast rights holders.

SOUNDVIEWS

(continued from page 18)

Blazing Saddles and *Enter The Dragon* will be offered at \$49.95 suggested list, while **Stanley Kubrick's** *A Clockwork Orange* will go for \$69.95. That same month will see the release of *The World According To Garp*, starring **Robin Williams**; **Ralph Bakshi's** animated feature, *Hey, Good Lookin'*, about growing up in South Philadelphia in the '50s; *Night Shift*, a **Ron Howard**-directed comedy about how two unlikely partners (**Henry Winkler** and **Michael Keaton**) run a prostitution ring out of a morgue; and the much-acclaimed WW II documentaries *Twisted Cross* and *Victory At Sea*. The former dates back to 1956, while the latter was culled from the well-known NBC-TV series in 1960. . . . In the same month, MCA Videocassette plans to release *Fast Times At Ridgemont High*, **Cameron Crowe's** light hearted look at a group of California high schoolers, the Mall, fast food and making it for the first time. Also on tap from MCA are *Hold That Ghost* with **Abbott & Costello** and *Duel*, a TV movie starring **Dennis Weaver**, distinguished by the fact that it was directed by a young **Steven Spielberg**. As **Marc Wielage** describes in the December issue of *Video Review*, Weaver plays "a harried salesperson who is pursued by a nameless, faceless truck driver over several hundred miles of California highway." The low-budget (\$300,000) film has been cropping up on TV lately due to Spielberg's ever-growing popularity.

michael glynn

ON JAZZ

(continued from page 13)

jazz's greatest sides. "We wanted to get the labels in because it helped tie-in the music with the photos," said Driggs. "The color section is sort of nostalgic, although there are still guys who want to get those 78s." Of their decision to limit the book to the years between 1920 and 1950, Driggs said he had "never wanted to do a whole book on jazz from the beginning to the present. This is the music that brought me in. I felt the jazz era started after World War I, and I'm using 1950 as the cut-off because I think that era ended when the big bands broke up. Something different happened in the '50s, and a lot of the music doesn't relate to what went on before. It's just a whole different bag, and something that somebody else would do a better job with." After reading *Black Beauty*, *White Heat*, we're doubtful anyone could have done a better job on that era than Driggs and Lewine, and jazz buffs will be pleased to hear that Driggs is also at work on several other book projects, including one on popular singers to be co-authored by **Herb Kurtlin**, and a two-volume history of the Kansas City and Territory bands. Additionally, Driggs continues to oversee RCA's Bluebird Series, with collections of **Bunny Berrigan** and **Coleman Hawkins** the most likely candidates for upcoming release. But for the moment, Driggs is concentrating on getting *Black Beauty*, *White Heat* the attention it deserves. "We're just going to try to break the bad tradition of jazz books not selling," he said.

UNEARTHED DUKE — United Artist Music, which owns some 130 Duke Ellington copyrights through its Leo Feist and Robbins Music catalogs, recently uncovered two long-forgotten Ellington compositions of the '40s while making a routine catalog research sweep. Neither of the two tunes, "Silver Cobwebs" and "I Can't Put My Arms Around A Memory," were ever recorded by Ellington to the best of anyone's memory, although the latter was cut by vocalist **Al Hibbler** after his tenure with the Ellington Orchestra. U.A. spokesman **Jay Lepizig** tells us that neither of the tunes has ever been worked before by that company, but adds that there has already been some interest in the tunes since their re-discovery.

fred goodman

CASH BOX

December 11, 1982

Distributor, Operators Join Forces To Defeat Restrictive Ordinance In Indiana

MUNCIE, Ind. — Through the efforts of Modern Vending Sales/M.V.S. Amusements and Muncie, Ind. operators, local ordinance 892-82 was prevented from becoming law. If passed, the ordinance (among other provisions) would have prevented anyone under the age of 16 from playing video games without parent or guardian supervision and would impose annual licensing fees.

Atari, Nintendo Pact For Home Computer Version of 'Donkey Kong'

SUNNYVALE — Atari, Inc. has reached an agreement with Nintendo Company Ltd. of Japan and its U.S. subsidiary, Nintendo America, Inc. of Seattle, Wash., whereby Atari has been granted an exclusive worldwide license for the development, manufacture and distribution of Nintendo's "Donkey Kong" and "Donkey Kong Junior" video games for Atari's home computers.

John Cavalier, president of the Atari Home Computer Division, stated, "These new titles are further evidence of Atari's commitment to bring the most popular video games to owners of Atari home computers. Atari and Nintendo have long enjoyed a relationship in the video game market and we are excited at the prospect of working together to bring new video games to Atari home computer owners."

According to Minoru Arakawa, president
(continued on page 36)

In recounting the events preceding the ordinance's defeat, Cindy Calderon, spokesperson for M.V.S. Amusements noted, "On Sept. 9, I received a phone call from Richard Neel (Magical Bear Amusements). He scheduled an operators' meeting for that evening and asked that we (M.V.S.) attend, since we had some previous experience in this area." Calderon explained that she subsequently contacted the Indiana Amusement and Music Operators Assn. and AVMDA attorney Allen Fagel for information with respect to case histories and pointers. Her next move was to contact M.V.S.'s Muncie customers and other Indianapolis distributors advising them about the meeting.

"At the meeting, I provided some guidelines to follow, handed out some relevant literature and answered questions. After the meeting, we formed a committee of resident operators and I served that committee as an advisor," Calderon continued. "I provided a starting point and Myron Timmons of Muncie Coin Machines and other area operators got the ball rolling from there."

The group enlisted support from local authorities and hired attorney Ron McShurley of Muncie to represent area operators. Attorney Ken Anspach of Chatz, Berman, Maragos, Haber and Fagel, supplied "ample ammunition for the battle," Calderon added.

At the public hearing, M.V.S. Amusements showed the Atari Community Relations videotape. In addition, several operators ad-
(continued on page 36)



Dave Marofske

Marofske To Head Bally Amusement Manufacturing Unit

CHICAGO — Robert E. Mullane, chairman and president of Bally Corporation, announced the creation of the Bally Amusement Manufacturing Division. The newly formed Division will be the consolidation of Bally Midway Manufacturing Co. and Bally Pinball Division.

David Marofske, president of Bally Midway Manufacturing Co., has been ap-
(continued on page 36)

CONTENTS

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

COIN MACHINE



Marofske To Head Bally Amusement Manufacturing Unit

(Continued from page 35)

pointed as president of the newly formed group.

Mullane said the restructuring "will enable us to further concentrate our efforts in the growing coin-operated amusement field."

All executive offices for the Amusement Manufacturing Division will be located at 10601 W. Belmont Avenue in Franklin Park, Ill., while manufacturing will continue at current locations.

At the same time, Marofske announced that Bally Midway's vice president of marketing, Stanley Jarocki, has been promoted to executive vice president-administration of Bally Amusement Manufacturing Division. A veteran of more than 30 years in the coin-operated amusement business, Jarocki will continue his work in copyright litigation, trademark licensing and character product merchandising, as well as assume additional responsibilities for internal/external research development.



Stan Jarocki



Tom Nieman

Tom Nieman, formerly vice president of marketing for Bally Pinball, will assume the position of vice president of marketing for the new Amusement Manufacturing Division. Nieman's broad experience in marketing and promotion in the coin-operated field will enable him to meet the changing needs of the division as Bally continues to reach a wider segment of a growing entertainment market.

CALENDAR

1983

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

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



HALLOWEEN HIGH JINKS — C.A. Robinson & Co. distributors in Los Angeles held a Halloween costume party recently at its Pico Blvd. showroom. Pictured enjoying the festivities are (l-r): Leah Bettelman, C.A. Robinson treasurer; Sam Ricklin, California Music



Co., Al Bettelman, C.A. Robinson president; guests sampling the buffet spread; Heith Bettelman; Miss Piggy (Debra Hamilton); and C.A. Robinson vice president Hank Tronic. All company employees wore costumes for the occasion.



Silco Announces New Licensing Unit For Arcade, Home Video Games

LOS ANGELES — Silco Corporation has announced the formation of Silco Videogames Licensing (SVL) to act as an agency and production in the conversion of arcade coin-op games into home vid amusement cartridges.

Bally Announces Special Dividend Of Common Stock Purchase Warrants

CHICAGO — The board of directors of Bally Manufacturing Corp. has declared a dividend of one newly authorized common stock purchase warrant for each 30 shares of the company's common stock issued and outstanding, an aggregate of approximately 860,000 warrants. Each warrant will entitle the holder to purchase one share of common stock at \$40 per share. The warrants expire Jan. 4, 1988 but the company may, on 30 days written notice, accelerate the expiration date of the warrants if the daily closing price of a share of common stock is at least \$72.50 for ten consecutive trading days. The warrants may be redeemed by the company after June 2, 1985, on at least 30 days written notice at a price of \$32.50 each.

The dividend will be paid on or about Dec. 21, 1982, to stockholders of record at the close of business on Nov. 29, 1982. Fractional warrants will not be issued and stockholders will receive a cash payment in lieu of a fractional warrant. Bally will apply to the American Stock Exchange for listing of the warrants. Bally's common stock is listed on the New York Stock Exchange.

Malibu Appoints Cherubin As VP

LOS ANGELES — Malibu Grand Prix Corp.'s director of games marketing, Bruce Cherubin, was recently promoted to assistant vice president, games marketing. In his new post, Cherubin will oversee all phases of the company's games division operations, and his responsibilities will include strategic planning, distributor relations and new equipment selection. In addition, he'll continue administering operations of the corporate games division staff and field personnel.

Cherubin joined Malibu Grand Prix Corp. in 1977, as a contract service technician, following four years of operating his own arcade chain. Between October 1978 and June 1980, he was responsible for setting up 29 new locations. Speaking about his promotion, Cherubin remarked, "Malibu is on the move again, and I find that tremendously exciting and challenging. I love the intense level of activity and decision making that goes with major new programs, and I think Malibu Grand Prix is rapidly becoming the major force in the games and public entertainment industry."

Silco's president, Joel Koenig, will serve as chairman and chief executive officer of SVL, while Tom Bonetti has been tagged as president of the new licensing company. Bonetti, who's been involved with the entertainment industry for a quarter of a century, served as executive vice president of GRT Corp. before starting his own product and licensing firm in 1978. His production company recently packaged "Journey Escapes," an Atari VCS-compatible home video game that uses the rock and roll group Journey as characters in its program. "Journey Escapes," available soon, will be manufactured by the software company Data Age, which has become SVL's first client in the new field of leasing popular home vid amusements for development into arcade machines.

SVL's offices are located at Silco's Corporate Headquarters in Century City, 2029 Century Park East, Suite 3950, Los Angeles, Calif. 90067.

Nintendo, Atari Pact

(Continued from page 35)

of Nintendo of America, "In view of the steadily growing market for home computers as well as the overwhelming demand for Donkey Kong products, it is time to make Donkey Kong and Donkey Kong Junior available for home computer use. This licensing agreement will enable both Nintendo and Atari to satisfy the home computer owner's demand for today's most popular video games."

Keith Schaefer, vice president of sales for Atari's Home Computer Division, commented, "We expect Donkey Kong and Donkey Kong Junior to be among the top selling entertainment titles in 1983. They are outstanding additions to our unique game software library consisting of classic arcade attractions, strategy, sports and skill and action games."

Ordinance Defeated

(Continued from page 35)

dressed the hearing and McShurley discussed the legality of the proposed legislation. A local juvenile probation officer pointed out that he would not have the legal right to enforce the ordinance if it became law and Myron Timmons presented a petition with over 1,500 signatures on it, including that of at least one of the city council members.

By the time the Muncie city council was scheduled to vote on the ordinance, the area operators had united themselves and presented a very strong case in their behalf, according to Calderon. She noted that city councilman George Eastman opted to withdraw the ordinance in light of the information presented and the video games issue was put to rest in Muncie.

World Wide Branch Moves

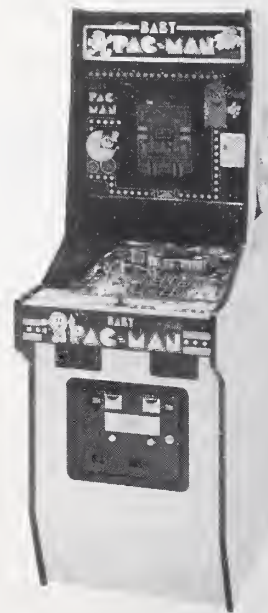
CHICAGO — Fred Skor, president and chief executive officer of World Wide Distributors, announced that the firm's Detroit office, which was formerly located in Mt. Clemens, Mich., has moved to larger quarters of over 10,000 square feet of space. "The new location," stated Skor, "is at 2715 Nakota, Royal Oak, Mich., zip code 48073. The new phone number in Royal Oak is (313) 549-4900. Our watts line, however, remains the same and that number is 1-800-482-0614."

Jeffrey C. Neumann, director of branch operations, stated that the Royal Oak facility has allowed World Wide to double the size of its parts and service departments.

New Equipment

New Addition

The ever-popular "Pac-Man" family of games has a new addition, "Baby Pac-Man," a unique combination of video and pinball housed in a bright and



beautiful new video cabinet from Bally Pinball Division.

Baby Pac-Man goes where no video game has gone before. The action begins with the familiar Pac-Man maze, minus the helpful energy dots. The player can earn those energy dots by escaping to the playfield and spelling P-A-C-M-A-N or hit the "hoop loop" or make the inside lanes when lit to match existing energy dots. The left spinner target allows the player to spell F-R-U-I-T-S for increased value (eight different fruits). The right spinner target spells T-U-N-N-E-L to increase Pac-Speed in the wrap-a-round maze tunnel (eight

(Continued on page 37)

INDUSTRY NEWS

New Equipment

(continued from page 36)

speeds). Once qualified, the saucer allows the player to jump up to the video and keeps the playfield escape open. If drained, the player finds himself back on the video but the playfield escape is closed. The turn ends when the ever present monsters catch and eat Baby Pac-Man.

An extra special baby feature has been included. There are three ways to complete the center arrows to earn extra babies in addition to the three each player begins with.

In addition, Baby Pac-Man contains a helpful hardware package where all major boards are conveniently mounted on the back door; two well-known pinball modules (the solenoid and lamp drivers) have been combined into one "combo" board; the field-tested 6800 System from Bally Pinball games has been incorporated; and one Vidiot module with self-testings capability, congruent with the existing MPU board controls both sight and sound and gives the full array of bookkeeping features. Baby Pac-Man's cabinet is made of a highly scuff resistant uniface material that is exceptionally easy to clean.

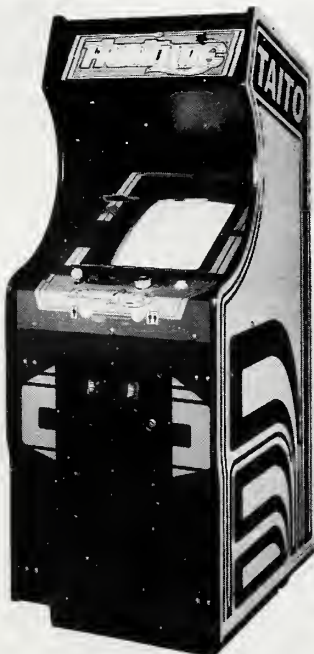
Bally's Baby Pac-Man, a unique and exciting combination of video and pinball is certain to intrigue all players of games and is available the first of next year.

Dangerous Mission

Among the products displayed by Taito America at the recent AMOA convention was the firm's exciting new war action game called "Front Line," which abounds in realism emanating from the machine's graphics to the sound effects and play sequences.

Traversing enemy territory, the player has the goal of capturing the enemy fort and winning total victory. Failure to accomplish the mission brings a violent end.

Armed with a gun (activated by a special "gun" control) and hand grenades, the player begins the journey slowly but quickly becomes a target for enemy soldiers who are equipped with



guns and grenades. The player must move quickly past trees that hide the enemy and allow for an ambush barrage

of bullets and bombs, and over ground that has been booby-trapped with land mines.

If the player successfully makes it through this deadly obstacle course, an even greater challenge must be faced as the enemy starts attacking with tanks. At this point, a gun is useless so the player must stand and fight with grenades or leap into his own tank (activated by a special "tank" button) for the counterattack.

The battle rages into all-out war as the game continues. As the final test of victory the enemy's fort looms into sight and the player must leap from the tank and run through a hail of bullets to throw one final grenade. A white flag heralds total victory.

Front Line measures 67 inches by 24 inches by 30 inches and will be available through factory distributors. Further information may be obtained by contacting Taito America Corp., 1256 Estes Ave., Elk Grove Village, Ill. 60007.

Educational Video

Exidy's "Hardhat," which was shown at the recent AMOA convention in Chicago, is a unique logic game with an



educational puzzle to solve. The play theme involves a busy carpenter being chased by hammers and whirlwinds through a grid of scaffolding. Wherever the carpenter goes, segments of the support (timbers) are knocked down and when all of the timbers on any one side of the screen are eliminated, the structure "collapses" or scrolls to fill in the empty space.

As the playfield scrolls, single letters randomly enter its perimeter. The Hardhat must use skill and ingenuity to move these solid letters to the designated place in the middle of the screen, either by scrolling the screen or by pushing the letter. When all five letters, designated E-X-I-D-Y, are in their respective places, a new game screen is awarded. For the second level, the player must place the letters H-A-R-D-H-A-T.

Exidy considers the game educational as well as challenging in that it calls for logic and organizational skills on the part of players and helps them develop an ability to manipulate space, plan ahead and acquire mental agility.

Hardhat will be available through factory distributors and further information may be obtained by contacting Exidy, 390 Java Drive, Sunnyvale, Calif. 94086.

Mouth-Watering Vid

In Bally Midway's new "Burger Time" video game, the object of play is to guide "Peter Pepper," the chef, up and down ladders so that he can build hamburgers. To accomplish this task he must walk across the various burger parts (meat patties, lettuce, cheese and buns) and drop them down to the platters below, level by level until each hamburger is completed.

In the process, however, Peter Pepper is confronted by various obstacles such as the deadly egg, hot dogs and pickles, which must be avoided. His only defense is his ability to out-manuever them on the ladders and with his "pepper," which can be used to momentarily stun the "enemies" so that he can pass right through them. While the pepper supply is limited, eating the ice cream cones, cups of tea and french fries that appear at random in the rack, can replenish it.

If Peter Pepper can squash his enemies between burger parts, higher points are earned and even more points are scored if he lures the enemies to a burger part and drops it with the



enemies on top.

The game's lighthearted theme will have mass appeal for skilled as well as novice players. Burger Time will be available through Bally Midway distributors.

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THE JUKEBOX PROGRAMMER

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POP

- 1 **DIRTY LAUNDRY**
DON HENLEY (Asylum 7-69894)
- 2 **TRULY**
LIONEL RICHIE (Motown 1644MF)
- 3 **MANEATER**
DARYL HALL & JOHN OATES (RCA PB-13354)
- 4 **MUSCLES**
DIANA ROSS (RCA PB-13348)
- 5 **MICKEY**
TONI BASIL (Chrysalis CHS 2638)
- 6 **IT'S RAINING AGAIN**
SUPERTRAMP (A&M 2502)
- 7 **THE GIRL IS MINE**
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
- 8 **STEPPIN' OUT**
JOE JACKSON (A&M 2428)
- 9 **SEXUAL HEALING**
MARVIN GAYE (Columbia 38-03302)
- 10 **I.G.Y. (WHAT A BEAUTIFUL WORLD)**
DONALD FAGEN (Warner Bros. 7-29900)
- 11 **ROCK THIS TOWN**
STRAY CATS (EMI America B-8132)
- 12 **SHADOWS OF THE NIGHT**
PAT BENATAR (Chrysalis CHS 2647)
- 13 **MISSING YOU**
DAN FOGELBERG (Full Moon/CBS 34-03289)
- 14 **AFRICA**
TOTO (Columbia 38-03335)
- 15 **GLORIA**
LAURA BRANIGAN (Atlantic 4048)
- 16 **THE OTHER GUY**
LITTLE RIVER BAND (Capitol B-5185)
- 17 **YOU CAN'T HURRY LOVE**
PHIL COLLINS (Atlantic 7-89933)
- 18 **DOWN UNDER**
MEN AT WORK (Columbia 38-03303)
- 19 **HEARTLIGHT**
NEIL DIAMOND (Columbia 18-03219)
- 20 **I DO**
THE J. GEILS BAND (EMI America B-8148)
- 21 **UP WHERE WE BELONG**
JOE COCKER AND JENNIFER WARNES (Island/Atco 7-99996)
- 22 **PRESSURE**
BILLY JOEL (Columbia 38-03244)
- 23 **YOU AND I**
EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)
- 24 **ROCK THE CASBAH**
THE CLASH (Epic 34-03245)
- 25 **WHO CAN IT BE NOW?**
MEN AT WORK (Columbia 18-02888)
- 26 **NOWHERE TO RUN**
SANTANA (Columbia 38-03376)
- 27 **YOU GOT LUCKY***
TOM PETTY AND THE HEARTBREAKERS
(Backstreet/MCA BSR-52144)
- 28 **LOVE ME DO**
THE BEATLES (Capitol B-5189)
- 29 **HEARTBREAKER***
DIONNE WARWICK (Arista AS 1015)
- 30 **BABY, COME TO ME***
PATTI AUSTIN (Owest/Warner Bros. QWE50036)

COUNTRY

- 1 **THE BIRD**
JERRY REED (RCA PB-13355)
- 2 **IT AIN'T EASY BEIN' EASY**
JANIE FRICKE (Columbia 38-03214)
- 3 **YOU AND I**
EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)
- 4 **REDNECK GIRL**
THE BELLAMY BROTHERS (Warner/Curb 7-29923)
- 5 **THE AMERICAN DREAM**
HANK WILLIAMS, JR. (Elektra 7-69960)
- 6 **A LOVE SONG**
KENNY ROGERS (Liberty B-1485)
- 7 **(SITTIN' ON) THE DOCK OF THE BAY**
WAYLON & WILLIE (RCA PB-13319)
- 8 **WE DID BUT NOW YOU DON'T**
CONWAY TWITTY (Elektra 7-69964)
- 9 **GOING WHERE THE LONELY GO**
MERLE HAGGARD (Epic 34-03315)
- 10 **SOMEWHERE BETWEEN RIGHT AND WRONG**
EARL THOMAS CONLEY (RCA PB-13320)
- 11 **SURE FEELS LIKE LOVE**
LARRY GATLIN & THE GATLIN BROS BAND (Columbia 18-03159)
- 12 **LIKE NOTHING EVER HAPPENED**
SYLVIA (RCA PB-13330)
- 13 **I DON'T REMEMBER LOVING YOU**
JOHN CONLEE (MCA-52116)
- 14 **CHEROKEE FIDDLE**
JOHNNY LEE (Full Moon/Asylum 7-69945)
- 15 **WHAT SHE DON'T KNOW WON'T HURT HER**
GENE WATSON (MCA-52131)
- 16 **WAR IS HELL**
T.G. SHEPPARD (Warner/Curb 7-29934)
- 17 **INSIDE**
RONNIE MILSAP (RCA PB-13362)
- 18 **SOMEBODY'S ALWAYS SAYING GOOD-BYE**
ANNE MURRAY (Capitol B-5183)
- 19 **TALK TO ME**
MICKY GILLEY (Epic 34-03326)
- 20 **HEARTBROKE**
RICKY SKAGGS (Epic 14-03212)
- 21 **STAY A LITTLE LONGER**
MEL TILLIS (Elektra 7-69963)
- 22 **THANK GOD FOR KIDS**
THE OAK RIDGE BOYS (MCA-52145)
- 23 **MARINA DEL REY**
GEORGE STRAIT (MCA-52120)
- 24 **YOU'RE SO GOOD WHEN YOU'RE BAD**
CHARLEY PRIDE (RCA PB-13293)
- 25 **I WONDER**
ROSANNE CASH (Columbia 38-03238)
- 26 **WITH YOU***
CHARLY McCLAIN (Epic 34-03309)
- 27 **CHRISTMAS IN DIXIE***
ALABAMA (RCA PB-13358)
- 28 **A WOMAN'S TOUCH**
TOM JONES (Mercury/PolyGram 76172)
- 29 **CAN'T EVEN GET THE BLUES***
REBA McENTIRE (Mercury/PolyGram 76180)
- 30 **LAST THING I NEEDED FIRST THING THIS MORNING***
WILLIE NELSON (Columbia 38-03385)

BLACK CONTEMPORARY

- 1 **TRULY**
LIONEL RICHIE (Motown 1644MF)
- 2 **THE GIRL IS MINE**
MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)
- 3 **1999**
PRINCE (Warner Bros. 7-29896)
- 4 **SEXUAL HEALING**
MARVIN GAYE (Columbia 38-03302)
- 5 **LET'S GO DANCIN' (OOH LA, LA, LA)**
KOOL & THE GANG (De-Lite/PolyGram DE824)
- 6 **NASTY GIRL**
VANITY 6 (Warner Bros. 7-29908)
- 7 **YOUR PRECIOUS LOVE**
AL JARREAU AND RANDY CRAWFORD (Warner Bros. 7-29908)
- 8 **YOUNG LOVE**
JANET JACKSON (A&M 2440)
- 9 **GOT TO BE THERE**
CHAKA KHAN (Warner Bros. 7-29881)
- 10 **MUSCLES**
DIANA ROSS (RCA PB-13348)
- 11 **LOOPZILLA**
GEORGE CLINTON (Capitol B-5160)
- 12 **WELCOME TO THE CLUB**
THE BROTHERS JOHNSON (A&M 2506)
- 13 **BAD BOY/HAVING A PARTY**
LUTHER VANDROSS (Epic 14-03205)
- 14 **OUTSTANDING**
THE GAP BAND (Total Experience/PolyGram TE 8205)
- 15 **ON THE WINGS OF LOVE**
JEFFREY OSBORNE (A&M 2434)
- 16 **DO IT (LET ME SEE YOU SHAKE)**
THE BAR-KAYS (Mercury/PolyGram 76187)
- 17 **USED TO BE**
CHARLENE & STEVIE WONDER (Motown 1650)
- 18 **DO WA DITTY (BLOW THAT THING)**
ZAPP (Warner Bros. 7-29891)
- 19 **HEARTBREAKER**
DIONNE WARWICK (Arista AS1015)
- 20 **ATTACK OF THE NAME GAME**
STACY LATTISAW (Cotillion/Atco 7-99968)
- 21 **HIGH HOPES**
THE S.O.S. BAND (Tabu/CBS ZS4-03248)
- 22 **ARE YOU SERIOUS**
TYRONE DAVIS (Highrise SHR-2005)
- 23 **LOVE'S COMIN' AT YA**
MELBA MOORE (EMI America B-8126)
- 24 **PAINTED PICTURE**
THE COMMODORES (Motown 1651)
- 25 **PUT IT IN A MAGAZINE**
SONNY CHARLES (Highrise SHR-2001)
- 26 **WHAT ABOUT MY LOVE**
JOHNNIE TAYLOR (Beverly Glen BG2002)
- 27 **WALK ON BY***
D TRAIN (Prelude PRL8057)
- 28 **MAGIC IN THE MOONLIGHT**
THE SPINNERS (Atlantic 7-89962)
- 29 **VERY SPECIAL PART***
JERMAINE JACKSON (Motown 1649)
- 30 **THE BEST IS YET TO COME***
GROVER WASHINGTON, JR. with PATTI LABELLE (Elektra 7-69887)

OPERATORS PICKS

Vic McCarthy (Catskill Amusements, Inc., Hurleyville)
YOU CAN'T HURRY LOVE — Phil Collins — Atlantic
 Brad Hamma (A.H. Entertainers, Inc., Rolling Meadows)
I DO — The J. Gells Band — EMI America
 Margot Green (Jones Music, Burbank)
A PENNY FOR YOUR THOUGHTS — Tavares — RCA

RECORDS TO WATCH

TWILIGHT ZONE — Golden Earring — 21/PolyGram
HEART OF THE NIGHT — Juice Newton — Capitol
TODAY MY WORLD SLIPPED AWAY — Vern Gosdin — AMI
C.C. WATERBACK — George Jones/Merle Haggard — Epic
IF HOLLYWOOD DON'T NEED YOU — Don Williams — MCA
TURN TO ME — Maxine Nightingale featuring Jimmy Ruffin — Highrise

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- VENDING MACHINES
- OTHER _____

AMOA Photo Highlights



Stein's Ron Stein and hostess with the factory's new "Buck Rogers" upright model.



Centuri's Ivan Rothstein with models and the firm's "Time Pilot" video game.



Bally Pinball Division president Chuck Farmer and Bally Northeast president Chuck Arnold with friend.



Bally Midway's Jim Jarocki with nurses who helped deliver "Baby Pac-Man."



Warner's Marlann Layne and Don Osborne at the entrance to the factory's exhibit.



Paul and Wanda Strahan, Playmore Music, with a new NSM phonograph.



Williams' Ron Crouse with "Sinister," one of the many attractions at the factory's booth.



East's Bob Lloyd (facing camera) with "Burger Time" and a bevy of players



"Donky Kong," "Donkey Kong Jr." and "Popeye" were spotlighted at the busy Nintendo exhibit.



Thomas Automatics' Paul Jacobs with Kyle Fields, creator of the factory's "Genesis 3-D" video.



Stern executive Gary Stern and Ben Rochetti with the new "Rescue" video upright.



Bally Midwest president Jerry Marcus and Bally Midway president Dave Marofski with the "Baby Pac-Man" video/plngame.



Rock-Ola's Frank Schulz with Betson Enterprises' Hugh Bettl and the factory's new "Nibbler" video game.



Gottlieb's Cliff Strain with "Q*bert."



Namco America's Edwin and Joanne Anderson test the firm's new "Birdie Putt" unit.



Taito America's Mike Van Kennel, Rene Lopez and Kelth Egging with the new "Front Line" video upright.

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