

CASHBOX

December 5, 1981

NEWSPAPER

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Earth, Wind & Fire

10 NEW REASONS TO PARTICIPATE AT MIDEM SPECIAL 82

Palais des Festivals - Cannes France

- 1 Save time and money**
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Air and accomodation rates: special prices with up to 40 % off standard rates.
- 2 Video tunes into music**
We've heard your artists - now let's see them!
Top-quality video equipment available to MIDEM participants:
- Video and television screens installed on all stands;
- TV projectors and videorooms in the Palais des Festivals for non-stop screening of productions.
- 3 Display of the latest technology**
On the theme "From video to digital", presentation and demonstration of videodiscs, compact discs and digital equipment.
- 4 Consolidate today and prepare for tomorrow: round tables**
A unique event where industry specialists will be face-to-face with outside experts, economists, sociologists.., to debate current problems and to redefine the future of your profession.
- 5 Star-studded galas and concerts**
- Creation of the "MIDEM Awards", presented to artists and groups in recognition of "Success of the Year 1981".
- "World Trophies", awarded in the presence of the artists to the best "Video Clip" productions.
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A unique opportunity to present your artists and productions to the entertainment programmers and producers of the world's leading radio and television stations.
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- 9 International legal center, advice on audio and video rights**
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IN DIFFICULT TIMES**

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MIDEM 82

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EDITORIAL One Step Closer

As the old year winds down and the new year approaches, it was indeed good news last week that Chrysalis and A&M had become the latest to announce support for the landmark National Assn. of Recording Merchandisers (NARM) institutional advertising campaign. With the addition of the two prominent West Coast independents, implementation of the plan came another step closer.

Entering this year's holiday season, the effects of the NARM "Give the Gift of Music" campaign are increasingly obvious. Even without the network TV, major market radio and national consumer/lifestyle magazine advertising proposed by the new plan, the extensive use of Gift of Music merchandising materials and advertising tools has already proven extremely useful at the retail level.

With that in mind, it seems to follow that the full realization of the institutional advertising campaign will only amplify the positive effects of the Gift of Music push. In a time when shifting demographics, recession, inflation and new competition (especially in the area of video games) have turned traditional markets upside down, it is imperative that the music industry reposition itself and go after new consumers.

Music as a gift is certainly not a novel idea, but NARM's campaign holds the potential of breaking open vast new markets in relatively untouched demographic categories. As disposable income continues to decrease for the population in general, the fact that most people will buy gifts anyway certainly provides food for thought.

NEWS HIGHLIGHTS

- Economic outlook tempers retail expansion for 1982 (page 7).
- First anniversary of John Lennon's death marked by numerous radio specials (page 7).
- Video dealers plan massive year end promo push (page 7).
- "Love Is Alright Tonite" by Rick Springfield is the top **Cash Box** Singles Pick (page 9).
- "CHANGESTWO" by David Bowie and "O Love Rock 'N Roll" by Joan Jett and The Blackhearts (new and developing artist) are the top **Cash Box** Album Picks (page 11).

TOP POP DEBUTS		
SINGLES	49	WAITING ON A FRIEND — Rolling Stones — Rolling Stones/Atlantic
ALBUMS	76	TAKE NO PRISONERS — Molly Hatchet — Epic

POP SINGLE
PHYSICAL Olivia Newton-John MCA
B/C SINGLE
LET'S GROOVE Earth, Wind & Fire ARC/Columbia
COUNTRY SINGLE
BET YOUR HEART ON ME Johnny Lee Full Moon/Asylum
JAZZ
BREAKIN' AWAY Al Jarreau Warner Bros.

NUMBER ONES



Alabama

POP ALBUM
4 Foreigner Atlantic
B/C ALBUM
RAISE Earth Wind & Fire ARC/Columbia
COUNTRY ALBUM
FEELS SO RIGHT Alabama RCA
GOSPEL
THE LORD WILL MAKE A WAY Al Green Myrrh

CASH BOX TOP 100 SINGLES

December 5, 1981

	Weeks On Chart	11/28		Weeks On Chart	11/28		Weeks On Chart	11/28
1 PHYSICAL OLIVIA NEWTON-JOHN (MCA-51182)	1	10	33 SOMEONE COULD LOSE A HEART TONIGHT EDDIE RABBITT (Elektra E-47239)	43	4	66 IF I WERE YOU LULU (Alfa ALF-7011)	76	3
2 WAITING FOR A GIRL LIKE YOU FOREIGNER (Atlantic 3868)	3	9	34 COOL NIGHT PAUL DAVIS (Arista AS 0645)	41	5	67 HARD TO SAY DAN FOGELBERG (Full Moon/Epic 14-02488)	55	15
3 PRIVATE EYES DARYL HALL & JOHN OATES (RCA PB-12296)	2	15	35 I WOULDN'T HAVE MISSED IT FOR THE WORLD RONNIE MILSAP (RCA PB-12342)	39	7	68 YOU SAVED MY SOUL BURTON CUMMINGS (Alfa ALF-7008)	61	13
4 OH NO COMMODORES (Motown M 1527F)	7	12	36 I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD (RCA PB-12166)	12	16	69 MY KINDA LOVER BILLY SQUIER (Capitol P-A-5037)	80	3
5 HERE I AM AIR SUPPLY (Arista AS 0626)	5	12	37 THE THEME FROM HILL STREET BLUES MIKE POST featuring LARRY CARLTON (Elektra E-47186)	15	16	70 BLAZE OF GLORY KENNY ROGERS (Liberty P-A-1441)	79	3
6 LET'S GROOVE EARTH, WIND & FIRE (ARC/Columbia 18-02536)	13	10	38 TWILIGHT ELO (Jat/CBS ZS5 02559)	40	7	71 SAY GOODBYE TO HOLLYWOOD BILLY JOEL (Columbia 18-02518)	58	13
7 EVERY LITTLE THING SHE DOES IS MAGIC THE POLICE (A&M 2371)	8	11	39 SHAKE IT UP THE CARS (Elektra E-47250)	52	3	72 CONTROVERSY PRINCE (Warner Bros. WBS 49808)	75	7
8 YOUNG TURKS ROD STEWART (Warner Bros. WBS 49843)	9	8	40 WRACK MY BRAIN RINGO STARR (Boardwalk NB7-11-130)	44	5	73 SWEET MERILEE DANNIE IRIS (MCA-51198)	65	6
9 WHY DO FOOLS FALL IN LOVE? DIANA ROSS (RCA PB-12349)	10	8	41 WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca/PolyGram NB 2338)	14	16	74 LEADER OF THE BAND DAN FOGELBERG (Full Moon/CBS 14-02647)	86	2
10 START ME UP ROLLING STONES (Rolling Stones/Atlantic RS 21003)	6	16	42 STEAL THE NIGHT STEVIE WOODS (Cotillion/Atlantic 46016)	45	9	75 I HEARD IT THROUGH THE GRAPEVINE ROGER (Warner Bros. WBS 49788)	78	7
11 ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS (Warner Bros. WBS 49787)	4	17	43 CASTLES IN THE AIR DON McLEAN (Millennium/RCA YB-11819)	47	7	76 LOVE IS ALRIGHT TONITE RICK SPRINGFIELD (RCA PB-13008)	—	1
12 THE NIGHT OWLS LITTLE RIVER BAND (Capitol P-A-5033)	11	16	44 LIVING EYES BEE GEES (RSO/PolyGram RS 1067)	48	5	77 TAKE IT EASY ON ME LITTLE RIVER BAND (Capitol P-A-5057)	—	1
13 DON'T STOP BELIEVIN' JOURNEY (Columbia 18-02567)	17	6	45 SUPER FREAK (PART 1) RICK JAMES (Gordy/Motown G7205F)	42	18	78 FALLING IN LOVE BALANCE (Portrait/CBS 24-02608)	85	2
14 HARDEN MY HEART QUARTERFLASH (Geffen GEF 49824)	18	8	46 SAUSALITO SUMMERNIGHT DIESEL (Regency RY 7339)	37	13	79 LOVE IN THE FIRST DEGREE AL ABAMA (RCA PB-12288)	89	2
15 TROUBLE LINDSEY BUCKINGHAM (Asylum E-47223)	19	7	47 ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F)	38	23	80 ANYONE CAN SEE IRENE CARA (Network/Elektra NW-47950)	88	2
16 THE OLD SONGS BARRY MANILOW (Arista AS 0633)	16	9	48 POOR MAN'S SON SURVIVOR (Scotti Bros./CBS ZD5 02560)	50	8	81 BREAKIN' AWAY AL JARREAU (Warner Bros. WBS 49842)	84	2
17 YESTERDAY'S SONGS NEIL DIAMOND (Columbia 18-02604)	20	5	49 WAITING ON A FRIEND ROLLING STONES (Rolling Stones/Atlantic RS 21004)	—	1	82 I'M JUST TOO SHY JERMAINE JACKSON (Motown M 1525F)	74	6
18 I CAN'T GO FOR THAT (NO CAN DO) DARYL HALL & JOHN OATES (RCA PB-12357)	22	4	50 SHE'S GOT A WAY BILLY JOEL (Columbia 18-02628)	62	3	83 ATLANTA LADY (SOMETHING ABOUT YOUR LOVE) MARTY BALIN (EMI America P-A-8093)	63	13
19 COMIN' IN AND OUT OF YOUR LIFE BARBRA STREISAND (Columbia 18-02621)	23	4	51 I WANT YOU, I NEED YOU CHRIS CHRISTIAN (Boardwalk NB7-11-126)	36	10	84 THE COWBOY AND THE LADY JOHN DENVER (RCA PB-12345)	66	6
20 TURN YOUR LOVE AROUND GEORGE BENSON (Warner Bros. WBS 49846)	30	7	52 COME GO WITH ME THE BEACH BOYS (Caribou/CBS ZS5 02633)	69	3	85 LA LA MEANS I LOVE YOU TIERRA (Boardwalk NB7-11-129)	72	7
21 LEATHER AND LACE STEVIE NICKS (with DON HENLEY) (Modern/Atlantic MR7341)	24	7	53 MAGIC POWER TRIUMPH (RCA PB-12298)	46	10	86 SEA OF LOVE DEL SHANNON (Network/Elektra NW-47951)	—	1
22 MY GIRL (GONE, GONE, GONE) CHILLIWACK (Millennium/RCA YB-11813)	25	11	54 WORKING FOR THE WEEKEND LOVERBOY (Columbia 18-02589)	59	4	87 IN THE DARK BILLY SQUIER (Capitol P-A-5040)	67	13
23 OUR LIPS ARE SEALED GO-GO'S (I.R.S./A&M IR-9901)	26	15	55 FOR YOUR EYES ONLY SHEENA EASTON (Liberty P1418)	51	20	88 LITTLE DARLIN' SHEILA (Carrera/CBS ZS5 02564)	—	1
24 TAKE MY HEART KOOL & THE GANG (De-Lite/PolyGram DE 815)	27	9	56 TRYIN' TO LIVE MY LIFE WITHOUT YOU BOB SEGER (Capitol P-A-5042)	49	13	89 CLOSER TO THE HEART RUSH (Mercury/PolyGram 76124)	—	1
25 HOOKED ON CLASSICS LOUIS CLARK CONDUCTS THE ROYAL PHILHARMONIC ORCHESTRA (RCA PB-12304)	33	8	57 YOU COULD HAVE BEEN WITH ME SHEENA EASTON (EMI America P-A-8101)	77	2	90 WKRP IN CINCINNATI (MAIN THEME) STEVE CARLISLE (MCA 51205)	91	3
26 THE SWEETEST THING (I'VE EVER KNOWN) JUICE NEWTON (Capitol P-A-5046)	32	8	58 LET ME LOVE YOU ONCE GREG LAKE (Chrysalis CHS 2571)	68	3	91 WHO'S CRYING NOW JOURNEY (Columbia 18-02241)	70	21
27 NEVER TOO MUCH LUTHER VANDROSS (Epic 14-02409)	28	10	59 MORE THAN JUST THE TWO OF US SNEAKER (Handshake WS9 02557)	64	4	92 IT'S MY PARTY DAVE STEWART AND BARBARA GASKIN (Platinum PH-4)	—	1
28 NO REPLY AT ALL GENESIS (Atlantic 3856)	29	11	60 TALKING OUT OF TURN THE MOODY BLUES (Threshold/PolyGram TR603)	60	5	93 PAY THE DEVIL (OOO BABY OOO) THE KNACK (Capitol P-A-5054)	81	6
29 HEART LIKE A WHEEL THE STEVE MILLER BAND (Capitol P-A-5068)	31	6	61 KEY LARGO BERTIE HIGGINS (Kat Family WS9-02524)	71	5	94 MISTAKEN IDENTITY KIM CARNES (EMI America P-A-8098)	73	7
30 CENTERFOLD THE J. GEILS BAND (EMI America A-8102)	34	5	62 SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON (20th Century-Fox/RCA TC-2488)	54	16	95 WORKING IN THE COAL MINE DEVO (Full Moon/Asylum E-47204)	82	14
31 JUST ONCE QUINCY JONES featuring JAMES INGRAM (A&M 2357)	21	17	63 WE'RE IN THIS LOVE TOGETHER AL JARREAU (Warner Bros. WBS 49746)	57	19	96 BET YOUR HEART ON ME JOHNNY LEE (Full Moon/Asylum 47215)	87	8
32 UNDER PRESSURE QUEEN & DAVID BOWIE (Elektra E-47235)	35	5	64 PROMISES IN THE DARK PAT BENATAR (Chrysalis CHS-2555)	56	10	97 BURNIN' FOR YOU BLUE OYSTER CULT (Columbia 1832415)	92	17
			65 STEP BY STEP EDDIE RABBITT (Elektra E-47174)	53	20	98 ALIEN ATLANTA RHYTHM SECTION (Columbia 18-02471)	90	15
						99 ONE MORE NIGHT STREEK (Columbia 18-02529)	83	9
						100 QUEEN OF HEARTS JUICE NEWTON (Capitol P-4997)	94	28

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Alien (Low Sal Music — BMI)	98	Here I Am (Al Gallico/Turtle — BMI)	5	BMI/Homagrown — BMI)	59	Super Freak (Jobete & Stone City — ASCAP)	45
Anyone Can See (Carub Proun's — ASCAP/Fedora — BMI)	80	Hooked On Classic (Copyright Control)	25	My Girl (ATV Music of Canada/Sung Songs/Solid Gold — P.R.O.-Can.)	22	Sweet (Bama, A Div. of Swanet City — ASCAP)	73
Arthur's (Irving/Woolnough/Unichappell/Begonia—BMI)	11	I Can't Go (Fust Buzza/Hot-Cha Six Continents — BMI)	18	My Kinda Lover (Songs Of The Knight — BMI)	69	Take It Easy On Me (Colgems-EMI — ASCAP)	77
New Hidden Valley/Pop 'n' Roll/WB — ASCAP)	11	If I Were You (Blackwood + Fullness Music — BMI)	66	Naver Too Much (Uncle Ronnie's — ASCAP)	27	Take My Heart (Daighful/Second Decade — BMI)	24
Atlanta Lady (Mercury Shoes/Great Pyramid — BMI)	83	I Heard It (Stona Agate/Division — BMI)	75	No Reply (Hit & Run/Admin. by Pun — ASCAP)	28	Talking Out Of (WB — ASCAP)	60
Bet Your Haart (April/Widmont — ASCAP)	81	I'm Just Too (Black Stallion — ASCAP)	82	Oh No (Jobete + Commodores Ent. — ASCAP)	4	The Cowboy (House Of Gold — BMI)	84
Blaze Of Glory (Housa Of Gold Music — BMI)	96	I Want You (Marvin Gardens/Home Sweet Home/Bug & Bear — ASCAP/John C. Crowley — BMI)	51	One More Night (Pending)	99	The Night Owls (Colgems-EMI — ASCAP)	12
Breakin' Away (Al Jarreau/Desperate/Gardan Rake — BMI)	70	It's My Party (World Song — ASCAP)	97	Our Lips (Gotown/Plagent Visions — ASCAP)	23	Tha Old Songs (W.B./Upward Spiral — ASCAP)	16
Burnin' For You (B.O. Cult — ASCAP)	81	I've Done Everything (Warner-Tamerlane-BMI)	36	Pay The Devil (Small Hill — ASCAP)	93	Theme: Hill St. Blues (MGM Music — ASCAP)	37
Castles In The Air (Mayday/Benny Bird — BMI)	43	Just Once (ATV/Mann & Weil — BMI)	35	Physical (Stephan A. Kipner/April/Terry Shaddick — ASCAP/BMI)	1	The Sweetest (Sterling/Addison St. — ASCAP)	26
Centerfold (Cantar City — ASCAP)	30	Key Largo (Jen-Lae — ASCAP/Chappell — ASCAP/Lowary — BMI)	61	Poor Man's Son (Holy Moly/Rude — BMI/WB/Easy Action — ASCAP)	48	Trouble (Now Sounds — BMI)	15
Closer To The Haart (Core — ASCAP/CAPAC)	89	La La Means (Mighty Threa/Balboy — BMI)	85	Private Eyes (Fust Buzza/Hot-Cha/Six Continents — BMI)	3	Tryin' To Live (Happy Hooker — BMI)	56
Come Go With Me (Gill/Sae Bee Music — BMI)	52	Leader Of Tha (Hickory Grova Admin. By April Music — ASCAP)	74	Queen Of Hearts (Drunk Monkey — ASCAP)	100	Turn Your Love (Garden Rake — BMI/Rehtakul Veets/JSH — ASCAP)	20
Comin' In (Songs Of Bandier-Koppelman/Landars-Whitesida/Emanuel — ASCAP)	19	Leather And Lace (Weish Witch — BMI)	21	Sausalito Summarnight (Southern — ASCAP)	46	Twilight (April Music — ASCAP)	38
Controversy (Ecnirp — BMI)	72	Let's Groove (Saggyfire/Yougoulei — ASCAP pend.)	6	Say Goodbya To Hollywood (Blackwood — BMI)	71	Under Pressure (BMI Queen Ltd./Beechwood/Bewlay Bros./Fleur Ltd.)	32
Cool Night (Wabb IV — BMI)	34	Let Me Love You (Paso — BMI/Almo — ASCAP)	58	Sea Of Lovs (Fort Knox — TEK — BMI)	86	Waiting For A (Somerset/Evansongs — ASCAP)	2
Don't Stop Believin' (Wead High Nightmare — BMI)	13	Little Darlin' (Land of Draam — ASCAP)	58	Shaka It Up (Lido Music — BMI)	39	Waiting For A Friend (Colgams-EMI — ASCAP)	49
Endless Love (PGP/Brockman/Intersong — ASCAP Administered)	47	Living Eyes (Gibb Bros. — BMI)	49	She's Got A Way (April/Impulsive — ASCAP)	50	We're In This (Blackwood/Magic Castle — BMI)	63
Every Little Thing (Virgin — Admin. In U.S. by Chappell — ASCAP)	7	Love In The First (Housa Of Gold — BMI)	79	She's A Bad Mama Jama (Jlm/EOD — BMI)	62	When She Was My (MCA — ASCAP)	41
Falling In Lovs (Daksel — BMI)	78	Love Is Alright (Robie Porter — BMI)	76	Someone Could (Briarpatch/Debdave — BMI)	33	Who's Crying (Weak High Nightmare — BMI)	91
For Your Eyas (United Artists — ASCAP)	55	Magic Power (Triumphsongs — CAPAC)	53	Start Me Up (Colgams-EMI — ASCAP)	40	Why Do Fools (Patricia Music — BMI)	9
Harden My Haart (Narrow Dude/Bonnie Bae Good/Geffen Kays — ASCAP)	14	Mistaken Identity (Appian/Almo — ASCAP)	94	Steal The Night (Sunrise/Slapshot/Vinyl — BMI)	42	WKRP In Cinn. (MTM/Fast Fade — ASCAP)	90
Hard To Say (Hickory Grove Admin. By April Music — ASCAP)	67	More Than Just (ShellSongs — BMI/Snaaker — BMI/Homagrown — BMI)	59	Step By Step (Briarpatch/DabDava — BMI)	65	Working For (Blackwood/Daan Of Music — BMI)	54
Heart Like A Whaal (Sallor Music — ASCAP)	29					Working In The Coal (Marsaint Music — BMI)	95
						Wrack My Brain (Ganga B.V. — BMI)	40
						Yesterday's Songs (Stonebridge Music — ASCAP)	17
						You Could Have Bean (ATV Music — BMI)	57
						Young Turks (Riva/Nite-Stalk — ASCAP)	8
						You Saved My Soul (Shillelagh — BMI)	68

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= Exceptionally heavy sales activity this week

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1981

CASH BOX NEWS

Heavy Christmas Product Push For Video Suppliers

by Michael Glynn

LOS ANGELES — With both the major video software suppliers and leading independents presently in the midst of the all-important holiday marketing campaigns, local and regional promotions and advertising are more widespread than ever, covering virtually everything from new top-selling motion picture titles to classic films to special Christmas packages and cartoons. Coinciding with promotions and advertising, companies are offering video software dealers a broad assortment of in-store display materials, including such standard point-of-purchase aids as posters, browser boxes, banners, counter display stands, brochures and release sheets.

Even companies with rental-only programs, such as Warner Home Video, are undertaking large-scale promo and ad campaigns during this period, although not necessarily tied to seasonal themes or product. Not surprisingly, though, many companies, particularly independents, are promoting select titles, generally classics, as Christmas gift ideas or selling specially designed Christmas packages, which apparently are already achieving strong sales results.

Media Home Entertainment, The Nostalgia Merchant and Walt Disney Telecommunications are three such software suppliers offering special Christmas packages. Last year, Hollywood-based Nostalgia Merchant created what Earl Blair, vice president, marketing and production, called "the industry's first seasonal Christmas video program" and is again offering the 80-minute videocassette this year. The full-color program, called *Merry Christmas To You*, includes both TV serial and animated segments, all Christmas-oriented, from classic *Lone Ranger* and *Lassie* episodes to *Follow The Bouncing Ball*, *Little Lulu* and other vintage

(continued on page 17)



MOODY PLATINUM — *Threshold/PolyGram artists the Moody Blues, whose LP "Long Distance Voyager" is platinum plus, recently performed a sold-out show at the Brendon Byrne Arena. Pictured are (l-r): Justin Hayward of the group; and Chip Taylor, senior vice president of A&R at PolyGram.*

Appeal Of Goody Verdicts Must Wait

by Dave Schulps

NEW YORK — In all likelihood, the government's appeal of the dismissal of guilty verdicts in the Sam Goody Inc. tape counterfeit tape trial will not be heard until January. The government is appealing the July 27 decision by Federal District Court Judge Thomas C. Platt to dismiss the guilty verdicts against Sam Goody, Inc., the New York-based retail chain, and its vice president, Sam Stolon, on charges of copyright infringement and Interstate Transportation of Stolen Property (ITSP).

Although both parties were told to be prepared to argue their cases before the Court of Appeals for the Second Circuit here last week, a defense lawyer told **Cash Box** that because of the heavy case load currently before the court and the holiday

(continued on page 38)

First Anniversary Of Lennon's Death Marked By Numerous Radio Specials

by Dave Schulps

NEW YORK — Special programming from radio networks, syndicators and stations form the bulk of the industry's observance of the first anniversary of John Lennon's death on Dec. 8.

The majority of the special programming being offered will center around interviews with Lennon just prior to his death. However, other shows will focus on interviews with others about Lennon, stepped-up programming of Lennon's music, and in one station's case, a live broadcast of an anti-handgun benefit concert.

Among the radio networks, special programming is being offered by RKO and The Source.

RKO One will air *John Lennon... The Man, The Memory*, a three-hour tribute centered around conversations with Lennon and Yoko Ono. The interview was conducted by Dave Sholin, Laurie Kaye and Ron Hummel at Lennon's home in the Dakota Apartments in New York just hours before Lennon was murdered. The special was originally broadcast to RKO affiliates on Dec. 14, 1980. John Leader, executive editor of *Radio & Records*, narrates the show, which will run on about 150 stations nationwide.

The Source is offering a three-hour celebration of Lennon's music, which includes interviews, to its affiliates for broadcast on either Dec. 8 or 9.

(continued on page 35)

Economic Outlook Tempers Retail Expansion For 1982

by Michael Martinez

LOS ANGELES — Uncertainty over President Reagan's economic policies has cast a shadow on retail expansion plans for 1982, according to a **Cash Box** survey.

Faced with sluggish sales, compounded by rising unemployment throughout much of the U.S., record retailers are concerned that consumers may become even more tightfisted if the recession deepens in the coming months. Therefore, most chains will be exercising caution next year in deciding when — and where — to open new stores. And chain growth will come largely as a result of fulfilling previously made lease/real estate commitments.

Besides adopting a more cautious approach towards growth, retailers will also be looking to expand into areas of the country that have been less affected by the recession.

Although Paul David's Canton, Ohio-based Camelot Music chain grew to 189 stores with the addition of 24 outlets in 1981, he doesn't anticipate that kind of growth next year. "We'll be doing a little digesting of this year's expansion — just pull in the horns a bit and expand by 12-15 stores as opposed to 24," said David.

Seeks Quality Locations

At the Glendale, Calif.-based Licorice Pizza chain, which added five stores this year for a total of 33, the accent will be on quality rather than quantity. "We look to open a location where the economic base and the demographics can support our kind of stores," according to marketing vice president Lee Cohen.

This move towards more affluent neighborhoods has been prompted by retailer apprehension about the impact of the administration's recovery program on the average American. And, according to some economic analysts, such worries are justified.

"Record retailers have a right to be uneasy over the economy," said Theodore James, financial analyst with San Francisco-based Montgomery Securities. "The economy is a major disaster right now."

James said that while the longterm goals of the Reagan recovery plan may be achievable, "the next six to eight months are going to be tough for the consumer,"

particularly unemployed teenagers.

It may take until next summer before consumer confidence in their spending power is restored, according to James.

Despite uncertainty over the short-term outlook, many retailers will proceed with realistic expansion plans geared toward reaching upscale consumers.

Characterizing his chain's expansion as a matter of survival, Mark Richie, treasurer of the Buffalo-based 21-store Cavages web, said because the economy in the Buffalo area is so depressed, his chain would be looking into areas where there was a more viable, stable economic base.

Richie said that Cavages is looking to add four stores in 1982, in addition to acquiring a three-store chain by the end of 1981. However, he said, "Most of our expansion will be outside Buffalo, because the economy here is the second worst (to Detroit) in the country."

He added that other areas of upstate New York might be more viable economically than Buffalo because the city's economy is tied to the automobile industry.

Record Bar head Barrie Bergman, who saw his chain grow by 30 stores this year, bringing the total to 140, said that expansion will slow down considerably in 1982, "so that the chain's resources — capital and people — won't be stretched too thin.

"We may open 15-20 stores this year, and the deals for most of those were established two years ago," Bergman added.

He said that the chain will "continue to look to expand when the opportunity is there," because Record Bar continually looks to expand into new areas.

John Marmaduke, president of Western Merchandisers, parent company of Hastings Books, Records & Video, echoed Bergman's sentiments that expansion is a product of opportunity rather than convenient planning. He added that the chain, which also includes the 24-store Record Town chain and the 29-store Disc Records chain acquired earlier this year, will only be expanding by three to six stores.

Martin Spector, founder of Miami-based Spec's Records, also supported the cautious approach toward store expansion. He said he is not looking to expand the 14-

(continued on page 38)



VANDROSS AT THE GREEK — Epic recording artist Luther Vandross recently played the Greek Theatre in Los Angeles. Pictured kneeling backstage at the show are (l-r): Shirley Brooks, CBS Records International (CRI); Larry Stessel, director, merchandising, West Coast, Epic/Portrait/CBS Associated Labels (E/P/A); Frank Dileo, national director, promotion, E/P/A; Frank Rand, vice president, A&R, West Coast, Epic; and Michael Alhadeff, national director, promotion, West Coast, E/P/A. Pictured standing are (l-r): Ed Howard, David Franklin & Assoc.; Maurice Warfield, director, promotion, black music, West Coast, E/P/A; Bill Freston, vice president, merchandising, E/P/A; Myra Weston, local promotion manager, black music, West Coast, E/P/A; Vandross; Larry Douglas, vice president of marketing, West Coast, E/P/A; Ron Lanham, regional promotion manager, West Coast, E/P/A; and Larkin Arnold, vice president and general manager, A&R, black music, CBS.

Tighter Immigration Policies Hinder Touring Musicians

by Marc Cetner

LOS ANGELES — While America has always welcomed cultural exchange with other countries, tighter immigration controls and pressure from the nation's unions have made it increasingly difficult for foreign musicians and their road crews to obtain temporary work visas for the U.S. At one time admittance into the country via a temporary work permit was automatic for musical artists and their touring entourage, but a number of factors have contributed to a change in immigration policy over the past few years.

There are now more than 10 various temporary visas currently available under U.S. law, but non-immigrant workers paid in the U.S. fall under the "H" visa category. The two permits that especially apply to those in the entertainment and music industries are the H-1 and H-2 visas. Different from the infamous "green card" that allows for permanent residency in the U.S., the H-1 and H-2 are applicable to a band on tour or the

Heartbeat Media Offers 24-Hour Cable Music

NEW YORK — Heartbeat Media, a pay-cable channel programming all types of music from rock 'n' roll to A/C jazz, which was introduced in October at the National Cable Television Assn. (NCTA), was introduced to the press Nov. 24 at a special screening.

Unlike Warner-Amex Satellite Entertainment Company's Music Television (MTV), Heartbeat, when it debuts later this year, will provide 24 hours of music programming. Tentative plans include "contemporary" music broadcasts from 6 a.m.-3 p.m. weekdays, rock from 3-6 p.m., followed by an hour of A/C. Two hours of classical, jazz or country occupy the next time slot, after which four hours of rock air. The overnight slot is filled by A/C. Saturday morning programming includes seven hours of rock, followed by four hours of "contemporary" music and a night filled with "Party" music, i.e. soul, disco and dance music.

Sunday morning programming kicks off with two hours of gospel, followed by four hours of classical, seven hours of contemporary and three hours of specials in the evening. Rock and A/C fill up the overnight. All these programs are subject to change, according to John Sanfratello, Heartbeat executive vice president.

Heartbeat also has five features produced to fit to lifestyles. In the pilot show, Nov. 24, Dateline Music the four-and-a-half minute segment was hosted by WPL-

(continued on page 13)

visiting record executive in the country temporarily on business.

The more desirable and easily obtainable visa of the two is the H-1 group, which applies to alien workers of distinguished merit and ability. The H-2 refers to alien workers who will perform temporary labor services if qualified unemployed Americans are unavailable for the job.

Acquiring both of these visas has become more difficult over the past few years, according to Daniel Hesse, supervisory immigration examiner for the L.A. branch of the Immigration and Naturalization Service (INS). One area that INS officers have clamped down, says Hesse, is on the H-1 provision, which allows accompanying aliens such as roadies and technical assistants to enter the country on the same application as the act or manager.

No More Free Ride

"There were too many people riding into the country on the back of a band," says Hesse, "so a year and a half ago we became more stringent as to who came in as part of a group's entourage. We now call for proof of some years of employment and establishment of the fact that a roadie or technical person's services are essential to the act."

A closer look at the necessity of accompanying aliens on the H-1 application and a more careful examination of those who apply for the H-2 visa (intended for skilled workers who are in short supply in the U.S.) have also been stimulated by pressure from American unions, says Hesse.

"The unions have indicated that they have people of sufficient skill and technical ability to do the typical road crew member's job," explains Hesse. "And now it must be proven that roadies, engineers and technical assistants are somebody unique."

But perhaps the chief ongoing problem that applicants are faced with is an understanding of the visas and their filing procedures — processing times, documentation requirements, etc.

In order to obtain an H-1 visa from an office of the INS, an applicant must first meet the basic requirement of being a person of "distinguished merit and ability" who has come to the U.S. temporarily to perform services of an exceptional nature requiring such merit and ability.

House Report No. 91-851 defines "distinguished merit and ability" as a "degree of skill and recognition substantially above that ordinarily encountered" to the extent that a person so described is prominent or has a high level of education

(continued on page 14)



'PHYSICAL' UP NORTH — Recording artist Olivia Newton-John (l) is greeted by Stig Anderson, whose Polar Music International AB distributes the singer's "Physical" LP in Scandinavia.

Chrysalis, A&M Endorse NARM 'Gift Giving' Push

LOS ANGELES — A&M and Chrysalis are the latest companies to announce their support of the National Assn. Of Recording Merchandisers (NARM) "Give The Gift Of Music" institutional advertising campaign. The two labels join Atlantic, Boardwalk, Capitol, Elektra/Asylum, Liberty/EMI, Ranwood and Warner Bros. in officially announcing support for the program.

The labels' endorsements amount to a pledge to support the \$2.4 million campaign aimed at creating the same gift giving appeal for pre-recorded music that is enjoyed by other industries, such as greeting cards and flowers.

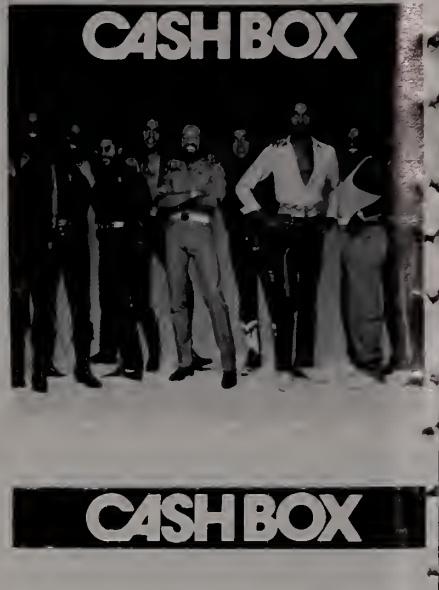
A&M's and Chrysalis' commitments came following a visit from a NARM "Give The Gift Of Music" task force comprised of NARM executive vice president Joe Cohen and president John Marmaduke of Hastings Bocks, Records and Video, and Lou Fogelman, president of Music Plus. The trio visited West Coast-based labels the week beginning Nov. 22 in order to enlist supporters.

"Chrysalis' and A&M's involvement has made us more optimistic of the acceptance of the campaign than we ever thought possible at this stage of the game," said Cohen. "But the program's success is contingent on a commitment from 75% of the labels. It won't be fair to the committed labels to go forward with the ad push unless we get 3/4 of the companies."

Under the plans first announced by Cohen Sept. 10 at the NARM Retailers Advisory Committee meeting (**Cash Box**, Sept. 19), NARM will conduct a nationwide institutional advertising push for the music industry keyed to the existing Gift of Music campaign. National network TV advertising, as well as major market radio and national consumer/lifestyle publications ads, will be utilized to promote records and pre-recorded tapes as gift items (without regard to label affiliations).

The plan, initially proposed to concentrate on the Mother's Day, Father's Day and school graduation occasions in 1982, will cost approximately \$2.4 million, which will be paid for with voluntary contributions from participating labels. The initial NARM plans call for a 1/2 cent contribution for each LP or pre-recorded tape unit sold by the labels.

The NARM task force will be visiting East Coast-headquartered labels the week beginning Nov. 30.



Earth, Wind & Fire, the band, is as far ranging and all-encompassing as its elemental name. The ARC/Columbia recording aggregation cannot really be pigeon-holed into a genre, demonstrating a keen knowledge of virtually every major pop genre sans country.

The nine-piece, led by Maurice and Verdine White, is back with a vengeance, and hurtling past platinum with "Raise!" In release only five weeks, the celebratory R&B/pop LP is already at the #1 bullet spot on the **Cash Box** Black Contemporary album chart and #5 bullet on Pop Album chart.

And if that isn't enough crossover appeal, the album's debut single, "Let's Groove," is currently cresting the B/C singles chart and heading toward the top spot on the Pop Singles chart as well at #6 bullet.

Originally formed in 1970, the band has always hovered around nine members. The current line-up features Maurice White (vocals, drums, kalimba), Verdine White (bass), Larry Dunn (piano and synthesizers), Phillip Bailey (vocals and percussion), Ralph Johnson (vocals and percussion), Fred White (drums and percussion), Roland Bautista (guitar), Johnny Graham (guitar) and Andrew Woolfolk (tenor saxophone).

And as one would think, after 10 years together, Maurice feels strongly about each member of the band. "Through time, I feel we've become a lot closer than we were in the beginning," said Maurice at a recent New York City press conference. "It's like a family."

The family has been responsible for six double platinum discs and another one on the way. In a world of fickle fans and vacillating tastes, Earth, Wind & Fire has obviously found a sound that lasts.



TRUE BELIEVERS — Millennium recording artist Don McLean recently performed at New York's Savoy as part of his current U.S. tour in support of his new album "Believers," featuring the hit single "Castles In The Air." Pictured after the show are (l-r): Bob Beranato, manager, artist development, pop music, RCA; Bob Heatherly, director, commercial sales, Eastern division, RCA; Andy Frances, director of marketing and artist development, Millennium; Susan Wax, manager, national singles promotion, secondary markets, RCA; Jimmy Jenner, president, Millennium; McLean; Herb Gart, McLean's manager; Jack Hopke, field promotion representative, RCA; and Don Wardell, product manager, pop music, RCA.

Index	
Album Reviews	11
Audio/Video	17
Black Contemporary	31
Classified	32
Coin Machine	33
Country Album Chart	25
Country	24
Country Radio	25
Country Singles Chart	26
East Coastings	14
International	34
Jazz	15
Merchandising	13
Points West	16
Pop Album Chart	36
Pop Singles Chart	4
Radio	20
Radio Chart	22
Rock Album Radio Report	21
Singles Reviews	9
Talent	3

NEW AND DEVELOPING ARTISTS

NEW AND DEVELOPING ARTISTS

RICK SPRINGFIELD (RCA JH-13008)
Love Is Aright Tonite (3:18) (Robie Porter Music-BMI) (R. Springfield) (Producers: R. Springfield, B. Drescher)

The third pop/rock prescription for Top 40 radio from Rick "Dr. Noah Drake" Springfield's "Working Class Dog" LP, it packs as much punch as either the #1 "Jesse's Girl" or the Top 10 "I've Done Everything For You." Debuting this week at #76 bullet, it's off to a hot start.



DEL SHANNON (Network NW-47951)
Sea Of Love (2:23) (Fort Knox Music Co./Tek Publishing-BMI) (P. Baptiste, G. Khoury) (Producer: T. Petty)

Del Shannon's career spans some 20 years and numerous hits, including the '60s classics "Runaway" and "Hats Off To Larry," so it comes as little surprise that he goes back to 1959 for this Phil Phillips hit as his Network debut. The Tom Petty production is true to Shannon's roots and the song's earthy melody.



SOFT CELL (Sire SRE 49855)
Tainted Love (2:38) (Equinox Music-BMI) (E.C. Cobb) (Producer: M. Thorne)

The sparse, staccato synthesizer work and downbeat lyrics of this monster U.K. hit may lead some Stateside listeners to believe that the two-man Soft Cell is a pop offshoot of the gloom rock trend (i.e. Echo & The Bunnymen, The Cure, et al). The arresting melody and percussive hook separate it from the pack, however.



DONNIE IRIS (MCA/Carousel MCA-51223)
Love Is Like A Rock (3:35) (Berna Music, a division of Sweet City Records, Inc.-ASCAP) (M. Avsec, D. Iris, M. Lee, A. McClain, K. Valentine) (Producer: M. Avsec)

A rush release from Iris' "King Cool" LP, this group collaboration from the Cruisers is what you might call a pop/rock anthem. The vocal chant may remind one of Queen's "We Will Rock You," although the accent is on harmony and melody.

ROSANNE CASH (Columbia 18-02659)
Blue Moon With Heartache (4:27) (Hotwire Music/Atlantic Music Corp.-BMI) (R. Cash) (Producer: R. Crowell)

Few singers, particularly pop or country, have mastered the art of singing a break-up song with subtlety; more often than not, whatever sadness might be expressed is lost in a shrill whine or morosely overdone. Not so with Cash, who manages to sound vulnerable here, as she did on "Seven Year Ache."



BILL SUMMERS AND SUMMERS HEAT (MCA MCA-51221)
Jam The Box (3:53) (Pure Delite Music/Bilsum Music-BMI) (Turner, Richardson, Batiste, Summers, Kennedy, Stewart) (Producer: B. Summers)

The title cut from percussionist Summers and crew's latest LP is a rather obvious double entendre, but the music found within actually borrows from three genres. Some great wailing rock guitar mixes with deep-bass funk and brassy R&B.



NEVILLE BROTHERS (A&M 2388)
Sweet Honey Drop (3:59) (Irving Music, Inc./Neville Productions, Inc./Please And Thank You Music-BMI) (Art Neville) (Producer: J. Dorn)

Probably the most accessible track for B/C radio from the Neville's "Fiyo On The Bayou" LP, it has more of a mainstream R&B sound and less of the regional New Orleans flavor than some of the other material on the album.



GEMINI (M&M M-500)
You've Got Somethin' Special (3:51) (Perren-Vibes Music Co.-ASCAP) (S. Brown III) (Producer: S. Brown III)

R&B duo Gemini is producer Sam Brown III's discovery, and it may quickly pay off for the fledgling M&M label with this "up" single, combining up-tempo rhythm with uplifting lyrics and vocals. Baritone Karvin Johnson and tenor Fred Sawyers make a formidable pairing against the sweet, but not sugary, arrangements.

FEATURE PICKS

CHRISTMAS RECORDS

TOM TOM CLUB (Sire SRE 49882)
Genius Of Love (3:36) (Metered Music, Inc., admin. by Akee Music, Inc.-ASCAP) (Tom Tom Club) (Producers: S. Stanley, T. Weymouth, C. Frantz)

More eccentric R&B and spaced out synth from the Talking Heads rhythm section (and various Meters). A little more wordy rapping, and a bit of dub, lace the lazy melody.

NAZARETH (A&M 2389)
Hair Of The Dog (Son Of A Bltch) (3:18) (Yellow Dog Music, Inc.-ASCAP) (Nazareth) (Producer: J. Punter)

Old yeller Dan McCafferty screams out a rockin' Nazareth fave (from pre-AC/DC days), with some talk box guitar back-up, on this live crunker from the "SNaz" LP. The veteran unit digs in for this metal excavation.

ZZ TOP (Warner Bros. WBS 49865)
Snake Boogie (3:00) (Hamstein Music Co.-BMI)

Months of continued AOR play is proof positive this head is the killer single from the gold "El Loco" LP and that Little Ole Band From You Know Where shakes this guitar boogie out in fine fashion. Perhaps pop will be "Snake" bit.

RONNIE LAWS (Liberty A-1442)
There's A Way (3:57) (Colgems-EMI Music Inc./Boruff Music/Sweetbeat Music-ASCAP) (D. Boruff, R. Laws) (Producer: R. Laws)

A rolling pop/R&B follow-up to "Stay Awake," it's a rousing number from reedman Laws and company with some invigoratingly jazzy breaks and a healthy amount of Ronnie's always excellent horn work. Michael McDonaldish piano will give it pop presence.

THE WHISPERS (Solar/RCA JH-13005)
I'm The One For You (4:05) (Hip Trip Music/Whisperdex Music/Proud Tunes-BMI) (G. Dozier) (Producers: The Whispers)

Gene Dozier not only wrote the latest cut from R&B harmonymeisters The Whispers, but also arranged the regal horn charts on this bopping little soul strut by the group. Hot fun on the B/C airwaves.

ANDRAE CROUCH (Warner Bros. WBS 49884)
Hollywood Scene (4:01) (Lexicon Music, Inc./Crouch Music/Kichelle Publishing-ASCAP) (A. Crouch, D. Williams) (Producers: B. Maxwell, A. Crouch)

Inspirational funk from gospel music's Crouch on this serious B/C crossover bid, this is a bopping story song about getting lost in the search for pleasure on the Hollywood scene.

THE OHIO PLAYERS (Boardwalk NB7-11-133)
The Star Of The Party (4:09) (On The Boardwalk Music/Dat Richfield Kat-BMI/Songs Can Sing-ASCAP) (R. "Dimples" Fields, B. Wilson) (Producer: R. "Dimples" Fields)

Looks like "Dimples" Fields is becoming somewhat of an in-house producer for Boardwalk, taking the Ohio Players under his wing here with a sassy, smooth mid-tempo R&B tune.

CON FUNK SHUN (Mercury/PolyGram 76128)
Bad Lady (3:24) (Vai-ie-Joe Music/Dis 'N' Dat Music Extra Foxx Music-BMI) (D.A. Thomas, F. Pilate, L.L. McCall) (Producers: Con Funk Shun)

Con Funk Shun is back in the pocket with a sickly produced dance excursion, utilizing everything from strings, horns and bell chimes to vocoder.

MELBA MOORE (EMI America A-8104)
Let's Stand Together (3:45) (Assorted Music, admin. by The Mighty Three Music Group/Eptember Music-BMI/ASCAP) (G. McFadden, J. Whitehead, M. Moore) (Producers: G. McFadden, J. Whitehead)

Ms. Moore teams up with Philly International's McFadden & Whitehead on one of the duo's patented percussive parties, and the twosome almost steal the show.

CRUSADERS (MCA MCA-51222)
This Old World's Too Funky For Me (3:22) (Four Knights Music Co./Irving Music, Inc./Blue Sky Rider Songs-BMI) (J. Sample, W. Jennings) (Producers: W. Felder, S. Hooper, J. Sample)

A re-mixed and re-edited version of the cut from the "Standing Tall" LP, this too-funky cut features Joe Cocker in fine vocal form with a mix of jazz, and R&B.

JOE DOLCE (Montage A-1208)
Jingle Bell Rock (2:40) (Intersong Music, Inc.-ASCAP) (J. Beal, J. Boothe) (Producer: S. Tyrell)

THE WHISPERS (Solar/RCA JH-11449)
Happy Holiday To You (4:30) (Spectrum VII-ASCAP) (M. Woods, Jr.) (Producers: D. Griffey, The Whispers)

JOAN JETT (Boardwalk NBS-7-006)
Little Drummer Boy (3:40) (Mills Music, Inc./International Korwin Corp.-ASCAP) (K.K. Davis, H. Oonrati, H. Simeone) (Producers: K. Laguna, R. Cordell)

JOHN SCHNEIDER (Scotti Bros. ZS5 02606)
Katey's Christmas Card (3:24) (Flowering Stone Music-ASCAP) (J. Harrington, J. Pennig) (T. Scotti, J.D'Andrea)

ALBERT KING (Stax/Fantasy STX 1056)
Santa Claus Wants Some Lovin' (3:53) (East Memphis Music-BMI) (M. Rice) (Producers: H. Bush, A. Jones) (b/w The Emotions' "What Do The Lonely Do At Christmas")

ST. NICK (Performed by Just For Laughs Players) (Warner Bros. WBS 49877)
Jingle Bells (Laughing All The Way) (1:25) (Over The Rainbow Music, a div. of Imperial Music Inc.-ASCAP) (arrange: D. Milner) (Producers: L. Robins, D. O'Keefe)

BELLAMY BROTHERS (Warner Bros. WBS 49875)
It's So Close To Christmas (And I'm So Far From Home) (3:09) (Famous Music Corp./Ballamy Bros. Music-ASCAP) (D. Bellamy) (Producer: M. Lloyd)

NEW FACES TO WATCH



Thrasher Brothers

No strangers to the music scene, the Thrasher Brothers began singing gospel together as boys back in Heflin, Ala. But following a career that has spanned nearly three decades and seen the release of 23 gospel albums, the Thrashers have made the switch to the country side, marked by the July release of their MCA debut LP, "Smooth Southern Highway."

Regarding the move to country, Jim Thrasher, eldest of the three brothers, says, "The broad appeal of country music to mass audiences naturally attracted our attention."

Born into a musical family, all three boys — Joe, Jim and Buddy — learned to sing and play the piano from their mother at an early age, and later learned to play trumpet in school. Beginning with their first public performance near Birmingham, Ala. for the admission price of 10 cents a head, the Thrashers knew early on that music was their niche. It was in 1953 that they got their first big break, winning a local talent contest in Birmingham sponsored by Ted Mack's *Amateur Hour*. They went on to win a nationally televised segment of Ted Mack's show in New York City, and toured with the show for two years.

At the end of that two-year stretch, the Thrashers returned to further their education, part of which included studying voice with Mrs. Martha Dick McClung of Birmingham Conservatory of Music.

After completing his education and a tour of duty in the Army, Jim returned to Birmingham and began working as a medical detail man for a pharmaceutical company. Through that job, he learned a great deal about marketing and advertising and gained some insight into the television business. In 1970, shortly after the addition of bass and soloist John Gresham, Jim began producing a weekly gospel television show featuring the Thrashers. Aired in some 90 markets, the show gave the group the exposure it needed to increase sales of the gospel albums that it was by then recording for Word Records, and to increase the demand for personal appearances.

After a successful three-year stint with the television show, the Thrashers were playing to standing room only gospel crowds across the country. The group received its first gold record for the 1975 release of "One Day At A Time," which was later followed by five consecutive Grammy awards.

Versatility is a key to the success of the Thrasher Brothers, as well as the high energy level of the group's performance. The current nine-member group is rounded out by Australian Goldie Ashton on drums; Tommy Watwood on bass and trumpets; Dave Hoffner on keyboards; Roger Hallmark on guitar, banjo and fiddle; and Danny Fravel on saxophone, flute and harmonica. With a "Country Music Show" that includes gospel, rock and dixieland, the group has toured some 300 county and state fairs and concerts in the past two years.

At present, the Thrasher Brothers are in Los Angeles cutting the theme for the new *Simon and Simon* television show, which will also be released as a single. Future plans include a return to the studio with producer Jim Foglesong to work on a second MCA album around Christmas.



Roger

"I've always wanted my first album for a major label to be a summation of all the different styles of music I play," says Warner Bros. recording artist Roger. As its title, "The Many Facets Of Roger," would indicate, Roger has been able to make that happen on this, his debut album.

One of the four musical Troutman brothers from Hamilton, Ohio — the others back him on the LP and are collectively known as Zapp, a group that had its own hit with "More Bounce To The Ounce" a little while back — Roger has been playing guitar and leading bands for "quite a number of years now," and even recorded a solo album on his own label during the mid-'70s.

"Having played so much, I'm not ashamed to say that I think the greatest thing an artist can have is the acceptance of the people he's playing for," he says. "When people will spend their time and their money to listen to what you're doing, that's when you know you're successful. In the early '70s, I adapted to the music of Yes, Led Zeppelin and Iron Butterfly; when disco happened, I put my ear to it and learned how to play it. Earlier on, when people were listening to jazz players like Ahmad Jamal and Wes Montgomery, I learned the theory and execution of jazz."

Roger's first hit single, a funk-ed-up version of the classic Marvin Gaye tune, "I Heard It Through The Grapevine," featuring lead vocals performed through a talk box, came out of a similar desire to find a sound that would please. "I wanted to do a standard," Roger explains, "so I had some people research what songs had gained the greatest public acceptance. 'Grapevine' had gone to #1 three times by three different artists, and I figured there were fundamental things I could do to it that wouldn't hurt the song. I guess it didn't, because people accepted it."

Aside from using the talk box on "... Grapevine" and others on the LP, Roger experimented with another sound-altering device, a guitar synthesizer called a Maxx Axe. A song titled after and about the Maxx Axe appears as one of "The Many Facets" "To me, the Maxx Axe is similar to the talk box and the kalimba, which E.W. & F's Maurice White popularized," he explains.

"I got my Maxx Axe from Bootsy Collins in 1978," Roger relates. "I can play it reasonably well, but you'll notice that about halfway through the song, I reverted back to acoustic. Maybe by my fourth album I'll have it mastered."

Roger harbors no such reservations on the subject of his electric guitar. "If there is a finer guitar player on this planet, I have yet to hear him," he states without equivocation, casting modesty to the wind. "I've never heard anything done that I can't do."

Despite the instant success Roger has achieved with both his album (which reached #22 on the **Cash Box** Top 200 Albums chart) and first single ("... Grapevine" reached #2 on the **Cash Box** B/C Singles chart), Roger believes the bread and butter of his career will always be live performances. "I love to entertain," he states. "I've always had my own band, and I'm proud to say I've never had a musician quit because I couldn't pay him. No matter what happens with my records, I'll always do live stuff. I have no fear of going back to night clubs, I just want to keep playing."

MERCHANDISER PROFILE

Gary Kief: Making His Mark In The Concert Merch Scene

by Michael Glynn

LOS ANGELES — Business prodigies are not uncommon in music, although they've generally come to be associated with record labels themselves. The success stories of the David Geffens or Danny Bramsons, for example, have been well-chronicled in the press. But many types of entrepreneurs people the industry and, at just 28 years of age, Gary Clayton Kief is establishing himself as something of a wunderkind in the area of concert merchandising and marketing.

Less than two years ago, Kief, a graduate of the University of Southern California, set up the independent firm of Hastings/Clayton/Tucker with close friends Mark Hastings Bevan and Carl Tucker Cheadle and a scant \$25,000 in capital. Today, they represent such superstar pop and rock acts as Barry Manilow, Rod Stewart and the Doobie Brothers, among others; and the firm owns five separate companies dealing in mail order sales, fan club administration, advertising and design, theater operations, retail sales, concert/road merchandising, wholesale marketing and giftware.

If that wasn't enough, Hastings operates the merchandise concessions and mail order programs for the Greek Theatre, Poplar Creek, Pine Knob, Merriweather Post and the Los Angeles Film Exposition. But Kief readily admits he is an entrepreneur who relishes the challenge offered by such



Gary Kief

financial and personal responsibilities. And, despite his age, he has nine years of business experience to back him up.

In 1972, Kief began his career as administrative assistant to the El Pueblo de Los Angeles State Historic Park Commission, where he was introduced to professional merchandising, and quickly moved through positions with Atlantic Richfield Plaza, Kaiser Aetna and ABC Entertainment Center. It was at the latter three that he learned the nuts and bolts of marketing, promotion and advertising,

(continued on page 16)

PolyGram Promotes Four Executives

LOS ANGELES — Chip Taylor, formerly vice president, A&R for PolyGram Records, and Bill Haywood, formerly vice president, black music marketing, have been promoted to senior vice presidents of their respective divisions. At the same time, it was also announced that Ed Simek, formerly director, inventory management/production, and Artie Fisher, formerly director, special projects, have been upped to vice presidents of their respective divisions.

All of those promoted are based at PolyGram's headquarters in New York. Taylor and Fisher report to Guenter Hensler, president and chief operating officer of the company. Haywood reports to Jack Kiernan, senior vice president, sales and marketing; and Simek reports to Bert Franzblau, vice president, operations.

Taylor's promotion comes about one year following his joining PolyGram to lead the A&R department. An accomplished songwriter (for such stars as Juice Newton, The Hollies, Janis Joplin, Frank Sinatra, Johnny Cash, Anne Murray, The Troggs, Waylon Jennings, and Willie Nelson), record producer (James Taylor, Neil Diamond, Billy Vera and Judy Clay), and recording artist (with six albums and five country hit singles), Taylor was instrumental in shaping the company's artist roster.

Haywood joined PolyGram in 1975 as Mercury Records' Chicago-based national R&B promotion director, and rose to vice president R&B promotion for that label

before relocating to New York as PolyGram's vice president, black music marketing for the combined Mercury, Polydor and Casablanca labels. Before he came to the company, Haywood had been a prominent radio personality and program director in North Carolina (WLE) and Washington, D.C. (WOOK, WOL). He had also headed his own advertising and promotion firm.

Fisher entered the record business in RCA Records' special products department. He went on to join Columbia Records as assistant to the vice president, special products, and then Roulette Records as assistant to the president. Subsequently, he formed his own Tumbleweed Music Company, marketing music through TV and direct mail campaigns. Fisher joined PolyGram direct marketing in 1978 as director of special projects and continued in that position for PolyGram Records.

Simek's record business career began at Columbia Records as inventory analyst. At Columbia, he rose to director of planning before leaving to join PolyGram Distribution as director, inventory management and later director, inventory management/production.

Of the promotions, Hensler commented, "All of these fine music people have demonstrated their worthiness for greater responsibilities, having contributed much to PolyGram's present success. Equally important is the fact that they promise still greater results for the future."



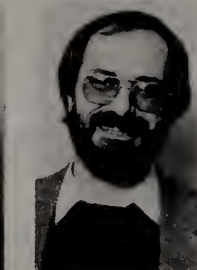
Taylor



Haywood



Fisher



Simek

CHANGESTWO — David Bowie — RCA
AFL1-4202 — Producers: Various — List: 8.98
— Bar Coded

Rock's most eclectic, fashionable and progressive superstar has gone through so many changes in musical direction over the years that it's difficult to see a thread from one song to the other on this second greatest hits package. The Thin White Duke, whether glitter rock, techno-pop, disco or new wave, is always a good two or three years ahead of the pack in style. His main trait just might be his unpredictability, and this collection of classic rockers is a testament to that. Tasty versions of "Alladin Sane" and "John I'm Only Dancing" are featured here.



CIMARRON — Emmylou Harris — Warner Bros. BSK 3603 — Producer: Brian Ahern — List: 8.98 — Bar Coded

The first lady of country rock goes in a little more of an acoustic pop direction than last year's "Evangeline" album with her latest effort. As usual, she and producer/husband Brian Ahern have shown impeccable taste in song selection for the LP, drawing on such vital writers as Bruce Springsteen, Rusty Young and Townes Van Zandt for the LP. Her famous, warm-as-a-summer's-day vocals, and the soothing steel guitar are in place as usual, and songs like "Rose Of Cimarron" and "If I Needed You" rank with some of her finest performances to date.



ADAM AND THE ANTS



PRINCE CHARMING — Adam And The Ants — Epic ARE 37615 — Producer: Chris Huges — List: None — Bar Coded

Besides bringing Burundi drums, chant-like verses and a glitter rock sensibility back to rock 'n' roll, this band of new romantic rogues has also made a case for fashion in rock. Every day is Halloween with Adam and his Ants. The music, while trendy, still remains original and fun. Adam is no longer playing pirates and Indians either; he's back as Prince Charming. And the Elizabethan dandy has come up with some engaging new tunes, namely "Stand And Deliver" and "S.E.X." Watch this Ant Music take the U.S. by storm once again.



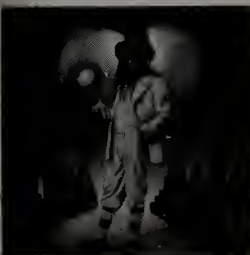
7 — Con Funk Shun — Mercury/PolyGram SRM-1-4030 — Producers: Con Funk Shun — List: 8.98

On this follow-up to last year's "Touch" LP, the Northern California-based lads continue to evolve their hard-bitten, gritty black contemporary sound into a gleaming pop package. From the golden days of "Secrets" and the albums to follow, the seven-man outfit hasn't missed a nook or crannie of the B/C music scene, and this seamless offering is as diverse as any pop or B/C programmer might want. Carrying the eight-song package are the mid-tempo balladry of "Bad Lady," the dance fever of "Body Lover," the jazz breeze on "Promise You Love" and the energetic "If You're In Need Of Love."

FEATURE PICKS

THE CATHERINE WHEEL — David Byrne — Sire SRK 3645 — Producer: David Byrne — List: 8.98 — Bar Coded

It's a bit more austere, free form and avant than his last work, but David Byrne's score to modern dance matriarch Twyla Tharp's Broadway production of *The Catherine Wheel* is the logical extension of last year's brilliant Talking Heads LP, "Remain In Light." Byrne enlisted such cronies as Brian Eno, Adrian Belew and Yogi Horton for this inspired project, which features a heady mixture of third world rhythms and nuclear funk.

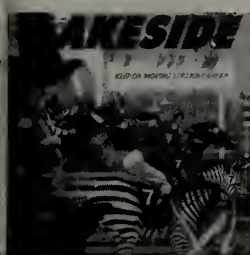
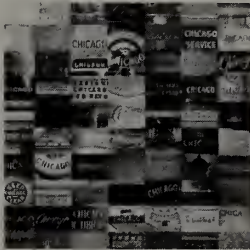


I'LL DO ANYTHING FOR YOU — Denroy Morgan — Becket Records BKS 015 — Producer: Bert Reid — List: 8.98

No one has fused R&B and reggae more successfully than Denroy Morgan. His "I'll Do Anything For You" was one of the dance club hits of the year, and his Jamaican roots really show on this ingratiating LP. Morgan's Black Eagles Band is more capable at merging island and urban musics than greats like Third World and Dennis Brown. Best cuts are "Sweet Tender Thing" and "Come Together."

GREATEST HIT VOL. II — Chicago — Columbia FC 37682 — Producers: Various — List: None — Bar Coded

Its future is now uncertain, but when it was in its heyday, Chicago was one of the great American rock bands. One of the few groups able to merge horns and pop effectively, Chicago has left many with warm memories. This second collection of greatest hits features lighter, more adult pop-oriented material like "If You Leave Me Now," and "No Tell Lover" and "Baby What A Big Surprise."

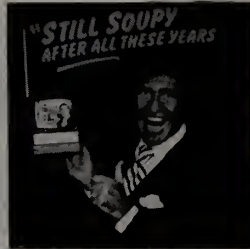


KEEP ON MOVING STRAIGHT AHEAD — Lakeside — Solar BXL1-3974 — Producers: Lakeside — List: 8.98 — Bar Coded

First it was cowboys on "Roughriders," then it was buccaneers on "Fantastic Voyage," and for its last effort on RCA, Lakeside has taken on the theme of jockeys for "Keep On Moving Straight Ahead." The nine-piece is perhaps Solar's most engaging live act, with a hard edge on top of its modern, R&B party sound. The title track, the breezy "It's Got To Be Love" and the mesmerizing dance track.

STILL SOUPY AFTER ALL THESE YEARS — Soupy Sales — MCA MCA-5274 — Producers: Various — List: 8.98 — Bar Coded

The material is a little more current and adult-oriented, but otherwise this album should put most folks in a time warp with such afternoon television memories as Soupy, White Fang, the seltzer bottle and the pie in the face. Part of the current trend towards nostalgia, Soupy's brand of cornball humor is like a breath of fresh air from the past.



NEW AND DEVELOPING ARTISTS

I LOVE ROCK 'N ROLL — Joan Jett And The Blackhearts — Boardwalk NB1-33243 — Producers: Ritchie Cordell and Kenny Laguna — List: 8.98 — Bar Coded

The former leader of seminal '70s teenage bad girl band The Runaways steps out with her second effort for the Boardwalk label, and it's a honey. Jett plays in a hard core, pre-punk style, quite unlike the new pop sound of The Go-Go's, but she's equally as ingratiating. The thundering title track is a genre anthem if there ever was one, and a remake of "Crimson and Clover" is stunning.

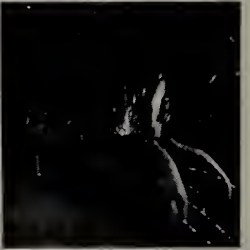


DENIM AND LEATHER — Saxon — Carrere ARZ 37685 — Producer: Nigel Thomas — List: None — Bar Coded

Look out, Saxon is on its way to becoming one of the premier heavy metal acts in the world. Just as Molly Hatchet draws on Southern boogie saints Lynyrd Skynyrd for its key inspiration, Saxon takes the best influences of British metal godfathers Deep Purple and comes off sounding fresh and exciting. The band's hard driving, head banging sound is offset by strong, well produced vocals and a boy's night out raw energy.

DAMAGED — Black Flag — Unicorn/SST Records — Producers: Spot and Black Flag — List: 8.98

This controversial skinhead, hard core punk favorite may not be too strong as far as musical ability, but it packs an energy and verve that is reminiscent of The Sex Pistols. More than any other L.A.-based slam dancer, Black Flag has captured the true essence of the frustrated youth movement. One can't help but go into a frenzied dance when the boys launch into "TV Party" or "Gimme, Gimme, Gimme." For garage punkers.



CONDITION RED — Red Rockers — 415 Records 415A-0006 — Producer: David Kahne — List: 8.98

Howie Klein's 415 Records has become the major outlet for the San Francisco new rock scene in a matter of two years. This time out, the label has picked up another winning band in the Denver-based Red Rockers. This band is a little more frantic and hard rocking than other acts on the 415 roster. Led by Darren Hill and John Griffith, the quartet is a vital wave act that one can't help but dance to.

DEMONSTRATION RECORDS — HI-FI — SP&S/First American 6073-EP — Producer: Northside Neon — List: 5.98

Former Southern Comfort leader Ian Mathews and Paylov's Dog front man David Surkamp link up with a bunch of the other Seattle-based locals for this exercise in tough, smart mainstream rock 'n' roll. This is expertly played music in a live situation, and if the sextet can hang together, it could have a bright future together. Top tracks are the bristling "9 O'clock" and the haunting "Man In A Station."



EXECUTIVES ON THE MOVE



Kahrs

Williams

Olson

Mendell

Robox Promotes Cooper — Robox Records has announced the promotion of Mark Cooper to vice president of promotion. He joined the Atlanta-based label in October, 1980 as director of national promotion. Prior to joining Robox, he had served as AOR promotion director with Motown Records, and has had broad radio experience both as a program director and air personality.

Kahrs Named — CBS Records International has announced the appointment of Katie Kahrs to manager, A&R, CBS Records International. She comes to CBS Records International after spending five years with T.K. Records as international manager.

RCA Promotes Williams — RCA Records has promoted Mike Williams to manager, regional promotion-black music. He joined RCA Records as a local promotion man in Memphis, in March, 1975 and in 1978, he was appointed a regional promotion representative and worked on all black recordings released by the company.

Olson Named — Suzanne Olson has been promoted to director of marketing & administration for Elektra/Asylum International. Previously, she was E/A International's administrative assistant. She joined E/A in 1977 as sales assistant and in '78 transferred to E/A International as advertising/merchandising assistant.

Richardson Appointed At Columbia — Freddie Richardson has been appointed regional promotion marketing manager, northeast region, black music & jazz promotion for Columbia Records. He has been with CBS Records since 1976 when he joined the company as local promotion manager, black music & jazz promotion, Washington/Baltimore area, Columbia Records.

Accord Townhouse Names Sanders — Accord/Townhouse Records has announced the promotion of Carly Sanders to director, east coast regional promotion. She held a similar position with Ariola Records for three years.

Changes At MCA — Lorine Mendell, director of trade relations & special projects for MCA Records, will continue to work directly with trade publications, but will become both more involved in administrative duties within the promotion department as well as taking on the responsibility of liaison between the record division and MCA Distributing Corporation. Candy Fleming has been appointed MCA Records' regional promotion manager for Minneapolis. Previously, she held a similar position for five years for Arista Records.

Junghelm Promoted At E/A — Betty Junghelm has been promoted to director/publicity & tours for Elektra/Asylum International. Previously, she was E/A International's publicity/tours coordinator. She joined E/A in October '78 as E/A International's publicity/tours coordinator.

Forman To Bloom — Penelope Forman has been named account executive at the Howard Bloom Organization. She had been PR director for Thomsen Enterprises. She had also created and edited a monthly newsletter for *New York Magazine*.

Holmes Named At Famous — Famous Music, a division of Paramount pictures has announced the appointment of Bill Holmes as associate creative director in the company's Nashville office. He spent four years with Clancy Music and has also worked with Glaser Publications.

VCA Names Bass — The addition of Carmel Bass to the VCA Duplicating Corporation/midwest branch staff as sales representative has been announced. He comes to VCA after four years with a midwest video dealer.

Lieberman Named At MVC — Anne V. Lieberman has been named west coast programming executive for Magnetic Video Corp. She was formerly Magnetic Video's western regional manager for two years and prior to that she was a Magnetic Video district manager for the Southern California region. Before joining Magnetic Video in July, 1979, she was a district manager for Advanced Systems, Inc.

VCA Names Everett — The appointment of David L. Everett to marketing manager has been announced by VCA Duplicating Corporation/midwest branch. He comes to VCA from the Sony Corporation of America as district sales manager, and 3½ years with U.S. JVC.

Cervantes Named Director — Astralvision Communications, Inc. has announced the formation of a visual music division, appointing Brett Cervantes as director. The newly created division will provide services in computer animation and laser and 3-D technologies, for the advanced video of the eighties.

Sharp Names Wipfler — Kenneth Wipfler has been appointed marketing services manager for Sharp and Optonica audio products. He previously was assistant merchandising manager at Panasonic's Technics Division and was responsible for all turntable products.

Walkov Named At VHD — Perry Walkov has been named manager of information systems for VHD Programs, Inc. He comes to VHD from Wang Laboratories where he was a branch support manager. Before that, he was a systems manager for Childrens Hospital of Los Angeles.

Pirkkanen Appointed — Lynne Pirkkanen has been appointed communications coordinator for the consumer division of VCA Duplicating Corporation. She comes to VCA Duplicating Corporation from Market Probe International where he was involved in market research, and has previously been with N.W. Ayer ABH International.

Conboy Named — Panasonic has announced the promotion of Ted Conboy to regional manager, northeast region, Video Systems Division. He joined Panasonic in 1971 as a district sales manager and was promoted to the regional sales manager in 1980. He replaces Mike Dollacker, who was previously promoted to national marketing manager, Video VHS, Video Systems Division.

Chisarik Named At NARM — Mike Chisarik has been added to the NARM staff as art director. He comes to NARM from a varied background in the commercial and fine arts, directly from ten years of service with Owens Illinois, the national food, beverage and drug packaging firm.

Ellas Named — Harry Ellas, vice president of the Home Entertainment Division and High Fidelity Sales for US JVC Corp., has been elected chairman of the EIA/CEG Audio Division for 1982. He succeeds Jeff Berkowitz, vice president and general manager for Technics.

Sellers, Newman To Head Promo Units At Chrysalis

LOS ANGELES — In a restructuring of the promotion department at Chrysalis Records, Jim Sellers and Louie Newman were named to posts as promotion managers, effective immediately. Sellers was promoted to the post of East Coast promotion manager, and Newman was upped to the West Coast promotion manager position.

Under the new structure, Sellers will be based in New York and will handle all promotion east of the Mississippi River; while Newman, who will be based in Los Angeles, will perform similar duties west of the Mississippi. One area of emphasis for both will be Top 40 and AOR stations.

Sellers, a six-year veteran with Chrysalis, previously served as promotion field representative for the label in the midwest and southeast. Newman recently joined the Chrysalis promotion staff after working in a variety of areas within the industry.

Both Sellers and Newman will report directly to Chrysalis promotion vice president Jack Forsythe.



Newman



Sellers

Kawashima Forms New Music Publishing Firm

LOS ANGELES — Dale Kawashima, formerly professional manager at Jobete Music Company, has opened a new independent publishing company, Dale Kawashima Music. Kawashima will be representing the song catalogs of Warner Bros. artist Prince, Brian and Edward Holland, George Tobin, and Joey Carbone and Richie Zito. In addition, Kawashima plans to publish compositions by a select group of new song writers.

Prior to opening his company, Kawashima was with Jobete, Motown Records' publishing arm, for the past 2½ years. He previously was employed as a staff writer with **Cash Box** and has also been a pop music contributor to the *Los Angeles Times*.

The address of Dale Kawashima Music is P.O. Box 3238, Hollywood, Calif. 90028. The telephone number is (213) 792-5770.

Roperry Records Bows

NEW YORK — Roperry Records, an independent label geared to pop, rock and dance music, recently opened here. Its first release is a single entitled "Joggin'" by Patsy, which will be marketed in the east, south and midwest. It is located at 1775 Broadway, New York, N.Y. 10019. The telephone number is (212) 247-1498.

Darkway Records Debut

NEW YORK — Parkway International Records recently opened here. Its first release will be "Let Me Be Your Radio" by Ersel Hickey. Ruth Lieberman is president. The company is located at 240 W. 44th St., New York, N.Y. 10036. The telephone number is (212) 869-1840.

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TALENT

The Knack

ELO Hall & Oates

THE GREEK THEATRE, L.A. — Let's face it, in most music circles these days it's fashionable to not like The Knack. The band was the ever-so-cocky hero of the new pop when it came out with its platinum-selling "Get The Knack" LP in June 1979. The furor the band caused sent every A&R man in creation to Los Angeles, thinking they'd found the latest musical mecca. What they got, of course, was fool's gold and a lot of bland clones.

By 1980, the quartet had gone from Hollywood heroes to industry whipping boy. Its disappointing second album, "... but the little girls understand," didn't bear out that multi-platinum promise of the year before when a peppy power pop quartet came jumping off the airwaves singing about the virtues of Sharona.

So it was with a great deal of trepidation that one approached the band's Halloween Night concert at the Greek Theatre. Not to worry, with the moon full and the air full of mischief, The Knack proved that it is, indeed, back. Before a crowd of the faithful and the curious, the foursome illustrated that while it might not be a superstar act, it is certainly a very fine pop rock group.

Opening with the customary "Let Me Out," the group came out like a quartet that wanted to prove something. By the time it had gotten to such tasty new "Round Trip" material as the pounding "Radiating Love" and the dramatic "She Likes The Beat," it had once again won over more than a few in the audience.

The band showed that it had been working hard with producer wunderkind Jack Douglas, as both the musicianship and stage presence had improved greatly. On a stage that featured four Broadway-style spotlights, looking as clean and classy as a Beatle session might, the group played its passionate brand of teen tunes.

What was special about the show was that it featured a band in transition — one whose new material is far fuller and more resonant than its earlier hits. And after it had displayed some startling vocal chops on "Soul Kissing" and some jazz chutzpah on "Little Cal's Big Mistake," The Knack broke out the stud rockers like "Good Girls Don't" and "Selfish."

Old friends Flo and Eddie supplied harmonies throughout the set (as they do on "Round Trip") and their effervescent singing complemented the quartet's light and frothy sound beautifully.

Doug Fieger showed that he has toned down that silly smirk a little, while illustrating that he is one fine vocalist; and Burton Averre (the other half of The Knack songwriting team) showed tremendous dexterity on the guitar.

The last night of the Greek Theatre concert season was one to remember. It revealed that The Knack is headed in an adventurous new direction. If it can continue, those "Knuke The Knack" signs will soon come tumbling down.

marc cetner

MUNICIPAL AUDITORIUM — Although the Electric Light Orchestra was booked as the headline attraction on this bill, there was some question among concert-goers prior to the event as to whether the roles should have been reversed.

Led by mastermind Jeff Lynne in his trademark shades, ELO delivered a credible, slick set dominated by the calculated effects prevalent on its recent albums like "Time" and "Out of the Blue," yet the band's general lack of energy and excitement nullified the precision of the performance.

Leading off with material from the most recent release, ELO lost much of the audience until it geared up with a solo by violinist Mik Kaminski, who captured the crowd with wild, wicked runs across the strings and his incorporation of familiar themes such as "Somewhere Over the Rainbow." Following a tribute to John Lennon in which Lynne occasionally sounded like the man's twin, the band ran back-to-back through abbreviated versions of many of their well-known pieces, like "Shine A Little Love," "Last Train To London" and "Do Ya." The older material, though, especially "Evil Woman" and "Roli Over Beethoven," garnered the most enthusiastic responses from the rather reserved audience.

Although ELO used some interesting stage effects — a mechanical robot reminiscent of *Star Wars'* R2-D2 and a scoreboard time clock — the props and special effects served more to bury the music than complement it.

Daryl Hall and John Oates' set also helped to bury ELO's strong points, as the duo turned in the most dynamic performance in Nashville since Bruce Springsteen mounted the stage last February. Hall and Oates are a direct contrast to each other; the latter embodies a laid back, streetwise coolness, while Hall mirrors the essence of showmanship.

Hall is clearly the dominant force of the pair. He handles the bulk of the lead vocals, and a look at their most recent albums, "Voices" and "Private Eyes," shows Hall receiving more credit in the authorship of their material. He is an energetic stage presence, physically paralleling his erratic, jumpy vocal nature. Somehow, Hall always manages to find a way to make an old melody sound fresh and new, and he makes excellent use of dynamic variance. When he was set loose in the middle of "Sara Smile," Hall provided a more intense vocal performance — complete with a pleading drop to his knees — than could ever be expected before a crowd as unresponsive as the Nashville audience was.

Unfortunately, Hall and Oates picked up on the listlessness across the auditorium and did not reappear after their 50-minute set marked by renditions of mostly hit material.

The duo has recently been telling the press that it is trying to shun the "blue-eyed soul" stereotype, and, although even older works like "Rich Girl" and "She's Gone" have more of a rock feel, there's no denying the R&B influences.

tom roland

PolyGram Bows Lection Gospel Label

NEW YORK — Lection Records, a new gospel music label, has been formed by PolyGram Records. The company's first release, "Imagine Heaven," by Edwin Hawkins, will ship later this month.

Aside from Hawkins, the label's initial roster includes singers Whitney Phipps and Peter Harrison. The latter's debut release, a gospel rap record, will be produced by Dwight McKee, who will also serve as a consultant to the label.

Lection, which means "a reading from the scriptures," will be headed by Bill Haywood, vice president, black music division, PolyGram. Elaborating on the label's concept, Haywood said that Lection will produce music broad enough to appeal to both the traditional gospel listener and those new to the music.

"We are developing what we call the 'neo-gospel concept,'" said Haywood, "which is designed to attract a very, very broad market. Once the consumer understands what Lection Records is about, and the gospel community sees that we are very serious and have something different to offer, the music should become accepted by everyone."

Lection will be selling its product through some of the usual outlets for gospel music, such as Christian bookstores, but the principal distribution will be through record retailers, and the label plans to have its artists tour with other PolyGram acts to expose them to a broader audience. Similarly, the label will promote its artists with many of the techniques and tools used to promote pop artists such as in-store posters and banners.

RCA Corp. last week filed a registration statement with the Securities and Exchange Commission covering a proposed offering of \$150 million in notes due Dec. 1, 1988.

RCA Files Offering

While the statement has not yet become effective, Lehman Brothers, Kuhn Loeb Inc. and Lazard Freres and Co. have been designated managers of an international group of underwriters that expect to make the offering this week.

Net proceeds from the sale of the notes will be used to repay unsecured promissory notes, the proceeds of which were used to finance working capital requirements.

Heartbeat Media currently has access to six hours in the morning on Westar III. It began negotiations Nov. 19 for space on Satcom I, according to Sanfratello. All of Heartbeat's broadcast production and post production facilities are leased from Olympic Video Services of Yonkers, N.Y.

Heartbeat Media

(continued from page 8)

J/New York personality Carol Miller. It includes the latest industry gossip. *Inside Track*, reported by John DeBella, air personality of WLIR/Long Island is a spot where breaking records are reviewed. *Humanews*, a short softnews feature, is reported by John Ogle, now a newscaster on the RKO 1 network. Dateline Music's field reporter is currently the news anchor of NBC-The Source. None of these personalities have been signed for the network, although they reportedly are all negotiating for positions.

Funeral arrangements are pending. In lieu of flowers, the family has requested that remembrances be made to the newly formed Clara Butcher Memorial Fund through the American Cancer Society, 777 3rd Ave., New York, N.Y. 10017.

JOHNNY MARKS CLASSICS
RUDOLPH THE RED-NOSED REINDEER
140,000,000 Record Seller — Over 500 Versions

BRENDA LEE
ROCKIN' AROUND THE CHRISTMAS TREE

FRANK SINATRA • PLACIDO DOMINGO • BING CROSBY

I HEARD THE BELLS ON CHRISTMAS DAY
Eddy Arnold, Harry Belafonte, Kate Smith, Ed Ames, Ray Price, Burl Ives, Chet Atkins, Fred Waring, Burt Kaempfert, Living Voices, Lawrence Welk, Living Strings, etc.

BURL IVES
A HOLLY JOLLY CHRISTMAS

TV SPECIALS
RUDOLPH THE RED-NOSED REINDEER
Burl Ives (Sound Track MCA) Dec. 14, CBS
18th Showing — Longest Running in T.V. History
RUDOLPH'S SHINY NEW YEAR
Red Skelton • Dec. 10, ABC

ST. NICHOLAS MUSIC, INC.
1619 Broadway, New York, N.Y. 10019 (212) 582-0970

ON STAGE

Tighter Immigration Policies Imposed On Foreign Artists

(continued from page 8)

in his field. The description leaves much to the imagination, and no exact definition is laid out in the INS regulations.

More Detail

However, a look at the regulations in House Report 91-851 give a more specific indication of what "distinguished merit and ability" means. The regulations require that all aliens seeking H-1 classification must attach to the petition "documentation, certifications, affidavits, degrees, diplomas, writings, reviews and any other evidence" attesting to the applicant's merit and ability.

Factors considered by an INS director include: 1) whether the applicant is a star or featured entertainer; 2) the reputation of the halls and theaters the alien has performed in; 3) the commercial successes of the performer; 4) the performer's salary — past and present; and 5) the opinions of unions, recognized critics or other experts in the performer's field. Most recently, immigration officials have also been asking for advisory opinions from groups with opposing

interests (critics, unions, former employers) for consideration.

In assembling the petition, a copy or summary of the employment contract (containing tour dates, concert halls etc.) should be included. Also, the alien entertainer is restricted to the services, area and employer specified in the approved petition. Therefore, if there are any changes in employer or engagement, a new petition is required.

"One of the dilemmas in obtaining an H-1 is that artists show up at the last minute with one press clipping," says L.A.-based immigration attorney Richard D. Fraade. "This is no time to be modest — any and all documentation is needed."

One of the classic examples of an artist being refused an H-1 temporary working visa is a case involving Sandy Shaw, the 18-year-old British singer of the 1960s. In an immigration law landmark decision, Shaw (who was contracted to play on the *Ed Sullivan Show*) was denied classification as an H-1 alien because she lacked a record of extensive performance, her press clippings were merely biographical in nature (i.e. gave no indication of performer's eminence or talent), and her proposed salary was barely enough to cover expenses to the U.S.

And while a person of such international stature as a Keith Richards would normally be able to attain an H-1 visa rather easily, having a drug arrest record or background of "membership in subversive classes" make an applicant ineligible to enter the U.S.

The Immigration and Nationality Act has specified 32 grounds that preclude entrance into the U.S. If the applicant fails to pass this requirement, he must prove that he is exempt or obtain a waiver from the U.S. Attorney General in order to gain admission. Among these 32 grounds are: physical or mental disability, prior convictions for crimes of moral turpitude, previous deportation, prior attempts to enter the U.S. through fraud or willful misrepresentation and membership in "subversive classes."

Waiver Procedure

Waivers, or exemptions, come in various forms. Among the exemptions are family ties, prior lawful residence of seven consecutive years and entry approval by the U.S. Attorney General. The approval by the

(continued on page 34)

Ex-Ovation Employees Form A.M.I. Records

NASHVILLE — Several former Ovation Records employees have joined together to form A.M.I. Records, a Nashville-based country label that will feature former Ovation artists Rich Landers and Nancy Montgomery, as well as Terry Aden, an artist previously signed with B&B Records.

The staff, which decided to start the new label after Ovation closed its country division, consists of Michael R. Radford, president and general manager; Kenneth Bridger, vice president and financial director; Brien Fisher, executive production manager, and Sy Rosenberg, general counsel. National promotion for the label will be coordinated by Skip Stevens Promotions.

The label, which has already signed distribution agreements with many of the same distributors that handled Ovation product will attempt to continue the successful relationship Ovation held with radio.

Handleman Posts Gain

NEW YORK — The Handleman Company, one of the nation's largest rack jobbers, recently reported that sales in the second quarter of 1981 totaled \$61.3 million, an increase of \$4.2 million or 7.4%, over the comparable period last year. Net income for the second quarter this year was \$2.6 million, or 58 cents a share, compared to \$2.1 million or 46 cents a share last year, an increase of 24.2%.

Sales and earnings for the first six months of this year were \$116.9 million and \$4.4 million, respectively, versus \$101.1 million and \$3.5 million for the comparable period last year. Earnings per share were 99 cents this year, compared to 77 cents last year. Last year's earnings included four cents per share resulting from sales of capital assets in the first quarter.

First CONSAT Network Concert To Air Dec. 8

NEW YORK — The Concert Satellite Network, a Florida-based company providing video simulcasts of concerts by major recording artists to clubs in secondary markets (Cash Box Aug. 15), debuts Dec. 8 with a broadcast of a show by Epic recording artist Meat Loaf. It will originate at the Agora ballroom in Akron Oh. and will be broadcast to 25 venues nationwide. The network hopes to sign 200 clubs by the middle of 1982.



MR. CHRISTMAS MUSIC — Johnny Marks, a member of the Songwriters Hall of Fame and head of New York-based publishing firm St. Nicholas Music, will have his music featured on two television specials in December. Marks' "Rudolph, The Red Nosed Reindeer" was introduced by Gene Autry in 1949 and has since been recorded by more than 500 artists. Marks was also responsible for Burl Ives' "Have a Holly Jolly Christmas," Brenda Lee's "Rockin' Around The Christmas Tree" and "I Heard The Bells On Christmas Day" by Bing Crosby, Frank Sinatra and Eddy Arnold.

OFF TO SEE THE WIZARD — One merely had to glance around at the jazz and rock musicians who turned up at RCA's Studio A to pay homage to Les Paul at the NARAS tribute to "The Wizard of Waukesha" to appreciate the influence Paul has had on the entire spectrum of popular music. The well-attended program lasted over three hours and featured both live and taped tributes and anecdotes about the man by close associates from his 53 years of music-making, a series of stellar jam sessions and a film history of Paul's life. The esteem in which he is held by his colleagues, his massive contributions to recorded music — the invention of the electric guitar and multi-track recording to name just two — his great sense of humor and, indeed, his tremendous courage were all amply demonstrated in the course of the evening, on which Paul was presented with the NARAS Governor's Award in honor of his outstanding achievements. "I can't find the words to express how I feel," said Paul on receiving the plaque, "but I'm sure you all understand." Following the presentation, taped messages were played from such noted Paul associates as Tony Mottola, Toots Thielmanns, and Chet Atkins, who told some anecdotes about the recording of their Grammy-winning "Chester and Lester" LP and picked Scott Joplin's "Magnetic Rag" in honor of Les. The jam-sessions featured only some of the great musical names present. Among those represented in the seven line-ups were Frank Owen, Bucky Pizzarelli and son, Dick Hyman, Ruby Braff, Arnie Lawrence, Hal Schaeffer, Chuck Wayne, Zoot Sims, Hank Jones, Marty



BANSHEE WAILS — PVC Recording group Siouxsie and the Banshees appeared at the Peppermint Lounge recently. Pictured is singer Siouxsie Sioux.

Cash Box photo by Maria Del Greco

Napoleon, Tal Farlow, Rick Derringer, Peter Frampton and Al DiMeola. For sheer unusualness, we found the Farlow-Derringer duet the musical highlight of the evening. Next up was the film, which spoke volumes not only on Paul's technical accomplishments, but gave valuable insight into the man himself. Paul, himself, had never seen the film until that evening. The evening ended on a moving note, as Paul took the microphone and said that a year ago he was given three months to live by his doctors, but that a successful coronary bypass operation, against heavy odds, had made possible his attendance at what he called "the greatest event of my life." Derringer perhaps summed it up best in an interview done for the film biography of Paul when he said, "Les — he's the man."

EWf MEET THE PRESS — Rebounding strongly after the relative commercial failure of last year's "Faces" album — merely gold after six double platinum plus discs in a row — Earth, Wind & Fire is back at the top of the charts with the single "Let's Groove" and the already platinum LP "Raise!" In New York for sold-out shows at the Nassau Coliseum and Madison Square Garden, the group held a press conference Nov. 23 evening at the swank new Parker Meridian hotel. Asked about the failure of "Faces" to click commercially the way previous records had, bassist Verdine White responded that the group still felt that it was its strongest effort musically. When a reporter made the observation that "Faces lacked the dancability of 'Raise!' and other E,W&F records, White replied, "All our albums don't have to be boogie albums." Asked about the group's attitude toward the ascendancy of film and video in the music market, leader Maurice White stated that the group would "possibly be getting into the area of film in 1982." Later, when questioned whether the group was considering any offers to do film soundtrack music, White added that "the next movie soundtrack we do will be for a film we're involved in." New guitarist Roland Bautista answered a number of queries about what had made him return to the band after an eight-year absence by saying, basically, that when Al McKay left the group he was simply asked to join and barely hesitated before assenting. Bautista was also asked whether his presence would push the group in the more rock-oriented direction evidenced on "Raise" by "The Changing Times." Bautista responded that since he does enjoy playing rock, it will probably be incorporated into the group's sound on occasion. Maurice White explained the group's constant use of Egyptian motifs on its album covers as an "attempt to interest young black kids in their past." Singer/percussionist Philip Bailey revealed that he is currently planning a solo album. Maurice White neatly summed up the group members' attitudes toward each other after 10 years together, saying, "through time, I feel we've become a lot closer than we were in the beginning. It's like a family." We guess the family that plays together, stays together.

DRIBBLES 'N' BITS — The initial pressing of Joan Jett's new Boardwalk LP, "I Love Rock 'n' Roll," contains a version of "Little Drummer Boy" that will be replaced by another track after the Christmas season has passed. . . . Carl Wilson and Myrna Smith are working on Carl's second solo LP at Caribou Ranch in Colorado, with Jeff "Skunk" Baxter producing. . . . Two more signings to the Stiff stable: New York experimental artist Tomek, which will debut with a four track EP, and electronic dance band Yello, which previously recorded for Ralph. . . . Cynthia Lennon will unveil a new painting that will be donated in memory of John Lennon to the Scottish Rite Hospital for Crippled Children on Dec. 2. . . . "Bring Back the Music" is the first single in nearly a decade for Bill Haley's Original Comets, which regrouped after Haley's death last February through the efforts of keyboard player Joey Welz. Welz wrote and sings lead on the new single, which is on Welz's own Music City label out of Mount Gretna, Pa. . . . David Ruffin, Martha Reeves, Mary Wells and Junior Walker & the All-Stars are the stars of what has been billed as "The Return of the Motortown Revue," booked in for two shows at the Palladium on Dec. 12. . . . Things went from hot to hotter at Nona Hendryx and Propaganda's set at Trax last weekend. Buttressed by new members ex-P-Funk keyboard whiz Bernie Worrell and percussionist Steve Scales from the jump, by the time Talking Heads David Byrne and Jerry Harrison joined in on a smokin' extended version of "Bustin' Out," the joint was already jumpin'. Eddie Martinez, currently adding hot links to the George Duke-Stanley Clarke band, joined the gang for the encore of "Winning," the recent Santana hit that Hendryx recorded years earlier. We've caught Ms. Hendryx and company a number of times in the past half year, but last week's show was by far and away the best we've ever seen her. Let's hope someone records this band soon.

SCRAPPLE FROM THE APPLE — Jean Beauvoir, the Plasmatics' Mohawk-haired bassist, has left the group to start a solo career. Beauvoir, incidentally, spent a couple of years as musical director for Gary U.S. Bonds before joining the Plasmatics. He started that gig when he was 16.

dave schulps

JAZZ

TOP 30 ALBUMS

	Weeks On Chart	11/28	Weeks On Chart	11/28
1 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	1	16	16 ANTHOLOGY GROVER WASHINGTON, JR. (Motown M9-961A2)	15 5
2 SOLID GROUND RONNIE LAWS (Liberty LO-51087)	2	9	17 PIECES OF A DREAM (Elektra 6E-350)	16 10
3 CRAZY FOR YOU EARL KLUGH (Liberty LT-51113)	6	6	18 TENDER TOGETHERNESS STANLEY TURRENTINE (Elektra 5E-534)	19 10
4 STANDING TALL CRUSADERS (MCA 524)	3	8	19 MR. C NORMAN CONNORS (Arista AL 9575)	22 2
5 SIGN OF THE TIMES BOB JAMES (Tappan Zee/CBS FC 37495)	4	13	20 "RIT" LEE RITENOUR (Elektra 6E-331)	20 31
6 THE GEORGE BENSON COLLECTION (Warner Bros. 2HW 3577)	8	3	21 AS FALLS WICHITA, SO FALLS WICHITA FALLS PAT METHENY & LYLE MAYS (ECM-1-1190)	18 25
7 SOMETHING ABOUT YOU ANGELA BOFILL (Arista AL 9576)	11	3	22 MISTRAL FREDDIE HUBBARD (Liberty LT-1110)	21 4
8 LOVE BYRD DONALD BYRD & 125TH STREET NYC (Elektra 5E-531)	5	11	23 TRAVELIN' LIGHT TIM WEISBERG (MCA 5245)	— 1
9 THE MAN WITH THE HORN MILES DAVIS (Columbia FC 36799)	9	20	24 TANUKI'S NIGHT OUT AKIYOSHI-TABACKIN BIG BAND (JAM 006)	26 3
10 FREETIME SPYRO GYRA (MCA 5238)	7	14	25 MONDO MANDO DAVID GRISMAN (Warner Bros. BSK 3618)	25 4
11 THE DUDE QUINCY JONES (A&M SP-3721)	10	35	26 APPLE JUICE TOM SCOTT (Columbia FC 37419)	28 22
12 REFLECTIONS GIL SCOTT-HERON (Arista AL 9566)	12	12	27 LA LEYENDA DE LA HORA (THE LEGEND OF THE HOUR) MCCOY TYNER (Columbia FC 37375)	23 9
13 EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Werner Bros. QWS 3591)	13	6	28 FUSE 1 VARIOUS ARTISTS (CTI 9003)	30 2
14 MAGIC WINDOWS HERBIE HANCOCK (Columbia FC 37387)	14	7	29 SUPER STRINGS RON CARTER (Milestone M-9100)	— 1
15 ENDLESS FLIGHT RODNEY FRANKLIN (Columbia FC 37154)	17	7	30 MORNING SUN ALPHONSE MOUZON (Pease 7107)	24 6



GLASS TO MASTERWORKS — Composer Philip Glass has signed an exclusive recording contract with CBS Masterworks. It is the label's first exclusive agreement with a composer since Aaron Copland. Pictured at the signing are (l-r): Christine Reed, director, A&R, CBS Masterworks; Glass; and Joseph F. Dash, vice president/general manager, CBS Masterworks.

ON JAZZ

MOVIN' UPSIDE THE BLUES — With his most recent LP, "Movin' Upside the Blues," topping the **Cash Box** national jazz airplay chart, organ wizard **Jimmy McGriff** is proving that the organ group is as appealing to listeners now as it was during its early '60s heyday. With almost 50 leader dates under his belt, there can be no doubt that the distinctly blues-inflected McGriff deserves recognition as a significant stylist. In town last week to play at Stillwende, we were delighted to have the chance to talk with the Philadelphia native, who first came to the instrument while a member of the Highway Patrol in his hometown. "After work, I used to go into places like the Showboat to hear **Wild Bill Davis**," recalled McGriff. It didn't take long for him to get the bug, and he was soon spending more and more time in



LIBATIONS — Fresh from the first leg of a U.S. tour in support of its "Freetime" album, MCA recording group **Spyro Gyra's** percussionist, **Geraldo Velez**, and bassist, **Dave Wofford**, recently visited **WLJB/New York air personality Pablo Guzman**. Pictured are (l-r): Velez, Guzman and Wofford.

'60s, McGriff "switched up" to the instrument, working gigs in Philadelphia and South Jersey. It was while working in a club in Trenton that he hooked-up with the Sue label, an association that would bring him to national prominence via a cover of **Ray Charles'** "I've Got a Woman." "A guy named **Joe Letterman** came down to the club," recalled McGriff, "and he asked me to record. Later, when I went into the **Vanity** in Newark to fill in for **Rhoda Scott**, I did 'I Got a Woman,' and it was a big success, so we decided to record it. That was how it got started." The organist continued to work and record during the '60s, settling down in Newark, where he operated the **Golden Slipper Club** from '68-'74 while still touring. "It was just too much," reflected McGriff, "and I finally had to stop." As a recording artist, McGriff has been relentless, cutting discs for **Solid State**, **Blue Note**, **Groove Merchant**, **Lester**, **Capitol** and **United Artists**. His two most recent recordings for the Washington D.C.-based **JazzAmerica Marketing (JAM)** label amply demonstrate that McGriff is still very much in the groove, and their wide acceptance by jazz programmers proves that the market for the gut-bucket sound the organ combos play so well is far from dead. "The disco crowd is getting older," remarked McGriff. "If you can play something like they heard their parents listening to, it's something they can relate to. At first, it surprised me to have kids asking me to sign records. One 17-year-old boy came up to me when I was playing at the **Cellar Door**, and he had every record I ever made, which really impressed me, especially since he was too young to even stay in there and listen to me!" But McGriff's optimism is tempered: "If we don't take advantage of this interest now, if we don't start to push the music, it'll fade. It'll never die, but we've really got to get behind it."

KOOL HEADS CONVENE — Jazz impresario **George Wein** recently assembled a group of New York writers, promoters and managers in order to solicit suggestions on how to better integrate more experimental musicians into the **Kool Festival's** program. Acknowledging that the festival's handling of such acts has frequently come under fire in the press, Wein expressed hope that the panel could suggest solutions to the problems he faces, including finding the proper combinations of acts, matching artists with the proper size hall and helping the avant garde to be drawn further into the festival's established identity. While nothing solid came out of the two-hour meet, with special interests surfacing all too frequently, enthusiasm ran high. A general consensus that thematic programs could be a key to larger audiences did emerge, as did a feeling that the stigma attached to smaller, downtown venues might be overcome by booking mainstream acts into them.

fred goodman

JAZZ ALBUM PICKS

RENDEZ-VOUS — Chet Baker — Europa JP 2005 — Producer: Philippe Giviglio — List: 8.98

Trumpeter Chet Baker is right on target on this 1979 recording licensed from Bingow Records. A cohesive band featuring Jean Paul and Henry Florens on guitar and piano respectively make this much more than your typical American-artist-in-Europe-with-a-mediocre-pick-up-band date. A few originals are contributed by the Florens', but it's mostly standards, and they're all handled quite well. "My Funny Valentine" and "Round Midnight" are the outstanding tracks.

MAGGIE'S BACK IN TOWN II — Howard McGhee — Contemporary S7696 — Producer: Lester Koenig — List: 8.98

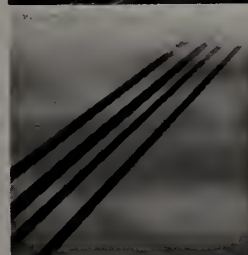
One of bebop's great stylists, trumpeter Howard McGhee has had his ups and downs, and this LP is very much on the up side of things. The California climate in which this 1961 date was recorded seems to have agreed well with the Detroit native, and the strong rhythm foundation provided by bassist Leroy Vinegar and drummer Shelly Manne keep the pace as bright as the Los Angeles sun. The presence of piano virtuoso Phineas Newborn, Jr. is an added treat. McGhee is off-hand, yet confident.

TENOR FOR THE TIMES — Ricky Ford — Muse MR 5250 — Producer: Bob Porter — List: 8.98

Ricky Ford has a reputation as one of the finest young saxophonists around. But this relaxed date is one that any musician, young or old, would be more than happy to have his name on. The band — featuring pianist Albert Dailey, bassist Rufus Reid, drummer Jimmy Cobb and trumpeter Jack Walrath — swings with ease, grace and confidence. Uniformly superior.

SUPER STRINGS — Ron Carter — Milestone M-9100 — Producer: Ron Carter — List: 8.98

Although the bass is frequently thought of just as a part of the rhythm section, Ron Carter has never restricted himself to a supporting role when it comes to his own albums. Over the last 10 years, he has experimented with settings, always seeking new foils for his outstanding solo abilities. As the title suggests, this outing finds him working with a large string section, integrating his quintet into a larger, lush aggregate. The tempos never lag, with the title track and "Bitin'" successfully exuding a bebop sensibility — a rarity in this context.



Gary Kief: Making His Mark In The Concert Merch Scene

continued from page 10
among other things.

While promoting Atlantic Richfield Plaza and the ABC Entertainment Center facility, in particular, Kief became involved in concert promotion on a minor level. But after a chance meeting with Jim Rissmiller, a leading Southern California concert promoter, he became more intrigued with the idea of setting up his own company.

"We went to the same health club together, and one day, we spent an hour discussing the business," says Kief. "I was fascinated. But even though I didn't think I had a chance as the new kid in town, I was optimistic and believed in myself. It was like feeling that I had been working with a rock band in a garage."

He chose what he felt many considered to be "the bastard part of the business," concert merchandising.

"Nobody knew what the potential of that sector of the industry was," Kief recalls. "Now, it sometimes represents the only part of the tour that produces a profit."

Indeed, for many an act, mid-level and large alike, rising road costs are taking a sizeable chunk of the income, and merchandising is now an essential part of their take. An act like Styx may not make a killing with an elaborate stage show, but can gross up to \$500,000 from concessions, selling everything from T-shirts and concert programs to high-ticket satin jackets . . . and at arena shows, a smart merchandiser gets as much as a 30-45% cut.

Musical Properties Inc. New Accord/Townhouse Music Publishing Wing

LOS ANGELES — Michael Gusick, Accord/Townhouse Records chairman of the board, and Barry Bergman, former United Artists Music vice president, have jointly formed a new music publishing company, Musical Properties Inc. A completely autonomous division of Accord/Townhouse, Musical Properties Inc. will utilize Townhouse's network of in-house and independent promotion people to work acquired copyrights, according to Bergman, and the company plans to sign both new and established writer/artists.

"It is our intention to give heavy support in working with our writer/artists and their record companies," said Bergman. "We are prepared to extensively promote and advertise, supplement the record companies' time buys and aid with press and radio personnel. We will be involved in the total marketing of copyrights we represent."

Bergman and Gusick also note that Musical Properties Inc. will be setting up sub-publishing deals with affiliates around the world and will be represented for mechanical collection by the Harry Fox Agency. The company will be headquartered with Accord/Townhouse at 141 East 63rd St., New York City, N.Y. 10021. The telephone number is (212) 838-6565.

Espy Music Group Bows

LOS ANGELES — The Espy Music Group, a production and publishing company, was recently formed by Kim Espy, former vice president of Scotti Bros. A&R and publishing.

The new company, which will administer Scotti Publishing worldwide, has a current list of artists that includes Judd Mayer and friends, who are currently in the studio, and Craig Mirijanian and Pat Upton, who will begin work in December.

The new firm is located in the Scotti complex at 2114 Pico Blvd., Santa Monica, Calif. 90405. The phone is (213) 452-7609.

"We did the outdoor theatres for the Nederlanders and the dollar volume for merchandising on an act like Ozzy Osbourne was amazing," states Kief, pointing to the former lead singer of Black Sabbath as a hard rock act that brings in teens who spend money.

Organization Vital

The business, however, is not as easy as it might seem, Kief warns. Careful marketing strategies have to be mapped, and organization is key to making a good profit in merchandising. The act's image is taken heavily into account before anything can be mounted and the merchandiser use his expertise.

"We try to keep an open mind with every client we have," he says. "We want to exploit every potential avenue or direction possible in the client's merchandising."

That means working closely with management and the record label to tie in as many aspects of the act's career as possible in a campaign strategy. With the current Rod Stewart tour, for example, Kief has produced 25 items for the artist, only 10 of which are being carried on the road. The other 15 will be available through mail order, which accounts for 15-20% of Kief's business itself.

Fan Club Push

"We put an insert in Stewart's album soliciting membership in his fan club," says Kief. "In everything we do, a number of elements have to be tied in, all of which focus on selling the album. What's wrong is when nothing ties in, conceptually."

Hastings has gone so far as to be called in to completely make over an act's image and groom it for a new act, perhaps just improved image. But for everything it does, Hastings "needs client input to come up with a successful overall package, and it counts on feedback from the rest of the country's consumers, like any good marketing firm," he says.

"What we think is great in New York or L.A. may not be in St. Louis or Kansas City," notes Kief. "And the more professional the act, the more involved it is in all levels of the tour."

It's a long way from peddlers sellings silk-screen T-shirts out of knapsacks in front of a venue to the position of Hastings, which is expected to gross up to \$5,000,000 this year. The firm has also recently branched into such book properties as *Mafia Kingpin*. The bottom line, according to Kief, however, is that he is in the business "because we like the people we are involved with."

United Stations Wins \$1 Million Ad Contract

NEW YORK — The U.S. Tobacco Co. recently signed a one million dollar advertising contract with both the radio syndication service and satellite network of United Stations for 1982. The company's ads will run on both the *Country Music Countdown* show, which has now cleared 144 markets and debuts Dec. 4, and on *Rock, Roll and Remember*, the weekly show hosted by Dick Clark, which bows at the end of January as well as on the network, which feeds country music via satellite and debuts next spring (*Cash Box*, Nov. 14).

United Stations is a joint venture formed earlier this year by Nick Verbitsky and Ed Salamon, formerly of WHN/New York, Frank Murphy, formerly of the Mutual Broadcasting System, and Clark.

Lexicon Music, Light Move To Newbury Park

LOS ANGELES — The new address for Lexicon Music, Inc./Light Records is P.O. Box 2222, Newbury Park, Calif. 91320.

NEWS OF THE WORLD — Look for the **Rolling Stones** to add some more dates to their current tour itinerary and for them to relocate the site of their Dec. 18 "World's Greatest Rock 'n' Roll Party" cable TV special. Speaking of those rock 'n' roll bad boys, while in Chicago for a gig at the Rosemont Horizon, **Mick** and the gang dropped in on an old friend for a club date. Yes, The Stones joined **Muddy Waters** on-stage for a blues set at the Checkerboard . . . That **Simon & Garfunkel** reunion concert in Central Park was recorded for a Warner Bros. album. The end result will be on an album due out Feb. 1. Later on in February HBO will be airing the filmed version of the event . . . **Stevie Nicks**, who just began her tour in Texas, will be including **Mac** standard "Landslide" and a smoking version of "Rhiannon" in her shows . . . **King Crimson**, which has proven to be as volatile an act in-concert in 1981 as it was in 1971, will definitely be around for some time. Messrs. **Fripp, Belew, Bruford** and **Levin** have already started performing such tasty new material as "Neil And Jack And Me: Absent Lovers" while on tour, and will go back into the studio in March. **Crimson/Talking Head** guitar magician **Adrian Belew** will also come forth with his own island solo LP, "Lone Rhinoceros" in March . . . By the time **George Thorogood and The Destroyers** check into Perkins Palace in Pasadena Dec. 11 (the 50th stop on their 50/50 tour) they will have clocked 11,424 miles on the Checker cab's meter . . . **Rock 'n' Roll's** original problem child **AC/DC** opened their winter tour Nov. 14 in Detroit. **Angus** and the gang will be on the road until Dec. 20. No west coast dates are scheduled until 1982 . . . Drummer **Carmine Appice**, who recently signed with Pasha Records, will be taking a top flight band featuring former **Raspberry Eric Carmen** and ex-**Cheap Trick** bassist **Tom Peterson** to Japan for a one-off tour next month . . . **Ario Guthrie** and **Pete Seeger** recently finished their second album of folk duets. It's entitled "Precious Friend" and will be out in February. Look for new pop mutant and airplane pilot **Gary Numan** to make his new other worldly headquarters in Los Angeles and to return to live performance.



STARR QUARTERBACK — **Kal Rudman**, publisher of the *Friday Morning Quarterback*, the radio tipsheet, recently appeared on a music special hosted by **Merv Griffin**. Pictured at the show are (l-r): **Rudman**, former **Beatle Ringo Starr** and **Griffin**.

album "Camera Camera," the band took time out to chat with **Cash Box** about its future. "We went with I.R.S. because there would be too many restrictions and we'd have to sit on the side lines if we'd joined one of those big mogul companies," says Camp. "Also we know Miles from the early days of **Curved Air** and **Wishbone Ash**, and we're sure he'll let us have more control over our destiny than most people." There's a modern edge to "Camera Camera" that shows the band hasn't been sitting idly by while Britain has been doing the new rock. In fact, the band that took the classical music/rock fusion to new heights in the mid-70s has been working on solo projects. Camp hooked up with Brit rock eccentric **Roy Wood** in a band called **Helicopter**, while Haslam and Dunford fronted a band called **Nevada** for awhile. When they reunited as a threesome they approached the new album with some trepidation at first. But, as Camp explains, "We finally decided that we'd just go in and cut the LP spontaneously. The project was about six weeks from start to finish and we really were in the studio for only about 15 days. We went at the whole project from a realistic, cost effective angle." With the album out, the band has set out to re-conquer America on a five-week tour. Haslam says it feels a little different than the days with **Sire**. "We might be down one on the rung as far as tour support is concerned," says Haslam. "But you kind of have to swallow your pride and make the best of the recession. We don't need hundreds of lights anymore. The main thing is the music. And that seems to be getting better acceptance than ever before. Our new music is a natural progression and the audiences seem to be responding to that."

TECHNO ROCK — It's definitely been a fall for rock 'n' roll books, and one that might get by most people is **Rock Hardware**, edited by **Tony Bacon**. Published by Harmony Books, the coffee table-sized book is one of the most informative, and unusually readable works on the technology of rock 'n' roll in print. The book is comprehensive as far as crediting the musicians responsible for bringing a certain sound and instrument into the public eye. Individual chapters are devoted to the acoustic guitar, the electric guitar, the electric bass, drums and percussion, keyboards, synthesizers, effect units and additional acoustic instruments. Amplification, PA systems, "live" playing and studio recording are also covered in separate sections. Featuring over 500 illustrations (150 in color), it is one of the few technical handbooks written especially for the layman and part-time musician. Influential artists such as **Leo Kottke**, **Ry Cooder**, **Gary Numan** and **Jeff Beck** offer insights into the rock business as well. The section on keyboards and synthesizers is especially thorough covering everything from **Ellington** to **Eno**.

ODDS AND ENDS — **Donny Osmond** will take the character recently revived by another **Tiger Beat** fave (**David Cassidy**) in **Little Johnnie Jones** on Broadway . . . **Los Angeles** will get a rare treat Dec. 6, when the **Go-Go's** will do a live on-the-air interview with **KIIS-FM** air personality **Bill Moran**. The girls will also be taking phone-in questions from fans, and **IRS West Coast** top dog **Jay Boberg** will be on hand to chat about the label. It marks the first time the fivesome has done such a show in their hometown . . . Amidst the crush of Christmas product, we've found our favorite yule single of the year in "It's A Rockabilly Christmas" by **Johnny Cue** on the **Rhino** label. Produced by **Daryl Wayne**, **Scott Jacoby** and **Michael Bishop**, it's the kind of song that makes you wonder if Santa is really a quiff head . . . Another tasty Christmas record is one just released by Seattle-based **First American Records** called "It's Almost Christmas" by **HI-FI**. The band is led by former **Fairport Convention/Southern Comfort** leader **Ian Mathews** and **Pavlov's Dog** lead growler **David Surkamp**. The group has also just put out a hot little straight ahead rock EP called "Demonstration Record."

marc cetner

AUDIO / VIDEO

SOUND VIEWS

DEC. 2 RELEASE SET FOR BEST OF BLONDIE VID CASSETTE — At presstime, it was learned that the *Best Of Blondie* videocassette will be released Dec. 2 through the video wing of the band's label, Chrysalis Visual Programming. "We're going to manufacture the videocassette ourselves, and we'll distribute it through a network of independent distributors," said **Linda Carhart**, general manager of Chrysalis Visual Programming.

STEREO VIDEOCASSETTES, FROM AEROBICS TO APOCALYPSE — Despite the fact that Akai is presently the sole manufacturer of stereo format VHS videocassette players, software suppliers apparently are already looking into the future at what Akai America video marketing director **Jerry Astor** calls "the proverbial motherlode." Paramount Home Video has announced that it is presently releasing stereo VHS versions of *The Jazz Singer*, *Apocalypse Now* and *Aerobicise*. In his discussion on "Stereo Sound/The Future Of Home Video" at the recent International Tape/Disc Assn. (ITA) Home Video Programming — 1981 Seminar, Akai's Astor noted that the advantage of purchasing stereo video cassette titles now is that they can not only be played on present mono equipment, but, by June 1982, he projected that between 100 and 200 stereo videocassette titles will be available. Noting that early field reports already show that the stereo version of *The Jazz Singer* is outselling its mono counterpart, he went on to graphically show that literally hundreds of films originally recorded in stereo could be released in this medium.



LOVERBOY, SCENE THREE — Columbia recording group *Loverboy*, with **Mike Reno** in the foreground, was recently in Nashville for a video shoot by *Music City's Scene Three*. *Scene Three* director/cinematographer **Marc Ball (!)** produced the cut "Gangs In The Street" from the "Get Lucky" LP for CBS.

Travolta could hang the discs next to the platinum plus audio recordings of the soundtracks to the same motion pictures. The remaining four RCA video discs to achieve gold status were *Rocky*, *Heaven Can Wait*, *The Godfather* and *Fiddler On The Roof*.

MORE AWARDS AND NEWS FROM THE ITA — The gold was not restricted to video-discs during the awards ceremonies at the ITA's Home Video Programming — 1981 Seminar in New York, Nov. 17-19. Seven Golden Videocassettes were garnered by three companies for November certifications, including MGM/CBS Home Video's *Being There* and *Cabaret*; Columbia Pictures Home Entertainment's *Blue Lagoon*, *Kramer vs. Kramer* and *Stir Crazy*; and Walt Disney Home Video's *20,000 Leagues Under The Sea*. . . . During its general membership luncheon/meeting at the seminar, the ITA also announced new officers. CBS Records senior vice president, manufacturing operations, **Sam Burger** was elected ITA chairman of the board, while **Jerry Povolny**, 3M Co. vice president, magnetic/video products, was named as new president. Povolny succeeds Burger as ITA president, while two-year chairman **Irwin "Skip" Tarr**, Matsushita Electric Corp. of America general manager, corporate technical liaison division, steps down for Burger. Also elected to serve two-year terms were **Gordon Bricker**, RCA SelectaVision VideoDiscs division vice president (senior vice president); **William Gort**, American Hoechst Corp. president, film division (vice president, planning); **J. Phillip Stack**, Sony Video Products Co. senior vice president (east coast vice president); **Anthony Mirabelli**, Quasar Electronics Co. group director, special products (midwest vice president); and **Steve Roberts**, 20th Century-Fox Telecommunications president (west coast vice president).

VIDEO SOFTWARE NOTES — On the heels of its "12 Days Of Christmas" promotion (see separate story), MGM/CBS Home Video has slated eight new videocassette titles for release just in time for the holiday gift-buying rush. December's motion picture entries include MGM's 1981 star-studded flick *Clash of the Titans*; the **Spencer Tracy-Katherine Hepburn** film classic *Woman of The Year*; *Till Clouds Roll By*, featuring classic **Jerome Kern** tunes sung by **Lena Horne**, **Judy Garland**, **Dinah Shore**, **Gower Champion**, **Cyd Charisse** and Ol' Blue Eyes himself, **Frank Sinatra**; the Academy Award-winning musical *Seven Brides For Seven Brothers*; the **Robert Taylor-Liz Taylor** starrer *Ivanhoe*; and the chop socky film *Return of the Streetfighter*, with **Sonny Chiba**. Rounding out the release will be Samuel Goldwyn Home Entertainment's *The Billion Dollar Hobo*, with **Tim Conway**, and MGM/CBS' theatrical production of the Tony Award-winning Broadway show *Piaf* with **Jane Lapotale**. . . . If you're not already aware, MCA Videocassette has shipped five new titles, including the follow-up to *True Grit*, *Rooster Cogburn* (. . . and the Lady), with **John Wayne** repeating his role as irascible Deputy Marshal, **Cogburn** and **Kate Hepburn** as the Lady; **Gregory Peck** in *MacArthur*; the musical adaptation of *The Wizard of Oz*, *The Wiz*, with **Diana Ross** and **Michael Jackson**; and the previously mentioned Christmas season staples, *Holiday Inn* and *Going My Way*, with **Bing Crosby**. All titles carry a suggested retail list price of \$55. . . . Magnetic Video has released some 13 new titles (for sale) to retailers, including the Errol Flynn classic *The Adventures of Robin Hood*; *Take This Job And Shove It*, a recent film inspired by **Johnny Paycheck's** country anthem; the children's animated story *Dot And The Kangaroo*; the suspense pic *Sudden Terror*; the **Bette Davis** 1942 classic *Now, Voyager*; the comedy *The Russians Are Coming, The Russians Are Coming*; *A Thousand Clowns*, with **Jason Robards**; the **Arthur Hiller** film of the Broadway hit *Man of La Mancha*; Warren Miller's ski film *In Search of Skiing*; the film adaptation of **D.H. Lawrence's** novel *Women In Love*; the French Foreign Legion flick *Marck Or Die* with **Gene Hackman**; *The Magnificent Seven*, a western drama with **Yul Brenner** based on the Japanese film *Seven Samurai*; and **Billy Wilder's** *Irma LaDouce*, with **Jack Lemmon** and **Shirley MacLaine**. *Irma LaDouce* retails for \$79.95, while *The Adventures of Robin Hood* and *Take This Job And Shove It* carry a \$69.95 sticker price. All other Mag Video titles mentioned go for \$59.95.

michael glynn

Video Suppliers Offer Biggest Software Pushes For Xmas

(continued from page 7)

cartoons from the Fleischer studios.

It's in our catalog year-round, but we offer it seasonally with a 50% return privilege for credit and stock adjustment," said Nostalgia Merchant's **Blair** of the *Merry Christmas* package. "It's designed for the entire family and, at suggested retail list price of \$39.95, is priced low enough to be affordable for everyone. It's been so successful for us that next year we plan to come out with volume two, which will be ac-

companied by a four-color point of purchase display poster."

Media Home Entertainment, also based in Hollywood, has released two Christmas packages, *The Night Before Christmas* and *Silent Night*, both of which are fully animated and retail for \$39.95. According to vice president of marketing and sales **Bill Gluckman**, *The Night Before Christmas*, a 30-minute feature, comes in a package with coloring book and floppy audio disc. Although both programs shipped just two weeks ago, sales, added **Gluckman**, have already been "more than satisfying."

"We're already receiving re-orders on both titles from our accounts," noted **Gluckman**. "The *Night Before Christmas* package has been particularly successful and, in 1982, we plan to offer a full *Silent Night* package for the kiddies. The key to success, I think, is that the packages display well and are priced right. We also offer brochures and release sheets on our other product, as well, to our accounts."

Disney Program

A spokesman for Walt Disney Telecommunications stated that the company has put together four titles, including *Once Upon A Wintertime*, *The Night Before Christmas*, *Pluto's Workshop* and *Santa's Christmas Tree*, into one Christmas package, along with a 10-inch plush Mickey Mouse toy. Walt Disney has been shipping the package (which carries a \$44.95 suggested retail price) for seven weeks now, according to the spokesman, and has already surpassed sales in excess of \$1 million at list value, making it likely to become the industry's first gold Christmas title.

"It's presently being audited by the ITA (International Tape/Disc Assn.) for a golden videocassette certification, which would only be the fourth such award for us," the Disney spokesman pointed out. "We're not just filling a pipeline with this and it's just sitting there; the figures prove that the product is selling through. There is a minimum order of six pieces for dealers and they get a wall/window banner and counter display along with it. We've also been supporting the package with both trade and consumer advertising."

Although it's not offering special Christmas packages, MCA Videocassettes is one of two major suppliers that has mounted promotions, including bonus "gifts" or premiums, tied to classic Christmas film titles. A spokesman for MCA pointed out that, along with its November releases of the classic seasonal motion pictures *Holiday Inn* and *Going My Way*, company salesmen gave **Bing Crosby** Christmas albums for each cassette sold to dealers, which could be passed along as gifts to customers buying the titles.

The spokesman further noted that MCA offered Christmas compilation albums featuring a variety of artists for each of the videocassettes purchased by dealers during the company's catalog promotion on 26 titles during the October and November sales campaign.

Similarly, Magnetic Video Corp., the 20 Century-Fox subsidiary based in Farmington, Mich., has been promoting its classic *Miracle On 34th Street* title. In addition, the company, according to **Jack Dreyer**, vice president and general manager, consumer products division, presently has a push on the classic **Humphrey Bogart** films *Casablanca* and *The Maltese Falcon*, providing dealers with such point of purchase displays as a full-size poster blow up of the national ad running on Mag Video's "Video Collectors Guide."

(continued on page 35)

VSDA To Serve As Video Business Information Center

by Michael Glynn

LOS ANGELES — Gene Kahn, president of Chicago-based-Columbia Video Systems and spokesman for the newly-formed Video Software Dealers Assn. (VSDA), last week clarified the present aims of the trade group and stated that a Sept. 1982 VSDA convention in Chicago was "95% definite." The statements were made in an interview with **Cash Box**.

"The purposes of VSDA are two-fold," said Kahn. "We will serve as the center and conduit for the distribution of information through video dealers on virtually every major aspect of the dealers' business. Basically, the small dealer cannot afford the expertise necessary to allow him to find out answers to his particular business problems, such as bookkeeping, for one."

"By gathering information through a network of dealers across the country, the VSDA could then turn around and disseminate that information to its membership, giving both an overall market picture as well as an answer to those specific problems. For example Columbia Video presently has a club renting an average of 2.3 cassette per month to each of our 525 members. I have no idea if that's high or low on a national level and I could only find that out by comparing those figures to other dealers' across the country."

Dealer 'Policing'

Secondly, Kahn indicated that the group would be promoting a system "whereby dealers could police themselves." That system, he added would entail three levels. "The first would be if dealers combat piracy and bootlegging on a local level by getting an attorney and process individually," stated Kahn. "The second level would be going to **Jim Bouras** and the Motion Picture Assn. of America, which could eventually lead to the third step, contacting the FBI directly."

However, Kahn pointed out that "many people in our business do illegal things because they do not know they're illegal," so he added that the VSDA is working towards making its potential membership aware of what is and what isn't against the law.

"We would like to see a situation where 'Physician, Cure Thyself' becomes standard operating procedure for dealers in this industry," stressed Kahn.

As far as the present role of the National Assn. of Recording Merchandisers (NARM) in helping launch VSDA is concerned, Kahn said the record retailers trade group "will cross the 'T's and dot the 'I's for us." NARM executive vice president **Joe Cohen** similarly stated that the group's involvement, for the time being, will remain confined to the administrative level, although he added that "through experience and hard work, we hope to earn the right to represent them at some point."

MERCHANDISING



THE BIG 'R' — Record Merchandiser's rep Chris Looime, who recently was rewarded for his work with the Big 'R' Records catalog, recently took part in the European-based label's sales competition. Pictured are (l-r): Fred Howard, sales training manager, Record Merchandiser; Drew Taylor, managing director of Big 'R' Records; Looime; and Christine Dewar, sales and promotion manager, Big 'R'.

Retailers Expect Slight Increase In Accessory Sales This Holiday Season

by Fred Goodman

NEW YORK — Despite a noticeable rise in demand for blank audio and video tapes, retailers surveyed by **Cash Box** report that they are expecting only a modest rise in accessory sales this holiday season. Estimates on accessories' share of the overall Christmas market hovered around the 10% mark, ranging from a conservative eight percent, to a more optimistic 15%.

"We projected that we'd do 9.5 percent of our business in accessories this Christmas," said Chris Michaelis, manager of the Cherry Hill, N.Y. Harmony Hut. "Last year we did 8.4 percent in actual business. But I expect to do about 10 or 11% because of video and the strength of the higher end Maxell and TDK tapes. That stuff is just flying out of here. People are actually buying cases of blank tapes as gifts now, which is something I don't think they did in the past."

Blank Tape A Hit

"Blank tapes are by far our best accessory item," agreed Alan Bailey, accessory buyer for the New York-based five store Disc-O-Mat chain.

Much of the success of blank audio tapes may be attributed to strong advertising support from the manufacturers, which, while not overwhelming, has been more than most other accessory manufacturers are offering. "I think we've been getting more from them than we have in the past in terms of advertising dollars," said Mark Silverman, president of the 17-store Waxie Maxie chain in Washington, D.C.

Sony Walkmans and other portable tape players would also appear to be fueling the

tape demand, since several of the retailers polled said they were adding lightweight headphones to their accessory lines for the holidays. "We're stocking them heavily this year," said Harmony Hut's Michaelis, "much more so than we normally would."

Video Game Cassettes

Following blank tapes in popularity are computer video games, with Atari the hands-down favorite, although not all retailers are selling video software.

Higher priced accessory items such as tape cases, storage racks and cleaning devices are also making up a larger share of the market this year. "We've really geared-up to more expensive items like record carriers and Vac-O-Recs," said Michael Reff, executive vice president of the Pacific Northwest's six-store Everybody's Records chain.

"The higher priced stuff really does very well as gifts," added Dwight Montjar, accessory buyer for the 128-store Camelot chain. "Consequently, we really load-up on the Discwasher line and on Savoy cases because we find they're heavily in demand."

Low-end Items

Balancing the higher priced items are a wide range of inexpensive "bag-stuffer" including buttons, bumper-stickers, Chubops, and the like. "We've done a little more this year with the lower-priced accessories," said Reade White-spinner, purchasing manager of special products for the 140-store Record Bar chain. "Things in the \$1-\$2 range have really been spread around the chain."

While the success of major items like blank tapes and record care equipment was steady for all retailers polled, regional factors like competitors and climate also affect the success of secondary accessory and boutique items. Record Bar's White discounted reports that the chain expects a strong business in sunglasses, while Everybody's Reff says that Sales of Chubops have fallen down for his chain because "you can get them in every 7-11 Store."

Despite the lack of any strong growth projections for accessories this Christmas, retailers, carrying a wide variety of items, are confident that they will have a guaranteed return, almost regardless of what they carry. "There's a wider assortment of things this year, and generally, they're boxed and packaged better than they have been in the past," said Reff. "We make up one general television ad in which we show various products sitting under a Christmas tree, things like Atari games, music books, guitar straps, and blank tapes. We don't usually name any of the products we show, but generally, everything we put in those ads ends up selling out before Christmas."

SINGLE BREAKOUT OF THE WEEK

SHAKE IT UP • THE CARS • ELEKTRA E-47250

Breaking out of: Oz — Atlanta, Turtles — Atlanta, P.B. One Stop — St. Louis, Lieberman — Kansas City, Sound Video Unlimited — Chicago, Camelot — National, Karma Records — Indianapolis, Potomac One Stop — Baltimore, Vibrations — Miami, Cavages — Buffalo, Radio Doctors — Milwaukee, Tower — San Diego, Alta — Phoenix, Richman Brothers — Philadelphia, City One Stop — Los Angeles

SINGLES BREAKOUTS

COMIN' IN AND OUT OF YOUR LIFE • BARBRA STREISAND • COLUMBIA 18-02621

Breaking out of: Lieberman — Dallas, Musicland — St. Louis, Sam Goody — New York, Camelot — National, Karma Records — Indianapolis, King Karol — New York, National Record Mart — Pittsburgh, Kemp Mill — Washington, Sound Warehouse — San Antonio, Oz — Atlanta, Sound Video Unlimited — Chicago

YOU COULD HAVE BEEN WITH ME • SHEENA EASTON • EMI AMERICA P-A-8101

Breaking out of: Disc Records — Dallas, Tower — Seattle, Lieberman — Kansas City, Karma Records — Indianapolis, Tower — Campbell, Peaches — Columbus, P.B. One Stop — St. Louis

HOOKEED ON CLASSICS • THE ROYAL PHILHARMONIC ORCHESTRA • RCA PB-12304

Breaking out of: Star's Records — Dallas, Tower — Sacramento, Lieberman — Dallas, Camelot — National, Lieberman — Kansas City, Cactus — Houston, Sam Goody — New York

THE SWEETEST THING (I'VE EVER KNOWN) • JUICE NEWTON • CAPITOL P-A-5046

Breaking out of: Harmony House — Detroit, Lieberman — Dallas, Western Merchandisers — Amarillo, Musicland — St. Louis, Disc Records — Dallas, Star's Records — Dallas

SOMEONE COULD LOSE A HEART TONIGHT • EDDIE RABBITT • ELEKTRA E-47239

Breaking out of: Karma Records — Indianapolis, Potomac One Stop — Baltimore, Tape City — New Orleans, Harmony House — Detroit, Turtles — Atlanta, Lieberman — Dallas

LET ME LOVE YOU ONCE • GREG LAKE • CHRYSALIS CHS 2571

Breaking out of: Tower — Seattle, Tower — Sacramento, Camelot — National, Lieberman — Kansas City, Karma Records — Indianapolis, Potomac One Stop — Baltimore

FASTEST MOVING MIDLINES

- AC/DC — Let There Be Rock — Atco SD 36151
- Adam And The Ants — Kings Of The Wild Frontier — Epic NJE 37033
- Balance — Portrait/CBS NFR 37357
- Beatles — Rock 'N Roll Vol. I — Capitol SN-16020
- Beatles — Rock 'N Roll Vol. II — Capitol SN-16021
- Tommy Bolln — Teaser — Nemperor/CBS PZ 37534
- The Doors — Elektra EKS 74007
- Exposed II — Various Artists — CBS X2 37601
- Dan Fogelberg — Souvenirs — Full Moon/CBS PE 33137
- Iron Maiden — Made In Japan — Harvest/Capitol MLP 15000
- Billy Joel — Piano Man — Columbia PC 32544
- Carole King — Tapestry — Columbia PE 34946
- Lene Lovlich — New Toy — Stiff/Epic 5E 37452
- Anne Murray — Christmas Wishes — Capitol SN-16232
- Plasmatics — Metal Priestess — Stiff WOW 666
- Rainbow — Jealous Lover — Polydor/PolyGram PX-1-502
- Shooting Star — Hang On For Your Life — Virgin/Epic NFR 37407
- Who — Who Are You — MCA 37007

COMPILED FROM: Musicland Group — National • Disc Records — Dallas • Sound Warehouse — San Antonio • Cutler's — New Haven • Lieberman — Denver • Radio Doctors — Milwaukee • Record Theatre — Cincinnati • Tower — Seattle • Big Apple — Denver • Musicland — St. Louis

TOP SELLING ACCESSORIES *

- Audio Technica Sonic Broom AT6012
- Discwasher DW Record Care Kit
- Discwasher D-4 Fluid Re-Fill 1/4 Oz.
- Discwasher VRP Anti-Static LP Inner Sleeve
- Eveready Alkaline "D" Cell Battery 2/Card
- Le-Bo Outer LP Protective Cover
- Maxell UDXL II C-90
- Maxell UDXL II C-90 Twin Pack (Promo Item)
- Maxell UDXL I C-90
- Maxell UD C-90 3/Bag
- Memorex MRX1 C-60 2/Bag
- Memorex MRX1 C-90 3/Bag
- Memorex MRX2 C-90 3/Bag
- Memorex Cassette Head Cleaner 0300
- Pickwick Cassette Head Cleaner 211
- Recoton Record Guard Anti-Static LP Inner Sleeve
- TDK SA C-90
- TDK Cassette Head Cleaner HC-01B

COMPILED FROM: Musicland Group — National • Disc Records — Dallas • Sound Warehouse — San Antonio • Cutler's — New Haven • Lieberman — Denver • Radio Doctors — Milwaukee • Record Theatre — Cincinnati • Tower — Seattle • Big Apple — Denver • Musicland — St. Louis

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

MERCHANDISING

ALBUM BREAKOUT OF THE WEEK



TAKE NO PRISONERS • MOLLY HATCHET • EPIC FE 37480

Breaking out of: Record Bar/National, Camelot/National, Sound Unlimited/National, Soundtown/Hasting Book/Southwest, Lieberman/Dallas, Spec's/South Florida, Harmony House/Detroit, Karma/Indianapolis, Flipside/Chicago, Radio Doctors/Milwaukee, Cavages/Bufalo, Disc-O-Mat/New York, Record & Tape Collector/Baltimore, Turtles/Atlanta, Big Apple/Denver, Mile Hi/Denver.

MERCHANDISING AIDS: Album Cover Flats, Catalog Flats, 3x3 Cover Blowups, Die Cut Logo.

ALBUM BREAKOUTS

SHE SHOT ME DOWN • FRANK SINATRA • REPRIS FS 2305

Breaking out of: Sound Unlimited/National, Spec's/South Florida, Rose Records/Chicago, Flipside/Chicago, Karma/Indianapolis, Record Theatre/Cincinnati, Peaches/Cleveland, Cavages/Bufalo, Crazy Eddie's/New York, Disc-O-Mat/New York, Lechmere Sales/Boston, Vibrations/Miami, Disc/Dallas, Mile Hi/Denver, Alta/Phoenix, Licorice Pizza/Los Angeles.

MERCHANDISING AIDS: Name Board, 2 Posters, Streamers, Standup.



I AM LOVE • PEABO BRYSON • CAPITOL ST-12179

Breaking out of: Soul Shack/Washington, Kemp Mill/Washington, Record & Tape Collector/Baltimore, Webb's/Philadelphia, Karma/Indianapolis, Rose Records/Chicago, Radio Doctors/Milwaukee, Turtles/Atlanta, Spec's/South Florida, Tape City/New Orleans, Sound Warehouse/San Antonio, Star's/Dallas, Mile Hi/Denver, Big Apple/Denver.

MERCHANDISING AIDS: 1x1 Flats, Poster, Catalog Poster.



CHRISTMAS • KENNY ROGERS • LIBERTY LOO-51115

Breaking out of: Musicland/National, Record Bar/National, Camelot/National, Soundtown/Hasting Book/Southwest, Spec's/South Florida, Disc-O-Mat/New York, Cavages/Bufalo, Alta/Phoenix.

MERCHANDISING AIDS: 12x36 Banner, 12x48 Streamer, 1x1 Flats, TV and Radio Spots.



SKYLINE • SKYY • SALSOU/CA SA-8548

Breaking out of: Strawberries/Boston, Webb's/Philadelphia, Record & Tape Collector/Baltimore, Kemp Mill/Washington, Soul Shack/Washington, Sound Warehouse/San Antonio, Cactus/Houston, Independent/Denver, Charts/Phoenix, All Record Service/Oakland.

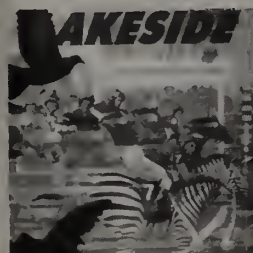
MERCHANDISING AIDS: 1x1 Flats, Poster.

JAZZERCISE • JUDI SHEPPARD MISSETT • MCA-5272

Breaking out of: Camelot/National, Record Bar/National, Turtles/Atlanta, Licorice Pizza/Los Angeles, Peaches/Cleveland.

MERCHANDISING AIDS: 1x1 Album Cover Front Boards, 2x3 Announcement Poster, Counter Merchandising Unit.

Jazzercise



KEEP ON MOVING STRAIGHT AHEAD • LAKESIDE • SOLAR/RCA BXL1-3974

Breaking out of: Mile Hi/Denver, Independent/Denver, Big Apple/Denver, Tower/Sacramento/Seattle, Radio Doctors/Milwaukee, Sound Warehouse/San Antonio, Stratford/New York.

MERCHANDISING AIDS: 1x1 Flats, 15x29 Poster.

GET AS MUCH LOVE AS YOU CAN • THE JONES GIRLS • PHILADELPHIA INTERNATIONAL FZ 37627

Breaking out of: Kemp Mill/Washington, Soul Shack/Washington, Webb's/Philadelphia, Disc-O-Mat/New York, Turtles/Atlanta, Radio Doctors/Milwaukee, Independent/Denver, All Record Service/Oakland.

MERCHANDISING AIDS: Album Cover Flats, 2x2 Cover Blowup.



ISLAND HONORS PHILLY EFFORT — While visiting Philadelphia recently, Island Records president Ron Goldstein presented an Exceptional Achievement Plaque to the WEA corp. branch there in recognition of its support of Steve Winwood's "Arc Of A Diver" LP. Pictured are (l-r): Ray Milanese, Philadelphia branch marketing coordinator, WEA; Henry Servino, Philadelphia branch sales manager, WEA; Goldstein; Peter Stocke, Philadelphia branch sales manager, WEA; George Stone, local promotion representative, Warner Bros. Records; and George Silva, promotion representative/secondary markets, Warner Bros.

WHAT'S IN-STORE

NAIRD NOTES — The National Assn. of Independent Record Distributors and Manufacturers (NAIRD) has named a new set of trustees: **George Hocutt**, California Record Distributors; **Bruce Kaplan**, Flying Fish Records; **Wendy Newton**, Green Linnet Records; **Tom Diamant**, Kaleidoscope Records; **Marlan Leighton**, Rounder Records; **Chuck Nessa**, Steeplechase Records; **Barry Poss**, Sugar Hill Records; **Jerry Richman**, Richman Brothers Records; **Bob Blackman**, Old Fogey Records; **Les Reid**, Progress Distributors; and **Clayton Pasternack**, Action Distributors. Plans are already under way for this year's NAIRD convention, to be held at the Philadelphia Centre Hotel in June. Information on trade show participation and registration is forthcoming, but all inquiries should be addressed to convention chairwoman **Sunny Richman** at (609) 665-8085. Suggestions for the convention's theme are also being sought.

BASF CHROME PROMOTION — Although BASF recently made a splash with its new line of promotional two-pack bags for the Performance ferric-oxide tape series, it hasn't been idle with its 99 Professional II chrome series either. The company's largest-ever promotional effort has been launched in support of that series, and includes a complete dealer support program and national and key market advertising campaign. Dealer sell-through is being supported in all Pro II point-of-purchase materials, which include a five-foot floor display that holds 100 blister cards, an easel-backed counter card, vinyl window sticker and a banner, all of which emphasize the chrome formulation and the "World's Quietest Tape" logo. A four-sided mobile display is also available. In addition, full-page support ads will run in consumer, audiophile and trade publications. Select markets will receive increased support through extensive radio, print and outdoor ads.

????????(I) — Remember "Shaddap You Face," the summertime hit that featured Australian **Joe Dolce** on a nonsensical ditty sung in vaudevillian Italian? Ever wonder what he could do to follow it up? Well it's here, the "Joe Dolce Music Theatre Christmas Album" has just been released by the fledgling Montage label. Featuring such seasonal favorites as "The Twelve Days Of Christmas," "I Saw Mama Kissing Santa Claus" and "Rudolph The Red-Nosed Reindeer," all sung in Dolce's inimitable style, the LP is being supported with a campaign that includes posters, point-of-purchase materials, window display items, trade ads and radio spots. A national radio campaign will begin after Thanksgiving, with in-store giveaways and promotional tie-ins with pizza parlors set for the future. Dolce himself will come to the States in December for a promotional tour for the LP and the first single, "Jingle Bell Rock" b/w "The Twelve Days of Christmas." Commenting on the campaign, Montage co-president **Marshall Blonsteln** says, "We're fully staffed to fulfill the needs of an artist with the wide appeal of Dolce, yet small enough to cut through the red tape and react quickly when the circumstances necessitate. The enthusiastic support of Capitol's distribution arm has been a great boost."

A PROMOTIONAL DRIVE — Detroit may be the nation's automobile capitol, but **Rusty Armstrong** of the Michigan-based **Where House Records** was recently more than happy to travel back East to the headquarters of A.I. Rosenthal in Pennsylvania to pick up a brand new Ford Mustang. Armstrong and his partner, **Dennis King**, recently won the car, which was first prize in Rosenthal's Spring Sweepstakes. Over 12,000 entries were received in the contest, which was open to any store or organization selling records and accessories. Eight manufacturers, including Fuji, Maxell, Sony, TDK, Audio Technica, Discwasher, Recoton and Savoy, backed the distributor's contest.

RECORD BAR NEWS — As part of the chain's Christmas campaign, **Record Bar's** AD-Ventures agency has designed a series of print ads stressing the obvious, but often overlooked, advantages of purchasing records and tapes. The two different ads are headlined "No Batteries Required," which is for LPs, and "No Instructions Needed," which is for both LPs and tapes. Both ads stress gift-giving with a tag that reads "Record Bar has the perfect gift." A similar approach will be employed in radio ads. In promotions around the chain, the Fayetteville, N.C. Record Bar supported the **Prince LP "Controversy"** by displaying photos of controversial people and asking customers to identify them on entry forms. The customer who correctly identified the photos selected 10 albums of their choice, courtesy of WEA. During a recent **ELO "Time"** promotion in the Corpus Christi, Tex. region, customers had a chance to win AM/FM digital clock radios courtesy of Columbia Records. The LP was on sale during the promotion. Using **Journey's "Escape"** album as a focal point, the Fort Myers, Fla. store took first place in the CBS Fall Display Contest. The promotion featured **ELO, Meat Loaf, Journey, Dan Fogelberg, Mickey Gilley** and **Willie Nelson**, with each Record Bar required to merchandise four of the six artists. First prize, you ask? A \$3,000 stereo system (we must be in the wrong end of this business. . .). An unannounced second prize of 25 CBS LPs was awarded to the chain's St. Louis store. "Ninety-seven Cents Off," a WHSL 97-FM/Record Bar promotion, entitled holders of **Johnny Van Zant** concert ticket stubs to exactly that on the group's latest LP or tape at the Wilmington, N.C. store. Customers at the Morgantown, W.Va. outlet registered for tickets and backstage passes to a recent **Commodores** concert by guessing the name of the Commodore "In the Pocket" of a pair of jeans displayed at the store. The opening of a new Record Bar in the Evansville, Ind. Eastland Mall was the occasion for a record run and live remote by radio station KC-103. **Randy Borman**, whose name was chosen through a drawing, collected more than \$400 worth of albums during the 103-second run.

fred goodman

AIR PLAY

SYNDICATION INDICATIONS — Does art imitate life or what? On Jan. 3, Good Life Syndicators of Denver, Colo. kicks off an R&B countdown show, *Soul Sound Off*, hosted by none other than **Tim Reid**, who portrays the character Venus Flytrap on the CBS-TV series *WKRP In Cincinnati*. The weekly three-hour show includes the country's top 25 B/C songs, previews and nostalgia segments and also features artist interviews, musical history and anecdotes. Available on a barter basis, *Soul Sound Off* is distributed on discs that include station IDs and promo spots delivered by Reid. For more information, call Good Life at (303) 629-1167 . . . **Chris Charles**, former air personality at oldies-formatted **WCBS-FM**/New York, recently became the host of the "weekly country music countdown" show by United Stations. Charles also previously worked at **WPLJ**/New York, providing voice-overs for radio commercials. He begins work Dec. 4, when the three hour-long program, now cleared in 144 markets, hits the airwaves with MCA recording act **Oak Ridge Boys** as guest artists . . . Westwood One's *In Concert* series features a 90-minute special recorded live at the Oakland Arena of Chrysalis recording artist **Pat Benatar** Dec. 11-12 and A&M recording act **The Go-Go's'** first national radio concert the following weekend. The show is syndicated in 250 stations across the country, including **KMET**/Los Angeles and **WNEW-FM**/New York . . . **Lois Love**, former northeast promotion director of Arista Records, has been named president of Cosmic Muffin, Inc., the corporation that syndicates a weekly astrology show featured on 17 major market radio stations, including **KLOS**/Los Angeles, **WCOZ**/Boston, **WMET**/Chicago and **WMMR**/Philadelphia.

STATION TO STATION — Over 1,500 people reportedly attended the "We Are One Against Violence and Crime" day recently in Houston. The event was co-sponsored by **KFMK**/Houston and *Penthouse* Records, which recently released "We Are One" by **Lydia**, the theme song of the movie, *Caligula*. Highlights included theft prevention demonstrations given by the Houston police department and women's safety tips delivered by a local feminist organization. "We Are One" is said to be receiving airplay on **KFMK** and many other local stations in both its soundtrack and dance versions . . . AOR outlet **WPLJ**/New York has come up with a stump-the-experts contest, the winner of which receives an all-expense paid weekend in Los Angeles, a tour of Universal Studios and a chance to appear on ABC-TV's *Fridays* program. All each contestant has to do is write on the back of a postcard the meaning of FM and send it to the station. The winner will be randomly selected Dec. 4 . . . In an effort to counteract tight, repetitive playlists, **KAAM**/Dallas has launched a show that reportedly stays away from overplayed artists like **Bob Seger**, **Led Zeppelin** and the **Beatles**. It's called "Sleepers" and each Sunday from noon until 6 p.m., progressive blues, rock jazz and country music are played. The show's last three hours are devoted to atypical oldies of the '60s and '70s . . . **WIOQ**/Philadelphia recently began live broadcasts from a new venue where on-air personality **David Dye** plays hits from the 1960s until now each Friday night between 6 and 10 p.m. . . . **WYNY**/New York, which for the past three years has sponsored scholarship competitions, recently announced that it is acting as a conduit for monies offered by corporations, foundations, clubs or just plain folks. These funds, to be offered in the name of the donor, have nothing whatsoever to do with the station's scholarship fund. Interesting sideline . . . **KCBS-FM**/San Francisco is planning to change its call letters to **KRQR** sometime next month. The AOR station reportedly will also begin mixing more oldies into its playlist . . . **Richard Cossett**, the air personality on **KSAN**/San Francisco in the days when it was the top rocker there and who left when the station turned to A/C, is back on the air on the 7 p.m. to midnight shift at **KSFX** . . . Nearly 2,000 runners turned out for a recent five-mile night run sponsored by **WNCI**/Columbus, Ohio to raise money for the March of Dimes. After morning air personalities **Michael O'Malley** and **John Corby** led the day-glo necklace-clad joggers through the burg's downtown section and outlying areas, \$6,700 was raised for the charity, which fights birth defects.



FIRST PRIZE — **Donna Vogel** (r), grand prize winner of a contest sponsored by **KX-104**/Nashville, won an all-expenses-paid visit to Las Vegas with her mother, **Ellen** (l), to catch **Elektra/Asylum** recording artist **Eddie Rabbitt's** show at the **MGM Grand Hotel**.

NEW JOBS — **Dave Wolfe**, a nine-year veteran of **WINN**/Louisville, Ky., recently became music director of **WHOO-AM&FM**/Orlando, Fla. . . . **Cal Campbell** recently joined the news staff of **KNX-FM**/Los Angeles as an on-air reporter. He hails from nearby stations **KLOS** and **KABC**, where he produced and broadcast a regular feature series for the ABC-FM network. Previously, he worked at **KIIS**/Los Angeles, **KEZY**/Anaheim, **KWIZ**/Santa Ana and **KCMJ**/Palm Springs . . . **Cynthia Pallotto** has joined United Stations as the New York station clearance representative. Before working as East Coast publicist for **EMI/Liberty** Records, Pallotto served as promotion coordinator of **WYNY**/New York and operations manager of AOR-formatted **WRNW**/Briarcliff Manor, N.Y.

NETWORK NEWS — **Nicholas P. Schiavone** was recently named vice president of radio research of NBC Broadcast Research. He will be responsible for the research for the NBC Radio Network, The Source and the eight NBC radio stations. Previously Schiavone served as research director for the NBC Radio network since 1979, before which he worked several jobs in NBC Research and Corporate Planning . . . RadioRadio, CBS's new young adult network that bows next spring, has lined up a comedy one-time special written by three veterans of the National Lampoon Co., one of whom co-wrote the screenplay for the movie *Animal House*. Produced by GK Prods. of L.A. it is scheduled to air sometime next summer.

FOR YOUR INFORMATION — **KQMS**/Redding, Ct., **WEJL** and **WEZX**/Scranton, Pa., and **WKPT**/Johnson City, Tenn. are now represented by **Selcom Radio** . . . **KSRR**/Houston recently presented a check for \$1,188 to **Tony Martell**, president of the T.J. Martell Fund for Leukemia research. The money was raised through donations and a softball game between the station's staff and Columbia recording group *Journey*. **THE IMMEDIACY OF RADIO COVERAGE** — Please send all radio related correspondence to *Air Play*, **Cash Box**, 1775 Broadway, N.Y., N.Y. 10019. **larry riggs**

NLRB Blasts Management In Four-Month Strike At WTFM

NEW YORK — A new twist developed in the four-month-old strike by American Federation of Television and Radio Artists (AFTRA) air personalities against **WTFM**/New York when the National Labor Relations Board (NLRB) earlier this month issued a complaint alleging that the station engaged in unfair labor practices and is deliberately prolonging the strike.

In the complaint, AFTRA stated that the A/C-formatted station:

- declined to provide it with information it needed to act as the announcers' sole collective bargaining agent;

- refused to meet with the union at "reasonable times" for bargaining purposes; and

- negotiated in "bad faith," without intention to enter into agreement with the union.

What this means, according to **Samuel Kaynard**, director of region 29 of the NLRB,

Warfield Named To VP/GM Post At WBLS, WLIB

LOS ANGELES — **Charles M. Warfield, Jr.** was recently named to the position of vice president/general manager for two Inner City Broadcasting radio stations, **WLIB** and **WBLS**/New York. Formerly assistant general manager for Inner City Broadcasting, Warfield assumed his new post in early November.

In his new position, Warfield is responsible for supervising the review, evaluation and implementation of corporate policies and procedures and the installation and operation of in-house systems for each station's traffic, accounting, billing and payroll needs.

Warfield will report directly to Inner City Broadcasting president **Pierre Sutton**.

WBLS is one of the top contemporary music stations in New York City and the flagship station of the nine-station Inner City Broadcasting chain. Led by nationally known program director **Frankie Crocker**, **WBLS** and its urban contemporary format constantly battle archrival **WKTU** for preeminence in the New York market.

Warfield joined Inner City Broadcasting in August 1977 as corporate controller. Prior to that, he served in accounting and/or teaching positions at **Medgar Evers College** in Brooklyn, **RCA Corp.** and the accounting firm of **Leisdorf & Co.**

Commenting on the promotion, Inner City Broadcasting president **Sutton** said, "Charles Warfield is an intelligent, knowledgeable corporate official who, in the four years since joining Inner City, has proven himself worthy of the new challenge. I expect him to have a bright future in the Inner City Broadcasting family."

"is that we determined, based on our preliminary investigation, that there is sufficient evidence to warrant litigation." He added that if no settlement is reached before then, a trial before an NLRB administrative law judge will take place on June 28, 1982.

If this judge determines that the strike was caused by unfair labor practices and not solely by an economic dispute, each announcer will be entitled to get his job back, even if **WTFM** had hired interim replacements, according to **Robert Jaffe**, assistant counsel to AFTRA. The judge's ruling can be appealed.

At issue are AFTRA demands that **WTFM** pay their announcers salaries comparable to other New York City air personalities, the station's demand for the power to fire them without "just cause" and its use of part-time announcers to sidestep the union contract. Eight full-time and three part-time **WTFM** announcers belong to AFTRA. "The station has not changed its attitude towards salaries," said **Randy Paul**, the union negotiator. "For years, the FM station was considered a stepchild to AM, and the station wanted to be competitive in the New York market. Of course, now, that situation has been turned around.

"We've given them an offer," Paul added. "They'll go back to work if we can get an acceptable resolution of those two issues — money and the sole discretion to fire people." Paul remarked that he hopes the strike will be settled within the next two weeks.

But **Sidney Horn**, president and general manager of **WTFM**, asserted that AFTRA "made demands which we are not ready to acquiesce to." One reason he does not wish to meet the union's salary demands is that "they are not of New York quality," he said. "They're better than announcers on Long Island, but not as good as New York." Ironically, the **WTFM** studio is located in Queens, a section of New York City that is close to Long Island and its city of license is **Lake Success, N.Y.**, a town that straddles the New York-Long Island border. **Horn** denied the other two union charges.

Although **Horn** said he felt that AFTRA "put the gun to our heads by going on strike the day before the contract expired," he stated that "I'm ready to sit down with them at any time." Paul said the same thing. **Horn** also said that "I don't believe there have been any unfair labor practices in this strike."

Simonson Named To RKO Radio VP Post

LOS ANGELES — **Lee S. Simonson** was named vice president of **RKO Radio** last week. Simonson was formerly general manager of **RKO**-owned **WRKS-FM**(**KISS-FM**)/New York, a post he held since January 1980.

"This promotion recognizes the tremendous job Lee has done since coming to New York," said **RKO FM** president **Jerry R. Lyman**, in announcing the move. "WRKS is the hottest radio station in New York today."

Prior to his experience at **WRKS-FM** (formerly **WXLO**), Simonson worked a number of years in the radio industry. He started in 1971 with **WGMS-AM&FM**/Washington, D.C., where he eventually became retail sales manager by 1974. In 1976, Simonson moved on to a position as sales manager at **WFYR**/Chicago, moving up to general sales manager in 1978.

Commenting on his promotion, Simonson said, "This honor is a reflection of the success of the people who work at **WRKS**, and I'm honored for them as well."

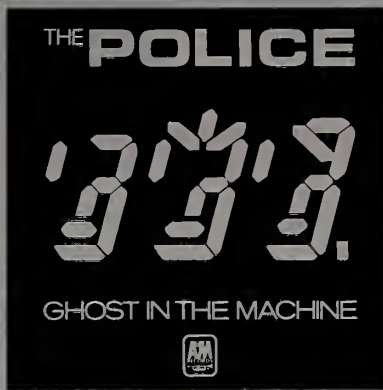


Charles M. Warfield, Jr.

CASH BOX ROCK ALBUM RADIO REPORT



— **AC/DC • FOR THOSE ABOUT TO DIE WE SALUTE YOU • ATLANTIC**
ADDS: KOME, WBAB, WBLM, WYSP, WPLR, KMG, WCCC, WGRQ, WLIR, WOUR, WCOZ, WMMS, KZEL, WABX, KNCN, KSFX, KROQ, KBPI. **HOTS:** WBAB, WPLR, WCCC, WLIR. **MEDIUMS:** KBPI. **PREFERRED TRACKS:** Evil, Breaking, Title. **SALES:** Just shipped.



3 **THE POLICE • GHOST IN THE MACHINE • A&M**
ADDS: None. **HOTS:** KOME, KBPI, KZAM, WNEW, KSHE, KROQ, KNCN, WABX, KZEL, KNAC, WBAB, KMET, WBLM, WYSP, WPLR, KMG, WHFS, WCCC, KEZY, WGRQ, WLIR, WOUR, WCOZ, WMMS. **MEDIUMS:** KSJO. **PREFERRED TRACKS:** Every, Invisible, Secret. **SALES:** Good in all regions.

1 MOST ADDED

1 MOST ACTIVE

LP Chart Position
 # 4 MOST ADDED

— **ADAM AND THE ANTS • PRINCE CHARMING • EPIC**
ADDS: WNEW, WMMS, WLIR, WHFS. **HOTS:** KNAC, KROQ. **MEDIUMS:** WBAB. **PREFERRED TRACKS:** Stand, Title. **SALES:** Just shipped.

LP Chart Position
 # 5 MOST ADDED

— **THE JAM • POLYDOR/POLYGRAM**
ADDS: WNEW, KROQ, WLIR, WHFS. **HOTS:** None. **MEDIUMS:** None. **PREFERRED TRACKS:** Absolute, Disguises, Riverbank. **SALES:** Just shipped.

LP Chart Position
 # 2 MOST ADDED

— **PINK FLOYD • A COLLECTION OF GREAT DANCE SONGS • COLUMBIA**
ADDS: KBPI, WNEW, KZEL, WCOZ, WOUR, WLIR, WGRQ, WCCC, WHFS, WYSP, KMET, WBAB. **HOTS:** None. **MEDIUMS:** WNEW, WLIR, WBAB. **PREFERRED TRACKS:** Open. **SALES:** Just shipped.

18 **PAT BENATAR • PRECIOUS TIME • CHRYSALIS**
ADDS: None. **HOTS:** KNCN, KSFX, KBPI, KOME. **MEDIUMS:** KSJO, WBLM, KMG, KEZY, WCOZ, KZAM. **PREFERRED TRACKS:** Promises, Fire, Just. **SALES:** Good to moderate in all regions.

3 MOST ADDED
 — **JOAN JETT & THE BLACKHEARTS • I LOVE ROCK 'N ROLL • BOARDWALK**
ADDS: WNEW, KROQ, KNCN, WLIR, WCCC, WHFS, WBAB, KNAC. **HOTS:** WLIR, WBAB, KNAC. **MEDIUMS:** WNEW. **PREFERRED TRACKS:** Crimson. **SALES:** Just shipped.

52 **QUARTERFLASH • GEFFEN**
ADDS: KNCN, KSFX. **HOTS:** KBPI, KZAM, KNX, KNCN, WBAB, WBLM, WYSP, WPLR, KMG, KEZY, WGRQ, WOUR, WMMS, KZEL, WABX. **MEDIUMS:** KOME, WNEW, KSHE, KROQ, KMET, KSJO, WCOZ. **PREFERRED TRACKS:** Harden. **SALES:** Good to moderate in all regions.

42 **BLACK SABBATH • MOB RULES • WARNER BROS.**
ADDS: None. **HOTS:** WPLR, WCCC, WGRQ, WMMS, KSHE. **MEDIUMS:** WBAB, KMET, WBLM, KMG, WLIR, KZEL, KNCN, KOME. **PREFERRED TRACKS:** Open. **SALES:** Good to moderate in all regions; strongest in Midwest and West.

4 **JOURNEY • ESCAPE • COLUMBIA**
ADDS: None. **HOTS:** KOME, KBPI, KZAM, WBAB, KMET, KSJO, WYSP, KMG, KEZY, WMMS, KZEL, WABX, KNCN, KSFX. **MEDIUMS:** WBLM, WCCC, WCOZ, WNEW. **PREFERRED TRACKS:** Believin', Stone, Crying. **SALES:** Good in all regions.

73 **RED RIDER • AS FAR AS SIAM • CAPITOL**
ADDS: None. **HOTS:** KSJO, KMG, WGRQ, WMMS, KSFX. **MEDIUMS:** WBAB, KMET, WBLM, WPLR, WCCC, WLIR, WCOZ, KOME. **PREFERRED TRACKS:** Lunatic. **SALES:** Moderate in Midwest; fair in others.

47 **LINDSEY BUCKINGHAM • LAW AND ORDER • ASYLUM**
ADDS: None. **HOTS:** WPLR, KMG, KEZY, WGRQ, WMMS, KNX, KZAM. **MEDIUMS:** WBAB, KMET, WLIR, KZEL, KROQ, KBPI. **PREFERRED TRACKS:** Trouble. **SALES:** Moderate in all regions; strongest in West.

60 **THE KINKS • GIVE THE PEOPLE WHAT THEY WANT • ARISTA**
ADDS: None. **HOTS:** WYSP, KSFX, KROQ, WNEW, KOME. **MEDIUMS:** KMET, WPLR, WHFS, WCCC, KEZY, WGRQ, WOUR, WCOZ, WABX, KNCN, KBPI. **PREFERRED TRACKS:** Better, Destroyer, Dial. **SALES:** Moderate in East and West; fair in others.

2 **THE ROLLING STONES • TATTOO YOU • ROLLING STONES/ATLANTIC**
ADDS: None. **HOTS:** KOME, KZAM, WNEW, KSHE, KROQ, KSFX, KNCN, WABX, KZEL, WMMS, KNAC, WBAB, KMET, WBLM, WYSP, WPLR, KMG, WCCC, KEZY, WGRQ, WLIR, WOUR, WCOZ. **MEDIUMS:** KBPI, KSJO. **PREFERRED TRACKS:** Start, Waiting, Limousine, Slave. **SALES:** Good in all regions.

12 **THE CARS • SHAKE IT UP • ELEKTRA**
ADDS: WABX. **HOTS:** KZAM, WNEW, KROQ, KSFX, KNAC, WBAB, KMET, WBLM, WYSP, WPLR, WCCC, KEZY, WGRQ, WLIR, WCOZ, WMMS, KZEL, KNCN. **MEDIUMS:** KOME, KBPI, KSHE, KMG, WHFS, WOUR. **PREFERRED TRACKS:** Title, Cruiser. **SALES:** Good in all regions.

91 **GREG LAKE • CHRYSALIS**
ADDS: None. **HOTS:** KMG, KEZY, KSHE, KZAM. **MEDIUMS:** WBAB, KMET, WBLM, WPLR, WGRQ, WMMS, KZEL, KNCN, KOME. **PREFERRED TRACKS:** Let Me, Nuclear. **SALES:** Moderate to fair in all regions; strongest in Midwest.

8 **RUSH • EXIT...STAGE LEFT • MERCURY/POLYGRAM**
ADDS: WCOZ. **HOTS:** WBAB, KMET, KMG, WCCC, WGRQ, WLIR, WMMS, KZEL, KNCN, KOME. **MEDIUMS:** WBLM, WYSP, WPLR, KSHE, KBPI. **PREFERRED TRACKS:** Open. **SALES:** Good in all regions.

— **JOHN ENTWISTLE • TOO LATE THE HERO • ATCO**
ADDS: None. **HOTS:** WOUR. **MEDIUMS:** WBLM, WPLR, KMG, KEZY, WGRQ, WLIR, KZEL, KSFX, WNEW, KOME. **PREFERRED TRACKS:** Title. **SALES:** Weak in all regions.

35 **LOVERBOY • GET LUCKY • COLUMBIA**
ADDS: None. **HOTS:** KOME, WBAB, KMET, WPLR, KMG, WGRQ, WMMS, KZEL, KNCN, KSFX. **MEDIUMS:** KBPI, KSHE, WBLM, WYSP, WCCC, WCOZ, WABX, KROQ. **PREFERRED TRACKS:** Working. **SALES:** Good to moderate in all regions.

9 **BOB SEGER & THE SILVER BULLET BAND • NINE TONIGHT • CAPITOL**
ADDS: None. **HOTS:** KMET, WMMS, WABX, KNCN, WNEW, KOME. **MEDIUMS:** KSJO, WBLM, KMG, WCOZ, KSHE. **PREFERRED TRACKS:** Open. **SALES:** Moderate in all regions; strongest in Midwest.

14 **DAN FOGELBERG • THE INNOCENT AGE • FULL MOON/EPIC**
ADDS: None. **HOTS:** KSHE, WNEW, KZAM, KBPI, KOME. **MEDIUMS:** WBLM, KEZY, WMMS, KNCN. **PREFERRED TRACKS:** Leader. **SALES:** Good to moderate in all regions.

32 **THE STEVE MILLER BAND • CIRCLE OF LOVE • CAPITOL**
ADDS: None. **HOTS:** KNX, WPLR, KEZY, WGRQ, WLIR, WMMS, KZEL, WNEW. **MEDIUMS:** KOME, WBAB, WBLM, KMG, WCCC, WABX, KNCN, KSFX. **PREFERRED TRACKS:** Heart, Baby, Title. **SALES:** Moderate in all regions.

177 **SNEAKER • HANDSHAKE**
ADDS: WPLR. **HOTS:** KNX, KZAM. **MEDIUMS:** WBAB, WYSP, WCCC, KEZY, WGRQ, WOUR, KNCN, KBPI. **PREFERRED TRACKS:** More Than. **SALES:** Fair in Midwest; weak in others.

1 **FOREIGNER • 4 • ATLANTIC**
ADDS: None. **HOTS:** KOME, WNEW, KSHE, WBAB, KMET, KSJO, WYSP, WPLR, KMG, WCCC, KEZY, WGRQ, WMMS, KZEL, WABX, KNCN. **MEDIUMS:** KSFX, WBLM, WCOZ. **PREFERRED TRACKS:** Juke, Night, Waiting, Urgent. **SALES:** Good in all regions.

78 **MOLLY HATCHET • TAKE NO PRISONERS • EPIC**
ADDS: KSFX, WLIR. **HOTS:** KMET, KNCN. **MEDIUMS:** WBAB, WBLM, WYSP, WPLR, WCCC, WGRQ, WOUR, WCOZ, WMMS, KZEL, KSHE, KBPI. **PREFERRED TRACKS:** Open. **SALES:** Major breakouts in all regions; strongest in South and Midwest.

16 **ROD STEWART • TONIGHT I'M YOURS • WARNER BROS.**
ADDS: None. **HOTS:** KOME, WBAB, KMET, WYSP, KEZY, WLIR, WMMS, KNCN, WNEW, KNX. **MEDIUMS:** WPLR, KZEL, WABX, KSFX, KBPI. **PREFERRED TRACKS:** Turks, Title. **SALES:** Good in all regions.

17 **GENESIS • ABACAB • ATLANTIC**
ADDS: None. **HOTS:** KOME, WNEW, KSHE, KROQ, KSFX, WABX, WBAB, WBLM, WPLR, KMG, WHFS, WCCC, KEZY, WGRQ, WLIR, WOUR, WMMS. **MEDIUMS:** KBPI, KZAM, KNCN, KNAC, KMET, KSJO, WCOZ, KZEL. **PREFERRED TRACKS:** Reply, Title, Another, Dark. **SALES:** Good to moderate in all regions; weakest in South.

6 **STEVIE NICKS • BELLA DONNA • MODERN/ATLANTIC**
ADDS: None. **HOTS:** KOME, KBPI, WYSP, KEZY, WGRQ, WOUR, WMMS, WABX, KNCN, KNX, KZAM. **MEDIUMS:** WBAB, KMET, KSJO, KMG, WCOZ, WNEW. **PREFERRED TRACKS:** Leather, Draggin', Edge. **SALES:** Good in all regions.

116 **SURVIVOR • PREMONITION • SCOTTI BROS./CBS**
ADDS: None. **HOTS:** KSJO, WBLM, WYSP, WMMS. **MEDIUMS:** WBAB, KMG, WCOZ, KZEL, WABX, KSFX, KROQ, KBPI, KOME. **PREFERRED TRACKS:** Poor. **SALES:** Moderate in Midwest; fair in others.

26 **THE GO-GO'S • BEAUTY AND THE BEAT • I.R.S./A&M**
ADDS: None. **HOTS:** KNAC, WBAB, WHFS, WLIR, WMMS, WABX, KROQ. **MEDIUMS:** KMET, WYSP, KSFX, KZAM, KOME. **PREFERRED TRACKS:** Lips, Beat, This Town. **SALES:** Moderate to fair in all regions; strongest in East.

27 **OZZY OSBOURNE • DIARY OF A MADMAN • JET/CBS**
ADDS: None. **HOTS:** KOME, KSHE, WBAB, KMET, WPLR, KMG, WCCC, WGRQ, WLIR, WOUR, WMMS, KZEL, KNCN. **MEDIUMS:** KBPI, KSFX, WBLM, WYSP, WCOZ. **PREFERRED TRACKS:** Over, Title. **SALES:** Good to moderate in all regions; strongest in Midwest.

53 **TRIUMPH • ALLIED FORCES • RCA**
ADDS: None. **HOTS:** KOME, WBAB, KMET, KSJO, KMG, WGRQ, WOUR, WMMS, KZEL, KNCN, KSFX. **MEDIUMS:** WNEW, WBLM, WYSP, WCOZ, WABX, KBPI. **PREFERRED TRACKS:** Magic. **SALES:** Moderate in Midwest and South; fair in others.

23 **THE J. GEILS BAND • FREEZE-FRAME • EMI AMERICA**
ADDS: None. **HOTS:** KOME, KBPI, WNEW, KSHE, KZEL, WBAB, KMET, KSJO, WBLM, WYSP, WPLR, KMG, WHFS, WCCC, KEZY, WGRQ, WLIR, WOUR, WCOZ, WMMS. **MEDIUMS:** KZAM, KROQ, KSFX, KNCN, WABX. **PREFERRED TRACKS:** Centerfold, Title. **SALES:** Good to moderate in all regions.

166 **THE HENRY PAUL BAND • ANYTIME • ATLANTIC**
ADDS: KZEL, WCCC. **HOTS:** None. **MEDIUMS:** WBAB, KMET, WBLM, WPLR, KEZY, WOUR, WCOZ, KNCN, WNEW, KBPI. **PREFERRED TRACKS:** Open. **SALES:** Moderate breakouts in South and Midwest.

36 **NEIL YOUNG & CRAZY HORSE • RE-AC-TOR • REPRISE**
ADDS: None. **HOTS:** KOME, WBAB, KMET, WLIR, WNEW. **MEDIUMS:** WBLM, WYSP, WPLR, WHFS, WGRQ, WOUR, KZEL, KNCN, KSFX, KSHE. **PREFERRED TRACKS:** Opera, Shots, T-Bone. **SALES:** Good to moderate in all regions.

TOP 100 SINGLES

December 5, 1981

CASH BOX

LAST WEEK	THIS WEEK		WEEKS ON CHART
1	1	PHYSICAL OLIVIA NEWTON-JOHN	10
3	2	WAITING FOR A GIRL LIKE YOU FOREIGNER	9
2	3	PRIVATE EYES DARYL HALL & JOHN OATES	15
7	4	OH NO COMMODORES	12
5	5	HERE I AM AIR SUPPLY	12
13	6	LET'S GROOVE EARTH, WIND & FIRE	10
8	7	EVERY LITTLE THING SHE DOES IS MAGIC THE POLICE	11
9	8	YOUNG TURKS ROD STEWART	8
10	9	WHY DO FOOLS FALL IN LOVE? DIANA ROSS	8
6	10	START ME UP ROLLING STONES	16
4	11	ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS	17
11	12	THE NIGHT OWLS LITTLE RIVER BAND	16
17	13	DON'T STOP BELIEVIN' JOURNEY	6
18	14	HARDEN MY HEART QUARTERFLASH	8
19	15	TROUBLE LINDSEY BUCKINGHAM	7
16	16	THE OLD SONGS BARRY MANILOW	9
20	17	YESTERDAY'S SONGS NEIL DIAMOND	5
22	18	I CAN'T GO FOR THAT (NO CAN DO) DARYL HALL & JOHN OATES	4
23	19	COMIN' IN AND OUT OF YOUR LIFE BARBRA STREISAND	4
30	20	TURN YOUR LOVE AROUND GEORGE BENSON	7
24	21	LEATHER AND LACE STEVIE NICKS (with DON HENLEY)	7
25	22	MY GIRL (GONE, GONE, GONE) CHILLIWACK	11
26	23	OUR LIPS ARE SEALED GO-GO'S	15
27	24	TAKE MY HEART KOOL & THE GANG	9
33	25	HOOKED ON CLASSICS LOUIS CLARK CONDUCTS THE ROYAL PHILHARMONIC ORCHESTRA	6
32	26	THE SWEETEST THING (I'VE EVER KNOWN) JUICE NEWTON	8
28	27	NEVER TOO MUCH LUTHER VANDROSS	10
29	28	NO REPLY AT ALL GENESIS	11
31	29	HEART LIKE A WHEEL THE STEVE MILLER BAND	6
34	30	CENTERFOLD THE J. GEILS BAND	5

LAST WEEK	THIS WEEK		WEEKS ON CHART
21	31	JUST ONCE QUINCY JONES featuring JAMES INGRAM	17
35	32	UNDER PRESSURE QUEEN & DAVID BOWIE ADDS: KFMD-28, WGCL, 13K. JUMPS: WFLY Ex To 28, WTIX Ex To 36, WSKZ Ex To 23, KIQQ 33 To 23, WRVQ 21 To 17, KOPA 27 To 24, Q106 22 To 19, WKXX 24 To 21, KYXX 29 To 21, WSPT 33 To 28, WRQX 23 To 17, WKXS 29 To 21, WBBQ 27 To 23, KEGL 19 To 16, KZZP 25 To 20, WBCY 15 To 12, KCPX 33 To 27, KEYN Ex To 29, KRQ 27 To 24. SALES: Moderate in the West, East, and Midwest. Fair in the South.	5

HIT BOUND

43	33	SOMEONE COULD LOSE A HEART TONIGHT EDDIE RABBITT ADDS: KJR, WTIX, KFI, WFLY-30, Q102-33, Q106, KTSA, WAYS-19, WZZP, WPGC, KZZX, WGCL, 92X-24, WTIC-FM-29, BJ105-38. JUMPS: WCAO Ex To 30, WSGN 32 To 24, Z102 36 To 32, KOFM Ex To 27, WRQX Ex To 26, KOAQ Ex To 21, WTRY Ex To 30, 94Q 26 To 23, KC101 Ex To 28, WBSB 28 To 25, KFMD Ex To 27, KJRB 29 To 26, WWKX Ex To 28, WBBQ Ex To 29, KHFI 23 To 20, KFMD 29 To 24, WNCI 24 To 21, KOPA 29 To 26, WRFC Ex To 31, KEEL Ex To 28, WSPT 29 To 25, KEZR 20 To 17, KZZP 30 To 27, KRTH Ex To 27, WSEZ Ex To 34, WOKY Ex To 14, KEGL Ex To 25, WGH Ex To 16, WBCY Ex To 29, WZZR Ex To 26, WMAK-FM Ex To 30, KYXX 33 To 24, KEYN 30 To 25. SALES: Breakouts in the South, and Midwest.	4
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PRIME MOVER

41	34	COOL NIGHT PAUL DAVIS ADDS: KOFM-26, WBBF, Y100, WOW-17, WQXI, WPRO-FM, CKLW, KVIL. JUMPS: WCAO 28 To 23, WAYS 18 To 15, KZZX Ex To 22, WSPT Ex To 33, WFLY 30 To 26, WZZR 30 To 25, WTIC-FM 29 To 25, JB105 29 To 26, WSKZ 25 To 19, WZZP Ex To 17, KCPX Ex To 28, WWKX 28 To 23, KYXX 30 To 20, WMAK-FM 27 To 23, KFMD 28 To 22, KINT 25 To 20, KJR Ex To 23, WRFC 26 To 23, WSGN 26 To 20, Z102 26 To 21, KEZR 19 To 16, 94Q 22 To 19, KOAQ 24 To 18, WSEZ 26 To 20, KFMD 27 To 23, WTIX Ex To 37, Q106 Ex To 29, WPGC Ex To 30, KIQQ 24 To 18, FM102 Ex To 28, WBBQ 28 To 24, KC101 29 To 24, WGH 10 To 5, WNCI 26 To 23, KJRB Ex To 28, KTSA Ex To 30, KZZP 28 To 25, KHFI 15 To 12. SALES: Fair in the West, Midwest and South.	5
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39	35	I WOULDN'T HAVE MISSED IT FOR THE WORLD RONNIE MILSAP ADDS: KTSA-28, WZZP, KRAV, KVIL, KEYN, Z102-33, KJRB. JUMPS: WBBF Ex To 22, KZZP 20 To 17, WWKX Ex To 29, WRFC 28 To 25, KRQ 23 To 20, KEZR Ex To 25, KIMN 22 To 19, WSEZ 23 To 19, WOKI 15 To 11, WAYS 16 To 13, KOPA 26 To 23, WZZR Ex To 28, KINT Ex To 25, WSGN 10 To 7, 94Q 28 To 24, WAKY 24 To 20, WNCI 30 To 27. SALES: Weak in all regions.	7
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12	36	I'VE DONE EVERYTHING FOR YOU RICK SPRINGFIELD	16
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15	37	THE THEME FROM HILL STREET BLUES MIKE POST featuring LARRY CARLTON	16
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LAST WEEK	THIS WEEK		WEEKS ON CHART
40	38	TWILIGHT JUMPS: WFLY 22 To 18, WSPT Ex To 31, WRVQ 25 To 20, JB105 30 To 27, WGH 19 To 15, KYXX 26 To 22, KEYN 21 To 18, KRQ 26 To 23, KOAQ Ex To 25, WTIX 39 To 35, KIQQ 34 To 30, WOKI 31 To 27, KOPA 17 To 14, WKXX 26 To 22. SALES: Fair in the Midwest. Weak in all other regions.	17

CASH SMASH

52	39	SHAKE IT UP THE CARS ADDS: Y100, WRQX, WNCI, WGCL-23, KOAQ JUMPS: WRVQ Ex To 23, Z102 33 To 29, WTRY Ex To 29, KRQ Ex To 26, WBSB Ex To 29, KIQQ Ex To 26, WWKX Ex To 30, KIMN Ex To 30, KEZR 24 To 21, KHFI 29 To 26, Q106 Ex To 30, WOKI Ex To 32, KYXX Ex To 27, KOPA 30 To 27, KFMD Ex To 24, WKXX 27 To 24, WBBQ Ex To 30, KFI Ex To 30, KZZP 27 To 23, WSPT 28 To 22, KCPX Ex To 31, WKXS 30 To 10, BJ105 Ex To 39, KEGL 25 To 20. SALES: Breakouts in all regions.	17
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44	40	WRACK MY BRAIN RINGO STARR ADDS: KEZR, 13K. JUMPS: WCAO 27 To 24, WGH Ex To 20, WSGN 28 To 22, WBCY 23 To 20, KCPX 30 To 26, Z102 23 To 19, WTIX Ex To 39, WSPT 31 To 27. SALES: Moderate in the Midwest. Fair in the West and East.	17
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14	41	WHEN SHE WAS MY GIRL THE FOUR TOPS	17
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HIT BOUND

45	42	STEAL THE NIGHT STEVIE WOODS ADDS: KXOK-20, KVIL. JUMPS: WCAO 25 To 20, WSGN Ex To 29, WOKY Ex To 20, WGCL Ex To 30. SALES: Weak in all regions.	17
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47	43	CASTLES IN THE AIR DON McLEAN ADDS: KFYE, WSGN. JUMPS: WBSB Ex To 30, KFMD 24 To 20, WSEZ 21 To 16, WPGC Ex To 29, KEEL 28 To 22, WTIX Ex To 40, KFI Ex To 29, WHBQ Ex To 20, KRTH Ex To 28. SALES: Weak in all regions.	17
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48	44	LIVING EYES BEE GEES ADDS: WCAO, KFMD. JUMPS: WSGN 27 To 21, WGCL Ex To 28.	17
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42	45	SUPER FREAK (PART 1) RICK JAMES	17
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37	46	SAUSALITO SUMMERNIGHT DIESEL	17
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38	47	ENDLESS LOVE DIANA ROSS and LIONEL RICHIE	17
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50	48	POOR MAN'S SON SURVIVORS ADDS: KHFI. JUMPS: WRQX Ex To 25, WLS 22 To 17, WLS-FM 22 To 17. SALES: Fair in the Midwest. Weak in all other regions.	17
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A WEEKLY REVIEW

DIO CHART

TOP 100 SINGLES

December 5, 1981

THIS WEEK WEEKS ON CHART

HIT BOUND

49 **WAITING ON A FRIEND** ROLLING STONES 1
 ADDS: WCAO, WTRY, Q106, WRQX, 94Q, WPRO-FM, WPGC, WBBQ, 92X-25, CKLW, WLS, WLS-FM, BJ105, KOAQ, 13K, KIMN, KOPA, JB105-33. **JUMPS:** 96KX 28 To 25, KFMD 29 To 26, Z102 21 To 18, WKXX Ex To 29, WSKZ Ex To 25, WNCI Ex To 28, WTXH Ex To 21, WXKS Ex To 29, WRVQ 26 To 22, KZZP Ex To 28, KC101 30 To 27, KRTH Ex To 26, KEZR Ex To 20, WBCY 28 To 24, KJRB Ex To 31, KEGL Ex To 29, KYXX Ex To 30, WVIC-FM 30 To 26, WOKI Ex To 31. **ON:** WRFC, KINT. **SALES:** Just shipped.

HIT BOUND

50 **SHE'S GOT A WAY** BILLY JOEL 3
 ADDS: WTRY, WRFC, KYXX, KRAV, 94Q-30, KFMD, WBBQ, KEEL, KIQQ, KC101-29, KEGL. **JUMPS:** WCAO Ex To 29, KOFM Ex To 30, WGH 15 To 9, WBCY 29 To 26, WMAK-FM Ex To 26, WTXH Ex To 29, KHFI 28 To 24, KFI Ex To 26. **SALES:** Breakouts in the East.

51 **I WANT YOU, I NEED YOU** CHRIS CHRISTIAN 10

HIT BOUND

52 **COME GO WITH ME** THE BEACH BOYS 3
 ADDS: WXKS, WKXX, WFLY, KOFM, WWKX, WRFC, Q106, WAKY-22, WNCI, WOKY, BJ105, Z102-35, KIQQ, KC101-30. **JUMPS:** WSEZ Ex To 33, WGH Ex To 19, WSGN 29 To 25, KXOK 20 To 17, KCPX Ex To 30, WTXH 33 To 27, KHFI 30 To 27.

53 **MAGIC POWER** TRIUMPH 10

54 **WORKING FOR THE WEEKEND** LOVERBOY 4
 ADDS: KFMD, BJ105. **JUMPS:** KZZP 29 To 26, WBCY 26 To 23, KRQ Ex To 29, KIQQ Ex To 38, WKXX 28 To 25, WSPT Ex To 32, KEGL 15 To 10.

55 **FOR YOUR EYES ONLY** SHEENA EASTON 20

56 **TRYIN' TO LIVE MY LIFE WITHOUT YOU** BOB SEGER 13

HIT BOUND

57 **YOU COULD HAVE BEEN WITH ME** SHEENA EASTON 2
 ADDS: WTXH, KOPA, KFI, KRTH, WWKX, WRFC, KEZR, FM102, WGH, WZZR, KFMD, WGCL, WMAK-FM, BJ105, KRQ, KOAC. **JUMPS:** WAKY 23 To 18, KZZP Ex To 29, KCPX Ex To 32, KIQQ Ex To 37, WOKI Ex To 33. **SALES:** Breakouts in the Midwest.

58 **LET ME LOVE YOU ONCE** GREG LAKE 3
 ADDS: WZZR, KEEL, KRQ, KIQQ, KJRB, WKXX. **Day-Part:** WMAK-FM. **JUMPS:** KYXX Ex To 33, 94Q 29 To 26. **SALES:** Breakouts in the Midwest.

LAST THIS WEEK WEEK

64 **59 MORE THAN JUST THE TWO OF US** SNEAKER 4
 ADDS: FM102. **JUMPS:** WRVQ 24 To 21, KEZR Ex To 28, WTXH 34 To 28, KEGL 23 To 19.

60 **60 TALKING OUT OF TURN** THE MOODY BLUES 5

71 **61 KEY LARGO** BERTIE HIGGINS 5
 ADDS: WWKX, WSGN, WQXI, Z102-34, WTXH, KFI. **JUMPS:** WRFC Ex To 28, 94Q 25 To 21, WBBQ 20 To 16, KCPX Ex To 38, WKXX 30 To 27.

54 **62 SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED)** CARL CARLTON 16

57 **63 WE'RE IN THIS LOVE TOGETHER** AL JARREAU 19

56 **64 PROMISES IN THE DARK** PAT BENATAR 10

53 **65 STEP BY STEP** EDDIE RABBITT 20

76 **66 IF I WERE YOU** LULU 3
 ADDS: WCAO, WOKI, WZZR, WBBQ, WXKS. **JUMPS:** WGCL Ex To 29, CKLW Ex To 30, KCPX Ex To 39, KIQQ Ex To 40.

55 **67 HARD TO SAY** DAN FOGELBERG 15

61 **68 YOU SAVED MY SOUL** BURTON CUMMINGS 13

80 **69 MY KINDA LOVER** BILLY SQUIER 3
 ADDS: KHFI, WBBQ, WGCL, KCPX, KIQQ, WKXX, KEGL. **JUMPS:** WLS Ex To 36, WLS-FM Ex To 36, WSPT Ex To 30.

79 **70 BLAZE OF GLORY** KENNY ROGERS 3
 ADDS: WZZR, KINT, KCPX. **JUMPS:** WSGN 30 To 27.

58 **71 SAY GOODBYE TO HOLLYWOOD** BILLY JOEL 13

75 **72 CONTROVERSY** PRINCE 7
 ADDS: KINT. **JUMPS:** WVIC-FM 24 To 21. **SALES:** Moderate in the South. Weak in all other regions.

65 **73 SWEET MERILEE** DONNIE IRIS 6

86 **74 LEADER OF THE BAND** DAN FOGELBERG 2
 ADDS: KEZR, WZZR, 94Q-28, WAKY-23, KEEL, KZZP, KRQ, WSPT. **Day-Part:** WMAK-FM. **JUMPS:** Q102 Ex To 31, KFMD Ex To 29, WNCI 29 To 25, WKXX Ex To 30.

78 **75 I HEARD IT THROUGH THE GRAPEVINE** ROGER 7
JUMPS: FM102 11 To 9. **SALES:** Moderate in the South. Fair in all other regions.

— **76 LOVE IS ALRIGHT TONITE** RICK SPRINGFIELD 1
 ADDS: KIQQ, KFI, JB105-35, KRTH, WWKX, WSKZ, WOKI, KEZR, WBSB, KOFM, KYXX, KINT, WRQX, WPGC, WBBQ, KCPX. **Day-Part:** KJRB.

— **77 TAKE IT EASY ON ME** LITTLE RIVER BAND 1
 ADDS: BJ105-40, WTXH, KFI, JB105-34, KRTH, WSKZ, WRVQ, WOKI, WGH, Q106, KOFM, KYXX, KINT, KFMD, KEEL, WBCY, KCPX. **JUMPS:** WNCI Ex To 29. **ON:** KBEQ.

85 **78 FALLING IN LOVE** BALANCE 2
 ADDS: KOPA. **JUMPS:** KHFI 22 To 19.

LAST THIS WEEK WEEK

89 **79 LOVE IN THE FIRST DEGREE** ALABAMA 2
 ADDS: KFMK, WTXH, WKXX. **JUMPS:** WSEZ 31 To 28, KEEL 29 To 24, WMAK-FM 29 To 24, WOKI Ex To 30.

88 **80 ANYONE CAN SEE** IRENE CARA 2
SALES: Fair in the Midwest.

84 **81 BREAKIN' AWAY** AL JARREAU 2
JUMPS: KCPX Ex To 40, KIQQ Ex To 24, WXKS Ex To 27.

74 **82 I'M JUST TOO SHY** JERMAINE JACKSON 6

63 **83 ATLANTA LADY (SOMETHING ABOUT YOUR LOVE)** MARTY BALIN 13

66 **84 THE COWBOY AND THE LADY** JOHN DENVER 6

72 **85 LA LA MEANS I LOVE YOU** TIERRA 7

— **86 SEA OF LOVE** DEL SHANNON 1
 ADDS: WBSB, WBBQ, KZZP, KCPX, KRQ. **JUMPS:** KEZR Ex To 26.

67 **87 IN THE DARK** BILLY SQUIER 13

— **88 LITTLE DARLIN'** SHEILA 1
 ADDS: KEZR, KCPX, BJ105. **ON:** KFRC.

— **89 CLOSER TO THE HEART** RUSH 1
 ADDS: WOKI, WRQX, WKXX, KEGL. **ON:** WLS-FM.

91 **90 WKRP IN CINCINNATI** STEVE CARLISLE 3
 ADDS: KFMD.

70 **91 WHO'S CRYING NOW** JOURNEY 21

— **92 IT'S MY PARTY** DAVE STEWART and BARBARA GASKIN 1
SALES: Moderate in the West.

81 **93 PAY THE DEVIL (Ooo BABY Ooo)** THE KNACK 6

73 **94 MISTAKEN IDENTITY** KIM CARNES 7

82 **95 WORKING IN THE COAL MINE** DEVO 14

87 **96 BET YOUR HEART ON ME** JOHNNY LEE 8

92 **97 BURNIN' FOR YOU** BLUE OYSTER CULT 17

90 **98 ALIEN** ATLANTA RHYTHM SECTION 15

83 **99 ONE MORE NIGHT** STREEK 9

94 **100 QUEEN OF HEARTS** JUICE NEWTON 28

LOOKING AHEAD

KEEPING OUR LOVE ALIVE HENRY PAUL BAND
 ADDS: WOKI, WGH, KCPX

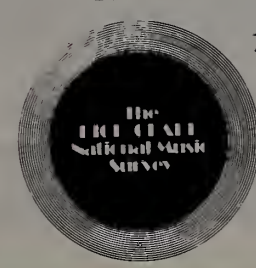
LOOKER SUE SAAD
 ADDS: WOKI, WBCY. **ON:** WMAK-FM

SOME GUYS HAVE ALL THE LUCK NIKKI WILLS
 ADDS: WGH, KCPX

CASH SMASH—denotes significant sales activity.
PRIME MOVER—denotes significant radio activity.
HIT BOUND—denotes immediate radio acceptance.

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Video Seen As Top Priority At NMA/BMI-Sponsored Forum

by Jennifer Bohler

NASHVILLE — Labeling the advent of video "the most important event since the birth of rock 'n' roll," panelist Michael Nesmith set the upbeat tone of the Nov. 20 "What Is This Thing Called Video And Where Is It Going" forum, co-sponsored by the Nashville Music Assn. (NMA) and Broadcast Music Inc. (BMI) at the new Bullet audio/video recording studio here.

More than 400 members of the Nashville music community packed the facility to hear Nesmith and four other panelists — including Bob Emmer of Alive Productions; Sam Trust, president of ATV Music; and Robert Pittman, vice president of programming for Warner Amex Satellite Entertainment Company's (WAMEX) MTV; plus moderator Frances Preston, vice president, BMI — offer their views on the burgeoning medium.

The most outspoken proponent of video was Nesmith, who stated most emphatically that video is the future of the record industry. "There is no choice in this," said the former member of the popular '60s TV/pop group the Monkees. "Video records is your future because of the direction Americans have taken in terms of the way they use their television sets. This is not the death of the record business, but the beginning of a new era."

Nesmith himself has been involved with video production since the early '70s when

Major Companies Join To Promote Harris Release

NASHVILLE — In an effort to promote the latest Emmylou Harris release, "Cimarron," Warner Bros. Records has teamed with the Record Bar chain, WPLO/Atlanta, and General Motors in a month-long campaign that will culminate Dec. 23 when a contestant in the Atlanta area will receive a 1982 Cadillac Cimarron.

Area residents can register for the sweepstakes at the four Atlanta area Cadillac dealers and the six metro Record Bar outlets, each of which are located in major shopping malls. The Dec. 23 drawing and subsequent awarding of the grand prize will be coordinated by WPLO.

For the campaign, which started Nov. 23, Warner Bros. purchased a 1/4 page ad to run in the Atlanta *Journal Weekender*, and additional media coverage will be provided by WPLO in free promotional spots. The station will also feature a special Emmylou Harris weekend, Dec. 11-13, featuring cuts from each of her gold albums.

Record Bar employees will wear vests bearing the campaign's slogan, "America's Music . . . America's Car. Ask me about Cimarron." The Warner Bros., WPLO and Cadillac logos will also be featured in the promotional apparel. Additionally, each outlet has agreed to stock the new album in high volume and give it priority display space.

Each Cadillac consumer who test-drives a Cimarron during the contest will receive a free copy of Harris' "Light of the Stable" Christmas album, and the motor vehicle's dealers have each provided display space highlighting the Cimarron theme.

Although similar promotions have not been announced in other markets around the country, Dave "Mack" McClellan, Warner Bros. southeast regional country promotion manager, has already taken steps to aid Cadillac representatives in contacting Warner Bros. employees and Record Bar stores across the nation to discuss related giveaways.

he made a promotional video for his single release "Rio." He further entrenched himself in the fledgling market when he established his Carmel, Calif.-based company, Pacific Arts, and released his first complete video record, *Elephant Parts*, which cost \$400,000 to make, and is to this day still selling about 1,000 units a month, according to the artist. During the forum, Nesmith revealed plans to sign video producers to his company.

Its proponents claim video will someday develop into a highly complementary counterpart to the audio-only disc, providing yet another creative outlet for artists. But Nesmith cautioned that not all audio artists can translate well onto video.

From a promotional standpoint, a video accompanying a single or album release can sell records at the retail level, according to Pittman, who pointed to a survey in various test markets in which MTV, a music oriented cable program conducted by his company, was aired. The results of the survey, he said, show a direct correlation between artists' videos used on the MTV program and records sold at the retail level.

Video Sells Records

"Our survey showed an amazing consumer reaction," Pittman said. "Artists who had never sold well in those markets began selling. For example, one retailer told us he had had about 18 copies of the Buggles last album on his shelf and hadn't been able to sell them. Within one week of the initial airing of their video on MTV, that retailer sold all of the copies of the album."

Pittman noted that MTV's criteria for airing videos is simple — "If it fits into the genre, we play it," he said. "It doesn't have to feature a hit single or a well-known artist. We let the viewer decide if it's a hit," which, he added, is part of the problem with radio now.

He noted further that a lot of artists don't get exposure in certain markets because the program or music directors decide what their audience should hear, and with the tighter play lists, not as many new or off the wall type artists get airplay and thus exposure. For example, in one market surveyed, groups like the Tubes and Squeeze were not getting airplay. However, MTV was programming their videos, and through this television exposure, the groups were selling product.

There are two keys to producing a good video, according to Nesmith. The first is to

(continued on page 35)



STATLERS RECEIVE 'ORIGINAL' GOLD — Mercury recording group Statler Brothers was recently presented with gold albums by Guenter Hensler, PolyGram Records president, for sales in excess of 500,000 units of its album, "The Originals." The presentation was made in Los Angeles during a break in the taping of Barbara Mandrell's TV show. Pictured in the **first row** are (l-r): Phil Balsley and Harold Reid of the group; Hensler; Lew DeWitt and Don Reid of the group; and Marshall Grant, road manager, Statler Brothers. Pictured in the **back row** are (l-r): Bill Utz, Statler Brothers' attorney; Emiel Petrone, vice president, marketing, West Coast, PolyGram; Russ Regan, vice president and general manager West Coast, PolyGram; John Brown, western regional country promotion manager, PolyGram; and Frank Lefel, national country promotion manager, PolyGram.

WSAI/Cincinnati: Local Flavor In Era Of National Programs

by Tom Roland

NASHVILLE — While country radio seems to be moving in an impersonal direction with the advent of country satellite systems like that of Burkhart-Abrams and the United Stations network and recent trends toward shorter and tighter playlists, WSAI-AM-&FM in Cincinnati has reversed the predominant opinions of country programmers and incorporated the local Cincinnati image into its programming efforts.

With both AM and FM channels, music director John Marks indicates that WSAI has the opportunity to attract two very different segments of the country listening audience. While the AM boasts a traditional country flavor, emphasizing current hits and a deep oldies file, the stereo sister station utilizes a "more current hip sound," with an increased reliance on currents, an oldies file that stretches back only to 1975 and with a high number of album cuts interspersed throughout.

"The stance we're taking with our FM is to be undeniably, unforgettably country," says Marks, "but we're programming it in

such a way that perhaps somebody that hated country or is disgruntled with some kind of contemporary rock 'n' roll music programming and is hunting for a change can come over to us and discover that this is a different alternative. The country is one point, but we're trying to create an audience of our own through the use of album cuts and a sound-oriented approach, as opposed to the hits-oriented approach."

In offering an alternative, WSAI, behind the efforts of Marks, program director Dale Turner and general manager Pat Breuer, has localized the station as much as possible, even to the point of placing Cincinnati-based artists like Mark Preston, Bobby Mackey and the Freedom Express, the Buffalo Brothers and Cheyenne in the "regular rotation along with Kenny Rogers and Crystal Gayle. We don't hide them at night or anything because we like to keep them visible, and we're proud of what we're doing

(continued on page 28)

Halsey Forms New Firm To Unify Operations

NASHVILLE — Jim Halsey has formed Halsey Company International, a parent company responsible for overseeing all interests of the Halsey firm, including its booking and management operations.

Eight of the 10 board members, who will meet regularly, alternating between New York and Los Angeles, have been named, including: Norman Weiser, president, Largo Music; Art Stolnitz, senior vice president, Warner Bros. Television; and Dan Sklar, Sklar, Coben and Stashower. Board representatives from within the existing Halsey structure include: Jim Halsey, president; Dick Howard, executive vice president; Sherman Halsey, director; and Ernie Smith, vice president and comptroller.

The Halsey organization currently represents Cedar Creek, Roy Clark, the Corbin/Hanner Band, Jimmy Dean, David Frizzell & Shelly West, Terri Gibbs, Woody Herman, Rodney Lay & the Wild West, George Lindsey, the Oak Ridge Boys, Roy Orbison, Minnie Pearl, Hank Thompson, Mel Tillis, Don Williams and Tammy Wynette.



AGAC WELCOMES NEW MEMBERS — Representatives of the American Guild of Authors and Composers (AGAC) met recently in Nashville to welcome several noteworthy Nashville songwriters into the organization, including Neil Rogers, Marijohn Wilkin, John D. Loudermilk and Lanny Smith. Pictures **seated** are (l-r): Rogers; Wilkin; George David Weiss, executive vice president, AGAC; and Maggie Cavender, executive director, Nashville Songwriters Assn. International (NSAI). Pictured **standing** are (l-r): Loudermilk; Lew Bachman, executive director, AGAC; and Randy Goodrum, president, NSAI.

COUNTRY

TOP 75 ALBUMS

	Weeks On	Chart	Weeks On	Chart
	11/28		11/28	
1 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	1	38		
2 FANCY FREE OAK RIDGE BOYS (MCA-5209)	6	27		
3 LIVE BARBARA MANDRELL (MCA-5243)	2	15		
4 STEP BY STEP EDDIE RABBITT (Elektra 5E-532)	4	16		
5 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	5	12		
6 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	7	14		
7 BET YOUR HEART ON ME JOHNNY LEE (Full Moon/Asylum 5E-541)	3	8		
8 ESPECIALLY FOR YOU DON WILLIAMS (MCA-5210)	8	21		
9 SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)	11	32		
10 THERE'S NO GETTIN' OVER ME RONNIE MILSAP (RCA AHL 1-4060)	10	15		
11 BIG CITY MERLE HAGGARD (Epic FE 37593)	13	8		
12 SEVEN YEAR ACHE ROSANNE CASH (Columbia JC-36965)	12	38		
13 NOT GUILTY LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 37464)	16	9		
14 HOLLYWOOD, TENNESSEE CRYSTAL GAYLE (Columbia FC 37438)	9	12		
15 GREATEST HITS CHARLEY PRIDE (RCA AHL 1-4151)	15	7		
16 GOOD TIME LOVIN' MAN RONNIE McDOWELL (Epic FE 37399)	14	17		
17 I AM WHAT I AM GEORGE JONES (Epic FE 36586)	17	63		
18 JUICE JUICE NEWTON (Capitol ST 12136)	18	39		
19 STRAIT COUNTRY GEORGE STRAIT (MCA-5248)	20	9		
20 WITH LOVE JOHN CONLEE (MCA-5213)	21	20		
21 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	19	59		
22 MY HOME'S IN ALABAMA ALABAMA (RCA AHL 1-3644)	22	75		
23 SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL 1-4055)	23	19		
24 SURROUND ME WITH LOVE CHARLY McCLAIN (Epic FE-37108)	24	29		
25 STILL THE SAME OLE ME GEORGE JONES (Epic FE 37106)	40	2		
26 GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	27	58		
27 TOWN & COUNTRY RAY PRICE (Dimension DL 5003)	35	13		
28 I'M A LADY TERRI GIBBS (MCA-5255)	28	7		
29 DESPERATE DREAMS EDDY RAVEN (Elektra 5E-545)	31	6		
30 I'M COUNTRYFIED MEL McDANIEL (Capitol ST-12116)	30	40		
31 MR. T CONWAY TWITTY (MCA-5204)	26	23		
32 MIDNIGHT CRAZY MAC DAVIS (Casablanca/PolyGram NBLP 7257)				
33 TAKIN' IT EASY LACY J. DALTON (Columbia FC 37327)	25	19		
34 ROWDY HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	34	43		
35 CHRISTMAS KENNY ROGERS (Liberty LOO-5115)	59	2		
36 YOU DON'T KNOW ME MICKEY GILLEY (Epic FE-37416)	36	25		
37 LIVE HOYT AXTON (Jeremiah JH5002)	37	30		
38 YEARS AGO STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	38	12		
39 ONE TO ONE ED BRUCE (MCA-5188)	39	32		
40 GREATEST HITS ANNE MURRAY (Capitol SO-12110)	42	82		
41 RODNEY CROWELL (Warner Bros. BSK 3587)	41	9		
42 GREATEST HITS WAYLON JENNINGS (RCA AHL 1-3378)	43	137		
43 GREATEST HITS OAK RIDGE BOYS (MCA-5150)	29	57		
44 URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL-1-4027)	44	25		
45 HONEYSUCKLE ROSE ORIGINAL SOUNDTRACK (Columbia S2 36752)	47	66		
46 HORIZON EDDIE RABBITT (Elektra 6E-276)	46	73		
47 I JUST CAME HOME TO COUNT THE MEMORIES JOHN ANDERSON (Warner Bros. BSK 3599)	51	4		
48 FRAGILE-HANDLE WITH CARE CRISTY LANE (Liberty LT-51112)	48	8		
49 STARDUST WILLIE NELSON (Columbia JC 35305)	56	180		
50 LOOKIN' FOR LOVE JOHNNY LEE (Full Moon/Asylum 6E-309)	62	8		
51 PLEASURE DAVE ROWLAND AND SUGAR (Elektra 5E-525)	50	26		
52 MEL & NANCY MEL TILLIS & NANCY SINATRA (Elektra 5E-549)	52	4		
53 MORE GOOD 'UNS JERRY CLOWER (MCA-5215)	53	16		
54 CHRISTMAS WISHES ANNE MURRAY (Capitol SN 16232)	60	4		
55 HURRICANE LEON EVERETTE (RCA AHL-4152)	—	1		
56 MAKIN' FRIENDS RAZZY BAILEY (RCA AHL 1-4026)	54	30		
57 THE VERY BEST OF MEL TILLIS MEL TILLIS (MCA-3274)	57	3		
58 I LOVE 'EM ALL T.G. SHEPPARD (Warner/Curb BSK-3528)	32	31		
59 LOVIN' HER WAS EASIER TOMPALL & THE GLASER BROTHERS (Elektra 5E-542)	55	8		
60 KING OF THE ROAD BOX CAR WILLIE (Mainstreet SN 7300)	63	2		
61 KEEP ON DANCIN' (COUNTRY STYLE SWING) VOL 1 NASHVILLE RHYTHM SECTION (Koala KOA 15001)	65	4		
62 FAMILY TRADITION HANK WILLIAMS, JR. (Elektra 6E-194)	—	1		
63 SOMEWHERE OVER THE RAINBOW WILLIE NELSON (Columbia FC-36883)	68	41		
64 FIRE & SMOKE EARL THOMAS CONLEY (RCA AHL-4135)	—	1		
65 ONLY WHEN I LAUGH BRENDA LEE (MCA-5278)	66	2		
66 GREATEST HITS JIM REEVES & PATSY CLINE (RCA AHL-4127)				
67 SONGS FOR THE MAMA THAT TRIED MERLE HAGGARD (Songbird/MCA-5250)				
68 ASK ANY WOMAN CON HUNLEY (Warner Bros. BSK 3617)	—	1		
69 RODEO ROMEO MOE BANDY (Columbia FC 37568)	69	6		
70 THE BEST OF EDDIE RABBITT EDDIE RABBITT (Elektra 6E-235)	70	50		
71 SLEEPING WITH YOUR MEMORY JANIE FRICKE (Columbia FC 37535)	49	6		
72 RAINBOW STEW/LIVE AT ANAHEIM STADIUM MERLE HAGGARD (MCA-5216)	45	21		
73 NOW OR NEVER JOHN SCHNEIDER (Scotti Bros./CBS ARZ 37400)	73	26		
74 URBAN COWBOY ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90002)	74	81		
75 WHISKEY BENT AND HELL BOUND HANK WILLIAMS, JR. (Elektra/Curb 6E-237)	61	4		

SINGLES REVIEWS

NEW AND DEVELOPING ARTISTS



JUDY TAYLOR (Warner Bros. WBS 49859)
A Married Man (2:20) (Tree Publishing Co., Inc.—BMI) (B. Braddock) (Producer: B. Logan)
Judy Taylor's entry into the country single world is perhaps the most powerful, playable release since Rosanne Cash's "Seven Year Ache." Her vocals are strong and clear, the lead guitar work excellent, and the song is a Bobby Braddock — what more needs to be said?

HITS OUT OF THE BOX

ROSANNE CASH (Columbia 18—02659)
Blue Moon With Heartache (4:27) (Hotwire Music/Atlantic Music Corp.—BMI) (R. Cash) (Producer: R. Crowell)
RAZZY BAILEY (RCA PB-13007)
She Left Love All Over Me (3:15) (House of Gold Music, Inc.—BMI) (C. Lester) (Producer: B. Montgomery)
THE KENDALLS (Mercury 76131)
If You're Waiting On Me (You're Backing Up) (2:57) (Hall-Clement Pub. c/o Walk Music Group—BMI) (K. Bell, T. Skinner, J.L. Wallace) (Producers: J. Gillespie, Kendalls)

FEATURE PICKS

SONNY JAMES (Dimension DS 1026)
Innocent Lies (2:49) (Marson Inc.—BMI) (S. James, C. Smith) (Producers: K. Stilts, S. James)
TAMMY CLINE (Columbia 18-02642)
Don't Know How To Tell Him (He Doesn't Love Me Anymore) (2:46) (Tree Pub. Co.—BMI/Starburst Music—ASCAP) (S. Throckmorton, B. Fischer) (Producers: B. Logan, T. Choate)
BANDANA (Warner Bros. WBS 49872)
Guiltly Eyes (3:28) (New Albany Music—BMI/Hoosier Music—ASCAP) (J. Dowell, K. Blazy) (Producers: S. Cornelius, M. Daniel)
MEL TILLIS & NANCY SINATRA (Elektra E-47247)
Where Would I Be (3:30) (Movieville Music Co.—ASCAP) (J. Mehaffey) (Producer: B. Strange)

ALBUM REVIEWS

ONLY WHEN I LAUGH — Brenda Lee — MCA MCA-5278 —
Producer: Ron Chancey — List: 8.98

Brenda Lee's dynamic vocals haven't diminished in the least over the years, and if you need proof, just listen to her latest MCA release. Lee's charming vocal quality packed into that tiny human frame is every bit as potent today as it was 25 years ago when she first captured the heart of America. Pay special attention to "Shine On" and the title track.



"HAPPY LOVE SONGS"

(SP-677)



88 CASH BOX

PRODUCED BY:
ALLEN CASH

SIR DALE/FOXTAIL MUSIC
(A.S.C.A.P.)

NOEL

PROMOTION BY

RICK DAVIS • KEITH STEWART • JOHNNY ELGIN

• SUPER PRODUCTIONS RECORDS •
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An Evening With The Statler Brothers



"A SALUTE TO THE GOOD TIMES"

**A Two Hour T.V. Spectacular
with these Special Guest Stars...**

**Chet Atkins, Janie Fricke, Brenda Lee,
Barbara Mandrell, Roy Rogers and Conway Twitty**

CITY	CHANNEL	DATE	TIME	SAVANNAH	WJCL (22)	12/27	3 PM	HUNTINGTON	WSAZ (3)	12/27	4 PM
NEW YORK	WOR (9)	12/03	8 PM	EUGENE	KVAL (13)	12/15	9 PM	ORLANDO/			
LOS ANGELES	KHJ (9)	12/12	8 PM	LAS VEGAS	KLAS (8)	12/26	3 PM	DAYTONA BEACH	WDBO (6)	1/5/82	9 PM
CHICAGO	WGN (9)	12/12	7 PM	WHEELING	WTRF (7)	12/26	9 PM	HARRISBURG/			
PHILADELPHIA	WTAF (29)	12/11	TBA	OAK HILL, W.VA.	WOAY (9)	12/18	9 PM	LANCASTER	WGAL (8)	12/27	4 PM
SAN FRANCISCO	KTUV (2)	12/27	1 PM	MINOT/BISMARCK	KFYR (5)	12/13	10:30 PM	NORFOLK/			
DETROIT	WJBK (2)	12/31	12:30 PM	ODESSA/MIDLAND	KMID (2)	12/04	8 PM	NEWPORT NEWS	WTVZ (33)	12/28	9 PM
PITTSBURG	WPXI (11)	12/19	8 PM	BAKERSFIELD	KPWR	12/29	9 PM	WILKES BARRE, PA.	WBRE (28)	12/20	11:30 PM
ST. LOUIS	KSDK (5)	12/07	8 PM	BOSTON	WSBK (38)	12/30	8 PM	SAN ANTONIO	KMOL (4)	12/10	7 PM
SACRAMENTO	KTXL (40)	12/26	8 PM	WASHINGTON, DC	WDVM (9)	12/19	9 PM	LITTLE ROCK	KTHV (11)	12/10	10:30 PM
SAN DIEGO	KGST (39)	1/01	9 PM	MINNEAPOLIS/ST. PAUL	WCCO (4)	12/13	11 PM	TULSA	KJRH (2)	12/07	8 PM
PHOENIX	KPHO (5)	12/03	7 PM	MIAMI/FT. LAUDERDALE	WPLG (10)	12/18	9 PM	KNOXVILLE	WBIR (10)	12/19	9 PM
NASHVILLE	WZTV (17)	12/10	8 PM	ATLANTA	WAGA (5)	12/03	9 PM	ROANOKE/LYNCHBURG	WSLS (10)	12/27	9 PM
CHARLOTTE	WCCB (18)	12/26	9 PM	TAMPA/				DES MOINES	WOI (5)	12/27	5 PM
OK. CITY	KOKH (25)	12/05	7 PM	ST. PETERSBURG	WTOG (44)	12/28	8 PM	RICHMOND	WTVR (6)	12/05	7 PM
DAYTON	WDTN (2)	12/04	8 PM	BALTIMORE	WMAR (2)	12/19	9 PM	FRESNO	KMPH (26)	12/30	8 PM
SALT LAKE	KUTV (2)	12/30	7 PM	HARTFORD/NEW HAVEN	WTNH (8)	12/13	9 PM	ROCHESTER	WOKR (13)	12/11	9 PM
SYRACUSE	WIXT (9)	12/19	1:30 PM	DENVER	KWGN (2)	12/29	7 PM	CHATTANOOGA	WRCB (3)	12/05	9 PM
GREEN BAY	WLUK (11)	12/30	8 PM	INDIANAPOLIS	WTTF (4)	1/2/82	9 PM	PADUCAH/			
SPOKANE	KHQ (6)	12/26	8 PM	PORTLAND, OR.	KPTV (12)	12/26	6 PM	CAPE GIRARDEAU	KFVS (12)	12/02	8 PM
SPRINGFIELD, IL.	WBHW (55)	12/06	7 PM	KANSAS CITY, KA.	KCMO (5)	12/20	9 PM	CEDAR RAPIDS	WMT (2)	12/26	10:30 PM
LINCOLN, NB.	KHAS (5)	12/09	9 PM	MILWAUKEE, WISC.	WITI (6)	12/29	8 PM	YOUNGSTOWN	WYTV (33)	12/08	9 PM
TUSCON	KVOA (4)	12/20	8 PM	CINCINNATI	WLWT (5)	12/07	9 PM	PEORIA	WRAU (19)	12/09	7 PM
BATON ROUGE	WBRZ (2)	12/09	11 PM	NEW ORLEANS	WDSU (6)	12/13	11:30 PM	FARGO	KTHI (11)	12/27	1 PM
PLATTSBURG/				GREENVILLE/				SIoux FALLS	KXON (5)	12/27	11:15 PM
BURLINGTON	WPTZ (2)	12/13	11 PM	SPARTANBURG	WFBC (4)	12/19	9 PM	COLORADO SPRINGS	KOAA (5)	12/13	8 PM
TRI CITIES, TN.	WJBL (11)	12/12	9 PM	GRAND RAPIDS/				TERRE HAUTE	WTWO (2)	12/19	1:30 PM
WACO/TEMPLE	KCEN (6)	12/11	8 PM	KALAMAZOO/				YAKIMA	KAPP (35)	12/27	5 PM
MADISON, WS.	WISC (3)	12/19	Midnight	BATTLE CREEK	WOTV (8)	12/19	9 PM	RAPID CITY, S.D.	KOTA (3)	12/12	8 PM
ROCKFORD, IL.	WQRF (39)	12/5	8 PM	PROVIDENCE, R.I.	WJAR (10)	12/18	8 PM	BUFFALO	WKBW (7)	12/04	9 PM
AMARILLO	KVII (7)	12/19	10:45 PM	RALEIGH/DURHAM	WTVD (11)	12/27	11:30 PM	EVANSVILLE	WFIE (14)	12/07	8 PM
WITCHITA FALLS	KSWO (7)	12/11	8 PM	CHARLESTON/							



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PolyGram Records

COUNTRY RADIO

MOST ADDED COUNTRY SINGLES

1. COTTONFIELDS — CREEDENCE CLEARWATER REVIVAL — FANTASY — 26 ADDS
2. WILD TURKEY — LACY J. DALTON — COLUMBIA — 25 ADDS
3. YOU'RE THE BEST BREAK THIS OLD HEART EVER HAD — ED BRUCE — MCA — 22 ADDS
4. LITTLE THINGS — TENNESSEE EXPRESS — RCA — 19 ADDS
5. ALL I'M MISSING IS YOU — EDDY ARNOLD — RCA — 18 ADDS
6. HEARTS — SUSIE ALLANSON — LIBERTY/CURB — 17 ADDS
7. LET'S GET TOGETHER AND CRY — JOE STAMPLEY — EPIC — 17 ADDS
8. LOVE NEVER COMES EASY — HELEN CORNELIUS — ELEKTRA — 14 ADDS
9. DON'T LEAD ME ON — WYVON ALEXANDER — GERVASI — 14 ADDS
10. HAPPY LOVE SONGS — NOEL — SUPER PRODUCTIONS — 14 ADDS

MOST ACTIVE COUNTRY SINGLES

1. BLAZE OF GLORY — KENNY ROGERS — LIBERTY — 63 REPORTS
2. LONELY NIGHTS — MICKEY GILLEY — EPIC — 60 REPORTS
3. LORD, I HOPE THIS DAY IS GOOD — DON WILLIAMS — MCA — 56 REPORTS
4. I WOULDN'T HAVE MISSED IT FOR THE WORLD — RONNIE MILSAP — RCA — 53 REPORTS
5. RED NECKIN' LOVE MAKIN' NIGHT — CONWAY TWITTY — MCA — 52 REPORTS
6. YOU'RE MY BESTEST FRIEND — MAC DAVIS — CASABLANCA — 48 REPORTS
7. HAVE YOU EVER BEEN LONELY (HAVE YOU EVER BEEN BLUE) — JIM REEVES and PATSY CLINE — RCA — 48 REPORTS
8. WATCHIN' GIRLS GO BY — RONNIE McDOWELL — EPIC — 48 REPORTS
9. IT'S HIGH TIME — DOTTIE WEST — LIBERTY — 44 REPORTS
10. YEARS AGO — STATLER BROTHERS — MERCURY — 43 REPORTS

WSAI/Cincinnati: Local Flavor In Era Of National Programs

(continued from page 24)

to support the local artists."

In plugging the Cincinnati scene, WSAI committed itself to a local album project displaying the talents of 12 local acts on a dozen locally produced songs, which has since received considerable on-air attention. "Back in the '40s and '50s and on into the early-'60s," Marks points out, "Cincinnati was a real big country town. A lot of people were making hit records out of Cincinnati. Bobby Bare was based here at some point in time; Roger Bowling (writer of "Lucille" and "Coward of the County") used to be based here on Fraternity Records; Bonnie Lou had some chart hit records — many people got their start here in Cincinnati on King Records and on Fraternity Records. They were major labels and major forces at the time, and country music was a real big force in the Cincinnati area. We're trying to create that again by encouraging local talent to record songs, and we'll be glad to sit down with them, listen to them, and play them on the air.

Good Acts

"The other stations in town didn't seem to take much stock in local product, and it sort of fell in our hands to support the local artists and musicians, not from a business standpoint, but because we felt that they deserve to be on the air," he adds. "Number one, they're good, and number two, if they're expecting to get anywhere on the national scene, if they don't have a solid local base on which to build, how can they expect to go to Nashville and justify themselves down there?"

Admittedly, Marks notes that "the production isn't as slick and maybe the songs aren't as good as what you could turn out in Nashville with a solid producer," but he feels WSAI has a responsibility to do "anything that we can do as a radio station to tie ourselves in with the local community and support our local musicians and our local product. Local, local, local — that's what we're going after, and, by helping our musicians and bringing a Cincinnati sound to country music, I think people in the long run will begin to get turned on by it."

While crosstown rival WUBE-FM, which has been entrenched in the Cincy marketplace for more than a decade, maintains a

strong image with heavy reliance on oldies and a "Top 20 hits approach" with current product, according to Marks, he also maintains that WSAI is not attempting to "counter-program WUBE" in the battle for the "10-13% market share of the audience" that country holds in the southern Ohio city.

Local Tastes Important

Instead, the station's management relies on a strong knowledge of its audience in aligning its playlists and overall format to meet the needs of the region's populace. "It really discourages me to see radio stations and music directors relying on a bullet in the trades in order to make a decision on whether or not a record is a hit," complains Marks. "That doesn't make a whole lot of sense to me. If you know your market and are familiar with your surroundings, know what people will like and what they don't like, what they'll tolerate and what they won't, the knowledge of your market and the place that you're in is going to be your ace in the hole, regardless of what kind of call-out research you do.

"We do look at the trades to a certain degree," he adds, "but we are de-emphasizing the 'bullet approach' to programming and doing what we feel is best for Cincinnati and our market and our audience, and I think through all that we're going to realize an eventual long-term growth."

Although Marks certainly does not discount the importance of research, WSAI has cut its reliance on call-outs because they "emphasize negatives rather than positives" and sometimes can "alienate part of the audience. A lot of it goes from the gut; you have to put on what you feel is best, and that's where the local artists come into play."

Marks adds that requests play a role of increased significance at the station, although they "have fallen out of vogue for some reason with a lot of radio stations." He notes that although it's "not hip to look out for your active audience (WSAI is) taking the stance that the active people are taking the time, the effort, the energy to write us, to call us, to let us know what they like and what they don't like, and we feel that that portion of our audience should not be ignored."

THE COUNTRY MIKE

MUTUAL'S THANKSGIVING SPECIAL CLEARS 550 STATIONS — Mutual Broadcasting Systems' Thanksgiving holiday special, entitled *The Great Entertainers*, was carried by more than 550 radio stations across the country, according to acting director of station relations **Lynn McIntosh**. The three-hour music and interview special featured 12 Country Music Assn. (CMA) "Entertainers of the Year," including **Ronnie Milsap, Dolly Parton, Mel Tillis, Loretta Lynn, Charlie Pride, Roy Clark, John Denver, Willie Nelson, Merle Haggard** and **Barbara Mandrell**. *The Great Entertainers*, produced by **Ed Salamon**, aired in 94 of the top 100 radio markets in the country. "It's a testament to the quality of the product and Mutual's successful track record in producing award-winning country music programming," notes McIntosh. "We expect to continue to provide country radio stations with the best available special programming anywhere, and we are especially pleased to have the **Oak Ridge Boys** as the hosts of our 1981 New Year's special — *Country Music Countdown 1981*."



Jacki West

Jacki West of WGTO/Cypress Gardens, Fla. achieve another "first" — that of being the first female in history to win a Disc Jockey of the Year award from the Country Music Assn. (CMA). Winning in the small market category at this year's CMA Awards ceremonies, West's star has continued to rise with her recent appointment to the position of program director for WGTO (**Cash Box**, Nov. 21). A *cum laude* graduate of Florida State University in the fields of mass communications and English, with a healthy dose of radio and television experience thrown in, West will certainly be heard from again.

KOMA LISTENERS SELECT ENTERTAINER OF THE YEAR — In a recent ballot by listeners of **KOMA/Oklahoma City**, the **Oak Ridge Boys** were honored as Entertainers of the Year in the 1981 KOMA Listeners' Choice Awards. The ballots were cast over a three-week period, with votes coming in from 22 states, each listener nominating their favorite artist(s) of the year. The Oaks will receive a plaque in the shape of the state of Oklahoma from KOMA and its listeners. "When KOMA listeners vote you the best in the country, that's a surprise and a real honor, and we're grateful to those fans who selected the Oak Ridge Boys as Entertainers of the Year," commented bass vocalist **Richard Sterban**.

DRAKE-CHENAULT NASHVILLE OFFICE OPENED — Twenty-six-year entertainment industry veteran **Tom Thacker** has been named to the executive staff for Drake-Chenault's *History Of Country Music*. Thacker will head the newly established Nashville office to coordinate interviews for the special. In addition to his radio background as a program director and general manager, Thacker has been heard on a number of national radio and television commercials. He has also produced award-winning singles and albums for **Glen Campbell**. "I'm extremely pleased to be a part of this major industry project, and I consider my involvement in *The History Of Country Music* to be a highlight of my career," says Thacker.

WHOO TAPS WOLFE AS MUSIC DIRECTOR — **Dave Wolfe**, formerly with **WINN/Louisville** for the past nine years, has been selected assistant program director and music director for **WHOO/Orlando**. Wolfe will also serve as an assistant to **Bucks Braun**, vice president of operations. Commenting on Wolfe's appointment, Braun stated, "Dave worked for me at WINN, and we feel very fortunate to now secure his abilities at WHOO. His knowledge of country music will be a definite asset to both of our radio stations." Wolfe replaces former music director **Lee Brandel**, who resigned to "seek new goals."

KSON HOSTS SAN DIEGO COUNTY MUSIC AWARDS — **KSON-FM** midday air personality **Bob Chaney** and the **KSON Cowboy, Country Al**, recently hosted the annual San Diego County Country Music Awards Show Nov. 15 at the American Legion Post #434 in Chula Vista. After nearly nine hours of country music and award presentations, **Carl Simmons** and **Southern Comfort** walked away with the 1981 Best Country Band Award in San Diego County. Country Al won the honor of Top Radio Personality Of The Year.

country mike

PROGRAMMERS PICKS

Duke Hamilton	WUBE/Cincinnati	Lord, I Hope This Day Is Good — Don Williams — MCA
Jerry King	KKYX/San Antonio	Barroom Games — Mike Campbell — Columbia
Bob Sherwood	KIXZ/Amarillo	The Round-Up Saloon — Bobby Goldsboro — Curb
Brady McGraw	WQQT/Savannah	Same Old Boy — Gary Gentry — Elektra
Bill Pyne	WQYK/St. Petersburg	Blaze Of Glory — Kenny Rogers — Liberty
J.D. Cannon	WFMS/Indianapolis	Wild Turkey — Lacy J. Dalton — Columbia
Jack Seckel	WIXZ/McKeesport	Cottonfields — Creedence Clearwater Revival — Fantasy
Ernie Hadaway	WKMF/Flint	Oklahoma Crude — Corbin/Hanner Band — Alfa
Reggie Neal	WBQ/Bristol	Little Things — Tennessee Express — RCA
Mark Tudor	WTQR/Winston-Salem	Cottonfields — Creedence Clearwater Revival — Fantasy
Pam Green	WHN/New York	It's Who You Love — Kieran Kane — Elektra

A PAIR OF 2'S AND AN ACE.

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went to #2

*"I'll Need Someone To Hold Me
(When I Cry)"*
went to #2

2
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COUNTRY

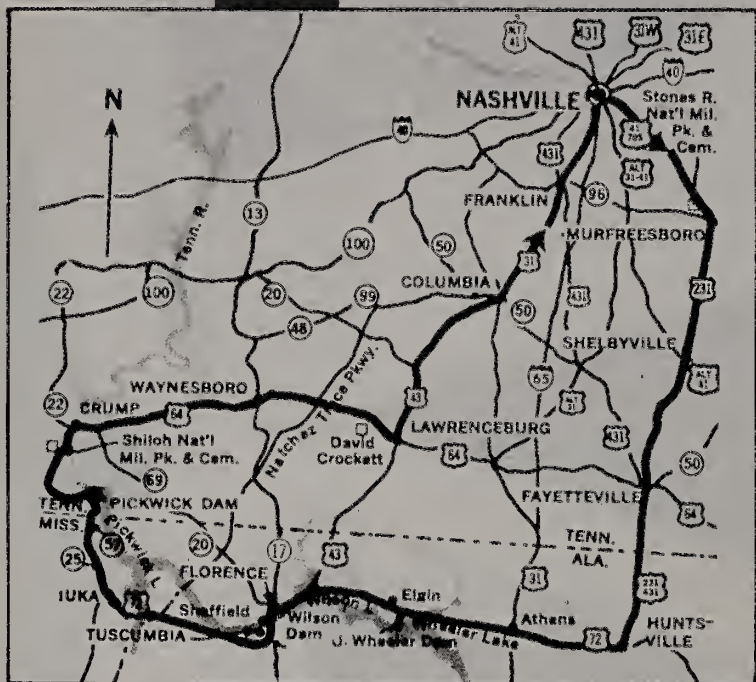
THE COUNTRY COLUMN

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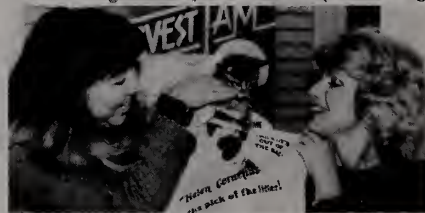
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THIS THING CALLED VIDEO — We've attended a good many forums and seminars in our day, but we must admit that the recent video forum presented by the Nashville Music Assn. (NMA) and sponsored by Broadcast Music, Inc. (BMI) was by far one of the most interesting, not to mention well-attended, we've ever seen. Many valid points concerning the emerging medium were made, and viewpoints presented by the five panelists ranged from one extreme ("video is our future" — **Michael Nesmith**) to the other ("video is not an industry cure all" — **Sam Trust**). And what video forum would be complete without videos to illustrate the point? Nesmith brought along his best-selling *Elephant Parts*, a film he revealed cost some \$400,000 to make and to this day is still selling about 1,000 units a month. **Bob Pittman**, vice president of programming for Warner Amex's MTV, also brought along a video — his a 10-minute promotional on MTV that features various videos used in the program. To say the least, video is a fascinating medium and one that certainly has not yet realized its fullest potential. But with the interest exhibited by the Nashville music community at this first forum of its kind here, no doubt this city will be a leader in the video field. It already boasts several fine production facilities, including Scene Three, Opryland Prods. and Bullet studio, the site of the forum. Nesmith may have said it best: "Right now Nashville is the heart of American music, and holds an important position in the burgeoning video world" . . . While we're on the subject of the NMA, we should mention that the association is sponsoring its second "Spotlight" showcase at the Cannery Dec. 3. Designed to feature area talent in Nashville clubs, this show will star the **Tom Kimmel Band**, **The Nerve**, **Cee Vee Dyson** and **Tom Douglas**. Showtime is 8 p.m.

COOL IT — **Jimmy Angel**, a teen idol and fan of the late **Elvis Presley** (he says he went to the same high school as Presley in Memphis), has been prompted by the recent trials concerning Presley associates (**Dr. George Nichopoulos**, Presley's former physician



and **Col. Tom Parker**, the late singer's former manager) to record a song titled "Let's Give The King A Rest," issued on Shannon Records. The record, which took two days to record, press and ship, also features former Elvis associates **Harold Bradley**, **D.J. Fontana** and the **Jordanalres**. Angel's song asks the question, "If you can't say something good about someone who's gone, then why say something bad?"

CAT'S OUT OF THE BAG — **Helen Cornelius**, in support of her latest Elektra release, "Love Never Comes Easy," stopped by the **Cash Box** office in Nashville recently to present the staff with a kitten. *Cornelius*, hailed in the promotion as the "pick of the litter," entered the country charts this week at #86. Pictured in the **Cash Box** lobby are (l-r): **Jennifer Bohler**, **Cash Box**, Nashville editor; **Sam Jones** (cat); and **Cornelius**.

HERE AND THERE — RCA artist **Valentino** made his debut appearance at Gilley's Club Nov. 7 . . . **Kris Kristofferson** is filming a new movie, sans beard, in New York with **Jane Fonda** . . . Oops, our apologies to the **Cherry Sisters**. Their debut Monument album will be titled "First Fruit" rather than "Fresh Fruit" as reported in this column a couple of weeks ago . . . **The Thrasher Brothers** have recorded a tune that will be used in the CBS-TV show *Simon and Simon*, which premiered Nov. 24. The song, "Best of Friends," will also be the group's next MCA single release, out in early December . . . **Jeanne Pruett** has signed a booking agreement with the Neal Agency in Nashville . . . **Dave Rowland** and **Sugar** has signed with Top Billing International in Nashville . . . The Atlanta Songwriters Assn. sponsored a showcase at the Cannery in Nashville recently. The three-hour show featured **Diane Pfleffer**, **Ray Whitley**, **William Bell**, **Susan Thomas**, **Jan Carlton** and **Barbara Walker** . . . **The Rangers** appeared in concert at the Tennessee State Fairgrounds (Nashville) Nov. 22. The concert was sponsored by WUSW/Lebanon, Tenn. and was held in conjunction with the Hunters Custom Auto Expo . . . **Don King** signed autographs during the same auto exposition . . . One of Nashville's antiquated alleyways off lower Broadway was recently filled with **Loverboys**, as Scene Three Video here shot an on location promotional video of "Gangs In The Streets," one of three music video productions from **Loverboy's** current album, "Get Lucky." The video illustrates the "street gang" image referred to in the song . . . **Louise, Irlene** and **Barbara Mandrell** are taping the next **Rona Barrett Special** . . . **The Chipmunks** were in New York last week to tape a Christmas special from Carnegie Hall, which will air Dec. 14, so check local listings . . . The actual airdate of the *Hart To Hart* show featuring **Charly McClain** is Dec. 1 . . . And in news from down under, **Tom T. Hall**, on his current tour of Australia, is breaking attendance records at a number of venues, including the Bullenarook Country Music Festival, the Penrith Leagues Club and seven shows at the Twin Towns Services Club

THE OFFICIAL WORD — **Roy Clark** has been named the 1982 official spokesperson for Opryland in Nashville. He recently completed taping promotional television and radio spots for the theme park that are scheduled to air in 1982 from mid-March through October.

HURRICANE NEWS — RCA's **Leon Everette** recently dropped in on the **Cash Box** staff in Nashville to introduce **Bobby Martin**, his new business manager, and fill us in on his recent activities. First of all, his current single, "Midnight Rodeo," is bulleting up the **Cash Box** Country Singles chart this week at #42, which he is quite pleased about. Additionally, he is making his face familiar to TV viewers by taping several television programs, including **Jimmy Rodgers** — *Live At The Palomino*. Taped in Los Angeles, the pilot TV series features Everette doing a number of his hits, including "Giving Up Easy," "Hurricane" and the current single. Upon his return to Nashville, Everette taped the syndicated radio program, *The Ralph Emery Show* and set up some sessions for his new album. He is currently on tour with **Ronnie Milsap**, which certainly can't hurt anyone's career.

NEJA OFFICERS — The National Entertainment Journalists Assn. (NEJA) recently elected officers for 1982. They are: president, **John Lomax**; vice president, **Elaine Nash**; recording secretary, **Sarah Sherrill**; correspondence secretary, **Sharon Allen**; public relations, **Jeff Walker**; membership, **Michelle Broussard**; parliamentarian, **Tom Wilkinson**; newsletter editor, **Stacy Harris**; awards, **Bill Littleton**; Fan Fair, **Bonnie Bucy** and **Papa Ru**; treasurer, **Bob Oermann**; social, **Debbie Blake**; historian, **Ellen Brooks**; and Belmont College representative, **Russ Tarver**. NEJA is an organization of professional entertainment journalists.

jennifer bohler

BLACK CONTEMPORARY

TOP 75 ALBUMS

	Weeks On Chart	11/28 Chart		Weeks On Chart	11/28 Chart
1	RAISE!	EARTH, WIND & FIRE (ARC/Columbia TC 37548)	1	4	
2	SOMETHING SPECIAL	KOOL & THE GANG (De-Lite/PolyGram DSR 8502)	2	8	
3	NEVER TOO MUCH	LUTHER VANDROSS (Epic FE 37451)	3	12	
4	CONTROVERSY	PRINCE (Warner Bros. BSK 3601)	5	5	
5	THE MANY FACETS OF ROGER	ROGER (Warner Bros. BSK 3594)	4	12	
6	IT'S TIME FOR LOVE	TEDDY PENDERGRASS (Phila. Int'l./CBS TZ 37491)	7	10	
7	SHOW TIME	SLAVE (Cotillion/Atlantic SD 5227)	6	9	
8	WHY DO FOOLS FALL IN LOVE	DIANA ROSS (RCA AFL1-4153)	10	5	
9	INSIDE YOU	THE ISLEY BROTHERS (T-Neck/CBS FZ 37533)	8	6	
10	NIGHT CRUISING	BAR-KAYS (Mercury/PolyGram SRM-1-4028)	18	4	
11	THE TIME	(Warner Bros. BSK 3598)	11	15	
12	BREAKIN' AWAY	AL JARREAU (Warner Bros. BSK 3576)	9	16	
13	CAMOUFLAGE	RUFUS with CHAKA KHAN (MCA-5270)	16	5	
14	LIVE IN NEW ORLEANS	MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	12	24	
15	TONIGHT!	THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	13	14	
16	FANCY DANCER	ONE WAY (MCA 5247)	15	10	
17	STREET SONGS	RICK JAMES (Gordy/Motown G8-1002M1)	14	33	
18	THE GEORGE BENSON COLLECTION	(Warner Bros. 2HW 3577)	24	3	
19	THE POET	BOBBY WOMACK (Beverly Glen BG 1000)	28	4	
20	ALL THE GREAT HITS	DIANA ROSS (Motown M13-96002)	20	7	
21	LIVE	THE JACKSONS (Epic KE2 37545)	30	2	
22	SOLID GROUND	RONNIE LAWS (Liberty LC-51087)	17	10	
23	GO FOR IT	SHALAMAR (Solar/RCA BXL 1-3994)	21	8	
24	CRAZY FOR YOU	EARL KLUGH (Liberty LT-51113)	26	6	
25	THE DUDE	QUINCY JONES (A&M SP-3721)	22	36	
26	IN THE POCKET	COMMODORES (Motown M8-955M1)	25	22	
27	LOVE ALL THE HURT AWAY	ARETHA FRANKLIN (Arista AL 9552)	27	15	
28	SOMETHING ABOUT YOU	ANGELA ROFILL (Arista AL 9576)	40	3	
29	THIS KIND OF LOVIN'	THE WHISPERS (Solar/RCA BXL 13976)	23	12	
30	SKYYLINE	SKYY (Salsoul/RCA SA-8548)	36	5	
31	LIVE BYRD	DONALD BYRD & 125TH ST., N.Y.C. (Elektra SE-531)	29	11	
32	I AM LOVE	PEABO BRYSON (Capitol ST-12179)	46	2	
33	EVERY HOME SHOULD HAVE ONE	PATTI AUSTIN (Qwest/Warner Bros. OWS 3591)	19	10	
34	LOVE MAGIC	L.T.D. (A&M SP-4881)	42	2	
35	LOVE IS THE PLACE	CURTIS MAYFIELD (Boardwalk NB1 33239)	34	8	
36	COMPUTER WORLD	KRAFTWERK (Warner Bros. HS 3549)	38	5	
37	CARL CARLTON	(20th Century-Fox/RCA T-628)	31	20	
38	TOUCH	GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	33	14	
39	STANDING TALL	CRUSADERS (MCA-5254)	37	9	
40	BEWARE!	BARRY WHITE (Unlimited Gold/CBS FZ 37176)	39	9	
41	SWITCH V	SWITCH (Gordy/Motown G8-1007M1)	43	4	
42	I LIKE YOUR STYLE	JERMAINE JACKSON (Motown M8-052M1)	35	12	
43	SLINGSHOT	MICHAEL HENDERSON (Buddah/Arista BDS 6002)	32	13	
44	FACE TO FACE	GO (Arista AL 9547)	47	4	
45	GWEN McCRAE	(Atlantic SD 19308)	48	6	
46	GET AS MUCH LOVE AS YOU CAN	THE JONES GIRLS (Phila. Int'l./CBS FZ 37627)	—	1	
47	CHANCES ARE	BOB MARLEY (Cotillion/Atlantic SD 5228)	45	7	
48	WHAT A WOMAN NEEDS	MELBA MOORE (EMI America ST-17080)	58	3	
49	IT MUST BE MAGIC	TEENA MARIE (Gordy/Motown G8-1004M1)	44	26	
50	REFLECTIONS	GIL SCOTT-HERON (GRP/Arista 5506)	54	9	
51	EBONEE WEBB	(Capitol ST-12148)	51	15	
52	BLACK & WHITE	POINTER SISTERS (Planet/Elektra P-18)	49	23	
53	ENDLESS LOVE	ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001)	53	18	
54	BLUE JEANS	CHOCOLATE MILK (RCA AFL1-3896)	62	2	
55	THE BROOKLYN, BRONX & QUEENS BAND	(Capitol ST-12155)	52	18	
56	WANTING YOU	STARPOINT (Chocolate City/PolyGram CCLP 2020)	60	3	
57	SIGN OF THE TIMES	BOB JAMES (Tappan Zee/CBS FC 37495)	50	9	
58	KEEP ON MOVING STRAIGHT AHEAD	LAKESIDE (Solar/RCA BXL1-7762)	—	1	
59	PIECES OF A DREAM	(Elektra GE-350)	56	10	
60	MY MELODY	DENIECE WILLIAMS (ARC/Columbia FC 37048)	55	36	
61	CAN'T WE FALL IN LOVE AGAIN	PHYLLIS HYMAN (Arista AL 9544)	57	21	
62	I'M IN LOVE	EVELYN KING (RCA AFL1-3962)	41	21	
63	SUMMER HEAT	BRICK (Bang/CBS FZ 37471)	61	14	
64	MAGIC WINDOWS	HERBIE HANCOCK (Columbia FC 37387)	64	10	
65	NEW YORK CAKE	KANO (Mirage/Atlantic WTG 19327)	—	1	
66	HAPPY LOVE	NATALIE COLE (Capitol ST-12165)	63	13	
67	PERFORMANCE	ASHFORD & SIMPSON (Warner Bros. 2WB 3524)	59	8	
68	THE MAN WITH THE HORN	MILES DAVIS (Columbia FC 35790)	66	19	
69	THE SECOND ADVENTURE	DYNASTY (Solar/Elektra S-20)	69	11	
70	I BELIEVE IN LOVE	ROCKIE ROBBINS (A&M SP-4069)	65	13	
71	JUST BE MY LADY	LARRY GRAHAM (Warner Bros. BSK 3554)	67	18	
72	WALL TO WALL	RENE & ANGELA (Capitol ST-12161)	70	19	
73	VERY SPECIAL	DEBRA LAWS (Elektra GE-300)	71	39	
74	TRY ME, I'M REAL	BOBBY BLAND (MCA-5233)	74	12	
75	SWEET AND WONDERFUL	JEAN CARN (TSOP/CBS FZ 36775)	68	18	



INTERSONG PACTS BBQ BAND — Capitol recording act the BBQ band recently signed an exclusive publishing agreement with Intersong music that covers all songs on the group's self-titled debut album. Pictured after the signing, reading the *Cash Box* charts are (l-r): Irwin Robinson, president, Intersong; Fred Petrus, the band's producer; Don Oriolo, vice president and general manager, Intersong; Steve Kapitko, attorney, Little Macho Music, the BBQ band's company; and Phil Rosen, attorney, Intersong.

THE RHYTHM SECTION

AUDIOPHILE CRUSADERS — Initial releases from Crusaders Records will be audiophile pressings done in Japan on JVC super-high frequency virgin vinyl. To be released through MCA Records, the highlight of the four releases, due the first week in December, is a live digital album recorded by the Crusaders — **Joe Sample, Stix Hooper and Wilton Felder** — titled "Onagaku-Kai." Recorded at Tokyo's NHK Hall in January 1981, the LP features some of the better known names in contemporary jazz such as **Barry Finnerty, Alfonso Johnson, Roland Bautista and Raphael Cruz**. Two other albums due will feature Crusader keyboardist/composer Sample, including a half-speed mastered one with tasty guitarist **David T. Walker**, titled "Swing Street Cafe." Joining Walker and Sample on the LP are **James Jamerson, Sr., Earl C. Palmer, Sr., Herman Riley, Albert Aaron, John Kelson and Ernie Fields, Jr.** The album's title fits the package as the bluesy-flavored release contains such notables as "Honky Tonk," "C.C. Rider" and "Hallelujah, I Love You." The other half-speed master release will be a solo affair by Sample titled "Carmel." The most unusual release among those to come from Crusader Records is a digital album titled "Blossom," by world-acclaimed Indian violinist **Dr. L. Subramaniam** which will be produced by the artist in conjunction with **Stephan Goldman**.

LABEL WARS — Solar Records' chart-topping B/C group Lakeside will be facing a sticking situation throughout the holiday season. Solar's former distributor, RCA Records, recently released the group's final album under an arrangement with **Dick Griffey's** label, which is ironically titled, "Keep On Moving Straight Ahead." It's an open comment, seemingly illustrating the now departed band's relationship with RCA. The other Lakeside LP, "Your Wish Is My Command," will be released through Elektra/Asylum under the deal Griffey struck with the label earlier this year. The title of this one seems to say that Lakeside is at the beck and call of E/A. Real neat irony in that title, too. But the sticky wicket could be that consumers may have to decide which album to buy and radio may have to choose between two different singles. With the consumer's shrinking dollar and the constricted playlists at black radio (not to mention the exclusivity of pop lists), Lakeside just might get caught in the undertow.

SYNDICATE IT — **Tim Reid**, who plays **Venus Flytrap**, that slick hipster disc jockey, on CBS' *WKRP In Cincinnati*, will be the host of the *Soul Sound Off* R&B radio countdown show which will begin broadcasting Jan. 3, 1982 courtesy of the Good Life Syndicator's, inc. The three-hour weekly show, featuring the nation's Top 25 soul singles, along with sneak previews of upcoming chart-toppers and hits of the past, will be available on a barter basis. Participating stations will receive *Soul Sound Off* on discs which are included in package containing custom station IDs and promos by Reid in addition to posters and mention in national advertising and promotions. The show's executive producer is 15-year radio veteran **George J. Beaudet**.

CONNORS IN REVUE — Arista artist **Norman Connors**, who recently released the LP, "Mr. C," returned to Los Angeles recently at the Santa Monica Civic where he headlined a bill comprised of artists the producer/percussionist has "discovered." The show also top-billed **Jean Carn** and **Phyllis Hyman**, who appeared with Connors last year at an unfamiliar show at L.A.'s Music Center Dorothy Chandler Pavilion. Last year's show avoided some of the more obvious staging problems that seem to piggy-back revue performances. While the problem of executing each act's material in a smooth, consistent manner was evident last year, it was more glaring this year. And Connors played drums even less than he did a year ago on the Chandler Pavilion stage, only handling the sticks on "The Creator Has A Master Plan." But in common with last year was the salvaging job done by Carn and Hyman, with the latter showing that she will soon reach distinction as one of the top R&B to pop lady singers in the biz. Hopefully Connors will be able to overhaul his touring philosophy to include more personal participation and tighter chops. Along with his **Starship Orchestra** and the other artists that he has brought to industry attention, Connors has the talent to do it.

HOME VIDEO IN THE BLACK — Motion Picture Assn. of America president **Jack Valent** recently told the Washington D.C.-based Capitol Press Club that it should encourage young black writers to prepare for jobs in the burgeoning home video industry, noting that the current pool of talent would not meet the demand built up by the advent of new home delivery systems.

SHORT CUTS — Titled suggestively, "Take It Off," the new Chic album on Atlantic was recently released. Chic brain trust of **Bernard Edwards** and **Nile Rogers** recorded and produced the 10-song package at the Power Station in New York. The group has returned to its own vinyl project from production chores with **Sister Sledge, Diana Ross, and Debby Harry**.

michael martinez

CASHBOX TOP 100

December 5, 1981

	Weeks On Chart	11/28 Chart		Weeks On Chart	11/28 Chart		Weeks On Chart	11/28 Chart
1 LET'S GROOVE EARTH, WIND & FIRE (ARC/Columbia 19-02536)	1	9	34 I WILL FIGHT GLADYS KNIGHT & THE PIPS (Columbia 18-02549)	36	7	67 HOW CAN LOVE SO RIGHT (BE SO WRONG) RAY, GOODMAN & BROWN (Polydor/PolyGram PD 2191)	79	2
2 TAKE MY HEART KOOL & THE GANG (De-Lite/PolyGram DE 815)	2	10	35 LA LA MEANS I LOVE YOU TIERRA (Boardwalk NB7-11-129)	34	7	68 DO IT TO ME VERNON BURCH (Spector Records Int'l SRI-A00019)	—	1
3 CONTROVERSY PRINCE (Warner Bros. WBS 49808)	5	11	36 YOU'RE MY LATEST, MY GREATEST INSPIRATION TEDDY PENDERGRASS (Philadelphia Int'l./Epic ZS5 02519)	46	4	69 ROCKIN' TO THE BEAT FATBACK (Spring/PolyGram SP 3022)	77	2
4 NEVER TOO MUCH LUTHER VANDROSS (Epic 14-02409)	3	18	37 I WANT YOU BOOKER T (A&M 2374)	43	6	70 COOL (PART 1) THE TIME (Warner Bros. WBS 49864)	—	1
5 I HEARD IT THROUGH THE GRAPEVINE (PART 1) ROGER ROSS (Warner Bros. WBS 49786)	4	16	38 WALL TO WALL RENE & ANGELA (Capitol P-A-5052)	40	6	71 TUFF MIDNIGHT STAR (Solar/Elektra S-47948)	82	3
6 SNAP SHOT SLAVE (Cotillion/Atlantic 46022)	6	13	39 BEFORE I LET GO MAZE featuring FRANKIE BEVERLY (Capitol P-A-5031)	29	16	72 LOVE HAS COME AROUND DONALD BYRD AND 125TH STREET N.Y.C. (Elektra E-47168)	42	18
7 OH NO COMMODORES (Motown M 1527F)	8	11	40 LOVE FEVER GAYLE ADAMS (Prelude PRL 8049-AS)	53	4	73 PORTUGUESE LOVE TEENA MARIE (Motown G 7216F)	81	3
8 TURN YOUR LOVE AROUND GEORGE BENSON (Warner Bros. WBS 49846)	9	6	41 SHAKE CQ (Arista AS 0603)	47	5	74 FIRST TRUE LOVE AFFAIR JIMMY ROSS (RFC/Quality QRFC 7002)	78	7
9 WHY DO FOOLS FALL IN LOVE? DIANA ROSS (RCA PB-12349)	12	7	42 LOVE ALL THE HURT AWAY ARETHA FRANKLIN and GEORGE BENSON (Arista AS 0624)	27	16	75 STATION BRAKE CAPTAIN SKY (WMOT 4W9-02407)	80	4
10 INSIDE YOU (PART 1) THE ISLEY BROTHERS (T-Neck/CBS ZS5 02531)	10	10	43 STAY AWAKE RONNIE LAWS (Liberty P-1424)	39	17	76 TOO MUCH TOO SOON T.S. MONK (Mirage/Atlantic WTG 3875)	92	2
11 GET IT UP THE TIME (Warner Bros. WBS 49774)	7	16	44 SCHOOL DAZE FUNN (Magic 93060)	50	6	77 YOUR LOVE SKOOL BOYZ (Destiny D-2001)	85	3
12 JUST ONCE QUINCY JONES featuring JAMES INGRAM (A&M 2357)	11	16	45 LOVE IN THE FAST LANE DYNASTY (Solar/Elektra 47946)	51	5	78 QUICK SLICK SYREETA (Tamlam/Motown T 5433F)	86	2
13 PULL FANCY DANCER/PULL PART 2 ONE WAY (MCA 51165)	14	14	46 I CAN'T GO FOR THAT (NO CAN DO) DARYL HALL & JOHN OATES (RCA JB-12361)	78	3	79 THE OLD SONGS FREDERICK KNIGHT (Juana/R&L JU 3700-S)	87	4
14 WHEN SHE WAS MY GIRL THE FOUR TOPS (Casablanca/PolyGram NB 2338)	13	17	47 YOU GO YOUR WAY (I'LL GO MINE) THE SPINNERS (Atlantic 3865)	30	8	80 FUNGI MAMA/ BEBOPAFUNKADISCOLYPSO TOM BROWNE (GRP/Arista GS 2518)	—	1
15 SHARING THE LOVE RUFUS WITH CHAKA KHAN (MCA 51269)	20	6	48 ALL I WANT TWENNYNINE With LENNY WHITE (Elektra E-47208)	48	8	81 APACHE SUGAR HILL GANG (Sugar Hill SH 567)	—	1
16 LET THE FEELING FLOW PEABO BRYSON (Capitol P-A-5065)	24	7	49 IT'S MY TURN ARETHA FRANKLIN (Arista AS 0546)	59	4	82 SWEET TENDER LOVE DENROY MORGAN (Becket BKD 506)	90	2
17 BLUE JEANS CHOCOLATE MILK (RCA PB-12335)	18	9	50 (I FOUND) THAT MAN OF MINE THE JONES GIRLS (Philadelphia Int'l./Epic ZS8 02618)	58	4	83 HANG ON IN THERE HAROLD MELVIN AND THE BLUE NOTES (MCA 51190)	45	9
18 I CAN'T LIVE WITHOUT YOUR LOVE TEDDY PENDERGRASS (Phila. Int'l./Epic ZS5 02462)	16	15	51 SUPER FREAK (PART 1) RICK JAMES (Gordy/Motown G 7205F)	41	19	84 SOMETHING INSIDE MY HEAD GENE DUNLAP featuring PHILLIPPE WYNNE (Capitol P-A-5055)	89	3
19 HIT AND RUN BAR-KAYS (Mercury/PolyGram 75123)	22	6	52 WANTING YOU STARPOINT (Chocolate City/PolyGram CC 3229)	55	7	85 WE'LL MAKE IT MIKE AND BRENDA SUTTON (Sam 81-5023)	—	1
20 WALKING INTO SUNSHINE CENTRAL LINE (Mercury/PolyGram 76126)	26	8	53 SATURDAY, SATURDAY NIGHT ZOOM (Polydor/PolyGram PD 2186)	56	7	86 YOU'RE THE ONE FOR ME "D" TRAIN (Prelude PRL 8043 AS)	—	1
21 TONIGHT YOU AND ME PHYLLIS HYMAN (Arista AS 0537)	21	8	54 BREAKIN' AWAY AL JARREAU (Warner Bros. WBS 49842)	64	3	87 LOVE MESSAGE LOWRELL SIMON (Zoo York Recordz AET 1324)	—	1
22 SHE DON'T LET NOBODY (BUT ME) CURTIS MAYFIELD (Boardwalk NB7-11-122)	17	14	55 WE WANT YOU (ON THE FLOOR) LAKESIDE (Solar/RCA YB-12334)	57	5	88 LOVELINE TAVARES (Capitol 5043)	34	6
23 SOMETHING ABOUT YOU EBONEE WEBB (Capitol P-A-5044)	23	11	56 BE MINE (TONIGHT) GROVER WASHINGTON, JR. (Elektra E 47246)	69	2	89 MAGIC NUMBER HERBIE HANCOCK (Columbia 18-02615)	—	1
24 SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON (20th Century-Fox/RCA TC-2485)	15	25	57 WIDE OPEN BRICK (Bang/Epic ZS5 02599)	65	4	90 EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Qwest/Warner Bros. QWE 49854)	—	1
25 KICKIN' BACK L.T.D. (A&M 2382)	31	5	58 BLUER THAN BLUE PEACHES & HERB (Polydor/PolyGram PD 2167)	67	4	91 RATED X INVISIBLE MAN'S BAND (Boardwalk NB7-11-127)	70	5
26 ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F)	19	22	59 SOMETHING ABOUT YOU ANGELA BOFILL (Arista AS 0636)	68	3	92 I JUST WANNA HOLD YOU BLACK ICE (Montage A-1204)	—	1
27 FUNKY SENSATION GWEN McRAE (Atlantic 3953)	25	14	60 (WE ARE HERE TO) GEEK YOU UP MICHAEL HENDERSON (Buddah/Arista BDA 829)	62	5	93 MAKE UP YOUR MIND AURRA (Salsoul/RCA S7 7017)	—	1
28 CALL ME SKYY (Salsoul/RCA S7 2152)	38	6	61 CAN'T HOLD BACK (YOUR LOVING) KANO (Mirage/Atlantic WTG 3878)	73	3	94 STRUNG OUT ON THE BOOGIE GANGSTERS (Heat HS 2007)	94	2
29 I'M JUST TOO SHY JERMAINE JACKSON (Motown M 1525F)	35	6	62 GHETTO LIFE RICK JAMES (Motown G 7215F)	71	3	95 TWINKLE EARL KLUUGH (Liberty P-A-1431)	88	4
30 TAKE MY LOVE MELBA MOORE (EMI America A-8092)	28	13	63 IF YOU THINK YOU'RE LONELY NOW BOBBY WOMACK (Beverly Glen 2000)	83	2	96 THIS KIND OF LOVIN' THE WHISPERS (Solar/RCA YB-12295)	61	14
31 SWEETER AS THE DAYS GO BY SHALAMAR (Solar/RCA YB-12329)	33	7	64 BEWARE BARRY WHITE (Unlimited Gold/CBS ZS5 02559)	66	5	97 IT MUST BE MAGIC TEENA MARIE (Motown G 7212F)	44	8
32 STEAL THE NIGHT STEVE WOODS (Cotillion/Atlantic 46016)	32	10	65 YOU THE S.O.S. BAND (Tabu/CRS ZS5 02569)	74	2	98 LOVE DON'T LOVE NOBODY JEAN CARN (TSOP/CBS ZS5 02501)	63	11
33 DON'T HIDE OUR LOVE EVELYN KING (RCA PB-12322)	37	7	66 I BELIEVE IN LOVE ROCKIE ROBBINS (A&M 2380)	75	3	99 NOTHIN' BUT A FOOL NATALIE COLE (Capitol P-A-5045)	49	10
						100 HEART HEART GERALDINE HUNT (Prism PDS 413)	72	9

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

All I Want (Mel-Yel/Spazmo — ASCAP)	48	Hit And Run (Bar-Kays/Warner Tamerlane — BMI)	19	Magic Number (Hancock/Polo Grounds — BMI)	89	Sweeter As (Spectrum VII/Silver Sounds — ASCAP)	31
Apache (Sugar Hill — BMI)	81	How Can Love (Dark Cloud/H.A.B./We Got Music — BMI/ASCAP)	67	Make Up (Lucky Three/Red Aurra — BMI)	93	Take My Heart (Delightful/Second Decade — BMI)	2
Be Mine (Antisia — ASCAP)	56	I Believe (Aimo — ASCAP)	65	Never Too Much (Uncle Ronnie's — ASCAP)	4	Take My Love (Duchess — BMI)	30
Before I Let Go (Amazement — BMI)	39	I Can't Go For That (Fust Puzza/Hot-Cha/Six Continents — BMI)	46	Nothin' But A Fool (Chardax — BMI)	99	That Man (Mighty Three — BMI)	50
Beware (Stone Diamond — BMI)	64	I Heard It (Ston Agate — BMI)	18	Oh No (Jobete & Commodores — ASCAP)	7	The Old Songs (Warner Bros./Upward Spiral — ASCAP)	79
Blue Jeans (Cessess/Electro Apple/Le-Ha — BMI)	17	I Just Wanna (Darweil/Larry Lou/Frontwheel — BMI)	92	Portuguese Love (Jobete — ASCAP)	73	This Kind Of Lovin' (Spectrum VII/Silver Sounds — ASCAP)	96
Bluer Than Blue (Bull Pen — BMI/Perron-Vibes — ASCAP)	58	I Want You (Irving/House Of Jones — BMI)	37	Pull 'Fancy (Duchess/Perk's — BMI)	13	Tonight You And Me (Industrial Strength — BMI)	21
Breakin' Away (Al Jarreau/Desperate/Garden Rake — BMI)	54	I Will Fight (Nick-O-Val — ASCAP)	34	Rated X (All In All/Unforeseen — license pending)	91	Tuff (Hip-Trip/Mid-Star — BMI)	76
Call Me (One To One — ASCAP)	28	If You Think (Ashtray — BMI)	63	Quick Slick (Jobete — ASCAP)	78	Turn Your Love Around (Garden Rake — BMI/Rehtaku! Veets/JSH — ASCAP)	8
Can't Hold Back (Greenstar/Emergency — ASCAP)	31	I'm Just Too Shy (Black Stallion — ASCAP)	29	Rockin' (Clita/House Of Gemini — BMI)	69	Twinkle (United Artists/Earl Klugh — ASCAP)	95
Controversy (Ecnirp — BMI)	3	Inside You (April/Bovina — ASCAP)	10	Saturday, Saturday Night (Zoom — BMI)	53	Walking Into Sunshine (Central Line — PRS)	20
Cool (Tionna — license pending)	70	It Must Be Magic (Jobete — ASCAP)	97	School Daze (Pure Love — ASCAP)	44	Wall To Wall (A la Mode/Arista — ASCAP)	38
Do It To Me (Sand — BMI (admin. by Bayard — BMI)	68	It's My Turn (Unichappel — BMI)	49	Shake (Slim Jim/Middle Melodie — ASCAP)	41	Wanting You (Lionel Job Harindur/Licyndiana (admin. by Ensign) — BMI)	52
Don't Hide Our Love (Mighty M — ASCAP)	33	Just Once (ATV/Mann and Weil — BMI)	12	She Don't Let (Fekaris — ASCAP/M&M — BMI)	22	We'll Make It (Colgems/Mioren — ASCAP)	85
Endless Love (PGP/Brockman — ASCAP/Admin. by Intersong)	26	Kickin' Back (Almo/McRovscod — ASCAP)	25	She's A Bad Mama Jama (Jim/Edd — BMI)	24	We Want You (Spectrum VII/Circle — ASCAP)	55
Every Home (Blackwood — BMI)	90	La La Means (Mighty Three/Bel'boy — BMI)	35	Snap Shot (Cotillion/Evening Ladies — BMI)	5	When Sha Was My (MCA — ASCAP)	14
First True Love Affair (Soul Chak — license pending)	74	Let The Feeling (WB Music/Peabo — ASCAP)	1	Something About You (ATV/Irving/Patamos/Chanaville — BMI)	59	Why Do Fools (Patricia — BMI)	9
Fungi Mama (Blue Horizon/Thomas Browne/Roaring Fork — BMI)	80	Let's Groove (Saggi/Heire/Yougoulet — ASCAP)	15	Something Inside (United Artists/Earl Klugh/Ernak — ASCAP)	84	Wide Open (WB Music/Good High — ASCAP/Raydiola — BMI)	57
Funky Sensation (Kenix — ASCAP)	27	Love All The Hurt (Irving/Liesrika — BMI)	42	Station Break (Framingreg/Upper Level — BMI)	75	You (Interior/Humble Man — BMI)	65
Geek You Up (Electrocord/Geeks/Ron-Ken — ASCAP)	60	Love Don't Love (Mighty Three — BMI)	98	Stay Awake (Sweetbeat — ASCAP)	43	You Go (Do Drop In/Frozen Butterfly — BMI)	47
Get It Up (Tionna—license pending)	11	Love Fever (Trumar — BMI/Diamond In The Rough — BMI)	40	Steal The Night (Edition Sunrise — BMI)	32	Your Love (De Note/Skool Boyz/Easley — BMI)	77
Ghetto Life (Jobete/Stone City — ASCAP)	62	Love Has Come (Blackbyrd — BMI)	72	Strung Out (Jimi Mac — BMI)	94	Your're My Latest (Mighty Three — BMI)	36
Hang On (Hal-Mel/Dajjoy/Ensign — BMI)	83	Love In The Fast (Spectrum VII/Syiver Sounds — ASCAP)	45	Super Freak (Jobete & Stone City — ASCAP)	51	You're The One (Trumar/Huemar — BMI)	86
Heart Heart (Pabon/Torres — BMI/Prismatic — BMI)	100	Love Message (Ensign — BMI/Growth — BMI)	87	Sweet Tender Love (Planetary/Ron Miller — ASCAP/Bert Reid — BMI)	82		

BLACK CONTEMPORARY

MOST ADDED SINGLES

- DO IT TO ME — VERNON BURCH — SPECTOR RECORDS INT'L.**
WWIN, WEDR, WOKB, KGFJ, WLLE, KSOL, WPAL, WILD, WYLD-FM, WGIV
- COOL (PART 1) — THE TIME — WARNER BROS.**
WLLE, WWDM, WNHC, WSOK, KDKO, WHRK, KATZ, WRBD, WDAO
- FUNGI MAMA/BEBOPAFUNKADISCOLYPSO — TOM BROWNE — GRP/ARISTA**
WEDR, WOKB, WLLE, WWDM, WSOK, WPAL, KATZ, KPRS
- LOVE FEVER — GAYLE ADAMS — PRELUDE**
WJMO, WCIN, WOKB, WTLC, WATV, WGIV, WAMO
- BE MINE (TONIGHT) — GROVER WASHINGTON, JR. — ELEKTRA**
WENZ, WCIN, WLLE, WTLC, KDKO, WAMO
- IF YOU THINK YOU'RE LONELY NOW — BOBBY WOMACK — BEVERLY GLEN**
KMJM, KSOL, WSOK, WILD, WHRK, KPRS
- WE'LL MAKE IT — MIKE AND BRENDA SUTTON — SAM**
KPRS, WIGO, WRBD, KATZ, WENZ, WWRL
- YOU'RE THE ONE FOR ME — "D" TRAIN — PRELUDE**
WWDM, KATZ, WDAO-FM, WAWA, WRAP

MOST ADDED ALBUMS

- TAKE IT OFF — CHIC — ATLANTIC**
WILD, WDAO-FM, WAWA, WGIV, WRBD, WIGO, WRAP, WWIN, WENZ, WUFO, WEDR, WOKB, WLLE, WTLC, WSOK, WPAL, WDAO
- I AM LOVE — PEABO BRYSON — CAPITOL**
KATZ, WTLC, WNHC, WSOK, WDAO
- COME MORNING — GROVER WASHINGTON, JR. — ELEKTRA**
WDAO-FM, WGIV, WLLE, WTLC, WAMO

UP AND COMING

- TOOT AN' TOOT AN' TOOT — CURTIS MAYFIELD — BOARDWALK**
- BAD LADY — CON FUNK SHUN — MERCURY/POLYGRAM**
- LOVE CONNECTION — THE SPINNERS — ATLANTIC**
- TIME FOR LOVE — B.B. & Q. BAND — CAPITOL**
- HOLD ME DOWN — LIPPS, INC. — CASABLANCA/POLYGRAM**

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD

HOTS: P. Bryson, E. King, Ebonee Webb, Isley Brothers, A. Franklin, Chocolate Milk, Earth, Wind & Fire, Shook, L. Vandross, J. Jackson, Central Line, D. Ross, R. Cameron, T. Pendergrass. ADDS: Spinners, E. Watts. LP ADDS: D. Ross.

WIGO — ATLANTA — QUINCY JASON, PD — #1 — CENTRAL LINE

JUMPS: 9 To 2 — G. McCrae, 13 To 10 — Northend, 19 To 15 — LTD, 21 To 17 — G. Adams, 30 To 27 — Bad Girls, 35 To 31 — Lipps Inc., 36 To 32 — J. Lady Day, Ex To 35 — V. Burch, Ex To 38 — L. Simon. ADDS: Mike & Brenda Sutton, YBS, Black Ice, C. Carlton, F. Knight. LP ADDS: Chic, Bohannon, E. Birdsong.

WWIN — BALTIMORE — CURTIS ANDERSON, MD

HOTS: G. McCrae, Prince, Kool & The Gang, Earth, Wind & Fire, Skyy, The Time, P. Labelle, Q. Jones, C. Mayfield, Sugar Hill Gang, Hall & Oates, Four Tops, J. Carn, Adventure, J. Ross. ADDS: Live, V. Burch, What Naughts, L. Simon, Al Jarreau, L. White, G. Knight. LP ADDS: Chic, E. Birdsong.

WATV — BIRMINGHAM — STAN GRAINGER, MD

HOTS: Kool & The Gang, Earth, Wind & Fire, Prince, L. Vandross, Commodores, G. Benson, Slave, Isley Brothers, D. Ross, Four Tops, Ebonee Webb, R. Laws, P. Hyman, T. Marie, Chocolate Milk, G. McCrae, G. Knight, Rene & Angela, Tavares, Booker T. ADDS: Midnight Star, Captain Sky, Peaches & Herb, M. Henderson, Dynasty, Skyy, Spinners, G. Dunlap, G. Adams. LP ADDS: Ebonee Webb, Switch, Skyy, Bar-Kays.

WILD — BOSTON — BUTTERBALL, JR., PD — #1 — CENTRAL LINE

JUMPS: 8 To 3 — G. McCrae, 14 To 9 — Isley Brothers, 13 To 9 — G. Benson, 17 To 13 — G. Knight, 21 To 15 — Skyy, 19 To 16 — D. Ross, 23 To 18 — A. Franklin, 26 To 19 — Bar-Kays, 24 To 21 — S. Woods, 32 To 23 — Hall & Oates, 31 To 24 — P. Bryson, 33 To 29 — Rufus, 34 To 30 — LTD, 35 To 31 — Weeks & Company, 37 To 32 — Funn, 39 To 33 — Skool Boyz, HB To 34 — RGB, HB To 36 — Kano, HB To 39 — D. Morgan, HB To 40 — Red Hot, Ex To 35 — Four Tops, Ex To 37 — Chocolate Milk. ADDS: Con Funk Shun, J. Carr, C. Mayfield, Bobby Womack, V. Burch, Pure Energy. LP ADDS: Chic, B. Womack.

WUFO — BUFFALO — DAVE MICHAELS, MD — #1 — EARTH, WIND & FIRE

HOTS: Skyy, Shalamar, G. Dunlap, Rufus, Central Line, Benson, Hall & Oates, J. Carr, A. Bofill, Kool & The Gang, D. Ross, LTD, R. Laws, M. Moore, Isley Brothers, P. Bryson, Jones Girls, Ashford & Simpson, V. Burch. ADDS: Con Funk Shun, T.S. Monk, B.B. & Q. Band. LP ADDS: LTD, Chic.

WPAL — CHARLESTON — DON KENDRICKS, MD — #1 — EARTH, WIND & FIRE

HOTS: Commodores, Kool & The Gang, Shalamar, Crash Crew, Isley Brothers, L. Graham, GQ, E. King, D. Laws, Lakeside, Rene & Angela, Skyy, R. James, T. Pendergrass, T. Marie, Bar-Kays, Rufus, Take 5, LTD. ADDS: K.C. & The Sunshine Band, I. Hayes, B. Withers, C. Lynn, Four Tops, B. Summers, C. Mayfield, RGB, T. Browne, Spinners, B.B. & Q. Band, D. Byrd, V. Burch, F. Knight. LP ADDS: Lakeside, Starpoint, Madagascar, Chic.

WGIV — CHARLOTTE — CHRIS TURNER, PD

HOTS: Earth, Wind & Fire, Isley Brothers, Slave, Starpoint, Chocolate Milk, Prince, Whispers, Kool & The Gang, Raydio, G. Benson, D. Williams, R. Robbins. ADDS: J. Ross, V. Burch, G. Adams, T.S. Monk, Sugar Hill Gang, G.S. Heron, Four Tops. LP ADDS: M-Zee Band, G. Washington, Chic.

WBMX — CHICAGO — LEE MICHAELS, PD

HOTS: Kool & The Gang, Prince, B. Womack, Bar-Kays, S. Brown, G. Benson, G.S. Heron, P. Bryson, One Way, Slave, Roger, Isley Brothers, D. Ross/L. Richie, Four Tops, The Time, L. Vandross, C. Mayfield, Booker T., P. Hyman, H. Melvin, G. McCrae, Lewreil Simon. ADDS: J. Jackson.

WGCI — CHICAGO — STEVE HARRIS, PD

HOTS: G. Adams, G. McCrae, G. Benson, B. Womack, Bar-Kays, P. Bryson, C. Mayfield, N. Cole, Commodores, Earth, Wind & Fire, Kool & The Gang, Syreeta, Isley Brothers, Slave, Pieces Of A Dream, B. White, Central Line. ADDS: E. King, Hall & Oates.

WCIN — CINCINNATI — MIKE ROBERTS, PD

HOTS: Kool & The Gang, Shalamar, P. Hyman, M. Moore, One Way, Prince, Chocolate Milk, Central Line, Q. Jones, D. Ross, G. Knight, P. Bryson, Earth, Wind & Fire. ADDS: Godmama, Aurra, G. Washington, T. Pendergrass, G. Adams. LP ADDS: A. Bofill, Kool & The Gang.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — KOOL & THE GANG

HOTS: J. Carr, Earth, Wind & Fire, The Time, Roger, G. McCrae, Mean Machine, G. Benson, Prince, P. Bryson, N. Cole, D. Laws, C. Mayfield, Slave. ADDS: G. Adams, R. Robbins, A. Franklin, Al Jarreau, LTD, H. Melvin. LP ADDS: One Way, Earth, Wind & Fire, Kool & The Gang.

WGPR-FM — DETROIT — JOE SPENCER, MD — #1 — PRINCE

HOTS: Kool & The Gang, Earth, Wind & Fire, B. Womack, Commodores, Booker T., Isley Brothers, Rene & Angela, E. Klugh, M. Henderson, Black Ice, Kwick, Funn, Captain Sky, Chocolate Milk, P. Bryson, D. Ross, Skyy. ADDS: Four Tops, G. Bonds, Aurra, R. Laws, N. Connors, Satin Dreams, Ashford & Simpson, C. Mayfield. LP ADDS: First Love, E. Mercury, Kano, Suzi Q, Space Cadet.

WJLB — DETROIT — JOHN EDWARDS, MD — #1 — L. VANDROSS

HOTS: L.J. Reynolds, P. Bryson, Earth, Wind & Fire, Kool & The Gang, S. Clarke/G. Duke, Whispers, Slave, G. Benson, Four Tops, L. Vandross, Isley Brothers, P. Austin, B. Womack, Booker T., T. Pendergrass, E. Klugh, R. Ayers, S. Woods, Hall & Oates, Jones Girls, D. Ross, J. Jackson, Prince, Dynasty. ADDS: Hall & Oates. LP ADDS: Jones Girls.

KMJQ — HOUSTON — ROSS HOLLAND, MD — #1 — EARTH, WIND & FIRE

HOTS: Kool & The Gang, Roger, Skyy, L. Vandross, Four Tops, D. Morgan, Slave, Shalamar, Q. Jones, Prince, Ebonee Webb, Maze, Al Jarreau, Isley Brothers, D. Ross. ADDS: S. Turrentine, LTD, Chocolate Milk, Rufus. LP ADDS: L. Vandross.

KDAY — LOS ANGELES — JON BADEAUX, MD

HOTS: Kool & The Gang, Shalamar, Earth, Wind & Fire, Prince, Whispers, D. Ross, Roger, Commodores, Isley Brothers, G. Benson, Zoom, Central Line, Rufus, Kano. ADDS: Temptations, F. Knight, T. Pendergrass, Brick, RGB. LP ADDS: F. Hubbard (Fantasy).

KGFJ — LOS ANGELES — J.B. STONE, PD — #1 — ROGER

HOTS: Earth, Wind & Fire, Slave, Kool & The Gang, Mean Machine, B. Womack, D. Ross, Commodores, Shalamar, Isley Brothers. ADDS: A. Franklin, Skyy, Hall & Oates, Sugar Hill Gang, V. Burch, Midnight Star. LP ADDS: R. Laws, G. Dunlap, F. Hubbard, A. Mouzon.

WDIA — MEMPHIS — CARL CONNOR, PD

HOTS: Bar-Kays, B. Womack, Commodores, Earth, Wind & Fire, Chocolate Milk, Kool & The Gang,

Prince, Roger, M. Moore, G. Benson, D. Ross, Q. Jones, Slave, L. Vandross, Ebonee Webb, One Way, West Street Mob, Isley Brothers, Spinners, Rene & Angela, G.S. Heron, Skyy, Shalamar, A. Franklin. ADDS: Tavares, T. Pendergrass, Tierra. LP ADDS: Slave.

WHRK — MEMPHIS — SHARON SMITH, MD

HOTS: Rufus, Bar-Kays, Ebonee Webb, G. Benson, J. Jackson, One Way, D. Ross, Prince, Isley Brothers, Kool & The Gang, P. Bryson, Commodores, Earth, Wind & Fire, LTD, Chocolate Milk. ADDS: B. Womack, The Time, Con Funk Shun, Jones Girls. LP ADDS: Jones Girls, Tgzik, Skyy, R. Robbins, J. Jackson.

WEDR — MIAMI — GEORGE JONES, MD — #1 — SLAVE

JUMPS: Ex To 15 — Secret Weapon, 10 To 5 — Chocolate Milk, Ex To 8 — Earth, Wind & Fire, Ex To 9 — Tierra. ADDS: G. Scott-Heron, P. Bryson, F. Hubbard, J. Jackson, Aurra, V. Burch. LP ADDS: Starpoint, Space Cadet, J.G. Watson, J. Bristol, Chic, West Street Mob, LTD, Bar-Kays.

WAWA — MILWAUKEE — JIMMY GOODTIME, PD — #1 — KOOL & THE GANG

HOTS: Earth, Wind & Fire, Prince, G. Benson, Isley Brothers, One Way, J. Ross, L. Vandross, B. White, P. Hyman, Bar-Kays, M. Moore, Chocolate Milk, G. Adams, G. Knight, Shalamar, Rene & Angela, GQ, Captain Sky, LTD, Five Special, R. Robbins, Funn. ADDS: Con Funk Shun, Whispers, "D" Train.

WYLD-FM — NEW ORLEANS — JAMES ALEXANDER, MD — #1 — KOOL & THE GANG

HOTS: Earth, Wind & Fire, L. Vandross, Slave, Commodores, Q. Jones, Four Tops, Isley Brothers, C. Mayfield, D. Ross/L. Richie, R. Laws, Raydio, M. Moore, Tierra, G. Benson, Pointer Sisters, N. Cole, Whispers, S. Brown, J. Jackson, D. Ross, Booker T., Spinners, P. Hyman, P. Bryson, E. King. ADDS: V. Burch, J. Knight, RGB. LP ADDS: Jones Girls.

WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — G. McCRAE

HOTS: Kool & The Gang, M. Moore, D. Williams, Four Tops, Earth, Wind & Fire, Prince, L. Vandross, G. Knight, G. Adams, Central Line, L. Graham, North End, R. James, Hall & Oates, Tierra, D. Ross, G. Benson, Kano, C. Carlton, G. Hunt, Al Jarreau, Dynasty, P. Hyman. ADDS: C. Mayfield.

WWRL — NEW YORK — WANDA RAMOS, MD

HOTS: G. Knight, B. White, Shalamar, L. Graham, G. Adams, P. Bryson, D. Ross, Hall & Oates, G. McCrae, Central Line, Maze, Rufus, G. Benson, GQ, A. Franklin, E. Klugh. ADDS: G. Dunlap, Dynasty, Kano, Brenda & Mike Sutton, Booker T.

WRAP — NORFOLK — JIMMY WILLIAMS, MD

HOTS: Kool & The Gang, Earth, Wind & Fire, Prince, Roger, Slave, G. Benson, Isley Brothers, The Time, Commodores, M. Moore, Bar-Kays, L. Vandross, C. Mayfield, P. Hyman, D. Ross, Four Tops, Ebonee Webb, Rufus, Chocolate Milk, G. McCrae. ADDS: "D" Train, Red Hot, Zoom, Pure Gold, Lakeside. LP ADDS: Chic, LTD, Kano.

WOKB — ORLANDO — BRETT LEWIS, PD — #1 — EARTH, WIND & FIRE

HOTS: Kool & The Gang, Commodores, B. Wright, C. Mayfield, Prince, Four Tops, Slave, Kraftwerk, N. Cole, Chocolate Milk, Bar-Kays, Skyy. ADDS: G. Adams, T. Browne, AM-FM, V. Burch, Con Funk Shun, C. Mayfield. LP ADDS: Chic, Starpoint.

WDAO-FM — PHILADELPHIA — JOE TAMBURRO, PD — #1 — EARTH, WIND & FIRE

HOTS: Prince, Kool & The Gang, Isley Brothers, Chocolate Milk, G. McCrae, Commodores, Central Line, G. Benson, Rufus, Slave, C. Mayfield, P. Hyman, E. King, Rene & Angela, Sequence, Tierra, Fine Quality, D. Ross, N. Cole, Skool Boyz, Ebonee Webb, Shalamar, G. Knight. ADDS: L. Simon, T.S. Monk, Sugar Hill Gang, Kano, Con Funk Shun, G. Hunt, B. Watt, Pure Energy, G. Jones, "D" Train. LP ADDS: G. Washington, Chic, Lakeside, G. Dunlap.

WENZ — RICHMOND — PAUL CHILDS, PD — #1 — KOOL & THE GANG

JUMPS: 10 To 7 — Commodores, 12 To 9 — G. Benson, 18 To 14 — D. Ross, 22 To 18 — P. Bryson, 24 To 19 — T. Pendergrass, 28 To 20 — Bar-Kays, HB To 23 — Skyy, HB To 26 — P. Hyman, HB To 29 — Rufus, HB To 30 — LTD. ADDS: G. Washington, Jones Girls, Kano, Peaches & Herb, R. James, Midnight Star, Brenda & Michael Sutton, Wax, B.B. & Q. Band. LP ADDS: Chic, A. Bofill, B. Summers, E. Klugh.

KATZ — ST. LOUIS — EARL PERNELL, MD — #1 — B. WOMACK

JUMPS: 7 To 4 — Chocolate Milk, 9 To 6 — G. Benson, 15 To 7 — Rufus, 13 To 8 — P. Bryson, 17 To 9 — D. Ross, 20 To 12 — GQ, 16 To 13 — LTD, 21 To 14 — Booker T., 24 To 19 — R. Robbins, 31 To 24 — Jones Girls, 35 To 27 — C. Staton, 38 To 29 — T. Pendergrass, 40 To 30 — Skool Boyz, 33 To 31 — R. James, HB To 36 — Lipps Inc., HB To 37 — RGB, HB To 38 — A. Franklin, HB To 39 — Sugar Hill Gang, HB To 40 — J. Jackson. ADDS: Bad Girls, Sugar Daddy, B. Summers, C. Mayfield, Mike & Brenda Sutton, The Time, Four Tops, T. Browne, "D" Train, L. Simon. LP ADDS: P. Bryson, West Street Mob, S. Watanabe.

KMJM — ST. LOUIS — DICK EDWARDS, PD — #1 — COMMODORES

HOTS: Earth, Wind & Fire, Roger, Kool & The Gang, Prince, The Time, D. Ross/L. Richie, Q. Jones, L. Vandross, R. James, D. Morgan, D. Ross, G. Benson, Olivia Newton-John, Al Jarreau, T. Pendergrass, Slave, A. Franklin, Hall & Oates, Pointer Sisters. ADDS: Hall & Oates, B. Womack, Shalamar, P. Bryson.

KSOL — SAN FRANCISCO — BERNIE MOODY, PD — #1 — KOOL & THE GANG

JUMPS: 14 To 11 — Skyy, 20 To 17 — P. Bryson, 23 To 19 — P. Hyman, 27 To 20 — G. Dunlap, 29 To 21 — Hall & Oates, 30 To 22 — Al Jarreau, 35 To 23 — A. Bofill, 32 To 25 — H. Hancock, 33 To 26 — Midnight Star, 34 To 27 — Jones Girls, 36 To 28 — Mike & Brenda Sutton, 37 To 29 — Starpoint, 38 To 30 — P. Austin, 39 To 31 — B. Summers, 40 To 32 — Ozone. ADDS: B. Womack, T. Pendergrass, Shook, G. Knight, LTD, V. Burch. LP ADDS: Skyy.

WSOK — SAVANNAH — JAY BRYANT, MD — #1 — EARTH, WIND & FIRE

JUMPS: 8 To 5 — Rufus, 12 To 9 — Bar-Kays, 19 To 14 — A. Franklin, 20 To 15 — LTD, 25 To 18 — T. Pendergrass, 23 To 19 — G. Benson, 24 To 20 — Brick, 30 To 23 — RGB, 27 To 22, Fatback, Ex To 25 — T.S. Monk, Ex To 26 — Jones Girls, Ex To 29 — Pure Gold, Ex To 30 — C. Staton. ADDS: The Time, Roger, B. Womack, T. Browne, Live, N. Connors, Black Ice. LP ADDS: P. Bryson, Chic.

KOKA — SHREVEPORT — B.B. DAVIS, MD — #1 — KOOL & THE GANG

HOTS: Commodores, Prince, Earth, Wind & Fire, One Way, The Time, G. Benson, Slave, Bar-Kays, Chocolate Milk. ADDS: Olivia Newton-John, J. Jackson, Booker T., R. Cameron, Rene & Angela. LP ADDS: Q. Jones.

WWDM — SUMTER — BARBARA TAYLOR, MD

HOTS: T. Pendergrass, Peache & Herb, Kraftwerk, G. Benson, Earth, Wind & Fire, D. Ross, Kool & The Gang, Chocolate Milk, Central Line, M. Moore. ADDS: "D" Train, The Time, T. Browne, Lonnie Love, Take 5. LP ADDS: J. Bristol, C. Carter, Pure Gold, Bar-Kays.

INTERNATIONAL

Tighter Immigration Policies Hinder Touring Musicians

(continued from page 14)

Attorney General is made pursuant to a recommendation by the Secretary Of State or by a consular office.

While the H-1 visa is geared toward internationally known or acclaimed music or entertainment industry figures, the H-2 visa applies to the majority of laborers and artists within the arts. Created for foreign workers who will perform temporary services when qualified unemployed Americans are unavailable, the visa can be difficult to obtain for two reasons. First off, the application procedure requires a clearance from the U.S. Dept. of Labor certifying that U.S. workers are not readily available for the job offered to the foreign worker. The simple fact that most entertainment personnel are not in short supply compounds the complex procedural problems of dealing with the labor board.

"If you're petitioning to bring over a new or unknown band for the purposes of touring, you'd better make sure they'll be mak-

ing the nightly equivalent of an American act or you could have your visa request denied," warns New York City-based immigration attorney Paul Shindler.

Given the hectic pace of the music industry and the slow speed of the bureaucracy, timing becomes one of the major problems when applying for a visa. One of the chief headaches for an immigration lawyer is an agent, manager or record company that requests to have a visa for an artist in three weeks or less.

Problems In Processing

"Busy INS offices can take up to four months to process an H-1 form," explains immigration lawyer Fraade. "But that problem can be gotten around. INS offices in major entertainment centers, such as Los Angeles and New York, will often give immediate attention to major productions or tours, and H-1 forms can often be processed within two weeks."

Ian Copeland, president of Frontier Booking in New York, maintains that his lawyer (Paul Shindler) and agency does a great volume of business with an INS office and has earned a reputation for well-documented and prepared applications. He added that the steady rapport with the office's at the INS enables him to gain immigration clearance more easily and with greater speed.

"If you can prove your act is substantial and that you've got it together — artist tour dates, signed contracts, proof of money in the bank etc. — then one should have less of a problem obtaining a temporary visa."

L.A.-based attorney Frieda Lucoft also said that her high profile at the local INS office helped hurry the visa process, but felt that a great deal of red tape had been created by President Reagan's budget cuts.

"The cutbacks hurt the Department of Labor, the employment development offices and the INS as well," says Lucoft, "so these people are dealing with a voluminous amount of work. They are for the most part, understaffed and overworked. It takes a long time to expedite a petition."

Lawyers Fraade, Shindler and Lucoft all agreed that their local INS offices, though understaffed, were expert in facilitating the temporary visa procedure.

Perhaps Lucoft expressed the feelings of her colleagues best by saying, "The present state of obtaining U.S. work permits for foreign people in the music industry is that of a push and tug battle. But if one files for a visa application in the correct manner, accounting for documentation and what filing and examination procedure each office adopts, he should usually be able to gain certification. We're successful at obtaining H-1 and H-2 visas the majority of the time."

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — The opening of a Records Supermarket in downtown Buenos Aires, operated by a society formed by the six traditional diskeries in this market, is one of the leading conversation items in the trade. The retailer will operate from headquarters on Carlos Pellegrini street, and some dealers have shown unhappiness about the idea.

The argument towards this action, from the point of view of the record producers, is that there is little effort on the dealer's side to really sell records — compared to shops selling appliances and kitchenware, record shops look usually dirty, salespeople are not friendly and information about catalog records and tapes is scarce or even unavailable. This sort of crosstalk between producers and retailers has been going on for years, without discernible results. The owners of record stores complain that the companies have been mass releasing records that have little commercial interest and are not backing them with radio promotion. In fact, there has been a lot of discussion about TV promotion, which may be applied to only a few records due to its high cost. Although dealers are accustomed to order regular quantities of this product, the overall effect of TV promotion (but not the expense involved) has been diminishing steadily to the point where several campaigns have been stopped because the amount of records sold did not justify them.

There is another strong reason for dissent — The so-called "plans," which usually mean sales campaigns that allow the store owner to pay his bills after 90 or more days in exchange for a good order. In a country with inflation running at a pace of 135% a year, it seems more of a financial move than effective sales action, but the result is that most dealers are now loaded with merchandise they can't dump into the market unless they sell it as "a bargain," which sometimes means price tags lower than the original cost to the manufacturer. Some of the small labels, which had opened years ago the "bargain" market with low cost releases, have been also affected by this, since a couple of majors have been selling well-known artists in their price range.

In a market that shrank 50% in a year and is facing a dollar 400% more expensive, these points have created a bitter situation.

miguel smirnoff

Italy

MILAN — Giuseppe Velona, managing director of WEA Italiana, announced the signing of a licensing agreement with Supraphon for the distribution in Italy of the classical Czech catalog. The first releases will appear in January.

Many new releases are scheduled for

Christmas from the Italian major artists. Among them are the new two-LP album by **Mina**. "Salome" (on PDU), a new LP by **Ornella Vanoni**, "2301 Parole" (on CGD-Vanilla), and the latest **Matia Bazar** album on Ariston.

RCA Spain awarded a gold record to Italian singer **Pino D'Angio** for the sales of his single, "Ma Quale Idea," in Spain. D'Angio's latest release is "Un Concerto Da Strapazzo" on the Ri-Fi label.

The 13th edition of the Songwriter's Award banquet will take place in Reggio Emilia on Dec. 15.

Adelfo M. Forni has been named manager of the international department of CGD-MM... **Michele Galasso** is the new promotion head at Carosello.

A new jazz and classical music oriented label, Orsa Maggiore, was born in Milan. The label plans to import and produce recordings selected for collectors in Italy.

Fonit-Cetra started a new line (total 100 LPs) called "V Disc." Directed by **Adriano Mazzoletti**, the label will collect all the recordings released on V Discs from 1942 to 1947 by the U.S. War Department.

Paolo Ruggeri, responsible of the RCA mid-line Lineatre, resigned from the company to create his own group, Independent Enterprises. He will continue to produce for RCA, anyway, and follow other activities at the same time.

A new label Soedi, was born in Milan. Managed by **Roberto Rossi**, the recording cast includes the **Piccolo Coro dell'Antoniano** and is oriented to music for children.

marlo de luján

Japan

TOKYO — Sales of records during September were 10% up over August, but 15% down from the same month last year, according to Japan Phonograph Record Assn. (JPRA) president **Takami Shobochi**. Reflecting the trends in unit sales, revenues for September were nine percent up over August, but 13% down from the same month last year. Total volume of 13.8 million units yielded sales revenues of 13.2 billion yen (\$57.2 million) for the month.

On the other hand, both unit sales and revenues showed significant increases for pre-recorded cassettes. Sales of 7.4 million units were 37% up over August and six percent over the same month last year. Revenues totalling 9.7 billion yen (\$42.1 million) represented jumps of 29% and four percent over August and the same month last year, respectively.

Yasushi Akutagawa, a top classical composer here, was named chairman of the board of JASRAC, Japan's rights association for composers and authors, effective Nov. 1. Akutagawa succeeds **Harumi Ishii**, temporary chairman of the board.

kozo otsuka

AC/DC Tops CRIA October Certifications

TORONTO — A quintuple platinum certification for the "Back In Black" LP by WEA recording group AC/DC, signifying 500,000 units sold, highlighted the October certifications of the Canadian Recording Industry Assn. (CRIA). Other LP certifications included two quadruple platinums, one double platinum, four platinums and nine golds. In addition, two singles were certified gold.

Qualifying for quadruple platinums (400,000 unit sales) were "Star On Long Play" by Stars On and Quality and Loverboy's self-titled debut on CBS. A double platinum (200,000 unit sales) went to Harmonium's self-titled LP on Quality.

Platinum certifications (100,000 unit sales) were awarded to Gheorghe Zamfir's "The Lonely Shepherd" on PolyGram; Marianne Faithfull's "Broken English" and Steve Winwood's "Arc Of A Diver," both on WEA; and Ozzy Osbourne's "Blizzard Of Ozz" on CBS.

Gold certifications (50,000 unit sales) went to Murray Head's "Say It Ain't So," Squeeze's "Argy Bargy," the Carpenters' "Christmas Portrait" and Joan Armatrading's "To The Limit," all on A&M; Fabienne Thibault's "Profil" on Kébec Disc; Jon & Vangelis' "The Friends Of Mr. Cairo" on PolyGram; Hall & Oates' "Voices" on RCA; Triumph's "Allied Forces" on Attic; and Meat Loaf's "Dead Ringer" on CBS.

Gold singles certifications (75,000 unit sales) went to "Endless Love" by Diana Ross and Lionel Richie on Quality and "Jessie's Girl" by Rick Springfield on RCA.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 El Balle De Los Pajaritos — Orquesta Tabaco — RCA
- 2 Frente A Frente — Jeanette — RCA
- 3 En Ruta De Nuevo — Barrabas — Discosa
- 4 Los Ojos De Belle Davis — Kim Carnes — EMI
- 5 Sin Ti — Daniel Danieli — PolyGram
- 6 Big Six — Max — PolyGram
- 7 Es Un Mentiroso — Bee Gees — PolyGram
- 8 Procuro Olvidarte — Hernaldo — PolyGram
- 9 Autobus Holandes — Frankie Smith — CBS
- 10 Menta Y Limon — Roque Narvaja — Discosa

TOP TEN LPs

- 1 Favoritos — various artist — PolyGram
- 2 En Transito — Joan Manuel Serrat — Ariola
- 3 Esencia Romantica — Los Panchos/M.M. Serra Lima — CBS
- 4 Dinamita — various artists — K-tel
- 5 Especial — various artists — RCA
- 6 Los Exitos Del Amor — various artists — Microfon
- 7 Vibraciones Trasnocche — various artists — EMI
- 8 Ojos Vivientes — Bee Gees — PolyGram
- 9 La Colorra — Malvaho — Music Hall
- 10 Juntos — various artists — Interdisc

—Prensario

Australia

TOP TEN 45s

- 1 Physical — Olivia Newton-John — Interfusion
- 2 Start Me Up — The Rolling Stones — Rolling Stones
- 3 Endless Love — Diana Ross and Lionel Richie — Motown
- 4 You Weren't In Love With Me — Billy Field — WEA
- 5 The Stroke — Billy Squier — Capitol
- 6 Every Little Thing She Does Is Magic — The Police — A&M
- 7 Prince Charming — Adam And The Ants — CBS
- 8 Wired For Sound — Cliff Richard — EMI
- 9 Queen Of Hearts — Juice Newton — Capitol
- 10 (SI SI) Je Suls Un Rock Star — Bill Wyman — A&M

TOP TEN LPs

- 1 Tattoo You — The Rolling Stones — Rolling Stones
- 2 Ghost In The Machine — The Police — A&M
- 3 Physical — Olivia Newton-John — Interfusion
- 4 Sirocco — Australian Crawl — EMI
- 5 New Traditionalists — Devo — Warner Bros.
- 6 Cats & Dogs — Mental As Anything — Regular
- 7 Bad Habits — Billy Field — WEA
- 8 Hooked On Classics — Royal Philharmonic Orchestra — K-tel
- 9 Bella Donna — Stevie Nicks — Modern/WEA
- 10 Time — Electric Light Orchestra — Jet

— Kent Music Report

Italy

TOP TEN 45s

- 1 Belle Davis Eyes — Kim Carnes — EMI
- 2 (Out Here) On My Own — Nikka Costa — CGD
- 3 Every Little Thing She Does Is Magic — The Police — A&M
- 4 Rock 'N Roll Robot — Alberto Camerini — CBS
- 5 M'Innamoro Di Te — Ricchi e Poveri — Baby
- 6 Arthur's Theme — Christopher Cross — Warner Bros.
- 7 He's A Liar — Bee Gees — Polydor
- 8 Hula Hoop — Plastic Bertrand — Durium
- 9 More Stars — Stars On — Delta
- 10 Mallincola — Riccardo Fogli — Paradiso

TOP TEN LPs

- 1 Buona Fortuna — Poo — CGD
- 2 Ghost In The Machine — The Police — A&M
- 3 Fabrizio De Andre — Fabrizio De Andre — Ricordi
- 4 Abacab — Genesis — Vertigo
- 5 Tattoo You — Rolling Stones — Rolling Stones
- 6 La Grande Grotta — Alberto Fortis — Philips
- 7 Duemila60 Italian Graffiti — Ivan Cattaneo — CGD
- 8 Strada Facendo — Claudio Baglioni — CGD
- 9 Rudy & Rita — Alberto Camerini — CBS
- 10 2301 Parole — Ornella Vanoni — Vanilla

—Musica e Disci

Vid Software Suppliers Offer Major Holiday Sales Promos

(continued from page 17)

"The purpose of the ad, poster and accompanying counter card is to build awareness among consumers, and video buffs in particular, of the quantity and quality of pre-recorded video titles presently in the company's catalog," said Dreyer. "And right now, we're shipping *The Adventures Of Robin Hood*, which is in keeping with the classics approach."

As a post-script, Mag Video's Dreyer indicated that the supplier is concluding its six-month Beta sale, which offered 20 top-selling titles in the Beta format for \$59.95, during the month of December. Dreyer termed the sale "a success, overall."

MGM/CBS Home Video has been running a Christmas-themed promotion, dubbed "The Twelve Days Of Christmas," focusing on 12 of its top-selling titles, both contemporary and classic. According to MGM/CBS vice president of marketing Herb Mendelsohn, the promotion included the "buy all 12, get one free" incentive to dealers, and as a result, Mendelsohn noted, "the response has been extremely strong."

"The promotion centers around such titles as *Fame*, *The Wizard Of Oz*, *My Fair Lady*, *Dr. Zhivago*, *Gigi*, *Cabaret*, *Being There*, *Guys And Dolls*, *The Postman Always Rings Twice*, *2001: A Space Odyssey*, *No Nukes: The Muse Concerts* and *Ben Hur*, all of which we feel, are classics in their own right, new or old," said Mendelsohn. "We've provided posters tied with the promotion to retailers that, at this moment, are being set up, in addition to ad flicks."

Advertising, focusing on national and regional print media, are the key elements in both Columbia Pictures Home Entertainment's (CPHE) and Warner Home Video's (WHV) seasonal campaign thrusts. According to CPHE director of marketing Robin Montgomery, the company chose to place full-page four-color bleed advertisements in "virtually all of the major city books," such as *New York Magazine*, *Los Angeles Magazine*, *Texas Monthly*, etc., tagging each with the gift-giving theme. "Traditionally, city books skew with a

very high number of VCR owners, or consumers with high intentions to purchase VCR equipment," explained CPHE's Montgomery of the company's decision to utilize those magazines as ad vehicles. "Strangely enough the books we chose were also in the top half of the 30 ADI markets in the country, being the highest circulation city books with the highest number of VCR owners."

Montgomery further pointed out that the ads were scheduled to co-incide with shipments of "The CPHE Point of Purchase Kit" to dealers and life-size stand-up display promoting its top-selling *Stir Crazy* title. The kit includes four-color fliers, counter cards and giant video cassette boxes promoting *Stir Crazy*, *Kramer vs. Kramer* and *Breaker Morant*. The simultaneous coordination of consumer and trade advertising, display material shipments and a 50-50 co-op ad program with distributors launched Oct. 1 created what Montgomery called a "synergistic" campaign.

The Warner Home Video campaign is, basically, a nationwide attempt to, as Bill Pitts, executive vice president of Lois, Pitts & Gershon Advertising, put it, "create a strong identity for the Warner Home Video rental program, as well as raise the level of the VCR market." Tied to the theme "Have A Warner-ful Weekend At Home," the campaign is currently being mounted in conjunction with WHV's market by market rental plan roll-out and is utilizing print ads in such publications as *TV Guide*, 10-second IDs on network television and following up with point of purchase display aids, such as mobiles and browser bins.

"It's an integrated effort with a strong thematic approach, designed by our chairman and creative director, George Lois, along with copy chief Richard Lynne," said Pitts, who is agency management supervisor on the Warner Home Video account. "We're going beyond promoting video-cassette titles here; we're promoting the entire home video business. We're getting dealers to line up behind the program, and we're educating the consumer. I suspect we'll get into the promotion of individual titles following this campaign."

Radio Remembers Lennon On 1st Anniversary Of His Death

(continued from page 7)

Of individual stations surveyed by *Cash Box*, many reported that they would be broadcasting either the aforementioned network or syndicated programming. However, a number of stations are originating their own special tributes.

Something Different

"We're going to try to do something different," said Scott Muni, program director of WNEW-FM in New York City. "We've been working on it for quite a long time, but everybody here has different ideas to contribute. It won't be 'Lennon A to Z' or anything like that. We don't want to do anything corny either."

Muni said the programming will be pieced together from "a lot of things we participated in with John over the years" and it will run throughout the day and night.

In addition to running Creative Factor's syndicated program on Dec. 8, Charlie Kendall, program of WMMR in Philadelphia, said his station will be broadcasting a live benefit from midnight to 2 a.m. Dec. 9 by local group the Hooters, with proceeds going to efforts to end handgun violence. The show will be introduced by a special message taped for the station by Ringo Starr.

KROQ Los Angeles program director Rick Carroll said that while his station was

merely planning to play "a couple of Lennon tunes per shift," the station had received special permission to reprint the unedited transcript of the interview by Dave Sholin that is being run in edited form on the RKO network. Carroll said the interview would be made available to KROQ listeners who mail in a self-addressed, stamped envelope.

Silent Tribute

WBCN/Boston plans to repeat last year's minute of silence in memory of Lennon. According to program director Oedipus, the station will run a minute of environmental noises at precisely the anniversary of last year's memorial. This will segue into the Beatles' "Across the Universe." During the day of the 8th, the station will feature Beatles and Lennon music, as well as interviews done by the station and a collage of Lennon-related material.

Among non-radio tributes to Lennon timed to coincide with the anniversary of Lennon's death are a Cincinnati Pops salute to Lennon's life and music that is currently touring the country. The show will stop at Radio City Music Hall in New York Dec. 10.

Also, a rather Dylanesque tribute record, "For the Walrus" by Sando has been released independently by All-Star Records of Rockville Center, N.Y.

Video Seen As Top Priority At NMA/BMI-Sponsored Forum

(continued from page 24)

hire a good producer, which he says, will most likely come from the film world as opposed to music industry executives. The second is to make a creative, conceptual video.

"It's time to realize you've got to put pictures to your music — just playing the piano and guitar is no good anymore," he said, adding that to be successful a video must be creative enough to entice the public to buy it, and videos of concerts are short-lived at best.

Since video is such a young industry, the problems it is currently facing are complicated and many. The most immediate concern is clearance rights with everyone involved with the video, from the artist to the publisher and writer of the song performed. Clearance rights also get into the issue of synchronization versus mechanical royalties. Since there has not been a precedent set concerning the royalty rate controversy and who is entitled to what, clearance is by far one of the most pressing issues in video, noted Alive Production's Emmer. According to Emmer, when the music is controlled by the artist performing it, things flow quite smoothly in getting clearances. But, in most cases, the music is controlled by an outside publisher, and that's where the problems arise.

"Unfortunately at this time, the publisher

Houston Connection Set

LOS ANGELES — The Houston Connection Recording Corporation was recently formed and will become active in the manufacture and distribution of recording products. Distribution will be executed through a network of independents.

President and board chairman of the company is Harvey E. Lynch, a 10-year veteran of the broadcasting industry who has served as vice president and general manager at several radio stations around the country. Other officers include Carolyn Jackson, executive vice president and writer; Andre Montell, vice president in charge of operations; and Ann Leassear, national field coordinator and writer/producer.

The company is located in the One Northwind Plaza Building at 7600 W. Tidwell, Suite 804, Houston, Tex. 77040. The phone is (713) 462-4142.

Landslide Relocates

NEW YORK — Atlanta-based Landslide Records has moved its offices. Effective immediately, the new address is 450 14th Street N.W., Suite 201, Atlanta, Ga. 30318. The new telephone number is (404) 873-3918.

is portrayed as a narc when it comes to video," Emmer said. "They want to be cut in on the deal or they stop you. But fortunately, many publishers do realize this is a new medium and are willing to negotiate in good faith until a precedent is set (and a royalty rate determined)." Alive Productions has worked with many artists on videos, including Blondie, Alice Cooper and Blue Oyster Cult, to name a few, and as a company, is considered a major supplier of videos to "users" like MTV.

No Panacea

From a publishers' point of view, ATV's Trust was not as enthusiastic about the possibilities and potentials of video as his panel mates, labeling the developing medium simply another form of communication, and "not a cure-all to the industry." Trust noted that the publisher's role in the emerging industry is cloudy at best and until this royalty precedent is set, the publisher is sitting on the sidelines observing the burgeoning business rather than actively participating in it.

Countering its role as the narcs of the industry, Trust likened the publisher role as closer to the "enforcer, not by choice but by necessity," and added that as it now stands, publishers are making more money by suing the copyright offenders in video than from royalty payments from video.

Following the panelists' presentations, during which Pittman presented about a 10 minute video clip on MTV, audience members were given the opportunity to query panelists. The forum was the first in a series of free educational forums sponsored by the NMA.

Damage Award Vacated In Venue Monopoly Suit

NEW YORK — A judge has vacated a jury's damage award in a suit that charged Philadelphia-based Electric Factory Concerts with operating a monopoly over "black-oriented, arena-sized" concerts in Pittsburgh.

Judge Alan N. Bloch of the United States District Court in Pittsburgh dismissed the \$5,500 damage award to Danny Kresky Enterprises, which had brought the case against Electric Factory, on the grounds that Kresky had failed to prove that his failure to promote two Parliament-Funkadelic concerts in 1978 and 1979 was the result of the violation of anti-trust laws by Electric Factory.

At a trial held in March of this year, the jury found that Electric Factory did not have a monopoly in any market, but it did award damages of \$5,500 to Kresky for the alleged profits lost on the two Parliament-Funkadelic shows.



CHIPMUNKS SQUIRREL THE GOLD — RCA recording group *The Chipmunks* recently received a gold record for its album "Urban Chipmunk." Pictured celebrating the album's success are (l-r): Barry Gross, product manager, West Coast, RCA; Ed Dejoy, Dain/Dejoy Music; Jack Craig, division vice president, U.S.A. and Canada, RCA; Janice Karman and Ross Bagdasarjan, *Chipmunk* creators; Bud Dain, Dain/Dejoy Music; and Barry Oslander, division vice president, A&R, West Coast, RCA.

CASH BOX TOP 100 ALBUMS

December 5, 1981

		Weeks On 11/25 Chart			Weeks On 11/28 Chart			Weeks On 11/28 Chart
1	4	8.98	FOREIGNER (Atlantic SD 16599)	1	20	35	GET LUCKY	---
							LOVERBOY (Columbia FC 37638)	45 4
2	TATTOO YOU	8.98	ROLLING STONES (Rolling Stones/Atlantic COC 16052)	2	13	36	IN THE POCKET	8.98
							COMMODORES (Motown M8-955M1)	32 22
3	GHOST IN THE MACHINE	8.98	THE POLICE (A&M SP-3730)	4	7	37	FANCY FREE	8.98
							OAK RIDGE BOYS (MCA-5209)	40 27
4	ESCAPE	---	JOURNEY (Columbia TC 37409)	3	18	38	RE-AC-TOR	8.98
							NEIL YOUNG and CRAZY HORSE (Reprise HS 2304)	43 3
5	RAISE!	---	EARTH, WIND & FIRE (ARC/Columbia TC 37548)	5	4	39	WORKING CLASS DOG	8.98
							RICK SPRINGFIELD (RCA AFL 1-3697)	56 36
6	BELLA DONNA	8.98	STEVIE NICKS (Modern/Atlantic MR 38-139)	7	17	40	LIVING EYES	8.98
							THE BEE GEES (RSO/PolyGram RX-1-3098)	49 3
7	PHYSICAL	8.98	OLIVIA NEWTON-JOHN (MCA-5229)	8	6	41	LONG DISTANCE VOYAGER	8.98
							THE MOODY BLUES (Threshold/PolyGram TRI-1-2901)	34 27
8	EXIT... STAGE LEFT	15.98	RUSH (Mercury/PolyGram SRM-2-7001)	9	4	42	MOB RULES	8.98
							BLACK SABBATH (Warner Bros. BSK 3605)	64 2
9	NINE TONIGHT	12.98	BOB SEGER & THE SILVER BULLET BAND (Capitol STBK-12132)	6	11	43	GREATEST HITS	8.98
							KENNY ROGERS (Liberty LOO-1072)	46 60
10	SOMETHING SPECIAL	8.98	KOOL & THE GANG (De-Lite/PolyGram DSR 8502)	11	8	44	LIVE	---
							THE JACKSONS (Epic KE2 37545)	59 2
11	PRIVATE EYES	8.98	DARYL HALL & JOHN OATES (RCA AFL1-4028)	12	12	45	THE ONE THAT YOU LOVE	8.98
							AIR SUPPLY (Arista AL 9551)	42 26
12	SHAKE IT UP	8.98	THE CARS (Elektra SE-567)	24	2	46	HI INFIDELITY	---
							REO SPEEDWAGON (Epic FE 36844)	41 52
13	GREATEST HITS	8.98	QUEEN (Elektra SE-564)	15	4	47	LAW AND ORDER	8.98
							LINDSEY BUCKINGHAM (Asylum SE-561)	54 5
14	THE INNOCENT AGE	---	DAN FOGELBERG (Full Moon/Epic KE2 37393)	10	12	48	THE GEORGE BENSON COLLECTION	16.98
							GEORGE BENSON (Warner Bros. 2HW 3577)	65 3
15	WHY DO FOOLS FALL IN LOVE	8.98	DIANA ROSS (RCA AFL1-4153)	16	5	49	IT'S TIME FOR LOVE	---
							TEDDY PENDERGRASS (Phila. Int'l/CBS TZ 37491)	44 10
16	TONIGHT I'M YOURS	8.98	ROD STEWART (Warner Bros. BSK 3602)	19	3	50	TIME EXPOSURE	8.98
							LITTLE RIVER BAND (Capitol ST-12163)	39 13
17	ABACAB	8.98	GENESIS (Atlantic SD 19313)	13	8	51	HOOKED ON CLASSICS	8.98
							THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4194)	79 3
18	PRECIOUS TIME	8.98	PAT BENATAR (Chrysalis CHR 1346)	14	20	52	QUARTERFLASH	8.98
							(Geffen GHS 2003)	62 7
19	ON THE WAY TO THE SKY	---	NEIL DIAMOND (Columbia TC 37629)	38	2	53	ALLIED FORCES	8.98
							TRIUMPH (RCA AFL1-3902)	47 12
20	IF I SHOULD LOVE AGAIN	8.98	BARRY MANILOW (Arista AL 9573)	17	8	54	THE TIME	8.98
							(Warner Bros. BSK 3598)	55 15
21	CONTROVERSY	8.98	PRINCE (Warner Bros. BSK 3601)	21	5	55	SHOW TIME	8.98
							SLAVE (Columbia/Atlantic SD 5227)	50 9
22	NEVER TOO MUCH	---	LUTHER VANDROSS (Epic FE 37451)	20	12	56	INSIDE YOU	---
							THE ISLEY BROTHERS (T-Nack/CBS FZ 37533)	37 6
23	FREEZE-FRAME	8.98	THE J. GEILS BAND (EMI America SQO-17062)	27	4	57	BEST OF THE DOOBIES VOLUME II	8.98
							THE DOOBIE BROTHERS (Warner Bros. BSK 3612)	70 3
24	DON'T SAY NO	8.98	BILLY SQUIER (Capitol ST 12146)	23	30	58	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)	---
							WILLIE NELSON (Columbia KC2 37542)	51 12
25	BREAKIN' AWAY	8.98	AL JARREAU (Warner Bros. BSK 3576)	22	16	59	CHRISTOPHER CROSS	8.98
							(Warner Bros. BSK 3383)	61 97
26	THE BEST OF BLONDIE	8.98	(Chrysalis CHR 1357)	28	6	60	GIVE THE PEOPLE WHAT THEY WANT	8.98
							THE KINKS (Arista AL 9567)	55 13
27	DIARY OF A MADMAN	---	OZZY OSBOURNE (Jet/CBS FZ 37499)	31	3	61	PERHAPS LOVE	---
							PLACIDO DOMINGO (CBS MF 37243)	96 6
28	BEAUTY AND THE BEAT	8.98	THE GO-GOS (I.R.S./A&M SP 70021)	29	19	62	THE DUDE	8.98
							QUINCY JONES (A&M SP-3721)	52 36
29	FEELS SO RIGHT	8.98	ALABAMA (RCA AHL-1-3930)	30	39	63	NIGHTCRUISING	8.98
							BAR-KAYS (Mercury/PolyGram SRM-1-4028)	84 4
30	SONGS IN THE ATTIC	---	BILLY JOEL (Columbia TC 37461)	18	10	64	NEW TRADITIONALISTS	8.98
							DEVO (Warner Bros. BSK 3595)	48 9
31	STREET SONGS	8.98	RICK JAMES (Gordy/Motown G8-1002M1)	25	33	65	SHARE YOUR LOVE	8.98
							KENNY ROGERS (Liberty LOO-1108)	60 22
32	CIRCLE OF LOVE	8.98	THE STEVE MILLER BAND (Capitol ST-12121)	35	4	66	ALMOST BLUE	---
							ELVIS COSTELLO (Columbia FC 37562)	73 4
33	ALL THE GREAT HITS	15.98	DIANA ROSS (Motown M13-960C2)	33	6	67	CRAZY FOR YOU	8.98
							EARL KLUGH (Liberty LT-51113)	75 6
34	THE MANY FACETS OF ROGER	8.98	ROGER (Warner Bros. BSK 3594)	26	12	68	HEAVY METAL	15.98
							ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90004)	57 18
						69	DISCIPLINE	8.98
							KING CRIMSON (Warner Bros. BSK 3629)	56 6
						70	TONIGHT!	---
							THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	58 14
						71	JUICE	8.98
							JUICE NEWTON (Capitol ST-12136)	80 40
						72	STEP BY STEP	8.98
							EDDIE RABBITT (Elektra SE-532)	74 16
						73	AS FAR AS SIAM	8.98
							RED RIDER (Capitol ST-121145)	66 13
						74	TORCH	8.98
							CARLY SIMON (Warner Bros. BSK 3592)	63 8
						75	PIRATES	8.98
							RICKIE LEE JONES (Warner Bros. BSK 3432)	67 18
						76	TAKE NO PRISONERS	---
							MOLLY HATCHET (Epic FE 37480)	---
						77	WATTS IN A TANK	8.98
							DIESEL (Regency RY 19315)	78 14
						78	CRIMES OF PASSION	8.98
							PAT BENATAR (Chrysalis CHE 1275)	76 68
						79	TIME	---
							ELO (Jet/CBS FZ 37371)	72 16
						80	WALK UNDER LADDERS	8.98
							JOAN ARMATRADING (A&M SP-4876)	71 8
						81	CAMOUFLAGE	8.98
							RUFUS with CHAKA KHAN (MCA-5270)	87 6
						82	WANNA BE A STAR	8.98
							CHILLIWACK (Millennium/RCA 1-7759)	90 14
						83	AEROBIC DANCING	8.98
							featuring DOBRIAN DAMMER (Parade/Peter Pan 100)	89 9
						84	EL LOCO	8.98
							ZZ TOP (Warner Bros. BSK 3593)	77 18
						85	THIS IS THE WAY	8.98
							ROSSINGTON COLLINS BAND (MCA-5207)	69 9
						86	SHE SHOT ME DOWN	8.98
							FRANK SINATRA (Reprise FS 2305)	---
						87	ARTHUR — THE ALBUM	8.98
							ORIGINAL SOUNDTRACK (Warner Bros. BSK 3582)	68 14
						88	I AM LOVE	8.98
							PEABO BRYSON (Capitol ST-12179)	121 2
						89	HANG ON FOR YOUR LIFE	---
							SHOOTING STAR (Virgin/Epic NFR 37407)	94 16
						90	PARADISE THEATER	8.98
							STYX (A&M SP-3719)	85 45
						91	GREG LAKE	8.98
							(Chrysalis CHR 1357)	99 6
						92	LIVE IN NEW ORLEANS	9.98
							MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	82 24
						93	CHARIOTS OF FIRE	8.98
							ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor/PolyGram PD-1-6335)	104 8
						94	COMPUTER WORLD	8.98
							KRAFTWERK (Warner Bros. HS 3549)	97 28
						95	URBAN CHIPMUNK	8.98
							THE CHIPMUNKS (RCA AFL 1-4027)	91 28
						96	SOLID GROUND	8.98
							RONNIE LAWS (Liberty LO-51087)	88 10
						97	LOVE MAGIC	8.98
							L.T.D. (A&M SP-4881)	109 2
						98	SOMETHING ABOUT YOU	8.98
							ANGELA BOFILL (Arista AL 9576)	116 3
						99	ENDLESS LOVE	8.98
							ORIGINAL SOUNDTRACK (Mercury/PolyGram SRM-1-2001)	81 20
						100	EVERY HOME SHOULD HAVE ONE	8.98
							PATTI AUSTIN (Qwest/Warner Bros. QWS 3591)	95 10

cash box top albums/101 to 200

December 5, 1981

	Weeks On	11/28	Chart		Weeks On	11/28	Chart		Weeks On	11/28	Chart
101 HIGH 'N' DRY DEF LEPPARD (Mercury/PolyGram SRM-1-4021)	8.98	98	18	134 SWITCH V SWITCH (Gordy/Motown G8-1007M1)	8.98	136	5	166 ANYTIME HENRY PAUL BAND (Atlantic SD 19325)	8.98	—	1
102 CHRISTMAS KENNY ROGERS (Liberty LOO-51115)	8.98	129	3	135 LOVE BYRD DONALD BYRD AND 125TH ST., N.Y.C. (Elektra 5E-531)	8.98	—	11	167 ZENYATTA MONDATTA THE POLICE (A&M SP-4831)	8.98	173	3
103 OCTOBER U2 (Island ILPS 9680)	8.98	105	5	136 STILL THE SAME OLE ME GEORGE JONES (Epic FE 37106)	—	153	2	168 ALL OF THE ABOVE THE JOHN HALL BAND (EMI America SW-17058)	8.98	—	3
104 FREETIME SPYRO GYRA (MCA-5238)	8.98	108	15	137 FACE TO FACE GQ (Arista AL 9547)	8.98	140	4	169 GREATEST HITS CHARLEY PRIDE (RCA AHL-1-4151)	8.98	172	5
105 ROUND TRIP THE KNACK (Capitol ST-12168)	8.98	86	6	138 A CHIPMUNK CHRISTMAS THE CHIPMUNKS (RCA AQL-1-4041)	8.98	160	2	170 MICKEY MOUSE DISCO (Disneyland 2504)	4.98	171	94
106 THERE'S NO GETTIN' OVER ME RONNIE MILSAP (RCA AHL 1-4060)	8.98	117	15	139 ANTHOLOGY THE BABYS (Chrysalis CHR 1351)	8.98	139	6	171 JUST LIKE DREAMIN' TWEENYNINE with LENNY WHITE (Elektra 5E-551)	8.98	—	1
107 CAROL HENSEL'S EXERCISE AND DANCE PROGRAM (Vintego/Mirus VNI 7713)	8.98	107	42	140 ANNE MURRAY'S GREATEST HITS (Capitol SOO-12110)	8.98	141	92	172 INDIAN SUMMER AL STEWART (Arista A2L 8607)	15.98	178	3
108 HOOLIGANS THE WHO (MCA-12001)	15.98	83	7	141 THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-12120)	9.98	144	51	173 BLUE JEANS CHOCOLATE MILK (RCA AFL-1-3896)	8.98	180	2
109 STANDING TALL CRUSADERS (MCA-5254)	8.98	93	9	142 FANCY DANCER ONE WAY (MCA-5247)	8.98	119	11	174 LORD UPMINSTER IAN DURY (Polydor/PolyGram PD-1-6337)	8.98	177	5
110 HOT ROCKS THE ROLLING STONES (London SP 606)	12.98	124	8	143 MOVING PICTURES RUSH (Mercury/PolyGram SRM-1-4013)	8.98	125	41	175 THE RED AND THE BLACK JERRY HARRISON (Sire SRK 3631)	8.98	176	3
111 MAIDEN JAPAN IRON MAIDEN (Hervest/Capitol MLP-15000)	5.98	113	6	144 GREATEST HITS THE DOORS (Elektra 5F-515)	8.98	145	58	176 PLAIN' FROM THE HEART DELBERT MCCLINTON (Capitol ST-12188)	8.98	189	2
112 STARS ON LONG PLAY II Performed by Stars On (Radio Records/Antientic RR 19314)	8.98	92	6	145 JAZZERCISE JUDI SHEPPARD MISSETT (MCA-5272)	8.98	—	1	177 SNEAKER (Hendshake FW 37631)	8.98	184	2
113 STOP AND SMELL THE ROSES RINGO STARR (Boardwalk NB1 33246)	8.98	126	3	146 CARL CARLTON (20th Century Fox/RCA T-628)	8.98	112	20	178 CAN'T SHAKE THIS FEELIN' SPINNERS (Atlantic SD 19318)	8.98	—	1
114 THE STEVE MARTIN BROTHERS STEVE MARTIN (Warner Bros. BSK 3477)	8.98	114	5	147 DIRTY DEEDS DONE DIRTY CHEAP AC/DC (Atlantic SD 16033)	8.98	152	34	179 WHAT A WOMAN NEEDS MELBA MOORE (EMI America ST-17060)	8.98	186	3
115 YOU COULD HAVE BEEN WITH ME SHEENA EASTON (EMI America SW-17061)	8.98	134	2	148 THE SPIRIT'S IN IT PATTI LABELLE (Phila. Int'l./CBS FZ 37380)	—	127	12	180 VOICES DARYL HALL & JOHN OATES (RCA AQL 1-3646)	8.98	192	69
116 PREMONITION SURVIVOR (Scotti Bros./CBS ARZ 37549)	8.98	118	11	149 KEEP ON MOVING STRAIGHT AHEAD LAKESIDE (Solar/RCA BXL1-3974)	8.98	169	2	181 BELO HORIZONTE JOHN McLAUGHLIN (Warner Bros. BSK 3619)	8.98	—	1
117 AEROBIC DANCING BARBARA ANN AUER (Gateway GSLP-7610)	8.98	122	20	150 REFLECTION GIL SCOTT-HERON (Arista AL 9566)	8.98	154	11	182 CAPTURED JOURNEY (Columbia KC2 37016)	—	183	42
118 THE POET BOBBY WOMACK (Beverly Glen BG 10000)	8.98	130	4	151 GREAT GONZOS — THE BEST OF TED NUGENT TED NUGENT (Epic FE 37667)	—	—	1	183 ALL SPORTS BAND (Radio Records/Antientic RR 19321)	8.98	—	1
119 THE FRIENDS OF MR. CAIRO JON & VANGELIS (Polydor/PolyGram PD-1-8326)	8.98	102	19	152 MSG MICHAEL SCHENKER GROUP (Chrysalis CHR 1336)	8.98	120	9	184 FIRE OF UNKNOWN ORIGIN BLUE OYSTER CULT (Columbia FC 37389)	—	142	22
120 SKYYLINE SKYY (Salsoul/RCA SA-8548)	8.98	137	5	153 QUINELLA ATLANTA RHYTHM SECTION (Columbia FC 37550)	—	103	12	185 MECCA FOR MODERNS THE MANHATTAN TRANSFER (Atlantic SD 16036)	8.98	188	26
121 PIECES OF A DREAM (Elektra 6E-350)	8.98	123	10	154 MY MELODY DENICE WILLIAMS (ARC/Columbia FC 37048)	—	159	36	186 NEW YORK CAKE KANO (Mirage/Atlantic WTG 19327)	8.98	—	1
122 "LIVE" BARBARA MANDRELL (MCA-5243)	8.98	101	15	155 DANGEROUS ACQUAINTANCES MARIANNE FAITHFULL (Island ILPS 9648)	8.98	149	8	187 CHRISTMAS AT GILLEY'S MICKEY GILLEY (Epic FE 37595)	—	—	1
123 CHRISTMAS WISHES ANNE MURRAY (Capitol SN-16232)	5.98	143	2	156 ROCK & ROLL ADULT GARLAND JEFFREYS (Epic FE 37436)	—	157	6	188 AGAINST THE WIND BOB SEGER & THE SILVER BULLET BAND (Capitol SOO 12041)	8.98	156	10
124 KING COOL DONNIE IRIS & THE CRUISERS (Carousel/MCA-5237)	8.98	100	11	157 GET AS MUCH LOVE AS YOU CAN THE JONES GIRLS (Phila. Int'l./CBS FZ 37627)	—	—	1	189 THIS KIND OF LOVIN' THE WHISPERS (Solar/RCA BXL 1-3976)	8.98	148	12
125 IN HARMONY 2 VARIOUS ARTISTS (Columbia BFC 37641)	—	135	3	158 BOBBY AND THE MIDNITES BOB WEIR (Arista AL 9568)	8.98	163	3	190 GO FOR IT SHALAMAR (Solar/RCA BXL 1-3984)	8.98	158	8
126 TOM TOM CLUB (Sire SRK 3628)	8.98	133	7	159 LOST IN LOVE AIR SUPPLY (Arista AL 9530)	8.98	161	90	191 CAMERA CAMERA RENAISSANCE (Illegal/i.R.S. SP-70019)	8.98	—	1
127 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	8.98	111	15	160 BELIEVERS DON McLEAN (Millennium/RCA BXL1-7762)	8.98	170	3	192 LOVE ALL THE HURT AWAY ARETHA FRANKLIN (Arista AL 9552)	8.98	146	15
128 BIG CITY MERLE HAGGARD (Epic FE 37593)	—	131	8	161 TOUCH GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	—	150	14	193 DEAD SET GRATEFUL DEAD (Arista A2L 8606)	12.98	155	12
129 BACK IN BLACK AC/DC (Atlantic SD 16108)	8.98	110	67	162 BET YOUR HEART ON ME JOHNNY LEE (Full Moon/Asylum 5E-541)	8.98	162	8	194 SOME DAYS ARE DIAMONDS JOHN DENVER (RCA AFL 1-4055)	8.98	174	23
130 BLIZZARD OF OZZ OZZY OSBOURNE (Jet/CBS JZ 36812)	—	132	34	163 LOVERBOY (Columbia JC 36782)	—	166	46	195 BLACK & WHITE POINTER SISTERS (Planet/Elektra P-18)	8.98	179	23
131 GWEN McCRAE (Atlantic SD 19308)	8.98	138	5	164 HARD PROMISES TOM PETTY AND THE HEARTBREAKERS (Backstreet/MCA MSR-5160)	8.98	167	29	196 SIGN OF THE TIMES BOB JAMES (Tappan Zee/Columbia FC 37495)	—	151	13
132 PRETENDERS II PRETENDERS (Sire SRK 3572)	8.98	106	16	165 I LIKE YOUR STYLE JERMAINE JACKSON (Motown M8-952M1)	8.98	115	12	197 UNTOLD PASSION NEIL SCHON & JAN HAMMER (Columbia FC 37600)	—	164	8
133 EXPOSED II VARIOUS ARTISTS (CBS X2 37601)	—	147	3					198 DROP DOWN AND GET ME DEL SHANNON (Network/Elektra 5E-568)	8.98	—	1
								199 LOVE IS THE PLACE CURTIS MAYFIELD (Boardwalk NB1 33239)	8.98	187	8
								200 CHANCES ARE BOB MARLEY (Cotillion/Antientic SD 5228)	8.98	190	7

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

AC/DC	129,147	Def Leppard	101	Isley Brothers	56	L.T.D.	97	Pointer Sisters	195	Springfield, Rick	39
Aerobics (Auer)	117	Denver, John	194	Jackson, Jermaine	165	Mencore, Barbara	122	Police	3,167	Spyro Gyra	104
Aerobics (Dammer)	83	Dojo	64	Jacksons	44	Manhattan Transfer	185	Pretenders	132	Squier, Billy	24
Air Supply	45,159	Diamond, Neil	19,141	James, Bob	196	Manlow, Barry	20	Pride, Charley	169	Stanley, Michael	113
Alabama	29	Diesel	77	James, Rick	31	Marley, Bob	200	Prince	21	Starr, Ringo	112
All Sports Band	183	Domingo, Placido	61	Jarreau, Al	25	Martin, Steve	114	Quarterflash	52	Stars On Long Play II	113
Armstrong, Joan	80	Doobie Brothers	57	Jazzercise	145	Mayfield, Curtis	199	Queen	13	Stewart, Al	172
Atlanta Rhythm Section	153	Doors	144	Jeffreys, Gariand	156	Maze	92	Rabbitt, Eddie	72	Stewart, Rod	16
Austin, Patti	100	Dury, Ian	174	J. Geils Band	23	McCrae, Gwen	131	Red Rider	73	Styx	90
Babys	139	Earth, Wind & Fire	5	Joel, Billy	30	McLean, Don	131	Renaissance	191	Survivor	116
Bar-Kays	63	Easton, Sheena	115	Jon & Vangelis	119	McClinton, Delbert	176	REO Speedwagon	46	Switch	134
Bee Gees	40	ELO	79	Jones, George	136	McLaughlin, John	181	Roger	34	Time	54
Benatar, Pat	18,78	Exposed II	133	Jones Girls	157	Mickey Mouse Disco	170	Rogers, Kenny	43,65,102	Tom Tom Club	126
Benson, George	48	Go-Go's	155	Jones, Quincy	62	Miller, Steve	32	Rolling Stones	2,110	Triumph	53
Black Sabbath	42	Fogelberg, Dan	14	Jones, Ricki Lee	75	Milsap, Ronnie	106	Ross, Diana	15,33	Tennynine	171
Blondie	26	Freigier	1	Journey	4,182	Molly Hatchet	76	Rossington Collins Band	85	U2	103
Blue Cyster Cult	184	Four Tops	70	Kano	188	Moody Blues	41	Royal Philharmonic Orchestra	51	Vandross, Luther	22
Bofill, Angela	98	Franklin, Aretha	192	King Crimson	69	Moore, Melba	179	Rufus	81	Weir, Bob	158
Bryson, Peabo	88	Genesis	17	Kinks	60	Murray, Anne	123,140	Rush	8,143	Whispers	189
Buckingham, Lindsey	47	Gilley, Mickey	187	Klugh, Earl	67	Nelson, Willie	58	Schenker, Michael	152	Who	108
Byrd, Donald	135	Go-Go's	28	Knack	105	Newton, Juice	71	Schof/Hammer	197	Williams, Deniece	154
Carlton, Carl	146	GQ	139	Knight, Gladys	161	Newton-John, Olivia	7	Scott-Heron, Gil	150	Williams, Hank Jr.	127
Cars	12	Grateful Dead	193	Kool & The Gang	10	Nicks, Stevie	6	Seeger, Bob	9,188	Womack, Bobby	118
Chilliwack	82	Haggard, Merle	123	Kraftwerk	94	Nugent, Ted	151	Shalamar	190	Young, Neil	38
Chipmunks	95,138	Hall & Oates	11,180	LaBelle, Patti	148	Oak Ridge Boys	37	Shannon, Del	198	ZZ Top	84
Chocolate Milk	173	Hall, John	168	Lake, Greg	91	One Way	142	Shooting Star	89		
Commodores	36	Harrison, Jerry	175	Lakeside	149	Osbourne, Ozzy	27,130	Simon, Carly	74	SOUNDTRACKS	
Costello, Elvis	66	Hensel, Carol	107	Laws, Ronnie	96	Paul, Henry	166	Sinatra, Frank	86	Arthur — The Album	87
Cross, Christopher	59	In Harmony 2	125	Lee, Johnny	162	Pendergrass, Teddy	49	Sky	120	Chariots Of Fire	93
Crusaders	109	Iron Maiden	124	Little River Band	50	Petty, Tom	167	Slave	55	Endless Love	99
				Loverboy	35,163	Pieces Of A Dream	121	Sneaker	177	Heavy Metal	68

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Gov't Appeal On Goody Verdicts Will Not Be Heard Before January

(continued from page 7)

season, it is likely that the case will not actually be heard for another month or more.

The government appeal centers on Judge Platt's July 27 ruling dismissing the guilty verdicts against the retail chain and Stolon and ordering of a new trial due to what the judge called prosecution "misconduct" concerning the testimony of Federal Bureau of Investigation (FBI) agent Richard Ferri and the "cumulative adverse effect" on the jury's deliberations of six additional counts of copyright infringement and one count of Racketeer Influenced Corrupt Organization (RICO) charges contained in the original indictment (**Cash Box**, Aug. 8).

The government is also asking for a writ of mandamus, which would reinstate the jury's original guilty verdicts in the event the appellate court finds that reversing a judge's new trial order is legally outside its jurisdiction.

The Goody chain faced possible fines up to \$95,000, while Stolon faced a maximum penalty of 11 years in prison and \$35,000 in fines under the original guilty verdicts.

The Goody case began Feb. 28, 1980, when a 16-count indictment was handed down accusing the chain, its president George Levy and Stolon of knowingly dealing in large quantities of counterfeit product, especially pre-recorded cassettes, including *Grease* and *Saturday Night Fever* (**Cash Box**, March 8). The indictment charged that the chain, Levy and Stolon had participated in a "pattern of

racketeering" from 1978-80 "by devising a scheme to defraud the artists, musicians, sound recording companies and the public" through the sale of counterfeit recordings.

The specific charges against Goody and its executives included copyright infringement counts for sales of alleged counterfeit versions of *Saturday Night Fever*, *Grease*, *Thank God It's Friday*, Billy Joel's "The Stranger," Andy Gibb's "Flowing Rivers," Eric Clapton's "Slowhand," Kiss' "Double Platinum," Jefferson Starship's "Earth," Wings' "London Town," "Paul Simon's Greatest Hits Etc.," James Taylor's "J.T.," and Barry Manilow's "Even Now," plus ITSP charges for shipments of alleged counterfeit product to Pickwick International (Goody's parent company) and RICO charges for the executives' participation in the transactions (**Cash Box**, March 8).

All charges were dropped against Levy on March 30 due to insufficient evidence (**Cash Box**, April 11); but in early April the chain and Stolon were found guilty of numerous offenses — the Goody chain on ITSP charges and three counts of copyright infringement for *Grease*, *Thank God It's Friday* and "The Stranger" and Stolon on one count of ITSP and one copyright infringement count for *Grease* (**Cash Box**, April 18).

Then, on July 27, Judge Platt overturned the verdicts and ordered a new trial, setting in motion the current round of legal wrangling.

Economic Outlook Slowing Expansion

(continued from page 7)

store Spec's web "unless there was good reason," noting that the chain was investigating one location that was situated in a high income area.

Depressed Industry

Because the forest products industry is extremely depressed in the Pacific Northwest region of the country, Tom Keenan, president of the 10-store Everybody's chain, which added one store during 1981, said the company would be moving to expand only if the economic opportunity presented itself.

More positive about his existing economic picture is Alan Levenson, president of the 21-store Turtle's chain based in Atlanta, who noted that his chain added five stores this year and projected the addition of three more in 1982.

He said that unlike some other urban markets around the country, "Atlanta is a good place to be right now."

Other chains surveyed said that the Sun Belt has been the most popular region targeted for expansion, as the growth there is more positive than in other areas of the country, particularly the midwest and northeast.

But retailers are not ignoring any potentially profitable market and, as Licorice Pizza's Cohen put it, "If we can find a quality location that can give us the volume of sales, even under current economic conditions, we're going for it."

Waxie Maxie Posts Gain

NEW YORK — The 17-store Waxie Maxie chain of Washington, D.C., recently reported an increase in sales of \$1.09 million for fiscal 1981, a 20.7% increase over the preceding year. Net earnings were \$75,400 or 37 cents per share, as compared with a loss of \$6,200 or three cents per share in fiscal 1980.

In his fiscal year-end letter to shareholders, chain president Mark Silverman also reported that the chain will open its 18th site this month in Dale City, Va. and is seeking other sites in the Maryland/Virginia area.

K-tel Reports Loss

NEW YORK — K-tel International reported that net sales declined by \$7.2 million or 19.6% in its first quarter ending Sept. 30. Net sales were \$29.5 million, a drop from \$36.7 million for the comparable period last year. The majority of the decrease was attributed to the lower dollar value of European currencies against the dollar.

The net loss totaled \$1.5 million or 45 cents per share, versus a loss of \$637,000 or 19 cents per share for the same quarter last year.

Red Rock Bows

NEW YORK — Red Rock Records, a new label formed by Michael Gutmer and Christian Carbaza, has opened New York offices at 40 Central Park South, Penthouse A, New York, N.Y. 10019. The telephone number is (212) 935-4430.

CASH BOX

December 5, 1981

AROUND THE ROUTE

by Camille Compasio

The local AMOA office, still riding high over this year's record-breaking convention, is already preparing exhibitor option notices for next year's show, slated for Nov. 18-20 at the Chicago Hyatt Regency hotel. They'll be in the mail shortly. Relocating to a new convention site means earlier advance preparations to be certain everyone gets exactly the amount of space they want. AMOA will also schedule a meeting early next year for show exhibitors to acquaint them with the Hyatt facilities . . . In commenting on the tremendous increase in attendance this year (close to 11,000), executive vice president **Leo Droste** noted that the biggest rise in advance registration was in the operator category — so, more operators are coming in for the show, which is great. The foreign count was down at Expo '81 but domestic participation was significantly higher — so what's wrong with being the top American show in the industry . . . Not too much to report on the recently held hearing in the 7th Circuit Court, here in town, on the jukebox royalty rate increase except that oral arguments were heard from AMOA, represented by legal counsel Nick Allen; ASCAP, BMI and

(continued on page 41)

Centuri, Hiraoka Announce Licensing Agreement For 'Round-Up' Video Game

HIALEAH, Fla. — Centuri, Inc. has entered into a licensing agreement with the Japan-based Hiraoka & Co., Ltd., to manufacture "Round-Up," a fast paced, western-style video strategy game. The announcement was made by Centuri president Ed Miller.

"Our decision to enter into the agreement," Miller said, "was based on Round-Up's unusual play strategy and its interesting and enticing multi-colored electronics cube game round."

Under the terms of the agreement, according to Miller, Centuri will have exclusive manufacturing rights to Round-Up in upright and cocktail table models for the United States, Canada, Central and South America and the Caribbean.

"Round-Up is a progressive strategy game which features a lively soundtrack and colorful characters that are sure to entice a full range of players," observed Ivan Rothstein, Centuri's vice president.

As the first round of play begins, the game's main character, "Cowboy," is introduced and guided by the player with a 4-position joystick through a bright blue maze where he encounters the "bad guys" (who must be avoided) and the "good guys" (whom he wants to capture).

The "bad guys" — five Gly-boys named Ghastly, Beastly, Homely, Ugly and Deadly — lie frozen in a corner of the maze awaiting for life to enter their bodies so they can one by one wander through the maze in aggressive pursuit of Cowboy.

Capturing the "good guys," namely White

Knights, Red Knights and King Rompus, not only gives the player a high point value, but also allows Cowboy added movement advantages and significant protection from the "bad guys." As soon as King Rompus is captured all the knights turn red, indicating a high increase in point value while the alive Gly-boys are kept frozen in place for several seconds.

The final phase of the game fills the screen with a large multi-color electronic cube and simultaneously features a smaller sample cube located in the lower right corner of the screen. The arrow is moved right or left around the

(continued on page 41)

Court Rules In Favor Of Atari In Copyright Case

SUNNYVALE — In a major decision in the fight to protect video games from copyright infringement and piracy, a federal court in Chicago issued a preliminary injunction favoring the claim of Atari, Inc., that an Australian firm infringed the company's copyright for "Centipede" a popular coin-operated video game.

The injunction, issued in the Federal District Court for the Northern District of Illinois on Nov. 2, bars Armenia, Ltd., Sydney, and its president, Gordon Steinberg, from displaying, performing, offering for sale, or im-

(continued on page 40)

CONTENTS

Around The Route	39
Industry News	40
Jukebox Programmer	40
New Equipment	41
Manufacturers Equipment	42

COIN MACHINE

INDUSTRY NEWS



AUTOMATIC MERCHANDISING WEEK — Midway Manufacturing Corp. played host to many vending industry and civic leaders recently when the factory held a special reception in conjunction

with Automatic Merchandising Week. Shown are (l-r): Hon. William G. Stratton; Mayor Elmer Wolf; Midway president Dave Marofske; Mayor Jack Williams; Don Hesch; Bob Oplaski and Marofske.

Taito America Kicks Off Service School Program

CHICAGO — Distributors from as far away as Germany were represented at the first series of Taito America Corporation service schools, which were held in suburban Arlington Heights, Ill. Rene Lopez, the firm's director of customer service, coordinated the program, with assistance from members of the Taito engineering department.

The schedule consisted of three-day service schools, held during the months of October and November, at the Arlington Place Hotel. Dates for additional sessions are under consideration but they have not yet been finalized.

"We are teaching the complete Taito system, its new cabinet and especially the methods of troubleshooting the system," explained Lopez, in discussing the program. "The key technicians in the industry are attending the sessions," he added.

Enrollment for each of the three-day schools was limited to 30 individuals. Official diplomas were issued to each of the graduates for successfully completing the Diagnostic and Repair Course for Service Technicians. Additionally, Taito hosted a banquet on the evening of the second day for everyone attending the classes.

"I am very excited about our school program," Lopez continued. "We are setting an important trend in the industry, making sure our technicians are well educated in every phase of Taito's video design. We want our games to function efficiently and service is a big part of it."

For more information about the program contact Rene Lopez at Taito America Corporation, 1256 Estes Ave., Elk Grove Village, Ill. 60003 or phone (312) 981-1000.

Williams Appoints New Distributors

CHICAGO — Joseph Dillon, director of sales for Williams Electronics, Inc., announced the appointment of several new distributors for Williams products in the U.S. and Canada.

In Arkansas, Jacks Amusement Co., Inc., located at 310 Strong Highway, El Dorado, has been appointed a Williams distributor.

Three offices of Rowe International have been selected to handle Williams products in the Florida area. They are: Rowe International, Inc. in Hollywood (3701 N. 29th Ave.); in Jacksonville (5065 St. Augustine Rd.); and Tampa (1725 W. Cypress).

In New York, New Jersey and Connecticut,

Atari Wins C'right Case

(continued from page 39)

porting into the United States, a coin-operated video game called "War of the Bugs." In ruling for Atari, the Federal court found that the company owns a valid copyright in "Centipede," which Armenia and Steinberg infringed by their creation of "War of the Bugs."

"Two important events occurred in this decision," Charles S. Paul, Atari's general counsel, said. "The most important is the fact that the case was presented and decided on the audio-visual nature of the game, as if it were a movie performance, irrespective of it being a computer generated product."

"The second event is the speed with which the court reached its decision," Paul added. "The preliminary injunction was issued within three days of our filing the complaint."

"The law in this area is being developed rapidly. We intend to prosecute infringers of our copyrights for coin-operated video games, home computer software and home video computer system games when and wherever we find them. Our products are too valuable to overlook the real threat posed by illegal copies," Paul added.



MILITARY GOES COIN-OP — During the recent AMOA convention, a sizeable group of high ranking officials from the Department of the Army and Air Force Exchange Personnel (representing both the army and navy) were in attendance as observers to see the lineup of new equipment and to also attend the NAMA convention at McCormick Place, which ran during the same period. The officers and personnel in attendance were from the U.S. and overseas and are in charge of the service clubs on military bases, which are fast becoming big business for coin-operated amusement machines. Many of the service clubs and PXs are being transformed into game rooms that are on a par with standard type locations, in terms of decor and equipment; the U.S. installations mainly function through contracts with operators, while overseas the equipment is owned by the clubs. Norman Pink, immediate past president of AMOA, was called upon to address the group during their Chicago visit and his remarks focused on the future of the industry, operating procedures and so forth. Before departing Chicago, the military visitors signed up for a group membership with AMOA. They are pictured here with Pink (center, seated).

Midway Mfg. Hosts 'Automatic Merch Week' Celebration

CHICAGO — What has been billed as the largest celebration of Automatic Merchandising Week in the state of Illinois recently took place at the Midway Mfg. Co. facilities in suburban Franklin Park. Among notables attending the festivities were former governor of Illinois, the Hon. William G. Stratton and Jack Williams, mayor of Franklin Park, who issued a proclamation establishing the week of Sept. 21 through 25, 1981 as Automatic Merchandising Week, stating that "automatic vending and food service management have become an important part of retailing and personal service in the community." Also present were Elmer Wolf, mayor of River Grove, Ill., who signed a separate proclamation, and his village controller Frank Loni.

Factory Tour

Representing Midway were company president David Marofske and Paul Vesper, Jr., vice president of Midway. In addition to providing the use of its video games, including the popular "Pac-Man," Midway presented a guided tour of its facilities for the visitors.

Others participating in the event included Bob Oplaski, president of Plantation Coffee Food and Vending Service, and members of the I.A.M.C. (Illinois Automatic Merchandising Council) along with council president Don Hesch.

THE JUKE BOX PROGRAMMER TOP NEW POP SINGLES

1. YESTERDAY'S SONGS NEIL DIAMOND (Columbia 18-02604)
2. I CAN'T GO FOR THAT (NO CAN DO) DARYL HALL & JOHN OATES (RCA JB-12361)
3. HOOKED ON CLASSICS LOUIS CLARK CONDUCTS THE ROYAL PHILHARMONIC ORCHESTRA (RCA PB-12304)
4. COMIN' IN AND OUT OF YOUR LIFE BARBRA STREISAND (Columbia 18-02621)
5. UNDER PRESSURE QUEEN & DAVID BOWIE (Elektra E-47235)
6. CENTERFOLD THE J. GEILS BAND (EMI America A-2102)
7. LIVING EYES BEE GEES (RSO/PolyGram RS 1067)
8. SOMEONE COULD LOSE A HEART TONIGHT EDDIE RABBITT (Elektra E-47239)
9. SHAKE IT UP THE CARS (Elektra E-47250)
10. SHE'S GOT A WAY BILLY JOEL (Columbia 18-02626)

TOP NEW COUNTRY SINGLES

1. LONELY NIGHTS MICKEY GILLEY (Epic 14-02578)
2. BLAZE OF GLORY KENNY ROGERS (Liberty P-A-1441)
3. LORD, I HOPE THIS DAY IS GOOD DON WILLIAMS (MCA-51207)
4. SHINE WAYLON JENNINGS (RCA PB-12367)
5. WATCHIN' GIRLS GO BY RONNIE McDOWELL (Epic 14-02614)
6. ONLY YOU (AND YOU ALONE) REBA McENTIRE (Mercury 57062)
7. MIDNIGHT RODEO LEON EVERETTE (RCA PB-12355)
8. PREACHING UP A STORM MEL McDANIEL (Capitol P-A-5059)
9. YOU'RE THE BEST BREAK THIS OLD HEART EVER HAD ED BRUCE (MCA-51210)
10. WILD TURKEY LACY J. DALTON (Columbia 18-02637)

TOP NEW B/C SINGLES

1. KICKIN' BACK L.T.D. (A&M 2382)
2. YOU'RE MY LATEST, MY GREATEST INSPIRATION TEDDY PENDERGRASS (Philadelphia Int'l./Epic ZS5 02619)
3. LOVE FEVER GAYLE ADAMS (Prelude PRL 6040-AS)
4. I CAN'T GO FOR THAT (NO CAN DO) DARYL HALL & JOHN OATES (RCA JB-12361)
5. (I FOUND) THAT MAN OF MINE THE JONES GIRLS (Philadelphia Int'l./Epic ZS8 02618)
6. WIDE OPEN BRICK (Bang./Epic ZS5 02599)
7. BE MINE (TONIGHT) GROVER WASHINGTON, JR. (Elektra E-47246)
8. GHETTO LIFE RICK JAMES (Motown G 7215F)
9. IF YOU THINK YOU'RE LONELY NOW BOBBY WOMACK (Beverly Glen 2090)
10. DO IT TO ME VERNON BURCH (Spector Records Int'l./SRI-A00019)

TOP NEW A/C SINGLES

1. I WOULDN'T HAVE MISSED IT FOR THE WORLD RONNIE MILSAP (RCA PB-12342)
2. IF I WERE YOU LULU (Alfa ALF-7011)
3. MORE THAN JUST THE TWO OF US SNEAKER (Handshake WS9 02557)
4. LEATHER AND LACE STEVIE NICKS (with DON HENLEY) (Modern/Atlantic MR7341)
5. COOL NIGHT PAUL DAVIS (Arista AS 0645)

AROUND THE ROUTE

(continued from page 39)

the Dept. of Justice, representing CRT. These arguments must be weighed and it is anticipated that the 7th Circuit Court will issue a decision before the end of December.

Taito America's marketing manager **Mike Von Kennel** found this year's AMOA convention to be the "greatest ever... for Taito America." Response to "Qix" was unbelievable, Mike said. The piece, which was a hit before the show, is in even greater demand now — and you wouldn't believe the number of orders that were written up at the convention. Another big attraction at the Taito exhibit was "Grand Champion," the factory's exciting, new driving game, Mike told us, and, again, a lot of business was written up. This model will be sample shipped to distributors shortly and is scheduled for quantity shipment in early December.

Mike Pugliese of Cinematronics happily notes that the factory's Expo show piece, "Solar Quest," was beautifully received by ops attending the convention and is now in full production at the California plant.

AMOA Expo '81 was "a good show... that gets better every year," according to **Peter Betti**, president of Betson Pacific on the West Coast.

"However, I feel distributors need at least four to six hours on the convention floor, exclusively, to see all of the new equipment and have the opportunity to talk to the manufacturers before the crowds come in," he added. Peter noted that "some very interesting games" were shown and singled out Centuri's "Round-Up," Exidy's "Mouse Trap" and the new piece displayed by Pacific Novelty. Betson Pacific is enjoying the best fall buying season in its history, he told us.

It is unfortunate that the Tournament Games/Atari World Championship Tournament (Oct. 29-Nov. 1, Chicago), after getting some great pre-event publicity would up with some bad press at the conclusion of the competition, when various players reportedly were unable to cash their prize money checks for "lack of sufficient" funds. Most of the coverage in the Chicago media focused on Tournament Games Inc.'s apparent inability to honor some of the prize money that was won, and Atari's statement that it would stand behind the winners in the video game segment of the competition and take full responsibility for paying the prize money in this category. This came at a time when the industry was making plans for the development of a strong public relations program that will serve to combat adverse publicity and project a more wholesome, favorable image of the industry and the people in it. This kind of publicity was certainly not needed at this time, for its unpleasant effect on the entire industry — but let us remember that this industry has sponsored countless tournaments over the years, with very productive results, and hope that the public will remember also — and quickly forget the bad one.

Valley 'Sail-Away' Winnders Reported

CHICAGO — The finale to Valley's successful "Sail-Away" cruise program took place during the recently held AMOA convention when the winners (from more than 2500 entries) were announced.

"The success of our program was very gratifying," commented Chuck Milhem, Valley president. "We received hundreds of entries from all sections of this country and Canada. Many distributors turned in entries on almost a daily basis.

"But the most important point is that we proved the pool table is alive and well," he continued. "This program demonstrated that distributors and operators are still aware of the proven profit potential of the pool table. We congratulate the winners, and thank every participant for entering and backing the Sail-Away, all the way."

The grand prize, a luxury Caribbean cruise aboard the Song of Norway "floating resort" was won by the team of Sandler Vending Company (Minneapolis) and its operator-participant, Advance-Carter Company. The prize includes a seven-day cruise for two, plus \$500 in cash, along with air transportation from the winner's gateway city to Miami and return. Both the distributor and operator received a cruise for two.

Second prize, a Valley Victor IX home pool table, was won by Central Distributing Co. (Omaha) with a matching table going to its operator co-winner, K-D Music.

Brady Distributing Co. (Charlotte, N.C.) received third prize which was a set of PGA Emblem golf clubs and the operator co-winner was Mountain Music Co.

Fourth, fifth and sixth prizes were Victor Portable Executive Desk Calculators and these were awarded to Lind Vending Sales & Service Co. (East Hartford, Conn.), Advance Automatic Sales (San Francisco) and Sandler Vending Company. Co-winners were AE Truck Stop & Vending, Pettey's Vending and Advance-Carter Company, respectively.

Prizes for the seventh through tenth place winners were Digital Quartz Alarm Chronograph Watches by Armitron, which went to the following distributors: Musical Sales (St. Louis), United Distributors (Wichita), Pioneer Sales & Service (Wisconsin) and Laniel Automatic (Montreal). Their operator co-winners were Schaffner Music, Jim's Music & Vending, Mitchell Novelty and Howard Sheppard, Ltd., respectively.

An additional fourteen prizes of one dozen PGA golf balls went to both members of fourteen distributor-operator teams.



JUKEBOX HISTORY — Gary Stern (l), president of Stern Electronics, Inc., and Stephen Kaufman, president of Stern's amusement game division, paused to "recall" the history of the jukebox on the jukebox "hotline", which is part of the Stern sponsored "Music Machines" exhibit that opened recently at Chicago's Museum of Science & Industry and will continue through early next year. The company's Seeburg division premiered its new "VMC" jukebox as part of the dazzling exhibit, which focuses on the Golden Years of the Jukebox and features a lineup of models from various eras.

New Equipment

Merchandising Snack Food

Automatic Products Company of St. Paul, Minn. has introduced the new Snackshop 4000/5000 with advanced technology for the 1982 vending market. Alan Suitor, general sales



manager of the company commented, "We call it the merchandising/management advantage. The concept is made up of advanced engineering innovations, increased selection options providing the necessary versatility and control required by the operator to manage in a competitive and fast moving snack food merchandising industry."

Advanced engineering innovations include: digital display of money credited; built-in cash accountability (vended cash record); a conveniently located function control box allowing price setting, price checking, test vending, self-diagnostic service checks and normal operation from one central location; D.C. Vend Motors providing more power with a reduction in weight; one standard selection panel for all models; an integrated one piece membrane selection switch panel and many of the other features that have made the Snackshop II a leading glass front merchandiser.

In addition, the Snackshop 4000/5000 offers the operator an even greater selection of product. The 4000 series has a choice of five or six shelves and the 5000 series has five shelves. Each machine has complete interchangeability of shelves in any position with the option of reducing or increasing selection quantities in the field with no electrical change required. The operator can have all candy, all snack-pastry shelves with gum and mint selection or a combination of both plus canned food items. The Snackshop

4000/5000 operates with the new lower cost controller type changer. Individual selections can be set at different prices with a range from five cents to \$12.70 depending on coin changer option selected.

The Snackshop 4000/5000 has a built in capability for MIS (Management Information System) which will give an operator the information required to control his business. The tamper resistant MIS System will give an accurate account of time, product, money and can be used for inventory control, market research or route personnel time management.

For full color literature and price lists contact your Snackshop distributor or Automatic Products Co., 75 W. Plato Blvd., St. Paul, Minn. 55107.

Strategy Game

"Strategy X," a new solid state video game, is currently in production at the Stern Electronics, Inc. facilities. The new machine is licensed from Konami Inc. of Japan.

Strategy X is a game of heated combat for one or two players. By moving the "joystick" forward, the player refuels and navigates a tank through enemy territory, amidst bombardment on all sides from enemy TNT, landmines, cannons and attacking jeeps. The object is to penetrate four attack levels before the fuel supply is depleted and the player must destroy the alien base in the fourth level to win.

The game offers non-stop play action accompanied by explosive synchronized audio effects.

Other play features include the "turrets" buttons which allow the player to control the direction of the tank shots and the combination fire button and discharge button on the joystick.

The player earns up to 300 points each time he refuels and the level of difficulty increases with each alien base destroyed, to add to the challenge of the game.



Strategy X will be available through Stern's distributor network and further information may be obtained by contacting Stern Electronics, Inc., 1725 W. Diversey Parkway, Chicago, Ill. 60614.

Centuri, Hiraoka Announce Video Game Pact

(continued from page 39)

cube with the joystick and the colors are rotated with either the left or right color cube select button. Recreating the exact color patterns of the sample cube within the allowed

time, awards bonus points.

The new game will be available through Centuri distributors and further information may be obtained by contacting Centuri, Inc., 245 W. 74th Place, Hialeah, Fla. 33014.

PINBALL MACHINES

BALLY

Ground Shaker (1/80)
Silverball Mania (3/80)
Space Invaders (3/80)
Rolling Stones (5/80)
Mystic (6/80)
Hot Doggin' (7/80)
Viking (8/80)
Skateball (10/80)
Frontier (11/80)
Xenon (11/80)
Flash Gordon (2/81)
Eight Ball Deluxe (4/81)
Fireball II (5/81)
Embryon, w.b. (7/81)
Fathom (8/81)
Medusa (10/81)
Centaur (10/81)

GAME PLAN

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

GOTTLIEB

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

STERN

Big Game, w.b. (3/80)
Ali (4/80)
Seawitch (5/80)
Cheetah, w.b. (6/80)
Quicksilver (7/80)
Star Gazer (7/80)
Flight 2000 (9/80)

MANUFACTURERS EQUIPMENT

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

Nine Ball (1/81)
Free Fall (2/81)
Lightning (4/81)
Split Second (7/81)
Catacomb (9/81)

WILLIAMS

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

VIDEO GAMES (upright)

AMSTAR

Laser Base (7/81)

ATARI

Monte Carlo (4/80)
Asteroids Cabaret (5/80)
Missile Command (8/80)
Missile Command Cabaret (8/80)
Battlezone (11/80)
Battlezone Cabaret (11/80)
Asteroids Deluxe (4/81)
Asteroids Deluxe Cabaret (4/81)
Centipede (6/81)
Centipede Cabaret (6/81)
Red Baron (8/81)

Red Baron, sit-down (8/81)
Tempest (10/81)
Tempest Cabaret (10/81)

CENTURI

Eagle (10/80)
Eagle Maxi (10/80)
Phoenix (1/81)
Route 16 (4/81)
Route 16 Elite (4/81)
Pleiades (7/81)
Vanguard (9/81)

CINEMATRONICS

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

EXIDY

Bandido (1/80)
Tailgunner 2 (2/80)
Targ (6/80)
Spectar (1/81)
Venture (8/81)

GAME PLAN

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

GDI

Red Alert (10/81)

GOTTLIEB

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

GREMLIN/SEGA

Monaco GP (2/80)
Mini Monaco GP (5/80)
Astro Fighter (2/80)
Car Hunt (5/80)
Digger (7/80)
Carnival (8/80)
Tranquilizer Gun (8/80)
Moon Cresta (10/80)
Space Firebird (12/80)
Astro Blaster (3/81)
Pulsar (4/81)
Space Odyssey (7/81)
Space Fury (7/81)
Frogger (9/81)

MIDWAY

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

NINTENDO

Donkey Kong (9/81)

ROCK-OLA

Warp-Warp (9/81)

STERN

Astro Invader (8/80)
Berzerk (1/81)
The End (3/81)
Scramble (4/81)
Super Cobra (7/81)
Moon War (10/81)

TAITO AMERICA

Space Chaser (2/80)
Stratovox (9/80)
Polaris (12/80)
Space Invaders Trimline (2/81)
Crazy Climber (3/81)

Crazy Climber Trimline (3/81)
Zarzon (5/81)
Zarzon Trimline (5/81)
Colony 7 (7/81)
Colony 7 Trimline (7/81)
Moon Shuttle (8/81)
Moon Shuttle Trimline (8/81)
Qix (10/81)
Qix Trimline (10/81)
Lock 'N Chase (10/81)

UNIVERSAL USA

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

U.S. BILLIARDS

Quasar (4/81)

WILLIAMS

Defender (12/80)
Stargate (10/81)
Make Trax (10/81)

COCKTAIL TABLES

AMSTAR

Phoenix

ATARI

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

CENTURI

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

ELCON

Diversions booth size (9/81)

GAME PLAN

Shark Attack (5/81)

GOTTLIEB

New York, New York (3/81)

GREMLIN/SEGA

Carnival
Space Firebird
Astro Blaster (4/81)

MIDWAY

Deluxe Space Invaders (3/80)
Galaxian (4/80)
Extra Bases (8/80)
Space Zap (10/80)
Pac-Man (11/80)
Rally-X (2/81)
Gorf (4/81)
Wizard of Wor (6/81)
Omega Race (8/81)

STERN

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

TAITO AMERICA

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

WILLIAMS

Defender (4/81)

PHONOGRAPHS

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

POOL TABLES

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

Cocktails and Uprights

Wizard of Wor
Super Cobra
Asteroid
Vanguards
Pleiades
Space Odyssey
Space Fury
Omega Race
Centipedes
Phoenix
Super Tank
Donkey Kong
Frogger
Tempest

Astro Blaster
Eagle
Scramble
Astro Fighter
Missile Command
Pac-Man
Venture
Hustler
Piranha
Asteroid Delux
Galaxian
Defenders
Uni War
Gorf

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T.M.



Lupin, that merry madcap, is after all the gold coins and riches scattered on the pathways of the maze! As he runs about to pick up the loot, 4 Super Detectives are in constant pursuit! Lupin can escape their clutches by clever manipulation of the 4-way joystick and of the lock button which can temporarily bar their way and even lock the Detectives between bars or by exiting the maze and returning on the opposite side! He must also beware of the gates that open and close randomly to block his path!

When Lupin has picked up all the coins, he must exit the maze to go on to another and again try to outwit the detectives who are now hot on his trail and even more devious in the chase! Collecting the hat, crown, valise and telephone in successive mazes earns bonus points, with points doubling for each money bag Lupin snatches!

Available in 1 or 2 player upright.

* Engineered & Designed by Data East & Manufactured by Taito America Corporation



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