

CASH BOX

November 6, 1982

NEWSPAPER

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Michael Stanley Band



WHEREVER THERE'S MUSIC, THERE'S BMI.

BMI WINS!

BMI sweeps CMA Awards! Congratulations go to winners!

SONG OF THE YEAR

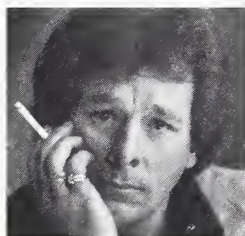
"Always On My Mind"



Johnny Christopher



Mark James



Wayne Carson Thompson

SINGLE OF THE YEAR



"Always On My Mind"
Willie Nelson

Entertainer Of The Year



Alabama

Vocal Group Of The Year



Alabama

ALBUM OF THE YEAR



Always On My Mind
Willie Nelson

Vocal Duo Of The Year



David Frizzell
and Shelly West

Instrumental Group Of The Year



Alabama

Male Vocalist Of The Year



Ricky Skaggs

Female Vocalist Of The Year



Janie Fricke

Instrumentalist Of The Year



Chet Atkins

HORIZON AWARD



Ricky Skaggs

CASH BOX

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EDITORIAL Exploring The Future

While much of the headlines coming out of the recent National Assn. of Recording Merchandisers (NARM) Rack Jobbers Conference centered on the Grammy Awards and "Gift of Music" promotions and the cassette packaging issue, **Cash Box** would like to take the time out to look at another, less-publicized occurrence — the decision by a special narm subcommittee to begin compiling existing market research data on the buying habits of mass merchandisers' consumers.

The decision to start compiling existing data is not that significant in and of itself, but, in this case, who did it and what it might imply for the future give the decision added significance. First of all, who? The special subcommittee includes Frank Hennessey of Handleman, Lieberman chairman David Lieberman, Pickwick rack vice president Jim Moran, CBS senior vice president of sales Paul Smith, WEA Corp. chairman Henry Droz and RCA division vice president Jack Craig. The stature of these men in the industry is unquestioned, and to have their agreement, let alone their willingness, to work together for a common goal suggests that the task at hand is no mere trifle.

So what is the task and just what could it mean for the future? Good questions. The immediate task is the com-

pilation of a comprehensive study on the consumer who shops at the mass merchandise outlets — the primary rack accounts. As competition for the leisure dollar intensifies, the racks will be on the front line, competing directly with such products as home video games, home computers and various video systems for floor space in the department stores and other mass merchandise outlets. With that kind of competition getting more intense every day, it is clear that any rack jobber would be far better off if he knew everything he could possibly need to know about his customer.

But expand that thought to the industry as a whole. As competition for the public's leisure dollars continues to intensify, it is not only rack jobbers, but also labels, retailers, one-stop operators, publishers and everyone else in the industry, who must be prepared to meet the challenge.

That is what we saw in the subcommittee's decision. This particular project might not be all that we say it is, but it is an encouraging step nonetheless. In an industry too often disdained for its "seat-of-the-pants" methods, the recent actions of these forward-looking, professionals seem to be pointing in a direction we've never bothered to face before. Can it be that they see something out there?

CONTENTS

DEPARTMENTS

Black Contemporary	27
Classifieds	34
Country	20
Gospel	25
International	31
Jazz	16
Merchandising	14
Radio	18
Video	13

FEATURES

Coast To Coast	12
Editorial	3
Executives On The Move	10
New Faces To Watch	8

CHARTS

Top 100 Singles	4
Top 200 Albums	32,33
Black Contemporary Albums	27
Black Contemporary Singles	28
Country Albums	21
Country Singles	22
Gospel Albums	25
International Albums, Singles	31
Jazz Albums	16
Rock Album Radio Report	19
Top 30 Videocassettes	13

REVIEWS

Albums	6
Singles	8

ON THE COVER

Rock 'n' roll. To some people in the music industry, it's just a business. To others, it's a way of life. Michael Stanley Band hails from Cleveland, Ohio, the place where disc jockey Alan Freed created the phrase "rock 'n' roll," and the group takes its roots very seriously, producing some of the most gritty, inspired music to come out of America's heartland. "Rock 'n' roll is basically about having fun," band leader Stanley once remarked. "We want to make music that makes you feel good."



The group's on-stage dynamics have never been doubted by its fanatic home state following, and MSB has been known to draw immense crowds every time it plays a gig there. Just last August, for example, the combo performed before 78,000 rockers in four shows at Ohio's annual Blossom Music Festival, breaking the 1981 attendance figures by 10,000. Yet, although the group has been together since the mid-'70s, it hasn't received the kind of widespread attention it so richly deserves. However, a new national audience has been slowly but surely building up for MSB since the release of "Heartland" and is still growing today.

TOP POP DEBUTS

SINGLES

39 THE GIRL IS MINE — Michael Jackson/Paul McCartney — Epic

ALBUMS

119 LAST DATE — Emmylou Harris — Warner Bros.

POP SINGLE

UP WHERE WE BELONG
Joe Cocker and Jennifer Warnes
Island/Atco

B/C SINGLE

LOVE COME DOWN
Evelyn King
RCA

COUNTRY SINGLE

CLOSE ENOUGH TO PERFECT
Alabama
RCA

JAZZ

INCOGNITO
Spyro Gyra
MCA

NUMBER ONES



Joe Cocker and Jennifer Warnes

POP ALBUM

AMERICAN FOOL
John Cougar
Riva/PolyGram

B/C ALBUM

FOREVER, FOR ALWAYS, FOR LOVE
Luther Vandross
Epic

COUNTRY ALBUM

JUST SYLVIA
Sylvia
RCA

GOSPEL

PRECIOUS LORD
Al Green
Hi/Myrrh

CASH BOX TOP 100 SINGLES

November 6, 1982

Weeks On Chart
10/30

Weeks On Chart
10/30

Weeks On Chart
10/30

1 UP WHERE WE BELONG JOE COCKER AND JENNIFER WARNES (Island/Atco 79996)	3	11
2 WHO CAN IT BE NOW? MEN AT WORK (Columbia 18-02888)	1	18
3 HEART ATTACK OLIVIA NEWTON-JOHN (MCA-52100)	6	10
4 JACK & DIANE JOHN COUGAR (Riva/PolyGram R-210)	2	16
5 I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR) MICHAEL McDONALD (Warner Bros. 7-29933)	4	14
6 SOMEBODY'S BABY JACKSON BROWNE (Asylum 7-69982)	5	15
7 TRULY LIONEL RICHIE (Motown 1644)	17	5
8 YOU CAN DO MAGIC AMERICA (Capitol B-5142)	7	15
9 BREAK IT TO ME GENTLY JUICE NEWTON (Capitol B-5148)	10	12
10 NOBODY SYLVIA (RCA PB-13223)	12	12
11 HEARTLIGHT NEIL DIAMOND (Columbia 18-03219)	15	9
12 THE ONE YOU LOVE GLENN FREY (Asylum 7-69974)	14	12
13 GYPSY FLEETWOOD MAC (Warner Bros. 7-29918)	13	10
14 GLORIA LAURA BRANIGAN (Atlantic 4048)	18	19
15 EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AS 0696)	8	18
16 I RAN (SO FAR AWAY) A FLOCK OF SEAGULLS (Jive/Arista VS 102)	16	18
17 STEPPIN' OUT JOE JACKSON (A&M 2428)	20	12
18 MUSCLES DIANA ROSS (RCA PB-13348)	21	6
19 HOLD ON SANTANA (Columbia 18-03160)	9	13
20 MANEATER DARYL HALL & JOHN OATES (RCA PB-13354)	33	4
21 YOU DON'T WANT ME ANYMORE STEEL BREEZE (RCA PB-13282)	23	11
22 SOUTHERN CROSS CROSBY, STILLS & NASH (Atlantic 7-89969)	25	8
23 GET CLOSER LINDA RONSTADT (Asylum 7-69948)	26	6
24 PRESSURE BILLY JOEL (Columbia 38-03244)	28	7
25 DON'T FIGHT IT KENNY LOGGINS WITH STEVE PERRY (Columbia 18-03192)	19	11
26 I NEED YOU PAUL CARRACK (Epic 14-03146)	27	10
27 LOVE ME TOMORROW CHICAGO (Full Moon/Warner Bros. 7-29911)	32	7
28 LOVE COME DOWN EVELYN KING (RCA PB-13273)	30	11
29 I.G.Y. (WHAT A BEAUTIFUL WORLD) DONALD FAGEN (Warner Bros. 7-29900)	38	5
30 MICKEY TONI BASIL (Chrysalis 2638)	37	9
31 THE LOOK OF LOVE (PART ONE) ABC (Mercury/PolyGram 76166)	36	9
32 HEARTBREAKER DIONNE WARWICK (Arista AS 1015)	41	5
33 ROCK THIS TOWN STRAY CATS (EMI America B-8132)	40	8
34 IT'S RAINING AGAIN SUPERTRAMP (A&M 2502)	44	2

35 NEW WORLD MAN RUSH (Mercury/PolyGram 76179)	35	8
36 I'M SO EXCITED POINTER SISTERS (Planet/RCA JH-13327)	39	8
37 MISSING YOU DAN FOGELBERG (Full Moon/CBS 34-03289)	42	5
38 ABRACADABRA THE STEVE MILLER BAND (Capitol P-5126)	11	24
39 THE GIRL IS MINE MICHAEL JACKSON/PAUL McCARTNEY (Epic 34-03288)	—	1
40 EYE OF THE TIGER SURVIVOR (Scotti Bros./CBS ZS5 02912)	24	23
41 I GET EXCITED RICK SPRINGFIELD (RCA PB-13303)	34	9
42 AMERICAN HEARTBEAT SURVIVOR (Scotti Bros./CBS ZS4 03213)	46	7
43 ATHENA THE WHO (Warner Bros. 7-29905)	31	10
44 DIRTY LAUNDRY DON HENLEY (Asylum 7-69894)	64	2
45 ON THE WINGS OF LOVE JEFFREY OSBORNE (A&M 2434)	52	6
46 BE MY LADY JEFFERSON STARSHIP (Grunt/RCA FB-13350)	55	5
47 SHADOWS OF THE NIGHT PAT BENATAR (Chrysalis CHS 2647)	62	3
48 STATE OF INDEPENDENCE DONNA SUMMER (Geffen 7-29895)	51	6
49 WHAT ABOUT ME MOVING PICTURES (Network/Elektre 7-69952)	54	8
50 GET UP AND GO GO-GO'S (I.R.S./A&M IR-9910)	50	7
51 A PENNY FOR YOUR THOUGHTS TAVARES (RCA PB-13292)	56	7
52 EVERYBODY WANTS YOU BILLY SQUIER (Capitol B-5163)	59	6
53 COOL MAGIC THE STEVE MILLER BAND (Capitol B-5162)	58	5
54 A LOVE SONG KENNY ROGERS (Liberty B-1485)	60	5
55 WHATCHA GONNA DO CHILLIWACK (Millennium/RCA TB-13110)	68	4
56 ROCK THE CASBAH THE CLASH (Epic 34-03245)	63	5
57 AFRICA TOTO (Columbia 38-03335)	76	2
58 SEXUAL HEALING MARVIN GAYE (Columbia 38-03302)	73	2
59 LET'S GO DANCIN' (OOH LA, LA, LA) KOOL & THE GANG (De-Lite/PolyGram DE824)	72	2
60 DESTINATION UNKNOWN MISSING PERSONS (Capitol B-5161)	66	5
61 HARD TO SAY I'M SORRY CHICAGO (Full Moon/Warner Bros. 7-29979)	22	23
62 YOU AND I EDDIE RABBITT with CRYSTAL GAYLE (Elektre 7-69936)	70	4
63 JUMP TO IT ARETHA FRANKLIN (Arista AS 0699)	48	12
64 SO MUCH IN LOVE TIMOTHY B. SCHMIT (Full Moon/Asylum 7-69939)	67	6
65 WHAT'S FOREVER FOR MICHAEL MURPHEY (Liberty B-1466)	29	16
66 BABY, COME TO ME PATTI AUSTIN (Qwest/Warner Bros. QWE50036)	77	6
67 RIGHT HERE AND NOW BILL MEDLEY (Planet/RCA YB-13317)	71	5

68 SHAKIN' EDDIE MONEY (Columbia 38-03252)	74	4
69 SWEET TIME REO SPEEDWAGON (Epic 14-03175)	43	11
70 TOUGH WORLD DONNIE IRIS (MCA-52127)	79	3
71 TUG OF WAR PAUL McCARTNEY (Columbia 38-03235)	61	6
72 USED TO BE CHARLENE & STEVIE WONDER (Motown 1650)	85	2
73 YOUNG LOVE AIR SUPPLY (Arista AS 1005)	47	8
74 YOU DROPPED A BOMB ON ME THE GAP BAND (Total Experience/PolyGram TE8203)	57	13
75 THE ONLY WAY OUT CLIFF RICHARD (EMI America 8135)	69	6
76 HAND TO HOLD ON TO JOHN COUGAR (Riva/PolyGram R211)	—	1
77 RIBBON IN THE SKY STEVIE WONDER (Tamla/Motown 1639TF)	65	8
78 YOU SHOULD HEAR HOW SHE TALKS ABOUT YOU MELISSA MANCHESTER (Arista AS 0676)	45	24
79 SHOCK THE MONKEY PETER GABRIEL (Geffen 7-29883)	87	2
80 I WOULDN'T BEG FOR WATER SHEENA EASTON (EMI America B-8142)	88	2
81 LET ME TICKLE YOUR FANCY JERMAINE JACKSON (Motown 1628MF)	49	16
82 PLEASE BE THE ONE KARLA BONOFF (Columbia 18-03172)	78	6
83 YOU CAN'T HURRY LOVE PHIL COLLINS (Atlantic 7-89933)	—	1
84 1999 PRINCE (Warner Bros. 7-29896)	—	1
85 BLUE EYES ELTON JOHN (Geffen 7-29954)	53	17
86 DOES IT MAKE YOU REMEMBER KIM CARNES (EMI America B-8147)	—	1
87 DOWN UNDER MEN AT WORK (Columbia 38-03303)	—	1
88 VALARIE STEVE WINWOOD (Island/Warner Bros. 7-29879)	—	1
89 I KNOW THERE'S SOMETHING GOING ON FRIDA (Atlantic 7-89984)	—	1
90 TALK TALK TALK TALK (EMI America B-8136)	—	1
91 STAND OR FALL THE FIXX (MCA-52106)	92	4
92 VALLEY GIRL FRANK ZAPPA/MOON ZAPPA (Barking Pumpkin/CBS W5902972)	81	17
93 JOHNNY CAN'T READ DON HENLEY (Asylum 7-69971)	80	13
94 ATTACK OF THE NAME GAME STACY LATTISAW (Cotillion/Atco 7-99968)	96	3
95 BIG FUN KOOL & THE GANG (De-Lite/PolyGram DE 822)	75	11
96 THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill 584)	98	2
97 HURTS SO GOOD JOHN COUGAR (Riva/PolyGram R 209)	82	29
98 DO YOU WANNA TOUCH ME (OH YEAH) JOAN JETT & THE BLACKHEARTS (Boardwalk NB-11-150-7)	84	15
99 I WILL ALWAYS LOVE YOU DOLLY PARTON (RCA PB 13260)	93	15
100 VACATION GO-GO'S (I.R.S./A&M IR-9907)	86	19

ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Love Song (Music Corp. Of America/Sycamore Valley — BMI)	54
A Penny For (Kenny Nolan/Downtown — ASCAP)	51
Abracadabra (Sallor — ASCAP)	38
Africa (Hudmar/Cowbells — ASCAP)	57
American Heartbeat (Holy Monley/Rude — BMI/WB/Easy Action — ASCAP)	42
Attack Of (Gratitude Sky — ASCAP/Pologrounds — BMI)	94
Athena (Towser Tunes — BMI)	43
Baby, Come To Me (Rodsongs — PRS)	66
Be My Lady (Allen — BMI)	46
Big Fun (Delightful — BMI)	95
Blue Eyes (Intersong — ASCAP)	85
Break It To Me Gently (Northern MCA) — ASCAP	9
Cool Magic (Silk Stocking — BMI)	53
Destination Unknown (Private Life/Life After Music/Private Parts — ASCAP/BMI)	60
Dirty Laundry (Cass Country/Kortchmer — ASCAP)	44
Do You Wanna (Duchess-MCA — BMI)	98
Does It Make (Moonwindow — ASCAP)	86
Don't Fight It (Milk Money — ASCAP/Lecey Blvd./Warner-Tamerlane/Body Electric — BMI)	25
Down Under (Blackwood — BMI)	87
Everybody Wants You (Songs Of The Knight — BMI)	52
Eye In The Sky (Woolfsongs Ltd./Careers — BMI)	15
Eye Of The Tiger (Holy Moley/Rude — BMI/WB/Easy Action — ASCAP)	40
Get Closer (Cherry Lane — ASCAP)	23
Get Up And Go (Daddy Oh/Lip Sync — ASCAP)	50
Gloria (Sugarongs — BMI)	14
Gypsy (Fleetwood Mac/Welsh Witch — BMI)	13
Hand To Hold On To (Riva — ASCAP)	76

Hard To Say (Double Virgo — ASCAP/Foster Freeze — BMI)	61
Heart Attack (Stephen A. Kipner/April/Paul Bliss — ASCAP)	3
Heartbreaker (Gibb Brothers — BMI)	32
Heartlight (Stonebridge/New Hidden Valley — ASCAP/Carole Bayer Sager — BMI)	11
Hold On (Over The Rainbow — ASCAP/Merk-Celn — CAPAC)	19
Hurts So Good (Riva — ASCAP)	97
I.G.Y. (Freerjunct — ASCAP)	29
I Keep Forgettin' (Yellow Dog — ASCAP)	5
I Know There's (Russ Ballard Ltd./Island Ltd.)	89
I'm So Excited (Braintree/Til Dawn/Blackwood — BMI)	36
I Get Excited (Robie Porter — BMI)	41
I Need You (Plangent Visions — ASCAP)	26
I Ran (Zomba Ent. — BMI)	16
It's Raining Again (Delicate — ASCAP)	34
I Will Always (Velvet Apple Music — BMI)	99
I Wouldn't Beg (Unichappell — BMI)	80
Jack & Diane (Riva — ASCAP)	4
Johnny Can't Read (Cass County/Kortchmer — ASCAP)	93
Jump To It (Uncle Ronnie/April/Sunset Burgandy — ASCAP)	63
Let Me Tickle (Black Stallion — ASCAP/Fat Jeck The Second — BMI)	81
Let's Go Dancin' (Delightful — BMI/Double F — ASCAP)	59
Love Come Down (Music Corp. Of America/Kashif —	

BMI)	28
Love Me Tomorrow (Double Virgo/foster Frees/Irving — BMI)	27
Maneater (Fust Buzza/Hot-Cha/Unichappell — BMI)	20
Mickey (Chinnich/Careers — BMI)	30
Missing You (Hickory Grove — ASCAP)	37
Muscles (Mijac — BMI)	18
New World Man (Core — ASCAP)	35
1999 (Controversary — ASCAP)	84
Nobody (Tom Collins — BMI)	10
On The Wings (Lincoln Pond/Almo/March 9 — ASCAP)	45
Please Be The One (Seagrape — BMI)	82
Pressure (Joel Songs — BMI)	24
Ribbon In The Sky (Jobete/Bleck Bull — ASCAP)	77
Right Here And Now (ATV/Menn & Well Songs — BMI)	67
Rock The Casbah (Nineden Ltd. — PRS)	56
Rock This Town (Zomba — BMI)	33
Sexual Healing (April — ASCAP)	58
Shadows Of The Night (Inner Santum — BMI)	47
Shakin' (Grajonca — BMI/Eizabeth Myers — ASCAP)	68
Shock The Monkey (Peter Gabriel Ltd. — ASCAP)	79
So Much In Love (ABKCO — BMI)	64
Somebody's Baby (Jackson Browne/Kortchmer — ASCAP)	6
Southern Cross (Kenwood/CatPetch — BMI/Gold Hill — ASCAP)	22
Stand Or Fall (Colgems — EMI/ASCAP)	91
State Of Independence (WB — ASCAP/Spheric B.V.	

Buma/Toughnot Ltd. — PRS)	48
Steppin' Out (Albion — ASCAP)	17
Sweet Time (Fate — ASCAP)	69
Talk Talk (Island — BMI)	90
The Girl Is Mine (Mijac — BMI)	31
The Look Of Love (Virgin/Chappell — ASCAP)	39
The Message (Sugar Hill — BMI)	96
The One You (Red Cloud/Night River — ASCAP)	12
The Only Way Out (WB — ASCAP)	75
Tough World Bema — ASCAP)	70
Truly (Brockman — BMI)	7
Tug Of War (MPL Communications — ASCAP)	71
Up Where We (Famous — ASCAP/Ensign — BMI)	1
Used To Be (Stone Diamond — BMI)	72
Vacation (Some Other/Daddy-Oh/Lypsync — ASCAP)	100
Valarie (Island/Blue Sky Rider — BMI)	88
Valley Girl (Munchkin Music)	92
What About Me (Australian Tumbleweed — BMI)	49
Whatcha Gonna Do (ATV Of Ceneda/Some Sung Songs/18 Karat Gold/P.R.O. — BMI)	55
What's Forever (Tree — BMI)	65
Who Can It Be (April Music Pty. — BMI)	2
You And I (Four Way — ASCAP)	62
You Can Do (April/Russell Ballard Ltd. — ASCAP)	8
You Can't Hurry Love (Stones Agate — BMI)	83
You Don't Want (Toneman/Wood Street — ASCAP)	21
You Dropped (Total Experience — BMI)	74
You Should (Warner-Tamerlane/Body Electric — BMI)	78
Young Love (Careers/Bestall Reynolds — BMI/Rive — PRS)	73



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week

Briefs Filed With Supreme Court In 'Betamax' Case

by Earl B. Abrams

WASHINGTON — Written arguments on the home taping copyright issue were filed with the U.S. Supreme Court last week and participants began readying for argument, probably early next year, in what is being considered the decade's leading copyright case, the so-called "Betamax" case.

At issue for the Supreme Court to decide are the conflicting findings of two federal courts: a U.S. district judge's ruling that home taping of TV programs is "fair use" and is not an infringement of copyright, and the reversal of his decision by the Ninth Circuit Court of Appeals. The case began in 1976 when Universal City Studios and Walt Disney Prods. sued Sony Corp. of America, a number of department stores, Sony's advertising agency and others for contributing to copyright infringement. The U.S. Supreme Court agreed last June to review the case.

The briefs filed during the last few weeks were those favoring the Universal-Disney

position. Among them were arguments by the Recording Industry Assn. of America (RIAA) holding erroneous the contention by Sony and others that the copyright law exempts from liability home recordings of broadcast copyrighted works, and by the National Music Publishers Assn. (NMPA), which emphasized that the fair use doctrine "is supplementary in nature. [It] does not permit home recording of entire copyrighted works for the purpose of entertainment. . ."

Universal-Disney, in their position brief, claimed that all they want is "protection against the permanent loss of control over their property and the concomitant erosion of their copyrights. . ." Both also warned of the negative impact a home taping exemption would have on television, since, they said, copyright owners will cease to produce high quality television programming [for broadcast]. The Motion Picture Assn. of America (MPAA) urged the court to find that manufacturers and sellers of videocassette recorders are "joint, direct infringers" of copyright. A New York City Bar Assn. committee stressed that the implications of the case go far beyond the issues under review, since computer and photocopying technology "now afford, or

(continued on page 26)

Canadians To Develop Two-Way TV Shopping

by Kirk LaPointe

OTTAWA — The federal government is working with the recording industry to develop a two-way television service to provide digital sound recordings to consumers on a user-pay basis through its Telidon technology.

The service could replace conventional discs and change the face of the recording industry by the end of the decade, government officials say.

Research is now being done by the federal Communications Department to apply the existing *Canadian Record Catalog*, developed last year in conjunction with the Canadian Independent Record Production Assn. (CIRPA).

Plans are being made to augment the catalog with a coaxial or fibre optic-transmitted audio signal. Officials expect it will be possible for consumers within a few years to select songs through their home computers.

But because digital technology also is on

the verge of a market breakthrough, the service is expected to represent a quantum leap forward for consumers. They would be able to hear their selections digitally, and because of efforts by industry to develop digital system videotape, it's expected consumers will also be able to view performances of their favorite selections.

Current ways to store videotape, and the anticipated demand for the "electronic jukebox" service, would make it impossible to provide more than a single graphic with the selection.

John Watt, culture industries representative for the recording industry at the Communications Department, said the digitally-encoded service is being researched "and possibly could be available within a few years."

'Tele-Shopping'

At first, it's expected commercial establishments would use the service. But as the cost of home computers decreases and use increases, consumers would start tapping into several "tele-shopping" services.

Research is focusing on whether currently available delivery systems can accommodate the service, Watt said.

Communications Minister Francis Fox touted the research at the International

(continued on page 18)



STORYBOOK LP — Quincy Jones (l), Michael Jackson (c) and Steven Spielberg recently were in the studio conferring on preparation of the E.T. Storybook album, due in mid-November on MCA Records. Based on the film by Spielberg, the album features narration by Jackson, who also sings the new song, "Someone In The Dark." The package is being produced by Jones.

Rack Jobbers Favor 4"x12" Pack For Prerecorded Cassettes Product

by Michael Martinez

SCOTTSDALE, Ariz. — In the latest development in the effort to get a standard package for prerecorded cassettes, the Rack Jobbers Advisory Committee passed a resolution calling for a 4"x12" design at the final business session of the National Assn. of Recording Merchandisers (NARM) Rack Jobbers Conference here Oct. 22. The rack jobbers' resolution contrasted with the call for a 6"x12" package by retailers at the NARM Retailer Advisory Committee meeting in Houston earlier this month (**Cash Box**, Oct. 16).

Explaining the rack jobbers' stance, David Lieberman, head of Lieberman Enterprises, told those present at the meeting that the basic requirements of racks and retail are fundamentally different and need to be approached with that in mind. Lieberman said that there are essentially two separate businesses involved with the selling of prerecorded music — "the specialty

(record) shop and the mass merchandiser. They both have different customer bases, and the two businesses are as different as a boutique and a rack."

Describing the package the rack jobbers voted to endorse, Lieberman said that it should be a sturdy "spaghetti" box, with wrap-around graphics, tight cryovac and a title on the end for vertical merchandising.

Lieberman said that the 4"x12" package would allow prudent use of record department space. Stemming from this concern, and serving as another factor in the rack jobbers' decision, were the many 4"x12" generic cassette packages that have been developed by racks to permit open merchandising and take advantage of open bin incentive plans such as the one currently offered by WEA.

He said that rack jobbers' opposition to the 6"x12" cassette package is derived from the racks' having already modified

(continued on page 6)

Retailers Add Cassette, Video Games Accessories For Xmas

by Jeffrey Ressler

LOS ANGELES — With sales levels on prerecorded product down from last year, more and more retailers are exploring the full potential of stocking alternative items this Christmas season, giving them increased visibility through additional floor space, advertising support and special promotions.

As might be expected, home video game cartridges and accessories like joy sticks are expected to be hot-selling items for the upcoming holiday period (**Cash Box**, Oct. 9), but with the surge in popularity of cassette products, it should also come as no surprise that tape-oriented merchandise will be a heavy contender for consumer gift dollars during the holiday season. Along with the usual assortment of blank recording tapes and cassette deck care systems, some retailers are carrying mini-headphones, AC converters, patch cords and extension cables for the small tape units, with a few stocking the actual Walkman-type players as well.

Miami, Fla.'s three-store Vibrations chain carries approximately 10 different personal tape players ranging in price from \$29.95 to \$200.00, and also stocks a complete supply of signal wires, headphone replacements and other cassette accessory items. Some Record Bar stores will be carrying Sanyo portable cassette players, after an unsuccessful sales run of Sony Walkmans. Record Bar accessories buyer Reade White-Spinner reports that the company may also investigate other kinds of players besides the Sanyo if sales on that item are successful. Besides the Sanyo players, Record Bar offers headphones for personal and home stereos ranging from \$11.99 to \$30.00, and is currently involved in a heavy blank tape promotion.

A 10-page Christmas brochure sent to 15,000 families that had registered for Record Bar contests in the past has drawn a highly favorable response, according to White-Spinner. In addition to drawing attention to the many brands of blank tape

sold by the outlets, the mailing put particular emphasis on a special Maxell UDXL three-pack that comes in a gift-wrapped box and sells for \$12.99.

A 12-page brochure detailing various accessory merchandise was also distributed by Los Angeles-based Show Industries for its 26 Music Plus stores. The pamphlet, which includes regular sales prices, as well as some sales prices good through Nov. 3, was placed in several local newspapers, such as the *Los Angeles Times*, the *Orange County Register*, the *Pomona Progress Bulletin* and the *L.A. Weekly*. According to Music Plus' video games and accessories buyer Mitch Perliss, the tabloid ad insert "pulled incredibly well" in the 10 days following its appearance and exceeded company expectations greatly.

Wide Variety

The insert plugged items ranging from Fuji color film to rock T-shirts to videocassette head cleaners to Carroll County record storage crates, and Perliss claims it was published "to reinforce in consumers before Christmas that Music Plus is more than just a record store."

"Our sales people say they've gotten lots of new customers since the tabloid came out," says Perliss. "Up until the tabloid

(continued on page 15)

Location Doesn't Deter Record AES Show Attendance

by Michael Glynn

ANAHEIM, Calif.—The location of the 72nd Audio Engineering Society (AES) Convention here at the Disneyland Hotel, which concluded its five-day run Oct. 27, didn't deter a record turnout of 8,616 registered attendees. Many of those got a chance to witness such eye- and ear-catching exhibits as Sony's Digital Theatre, which drew hundreds to see and hear clips of *E.T.* — *The Extra-Terrestrial*, *Star Trek: The Motion Picture* and *Polygeist* in a theater atmosphere complete with popcorn, as digital continued to be the most-discussed topic of this now-annual audio industry event.

While there was some "apprehensiveness" among the confab's organizers that the switch in venues from the Los Angeles Hilton to Disneyland, more than an hour's drive away from L.A., might keep many from coming, according to AES executive director Donald Plunkett, "it didn't materialize."

(continued on page 26)

BUSINESS NOTES

A&M, Mushroom Set Production Deal

LOS ANGELES — A&M Records and Mushroom Records have entered into a production agreement to bring the Australian label's acts to the U.S. through the creation of Oz Records. A&M will press and distribute the Oz product in the U.S., the first of which was Mental As Anything's "If You Leave Me, Can I Come Home?" LP, which was #1 in Australia.

Oz will have its North American headquarters at the A&M headquarters in Hollywood. Anne Wright, who formerly worked in Mushroom's Sydney office, will head the L.A. office as director of North American operations. The Australian headquarters will be at the Mushroom offices in Albert Park. Michael Gudinsky, Mushroom managing director, will direct the operation there.

The Oz deal will work both ways — giving Gudinsky's Mushroom label access to the American market with a branch-distributed operation (RCA via A&M) and A&M access to talent on the Australian scene.

The first Oz release, Mental As Anything's LP, will be an A&M release packaged with an Oz logo. Subsequent A&M/Oz releases will follow the same format. In Canada, where Oz will also be distributed by A&M, the label will have its own logo and exist solely as Oz Records.

Subsequent Oz releases will include *Starstruck*, the first Australian musical comedy soundtrack (which will dovetail with the film's release here projected for early next year) and future projects by A&M recording group Split Enz, the band from New Zealand that A&M signed with A&M via Gudinsky and will return to the Oz label for its fourth LP.

Gudinsky called the A&M/Oz pact his company's "most exciting international venture to date." He added, "It's not something that I shopped to anyone else. A&M and Mushroom have had a very close relationship for many years. It's been a long time coming but the Australian (Oz) invasion is about to really hit a home run and we'll be at the helm."

A&M chairman of the board Jerry Moss commented, "I've known Michael Gudinsky for years. I've always respected his taste and his ability to attract a wide variety of exciting musical talent. We look forward to successful and exhilarating times with this new enterprise."

Tax Refunds Due In Wake Of AB 2871

LOS ANGELES — Independent record producers, production companies, engineers and studios who have paid sales and use taxes under a state interpretation recently overturned by passage of AB 2871 are due a refund, according to a letter recently issued from the officer of California State Board of Equalization member Richard Nevins.

The law, passed last September (*Cash Box*, Sept. 25), rescinds retroactive sales and use tax payments on all costs leading to a master recording production. Nevins' letter said, "Persons who have paid sales and use tax to the Board on the sale or purchase of master tapes or records, measured in an amount in excess of the sales price of an unprocessed recording media, may file a claim for refund with the board."

The California Entertainment Organization (CEO), the group formed to combat the taxation at the beginning of 1982, estimates that tax payments in the neighborhood of \$1 million have been paid to the State Board, which had been collecting the money through bank account attachments and other income levies. The tax was assessed retroactively at six percent for the original tax, 10% penalty for failure to file the tax and 20% per month interest back to 1976.

The CEO was formed to fight the tax after the State Board made a reinterpretation of existing California tax law, which resulted in the Board collecting the tax from independent producers and engineers for personal services rendered. AB 2871, sponsored by Assemblywoman Gwen Moore (D-Los Angeles), was opposed primarily by the State Board of Equalization.

The Nevins letter said that all refund claims should be addressed to: Executive Secretary, State Board of Equalization, P.O. Box 1799, Sacramento, Ca. 97808.

ITA Sets November Meet, Slates Update Seminar

NEW YORK — The International Tape/Disc Assn. (ITA) will hold its first one-day 'update seminar' along with its annual membership meeting November 17 at the New York Sheraton Hotel.

The seminar features presentations on the emerging video game and home computer industries and their convergence with the home video industry. There will also be a series of presentations on the threats and possibilities posed by cable television, pay cable, pay-per-view, subscription TV and direct broadcast satellites (DBS) to sales of videocassette recorders and prerecorded videocassettes.

The seminar is open to ITA members only. The regular meeting begins at 9:30 a.m., and the seminar starts at 10:00 a.m. and it will run to about 5:00 p.m.



MCA MEET — MCA Music recently held its annual meeting in Colorado Springs, Colorado. Pictured seated at the conference are (l-r): Leeds Levy, president, MCA Music; Mark Koren, vice president, MCA Music; Amy Ross, music coordinator, Universal Pictures; and Cyril Simons, managing director, MCA Music, London. Pictured in the middle row are (l-r): Rick Shoemaker, vice president, MCA Music; Mike Lembo, artist development consultant, MCA Music; Debbie Previti, coordinator of creative services, MCA Music; Debby Dill, coordinator of creative services, West Coast, MCA Music; Serena Benedict, assistant to the managing director, MCA Music, London; and Eugene Epperson, director of creative services, MCA Music. Pictured in the back row are (l-r): John McKellen, senior vice president, MCA Music; Jerry Crutchfield, vice president, MCA Music; Pat Higdon, director of creative services, MCA Music; Jon Stone, director of creative services, MCA Music; Scott James, coordinator of motion picture and TV music, MCA Music; Brendan Cahill, vice president, director of music, Universal Pictures; Pete Waterman, consultant controller, creative services, MCA Music, London; Mike Millius, director of creative services, MCA Music; and Chris Gilbey, MCA Music, Australia.

Columbia 'Team' Approach Delivers Multi-Format Hits

by Fred Goodman

NEW YORK — With three bulleting albums in the Top 5 of this week's *Cash Box* Top 200 chart, and six bullets among its 11 charting singles on the *Cash Box* Top 100 chart, Columbia Records shows no inclination to slow the pace that has already brought home eight platinum and 11 gold albums this year. But aside from the pleasure of seeing success for so many of the artists the label believes in, the strong sales showing also represents a philosophical triumph for the CBS label by its resounding confirmation of the label's style of teamwork and give-and-take between departments.

"There are no individual heroes in this company," declares Al Teller, senior vice president/general manager, Columbia. "A company like this only works through tremendous cooperation."

Aside from success in numbers, the team approach has kept the company receptive to new ideas, and allowed Columbia to garner its success from a diverse roster. Along with the success of newcomers Men At Work, who are presently at the No. 2 slot on the *Cash Box* Top 100 Singles chart and the No. 4 bullet slot on the *Cash Box* Top 200 Albums chart, come a host of continually developing artists such as Eddie Money and Karla Bonoff, established superstar acts like Bruce Springsteen, Billy Joel and Neil Diamond, and one of the industry's strongest success stories of the last two years, Loverboy, who have managed to sell in excess of three million albums without the benefit of a blockbuster single.

(continued on page 12)

Rack Jobbers Say 4"x12" Tape Pack Is The Way To Go

(continued from page 5)

many of their accounts fixtures to accommodate the 4"x12" packages and that storage space would be a problem with the proposed 6"x12".

Label reaction to the rack jobber advisory committee recommendation was mixed — partly because CBS and Warner Bros. recently revealed that they were developing 6"x12" packages at the NARM Retail Advisory Committee meeting.

During that meeting, WEA chairman Harry Droz challenged the contention that the larger package would cause additional fixture modification costs and storage problems when he said that prerecorded cassette sales accounted for between 40-45% of total sales, but most stores devote only 5-20% of their space to cassette merchandising.

Some retailers and manufacturers at the Houston meeting also noted that the industry should prepare for the emergence of other configurations like the 4.7" Compact Disc (CD) and the micro-cassette.

Malcolm Sherman, executive vice president of the Zayre Corp., which operates 270 stores around the country, said during his keynote speech that in the Walkman age, the industry could look forward to even more cassette sales. He noted that in 1972 cassette sales totaled 15 million units, while the 1981 tally registered 124 million units sold, an increase of more than 700%.

Sherman then called for the industry to develop a package combining an album with a cassette, a move he felt would continue the sales growth and also curb home taping.

Intrinsic in his comments was the grow-

(continued on page 26)

REVIEWS

ALBUMS

OUT OF THE BOX



GREATEST HITS — Dan Fogelberg — Full Moon/Epic QE 38308 — Producers: various — List: None — Bar Coded

A collection of Fogelberg's Top 40 smashes, including his current "Missing You" single, this LP begins with the first hit from the 1974 "Souvenir" LP, "Part of the Plan", and follows the pop balladeer's career on the charts with a heavy emphasis on the years 1979-1982. "Make Love Stay," another new selection, rounds out the simple yet attractively designed package which should fare well on both the rack and retail levels during the holiday season.

FEATURE PICKS

POP

WAIT FOR NIGHT — Rick Springfield — RCA AFL1-4235 — Producer: Mark K. Smith — List: 8.98 — Bar Coded

Originally released on the Arista label back in 1976, this LP should nevertheless appeal to Springfield's new fans who first picked up on his pop magnetism with "Working Class Dog." Hook-laden tunes like "Take A Hand," "Goldfever" and "Jessica" are the strong points here, although ballads such as "Treat Me Gently In The Morning" are also worth noting. A free full-color copy of Springfield's official 1982 "Sweat For Success" tour poster sweetens the package even more.

BLACK PEARL — Pat Travers — Polydor/PolyGram PD-1-6361 — Producer: Pat Travers — List: 8.98

Hard-rock axemeister Travers always likes to surprise his listeners with the unexpected. On 1980's "Crash and Burn" album he forsook his guitar to concentrate on an interest in keyboards, and on last year's "Radio Active" he gave listeners a diverse mix of reggae, blues, ballads and other genres. Here he shocks us with an electrified version of Beethoven's Fifth Symphony using a Synclavier II. More typical Travers output can be found in the LP's power-packed openers, "I La La La Love You" and "I'd Rather See You Dead."

I ADVANCE MASKED — Andy Summers and Robert Fripp — A&M SP-4913 — Producers: Andy Summers and Robert Fripp — List: 8.98 — Bar Coded

Police guitarist Andy Summers teams up with King Crimson axe virtuoso Robert Fripp in this instrumental album that walks the line between jazz fusion and progressive rock. Frenzied yet under complete control, the LP's sonic landscape takes listeners through electronic playlands ("The Truth of Skies"), abstruse Asian encounters ("China-Yellow Leader") and warm, introspective moods ("Girl On A Swing"). A wide scope of influences rang-

(continued on page 8)

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Larry Cheshier
Rick Christian
Roger Cook
Cliff Crofford
Jane S. Crouch
Lacy J. Dalton
Gail Davies
Mac Davis
Steve Davis
Dean Dillon
Lola Jean Dillon
Stephen Dorff
Harold Dorman
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Keith Stegall
Even Stevens
Chip Taylor
Jerry Taylor
Dan Tyler
Cindy Walker
Wayne P. Walker
J.L. Wallace
Sterling Whipple
Hank Williams, Jr.
Norro Wilson



Wherever there's music, there's BMI.



REVIEWS

(continued from page 6)

ing from Oriental Koto music to African percussive rhythms makes this an intelligent, but never pedantic, exercise in guitar expressionism.

TAKE IT ON HOME — Marshall Chapman — Rounder 3069 — Producers: Marshall Chapman and Ron "Snake" Reynolds — List: 8.98

Honky-tonk blues, country-western and a peppering of folk-rock tunes comprise the bulk of the material on the fourth album and Rounder bow of Chapman, who's earned the nicknames "No Shame Dame" and "Contradictory Cowgirl" for her cynical yet sensual manner. Stripped-down instrumentation helps accentuate her husky, powerful vocals, and the entire LP is thankfully devoid of the grandiose arrangements that clouded her basic singing and guitar talents in the past. Choice tracks here are "Take It Like A Man," Willie Nelson's "Pick Up The Tempo" and the spirited "Booze In Your Blood."

DRINKIN' TNT 'N' SMOKIN' DYNAMITE — Buddy Guy & Junior Wells — Blind Pig BP 1182 — Producer: Bill Wyman — List: 8.98

Former Muddy Waters accompanist Junior Wells and Chess Records house band musician Buddy Guy team up with several other bluesmeisters like Pinetop Perkins and Terry & Dallas Taylor for this raw Chicago-style jam recorded live at the 1974 Montreux Jazz Festival in Switzerland. Rolling Stones bassist Bill Wyman produces and plays on the platter, which includes classic wailers like "Messing With The Kid" and Sonny Boy Williamson's "My Younger Days." The album's best moments, however, occur when Wells breaks into his patented staccato harmonica style, most notably on his own "Hoodoo Man Blues."

ICE CREAM FOR CROW — Captain Beefheart & The Magic Band — Epic/Virgin ARE 38274 — Producer: Don Van Vliet — List: None — Bar Coded

The Jackson Pollack of the pop music world returns with all his now familiar but still fringe flourishes. Unlike other pop seers, the present still hasn't caught up with the Captain (a.k.a. Don Van Vliet), but his referential use of Delta blues is more obvious here than on any previous offering, especially on the title track, "Semi-Multicoloured Caucasian" and "The Thousandth And Tenth Day of The Human Totem Pole."

BLACK CONTEMPORARY
JUST AIN'T GOOD ENOUGH — Johnnie Taylor — Beverly Glen BG 10001 — Producer: Patrick Moten & Otis Smith — List: 8.98

Taylor, who got his start as protege to legendary soul crooner Sam Cooke, has already accrued sales and radio action with his latest LP, which stands at #46 bullet on the B/C albums charts, while the 45 pick, "What About My Love," is bulleting at #32 on the B/C Singles list. Also worthy of attention on the disc is an R&B paean to "Reaganomics" and a Rick James answer song, "I Need A Freak."

BLOW — Rick James Presents Bobby M — Gordy/Motown 6023GL — Producers: Lenny White and Bobby Militello — List: 8.98

Bobby Militello is seemingly at home with any woodwind or reed instrument, having honed his chops while performing with Stevie Wonder, Tony Bennett, Ella Fitzgerald, Chuck Mangione and Michel Legrand. Here he blows alto, tenor & soprano sax along with flute, alto flute and piccolo on eight very different numbers, ranging from the funky title track to a jazz-tinged ballad called "A Little Song." Dance floor tunes are plentiful on the LP, but the

highlight is a rendition of the 1972 Al Green hit, "Let's Stay Together", with vocalist Jean Carn belting it out in a bluesy way.

SKYJAMMER — Skyy — Salsoul SA-8555 — Producers: Randy Muller and Solomon Roberts, Jr. — List: 8.98 — Bar Coded

Coming hot off "Skyline," its best-selling album ever, Skyy is already making big inroads with this new offering, which includes a score of hearty partyin' jams and one slow dance ballad, "Together." The 45 from the long-playing funkfest, "Movin' Violation," took the biggest leap of the week on Cash Box's B/C Singles chart, going to #65 bullet from #87 bullet, and retailers should look for significant album sales velocity as well in the next month.

HARD TIMES — Millie Jackson — Spring/PolyGram SP-1-6737 — Producers: Brad Shapfro & Millie Jackson — List: 8.98

While this album has none of the extremely lengthy X-rated raps that spiced up her last waxing, Jackson's sass had hardly abated with this song-oriented project, which focuses on the dismal state of the economy as well as her usual forays into sexual shenanigans. The title cut skillfully places astute social commentary about the nation's financial straits within an erotic context, and a punchy melody backing up the timely, double-entendre lyrics nearly guarantees its success with Millie's large following.

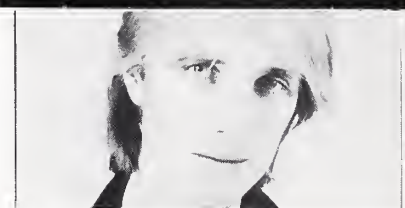
LOOK AGAIN — The Look — Plastic Records QREC-1003 — Producer: Mark Stebbeds — List: 8.98

Hailing from the Detroit, Mich. area, The

(continued on page 10)

SINGLES

OUT OF THE BOX



TOM PETTY and THE HEARTBREAKERS (Backstreet/MCA BSR-52144)

You Got Lucky (3:37) (Gone Gator Music/Wild Gator Music — ASCAP) (T. Petty, M. Campbell) (Producer: J. Lovine)

Petty always sounds his most earnest and convincing when there's that sharp edge in his voice, as in the opening to "Listen To Her Heart" ("You think you're gonna take her away/With your money and your cocaine"). The edge is definitely in the first single from "Long After Dark," as he reminds a lover "good love is hard to find . . . you got lucky, when I found you." Smoldering synthesizer and guitar melody sets the moody scene.

FEATURE PICKS

POP

MICHAEL JACKSON AND PAUL McCARTNEY (Epic 34-03288)

The Girl Is Mine (3:41) (Mijac Music, admin. by Warner-Tamerlane Publishing Corp. —

BMI) (M. Jackson) (Producer: Q. Jones)

Light 'n lazy describes the first single from Jackson's "Thriller" LP, the long-awaited follow-up to the wildly successful "Off The Wall." McCartney, fresh from his duet with Stevie Wonder on his own "Ebony and Ivory," teams up with Michael and together they playfully insist to each other that "The Girl Is Mine."

ROBERT PLANT (Swan Song SS 7-99952) **Pledge Pin** (4:01) (Flames of Albion Music Inc./Bay Music Ltd. — ASCAP) (Plant, Blunt) (Producer: R. Plant)

A driving drum beat (which sounds like the work of Phil Collins) propels this cut from "Pictures At Eleven" straight into a hot sax solo by Raphael Ravenscroft. Guitarist Robbie Blunt's jangling axe work provides a good counterpoint to Plant's ever-distinctive vocals.

KIM CARNES (EMI America 8147) **Does It Make You Remember** (3:58) (Moonwindow Music — ASCAP) (K. Carnes, D. Ellingson) (Producer: V. Garay)

"Voyeur" sounds like a forced follow-up to "Bette Davis Eyes" in comparison to this more natural-feeling ballad. While still heavy on Val Garay's "Big Production," it allows the sadness in Carnes' rasp to predominate, as she torches over a lost lover.

PHIL COLLINS (Atlantic 7-89933) **You Can't Hurry Love** (2:50) (Stone Agate Music, div. — BMI) (Holland, Dozier, Holland) (Producer: P. Collins)

Collins' fondness for pop/R&B became apparent with the use of the Earth, Wind & Fire horns on recent R&B-tinged solo as well as group compositions with Genesis. Now, he delivers a faithful reworking of the Supremes hit, as he further separates himself from the progressive rock of his past. From his forthcoming album, "Hello, I Must Be Going," it will take a good many pop programmers by surprise.

PSYCHEDELIC FURS (Columbia 38-03340)

Love My Way (3:39) (Blackwood Music, Inc. — BMI) (J. Ashton, T. Butler, R. Butler, V. Ely) (Producer: T. Rundgren)

The thick, throbbing bass and compressed drums (a Todd Rundgren production trademark) create the dance-oriented bed for what is perhaps the Furs' most accessible cut to date. Vibe-like synth tones are an intriguing addition, but, as usual, it's Richard Butler's "you-either-love-it-or-hate-it" voice that commands.

MICHAEL STANLEY BAND (EMI America 8146)

Take The Time (3:58) (Bema Music Co./Michael Stanley Music Co. — ASCAP) (M. Stanley) (Producers: Michael Stanley Band, D. Gehman)

There's trouble in the land and MSB's advice is "take the time to love someone" on the third single track from their self-titled LP. It has an old-fashioned, '60s-ish quality, with its rock-gospelish chorus and Midwest/country feeling, but the message and melody aren't old hat.

.38 SPECIAL (A&M 2505)

Chain Lightnin' (3:49) (Rocknocker Music Co./Easy Action Music/WB Music Corp. — ASCAP) (D. Barnes, J. Peterik, D. Van Zant) (Producer: R. Mills)

The third single from "Special Forces" starts off in a smokey haze of guitar notes and tension-building high hat, then breaks loose into a "hotter than hell" chorus.

BLACK CONTEMPORARY

ROBERT WINTERS & FALL (Casablanca NB 2361)

Do It Any Way You Want (4:06) (Warner-Tamerlane Pub. Corp./Marsaint Music — BMI) (A. Toussaint) (Producer: M. Alexander)

The "Magic Man," Winters, who had a hit ballad by that name on Buddah/Arista in April '81, returns with this floating showcase for his spectacular vocal moves, from an earthy growl to a high, sustained yowl. Surefire for B/C formats.

(continues on page 10)

NEW FACES TO WATCH



Lee Greenwood

Following this year's Country Music Week, one of the most discussed topics is the performance of Lee Greenwood on the MCA label showcase. Many who had never seen the West Coast native perform expected nothing beyond the routine from him, but he made believers out of every person attending, pouring a staggering degree of emotion into every note. In fact one observer had been overheard remarking that no matter how many times she sees the Lee Greenwood show, it still sends chills down her spine.

Such is the norm for MCA's heart-wrenching balladeer, whose penetrating vibrato and inherently painful voice has made him a heavyweight contender for Kenny Rogers' position as champion of the country A/C heap. In fact, the two artists are so similar that when Greenwood's first single, "It Turns Me Inside Out," was released, listeners began to request the latest Kenny Rogers record, and it's a comparison that Greenwood, who penned Rogers' latest single, "A Love Song," has been quite pleased with.

"As artists, we do have something in common," he suggests, "and it's a good identification for me; it helps me a lot. However, as soon as the fans see my stage show, I think they become aware of who I am and what I'm about."

One of the reasons that Greenwood has been able to quickly establish his

own identity is that the emotion he displays on stage, very much a natural part of himself, translates so vividly onto vinyl, even through the dead environment of the studio. "It's easy for me to sing a song that I feel real emotional about," he notes. "I read the lyrics through and understand what it is about, and I'm kind of an emotional character anyway."

Born and raised in California, Greenwood's career has zig-zagged through a variety of musical styles and influences, melding the mass appeal conglomerate that sets his music apart in defiance of categorization. During his school years, Greenwood played the saxophone and piano, joining the sax section of a big band at the age of nine. He spearheaded a dixieland ensemble at Disneyland and then began blowing his horn for Chester Smith and Del Reeves. Add to that experience in a Sacramento symphony orchestra and a drum and bugle corps, and there is such a diverse musical heritage that Las Vegas, with its wide-ranging venues, became the next logical step for Greenwood. But, with the help of artists like Mel Tillis, Dottie West and T.G. Sheppard, Greenwood eventually tossed aside his Vegas arranging to move to Nashville, where he has established himself as both a songwriter and recording artist.

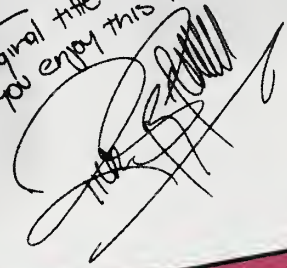
His first album, "Inside And Out," reached the Top 10 on the Cash Box Country Albums chart. In addition to the aforementioned "It Turns Me Inside Out," the LP spawned two other Top 10 country singles — "Ring On Her Finger, Time On Her Hands" and "She's Lying."

With things moving so fast, Greenwood would have found himself in a financial bind — what with expenses like the purchase of a touring bus and so on while waiting for his royalty checks to start coming in — but, fortunately, he has found a home in the lucrative jingle field, which has supplemented his recording and songwriting royalties.

Rick Springfield

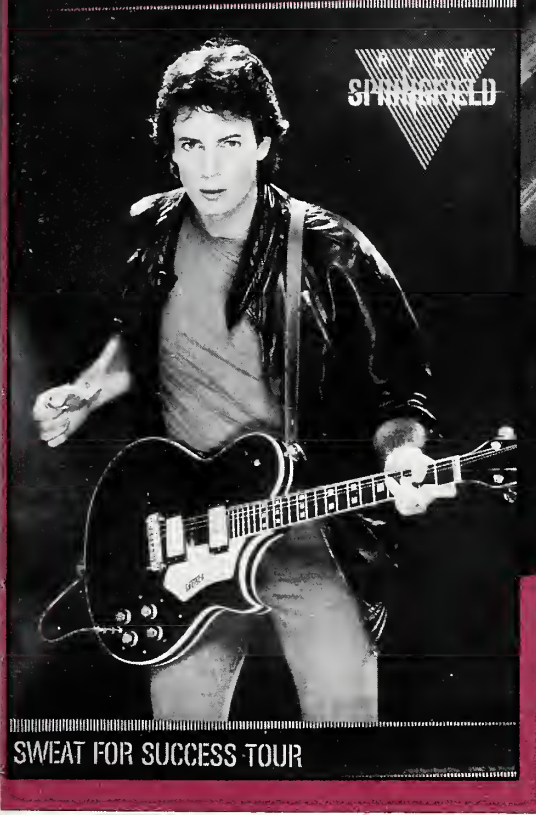


This album was recorded in 1976 with the help of Nigel Olsson & Dee Murray. The original title was "Wait for Night". I hope you enjoy this re-release.



AFL1-4235

Free Poster Included!



AFL1-3697



AFL1-4125

A very special package released originally in 1976 for the Rick Springfield fan. It includes a free, souvenir 2 x 3 official 1982 "Sweat For Success" tour poster.

Cable TV Special: November 21st at 8:00 pm. From the universal Amphitheatre in Los Angeles, Rick Springfield's "Live and Kicking" on Showtime Cable.

 Give the gift of music.

RCA
Records and Tapes 

REVIEWS

ALBUMS

(continued from page 8)

Look has earned quite a solid reputation in its region as a hard-working "rhythm and rock" outfit, incorporating Motor City soul savvy with a solid shot of rock 'n' roll energy. The combo's latest album blasts off with a sensational cover of the Dovell's 1964 opus, "You Can't Sit Down," helped out by Tex-Mex rowdies Joe "King" Carrasco and The Crowns, and proceeds to kick ass on a several original compositions, with "Let's Give It A Go" and "I'm Gonna Do What I Wanna Do" most suitable for AOR coverage.

GOSPEL

STAND BY THE POWER — Imperials — Dayspring DST-4100 — Producer: Bill Schnee — List: 8.98

The Imperials are clearly one of the best-selling groups in the gospel field, melding pop, rock and R&B influences into its message. With two albums in the **Cash Box** gospel albums chart already, the band is ably assisted by producer Bill Schnee (Pablo Cruise, Boz Scaggs) on tracks that border on the stylings of Ambrosia and Earth, Wind & Fire, while incorporating the talents of such top names as James Newton Howard, Kerry Livgren (of Kansas), Jeff Porcaro, Franke Previte and Steve Lukather.

HOW CAN I SAY THANK YOU? — The Young Delegation — Peace International PE 1001 — Producers: Tony Beck, Cecil Womack — List: 8.98

The delegates from this conglomeration prove equally adept at translating moving ballads and spirited uptempo pieces, especially shining on the latter. The group members are as strong individually as they are as a group, and tunes like "Child Of The King" and "I'll Keep Holdin' On" even have the potential to start a new musical segment — dance-oriented gospel.

NEW AND DEVELOPING

USED TO BE — Charlene — Motown 6027ML — Producer: Ron Miller — List: 8.98

After a self-imposed hiatus from the recording industry, Charlene made a big



comeback earlier this year thanks to renewed interest in "I've Never Been To Me," a track released in the late 1970s. On her latest album she delivers a similar

approach as on "I've Never Been . . ." that's perfect for adult contemporary and MOR audiences. Songs about traditional values gone awry, the comforting nature of religion and the strength of romantic love are Charlene's forte, and she brings an intense sense of conviction to these areas, particularly on the title cut, a duet with Stevie Wonder, which exclaims "love can save tomorrow . . . the truth can make us free."

DREAMING BLUE MURDER — Girlschool — Mercury SRM-1-4066 — Producer: Nigel Gray — List: 8.98

AAARRGH!!! This long player from Britain's outrageous heavy metal mamas is packed with the same blistering, guitar-grinding raunchiness and blood-curdling lyrics that won the hearts of American kids following the release of their first U.S. release, "Hit and Run", earlier this year. Covers of the Jagger/Richards oldie "Live With Me" and ZZ Top's "Tush" spice up the set, while the girls really take off on mile-a-minute headbanger anthems like "Hellrazor" and "Wildlife."

RUBBER RODEO — Rubber Rodeo — Eat Records — Eatum EP 009 — Producer: John Doelp — List: 5.98

New wave country & western handled with more than a modicum of panache by this Providence, R.I.-based sextet. Affectionate and lighthearted, yet far from lampooning, its debut EP offers four originals, as well as covers of "Tumblin' Tumbleweeds" and Dolly Parton's "Jolene." Suitable for both country and alternative rock airplay.

SINGLES

(continued from page 8)

GRACE JONES (Island/Atlantic 7-9963) Nipple To The Bottle (4:17) (Ackee Music/Grace Jones Enterprises — ASCAP; Ixat Music/Island Music — BMI) (G. Jones, S. Dunbar) (Producers: C. Blackwell, A. Sadkin)

With one of the most outrageous stage personas on today's music scene, Grace Jones is clearly an original. On this, the first cut from her upcoming "Living My Life" LP, Jones delivers an intense, rhythm-dominated glimpse of how she sees the world. Akin in sound to some of Talking Heads' latest work, more adventurous AOR, pop and B/C programmers should take a look.

T.S. MONK (Mirage WTG 7-99958) Fantasy (5:56) (Blackwood Music, Inc./Famous Music Inc. — BMI) (J. Calloway, L. Burgess, S. Davenport) (Producer: E. Mercury)

Chimes and a piano vamp herald the latest elegant, "Chic"-like R&B effort from T.S. Monk. Lead singer Boo Monk asks "Everybody's got a fantasy/What's yours baby?" to a poppin' bass background on this sexy single from the "Human" LP.

NEW AND DEVELOPING

MEN AT WORK (Columbia 38-03303) Down Under (3:41) (Blackwood Music, Inc. — BMI) (C. Hay, R. Strykert) (Producer: P. McIan)



"Who Can It Be Now?," Men At Work's chart-topping single, had a memorable sax riff and the follow-up, an amusing little paean to the band's homeland, has a

memorable flute background and a skipping rhythm.

Rage Records Bows

NEW YORK — Rage Records has been formed in New York by independent producer Vinny Rich. Its first release will be the single "Susie's In Tears," b/w "The More Things Change," by the Hornets. In addition, Jay Mala has been named production manager for the label. Rage is located at 442 W. 50th St., New York, N.Y. The telephone number is (212) 794-1417.

Macklon Label Formed

LOS ANGELES — Gail Thomas, president and executive director of Muzik 'n' Stuff Prods., recently announced formation of Macklon Records, which will be headed by Perry Mack serving in the role of president of the label.

Macklon will be headquartered at P.O. Box 6208, Beverly Hills, Calif. 90212. The telephone is (213) 552-4719.

For The Record

In a story on upcoming home video games in the Oct. 9 issue of **Cash Box**, it was incorrectly stated that Atari had offered a dating program through WEA. The program was strictly a WEA one and did not directly involve Atari.

EXECUTIVES ON THE MOVE

CRI Names Jamieson — CBS Records International has announced the appointment of Robert Jamieson as managing director, CBS Records Australia. Jamieson will oversee all label activities and will be directly responsible for the marketing, A&R, and sales functions of CBS Records Australia. He will report to A.W.T. Smith, chairman and chief executive officer, CBS Records Australia. Jamieson has been vice president, creative operations, CBS Records Group, deputy group staff, since 1981. He had been branch manager, CBS Records U.S. in New York, Cleveland and Minneapolis prior to that, beginning in 1972. Before becoming a branch manager, he had held various positions in promotion since 1969.

Changes At EMI/Liberty — Effective immediately, Paul West assumes the position of EMI America/Liberty studio manager and Hazel Kimball is promoted to EMI America/Liberty studio production/office manager. West will continue to act as national quality control director, a position he assumed in July, 1981. Prior to that West was manager of WCI quality control and tape duplicating supervisor at the Worcester plant. Kimball had been coordinator/recording department since joining Liberty in 1976. Both promotions are the result of 17-year Liberty veteran Dino Lappas' decision to leave his position of Liberty studio manager to pursue a career in the restaurant business.

Changes At BASF — Dr. Hans Albers has been named chairman of the board of executive directors of the Terman-based BASF Aktiengesellschaft, the parent company of the worldwide BASF Group of companies. Also Prof. Dr. Matthias Seefelder will stand for election to the board of supervisory directors and retire as chairman of BASF's board of executive directors on June 30, 1983. Dr. Ingo Paetzke has been named to the BASF board of executive directors. He has been serving as director of the coatings operating division. Albers has been in charge of BASF's Pharmaceutical and Nutrition Business Sector. Dr. Detlef Dibbern, a member of the board of executive directors since 1980, will assume responsibility for information systems and the fibers operating divisions.

Hall Named At Welk — William G. Hall has been named vice president of the Welk Music Group. Hall, who sold his companies, Hall-Clement Publications and Jack and Bill Music Company, to Lawrence Welk in 1975, has been with Welk in the capacity of Nashville division manager ever since.

Halsey Taps Grovaver — Herb Gronaver has joined the staff of the Jim Halsey Company as an agent.

Green, Katz Sydney Named As VPs At PolyGram In Wake Of Restructuring

LOS ANGELES — Ted Green, Beverly Katz and Jeffrey M. Sydney have been named vice presidents for PolyGram in a restructuring of the business affairs and legal affairs functions at the label.

Under the new system, business affairs and legal affairs, formerly one department, will now be two separate units. The business affairs department will handle all

contract negotiations, RCA Records, and also served as an attorney in the corporate antitrust and trade regulation division of RCA Corp.'s legal department. Prior to joining RCA, she was with the law firm of Breed, Abbot and Morgan.

Prior to his new post, Green was director, business affairs, CBS Records, and was also senior attorney for CBS's legal depart-



Green



Katz



Sydney

contract negotiations and administration, as well as A&R administration. Legal affairs will handle general label matters, drafting of documents and major talent and label negotiations. Both departments will report to Mel Ilberman, executive vice president, PolyGram.

Green will head the business affairs department as vice president, business affairs. He will be based at PolyGram Records' headquarters in New York. Sydney, named vice president, business affairs, West Coast, will be based in Los Angeles.

Katz will head the legal affairs department as vice president, legal affairs. She will be based in New York.

Prior to her new post, Katz served as divi-

ment. Prior to his post at CBS, he was with the law firm of Moses and Singer.

Sydney most recently served as director, business and legal affairs, West Coast, for PolyGram. Prior to joining PolyGram, Sydney was with the law firm of Pollock, Bloom and Dekom.

Commenting on the appointments and the restructuring, Ilberman said, "This new alignment will allow PolyGram a greater efficiency in handling the wide variety of legal and business matters of the company. Ted Green and Beverly Katz are both highly experienced industry veterans whose expertise should serve PolyGram well, and the promotion of Jeff Sydney will no doubt further his contributions to the company."

RCA Canada Names Ford General Manager

NEW YORK — John Ford has been appointed general manager, RCA Records, Canada. He assumes the position having been director of marketing for the company since 1979 in Toronto, where he was in charge of all marketing and promotion for Canada. In that role, he also helped RCA reorganize its regional concept to a national one.

Plateau Records Bows

NEW YORK — Plateau Records, Inc., an independent dance label headed by Eddie O'Loughlin and Lou De Blase has been formed here. First release on the label is "You're Not So Hot," by Carol Douglas, produced by Ray Rock.

Plateau Records is located at 1650 Broadway, Suite 1003, New York, N.Y. 10019. The telephone number is (212) 541-7640.

LABEL PROFILE

**Barking Pumpkin
A Family Affair
With Frank Zappa**

by Michael Glynn

LOS ANGELES — What's in a record company name? Plenty, if the label happens to be called Barking Pumpkin. No one would blanch at such well-known entertainment industry trademarks as CBS' "eye," Warner Bros. shield or RCA's Nipper. But what of a company with a logo depicting a barking jack o'lantern and a startled cat, responding with a "holy shit" in Chinese, no less? Somehow, though, it all begins to make sense when you learn that Barking Pumpkin is a label consisting of an artist roster of one: Frank Zappa.

Formed in March of 1981, Barking Pumpkin (which is run by both Zappa and his personal manager, Bennett Glotzer) quickly entered into a pressing and distribution deal with CBS. According to Zappa, who personally fielded questions about the label when the deal was announced, the agreement "does not provide for the production of other artists, nor am I presently interested in the production of other rock acts. If the opportunity arose to produce a classical album or perhaps some chamber music, I might be interested but this would not be released on Barking Pumpkin because the mechanics of our contract with CBS do not allow for this."

With no classical productions in sight (although Glotzer noted that the eclectic Zappa's orchestral compositions are planned to be performed in Paris under conductor Pierre Boulez in 1984), the label concentrated on setting a release schedule for "a strong continuity of product," both CBS-distributed and mail-order. This included the first commercial release by Barking Pumpkin through CBS, "Tinsel Town Rebellion," followed by three albums to be marketed by mail, "Shut Up And Play Yer Guitar," "Shut Up And Play Yer Guitar Some More," and "Return Of The Son Of Shut Up And Play Yer Guitar." (Barking Pumpkin representatives indicated that the three mail-order guitar LPs are presently being shipped as a boxed set.)

In September 1981, yet another album was released (via CBS), entitled "You Are What You Is," and Zappa undertook a tour of the U.S. from Oct. 1 through Dec. 12 in support of the LP.

While all of these projects were reasonably successful for Zappa, neither



Frank Zappa, Bennett Glotzer

nor anyone else at the label could have foreseen the stir that a satirical song he put together with his daughter, Moon Unit Zappa, would create. "Valley Girl," the first single from the summer 1982 release "Ship Arriving Too Late To Save a Drowning Witch," was sent to Pasadena's KROQ-FM week before the album was shipped and soon became the most-requested song on the Top 40 new music station.

"We thought that the song would get air-play on KROQ and that would be about it," said Glotzer. "Then when it hit the record stores it sold out in L.A. in one day."

National Phenomenon

The song turned into a national phenomenon in a matter of weeks, becoming the subject of newspaper stories from coast to coast (as a representative of Barking Pumpkin put it, "Every city, it seemed, had a valley or the equivalent"). Girls all over the San Fernando Valley city of Encino were claiming that they were the "Valley Girl" the song was based upon (a none-too-flattering caricature of an air-headed teenager). Slightly altered covers were turning up as far away as Hawaii (a none-too-flattering caricature of mainland females called "Haole Girls"), while take-offs cropped up throughout L.A. (i.e. "Valley Dudes" by the Straight A's, "Marina Men" by a trio calling themselves the Valley Girls, etc.) Posters, calendars, stationery, bumper stickers, and numerous Valley Guides and other assorted books also came out.

"It was a zoo with all the different records and other products coming out at once," said Glotzer. "Every major film company with one exception has gotten ahold of us and there's been talk of a television series. Right now, we've been trying to organize some promotions with a number of amuse-

(continued on page 26)



RUNAWAY SUCCESS — Lita Ford, a former member of the female group The Runaways, was recently signed to a worldwide recording contract by Phonogram International and is currently laying down tracks for her label debut album, "Out For Blood," slated for early 1983 release on Mercury/PolyGram in the U.S. Pictured seated at the signing are (l-r): Dusty Watson, Ford's drummer; Guenter Hensler, president/chief operating officer, PolyGram; Ford; Aart Dalhuisen, president, Phonogram International; and Neil Merryweather, Ford's producer, manager and bassist. Pictured standing are (l-r): Drew Murray, national rock music promotion manager, PolyGram; Bas Hartong, vice president, A&R, Phonogram International; John Stainze, vice president, A&R, West Coast, PolyGram; Henk Van den Berg, senior counsel, Phonogram International; Jeff Sydney, vice president, business affairs, West Coast, PolyGram; Emiel Petrone, vice president, marketing, West Coast, PolyGram; Artie Ripp, executive producer of Ford's LP and publishing administrator, Artpyl, Inc.; and Russ Reagan, vice president and general manager, West Coast, PolyGram.



ROCSHIRE SIGNS CAREY — Anaheim, Calif.-based Rocshire Records recently signed its first solo artist, Tony Carey. Three singles — "Running Away From The Thought Of You," "West Coast Summer Nights" and "I Won't Be Home Tonight" — will be released from Carey's upcoming LP, due in November. Pictured standing are (l-r): Lester Claypool, Rocshire; Gary Davis, president, Rocshire; Carey; and Peter Hauke, president, X Records. Pictured seated are two German farmers.

International Divisions Promoting New And Established Acts In 4th Quarter

by Jim Bessman

NEW YORK — Fourth quarter plans by the international departments of the major labels and large independents contacted by **Cash Box** include both support for established artists with new releases and efforts to break new acts and enter new markets. But while many companies have extensive promotional schedules on hand, others are holding back, either to establish a base from which to exploit their fourth

quarter releases after the first of the year or because of economic doldrums overseas.

Among the labels reporting few artist tours for the fourth quarter are Warner Bros. Records. "Since our acts normally have Christmas product, we usually schedule concert tours for January," said Marie Bloom, an assistant to the label's international department vice president, Tom Ruffino. Most of the WEA European branches close down for two weeks over the holidays, she added.

Lou Cook, president of MCA Records' International division, reported an unusually quiet fourth quarter resulting from economic factors. "Tour support is a problem abroad as it is domestically," says Cook. "With the costs of transportation, there aren't as many 'take a shot' speculative research and development tours. Where before you'd do a first tour for exposure so as to be in position to sell records the second or third time out, you want to sell records the first time now. Like anything else in the record business today, there must be a cost justification."

Cook said that artist appearances now require isolated marketing campaigns in areas where they pay off. It is especially important to lock into television exposure along with performances. "How many records can you sell to 15,000-20,000 in five cities? You need TV or a major outdoor festival to make it worthwhile."

Promotional programs by most of the labels support Cook's statements, in that television appearances are being utilized to support product or break into markets as

(continued on page 31)

Grieff Bows Parallel

NEW YORK — Former A&M and ABC Records executive Barry Grieff and financier Tradj Vahabzadeh have formed Parallel Communications, a video and music company. Grieff has been named president and Vahabzadeh, financial officer. Named as executive vice president is Jon Small, who has been president at Decent Records. He will produce all the video projects.

Parallel plans to produce one major video project every six to eight weeks, and its label plans to sign developing acts with visual as well as musical appeal.

Parallel is located at 115 W. 57th St., New York, N.Y. 10019. The telephone number is (212) 308-5200.

RCA Reports Higher Sales And Earnings

NEW YORK — With an RCA Records spokesman confirming that income from the records segment had shown a slight gain, RCA Corp. last week reported that sales and earnings for the third quarter and first nine months of 1982 were higher than the comparable periods in 1981. Thornton F. Bradshaw, chairman, RCA, reported that four of RCA's segments — broadcasting (NBC), communications, financial services (C.I.T.), and transportation services (Hertz) — showed higher third quarter profits, but that profits of the electronics segment were off sharply due to declining sales of consumer electronic products, solid state devices and commercial equipment.

The company's third quarter earnings bettered those of last year without regard to the special write-down of program material in that quarter and were primarily due to a favorable marketing situation for the NBC network and the owned-and-operated TV stations. Despite the assessment of the spokesman, no figures were given for RCA Records.

The net income for the three months ended Sept. 30, 1982, was \$47.6 million, equal to 40 cents per common share, as opposed to a loss of \$104.8 million, or a negative \$1.62 per common share, in the third quarter of 1981. The 1981 period included the provision of \$150 million after tax for restructure of operations and revaluation of assets, and a gain of \$18.1 million after tax from the sale of the C.I.T. headquarters building. Exclusive of these non-recurring 1981 items, the earnings for the third quarter this year were 75% ahead of last year. Sales for the quarter set a new high of \$2.04 billion from \$1.99 billion last year.

The first nine months of 1982 brought net

(continued on page 26)



REFLECTIONS IN A NAKED EYE — British duo Naked Eyes has just been signed to EMI America. The group's self-titled debut album is expected to be released in early January. Pictured at the signing in London are (l-r): Rob Fisher of the group; Bob Currie, director, A&R, EMI/Liberty; George Leonard, Naked Eyes' manager; Tony Mansfield, the band's producer; Peter Byrne, of the group; Terry Slater, director, A&R, EMI, U.K.; Hugh Stanley-Clarke, A&R Manager, EMI, U.K.; Deane Cameron, director, A&R, Capitol Canada; and Peter Dawkins, A&R director, EMI Australia.

Columbia's Team Approach Delivering Hits On All Fronts

(continued from page 6)

"It gets down to a sense of balance," says Teller. "We think that's the bedrock principle. We have as deep a roster of superstars as any label, and when we have a new act, it requires a marshalling of support because we want to be sure that that roster of superstars doesn't overwhelm our work with new acts. Yet the balance we've struck is very good — I don't think one superstar on our roster has suffered. But the internal groundwork is really the key."

That groundwork takes the form of brainstorming between the artists and all departments, including A&R, artist development, marketing, merchandising, sales and publicity.

"There's always an on-going dialog between departments," says Mickey Eichner, vice president, national, A&R. "We're

Columbia Shifts Execs In West Coast Office

NEW YORK — Al Teller, senior vice president/general manager, Columbia Records, and Myron Roth, senior vice president/general manager, West Coast operations, Columbia, have jointly announced the restructuring of the label's A&R and marketing management team in Los Angeles. Ron Oberman has been named vice president, West Coast A&R; Michael Dilbeck has been named vice president, creative affairs and special projects, West Coast A&R; and Bob Willcox takes over the position of vice president, product marketing, West Coast.

Oberman will be responsible for directing the label's overall West Coast A&R activities, including talent acquisition, recording projects by West Coast artists and in-house production. He reports to Mickey Eichner, vice president, national A&R, Columbia.

Dilbeck moves to a newly created position. He will work with a select group of major Columbia artists, such as Journey, Kenny Loggins, Eddie Money, Santana and Barbra Streisand, as well as find new talent for the label and handle special A&R projects. In addition, he will be charged with the acquisition of motion picture soundtracks and will oversee their development and production. He reports to Oberman.

Willcox will provide direction to Columbia's marketing effort on the West Coast. He reports to Arma Andon, vice president, product development, Columbia, regarding the label's video/artist development, product development and press relations. In addition, he will coordinate the activities of these departments with the label's West Coast promotion staff.

always feeding off each other, and I like to think that's why we're doing so well. We don't feel there are any rigid lines between the different departments." Eichner adds that in many instances a product manager will work very closely with the A&R manager on a particular project, and is often in the studio, listening to the work as it progresses and making suggestions. Advance cassettes are distributed to both the executive staff and the sales force for feedback prior to release. "After all," says Eichner, "they're the ones who have to work it."

The desire for feedback often has concrete results. Howard Thompson, director, talent acquisition, East Coast, A&R, cites a recent instance in which A&R selected the single from the new Psychedelic Furs album based on the popular response from Columbia's non-A&R staffers. Similarly, Paul Atkinson, director, contemporary music, East Coast, A&R, said that the enormous amount of enthusiasm felt by the field staff for roster artists has frequently translated into real suggestions that were applied in the studio.

Once the product is ready to roll, the same rules apply. Sessions between such departments as marketing, merchandising, sales, publicity and artist development are the rule and not the exception, with the groundwork laid well in advance of any release date.

"The worst thing for us is a surprise," says Bob Sherwood, vice president, marketing. "We have to participate in each others' plans because our goal is to sell records and we don't want to be jammed." Adds Ron Oberman, vice president, merchandising, West Coast: "The key point is that work is done before the record is out."

Healthy Roster

Keeping the roster healthy is a priority at Columbia, and while superstar product makes a large contribution to what Sherwood termed the "luxury of riches" which Columbia presently enjoys, the label is convinced its future lies with developing new artists.

"When you're doing tonnage artists, you tend to chase those," said Sherwood. "We were very careful with bands like Men At Work and Loverboy to set campaigns that would prevent them from getting lost."

The success of Loverboy is beyond question, and the lessons learned in that campaign have been applied with quick results to Men At Work. Loverboy's "Get Lucky" continues to sell between 50 and 60,000 pieces a week after nearly a year in the bins, and that is the kind of success Columbia envisions for Men At Work.

(continued on page 26)

COAST TO COAST

EAST COASTINGS — Making good on its pledge to continue signing artists at "all levels," RCA has inked Philadelphia rocker **Robert Hazzard**. A hometown hero, Hazzard is reportedly the biggest regional attraction since Springsteen used to play the Main Point Cafe in his pre-Columbia days, having moved roughly 40,000 copies of his independent EP in Philly alone. . . **Little Richard** snuck back into New York the other weekend to lead services at St. Luke's on Restaurant Row as part of a promotion for the play, *Rock 'N Roll! The First 5,000 Years*. While the services included no laying-on-of-hands, the monarch-of-rock-turned-disciple-of-the-Word did lay his hands in cement at the St. James Theater, Graumann-style. . . The vacation of your dreams: **Frank Zappa** has traditionally celebrated Halloween with a New York concert. However, there



REACH OUT — Blue Sky recording artist David Johansen recently appeared at the Ritz in New York in support of his recent album, "Live It Up."

is no Zappa tour this year, and subsequently no Halloween date. Instead, Zappa will premiere his latest video project, *The Dub Room Special* that evening at The Ritz. In conjunction with the screening, Zappa will judge a costume party, and prizes include four round-trip tickets to Las Vegas — complete with accommodations at The Dunes. . . Face the music: Painter **Debra Schwartz**, former manager of **The Proof**, **Andy Pratt** and **David Sancious**, will have her first major show this week at the Century Cafe in New York. The exhibit will spotlight 56 recent paintings of musicians, including **David Byrne**, **Tom Petty**, **Tom Waits** and **Hall & Oates**. "I always wanted to combine music and art," Schwartz recently told us. "So I moved to New York and began working in the business in order to meet people. I think the industry needs something like this. That cultural aspect is missing in the music business." Apparently, Schwartz's feelings are shared by others, including RCA A&R chief **Dan Loggins** and members of **The E Street Band**, who already own some of the artist's work. "The reaction from musicians has been great," she said. "But I get nervous when they see the work so I'd rather not be around." A fast worker, Schwartz reported that the majority of items in the show were painted over the last three months and if the show does well, she hopes to tour it. Also at work on a book, Schwartz would like to undertake a series of lithographs signed by both the artist and the subjects. . . In town for a gig at the Peppermint Lounge, guitarist **Robbie Krieger** recently blew through our doors to discuss his new Passport LP, "Versions," and life amidst the continuing **Doors** frenzy. Still based out of L.A., Krieger has been producing demos by local new wave bands, working with vocalist **Helena Springs** (former **Bob Dylan**, **Eric Clapton** back-up) and leading his own band, which features ex-**Knack** members **Bruce Gary** and **Burton Avere**. Of his decision to go with Passport, Krieger said that the larger labels he had approached were "afraid because it's an instrumental album. I decided I'd rather have it on a label that wanted it instead of fighting them."

fred goodman

POINTS WEST — **The Neville Bros.** have been signed to Rolling Stones Records and **Keith Richards** has already begun producing the group's next LP down in the Louisiana swampland 'round New Orleans. West coast fans of the bros should catch them Nov. 2 & 3 at L.A.'s Roxy and on Nov 5 & 6 at San Francisco's Boarding House. . . Data Age, the home video game company that promoted its first viddies with a giveaway eva-tone soundsheet simulating the aural antics inside a computer, will join forces with **Journey** to release the first home vid amusement based on a rock 'n' roll theme. Carrying a suggested list of \$34.95, "Journey Escapes" plans to use the band's hit tune "Don't Stop Believin'" as the sonic background for the game, which has players moving the five group members past several obstacles like photogs, groupies, journalists, etc. to a limo

waiting outside the backstage door. . . **The Go-Go's** wrapped up a whirlwind American tour recently and are off to conquer Europe now, but before leaving U.S. shores several of the group members took time to pursue tangential musical interests. **Charlotte Caffey** and **Bette Midler** worked on some compositions together for Bette's next LP, while **Kathy Valentine** was corresponding with **Carlene Carter** in London on new tunes for Carlene's forthcoming venture, and reports say Carter has already recorded some demos of the collaborative efforts with former **Bowle** producer **Tony Visconti** in a British studio. Meanwhile, drummer **Gina Schock** put down percussion grooves on a track called "Design for Living" set for inclusion on **Nona Hendryx's** platter due in Feb. '83. Supposedly a very strange, electronic ditty, the tune is also said to feature **Patti LaBelle** and **Tina Weymouth**, and before it's completed may benefit from the aid of **Nancy Wilson** and **Laurie Anderson**. . . **Todd Rundgren's** new solo disc (his next-to-last for Bearsville) is titled "The Ever-Popular Tortured Artist Effect" and should be out the first week in January. Currently Todd and **Utopia** have begun a national tour that's set to climax with a live cable-TV broadcast on Thanksgiving night from Rissmiller's club in Reseda, Calif. and is expected to reach over 10 million people via the USA Network. . . **Chick Corea** is rumored to be helping out with Scientology mesmerizer **L. Ron Hubbard's** "space jazz" soundtrack to his latest sci-fi tome *Battlefield Earth*. . . November's meeting of the Assn. of Independent Music Publishers will address the record rental controversy; call (213) 463-1151 for more information. . . **Lene Lovich** and partner **Les Chappell** have wrapped up recording her first full album in over two years, "No Man's Land," slated for release Oct. 29. Right now Ms. L is appearing in the London Operini of "Mata Hari" at the Lyric Studio in Ham-



FRIENDLY PERFORMANCE — **Solar** recording group **Shalamar** recently performed at L.A.'s Greek Theatre, including many of the songs from its "Friends" LP in the set. Pictured on stage are (l-r): Jeffrey Daniel, Jody Watley and Howard Hewitt of the group.

mersmith, which'll end on the night of Nov. 13.

jeffrey resner

TOP 30 VIDEOCASSETTES

	Weeks On 10/30 Charts	Weeks On 10/30 Charts
1 CONAN THE BARBARIAN MCA Distributing Corporation 77010	2 7	
2 QUEST FOR FIRE 20th Century-Fox Video 1148	16 2	
3 DEATH WISH II Warner Home Video 26032	7 5	
4 DEATHTRAP Warner Home Video 11256	10 5	
5 CHARIOTS OF FIRE Warner Home Video 7004	1 11	
6 NICE DREAMS Columbia Pictures Home Entertainment 10456	6 5	
7 ON GOLDEN POND 20th Century-Fox Video 9037	3 23	
8 CAT PEOPLE MCA Distributing Corporation 77008	9 23	
9 ARTHUR Warner Home Video 72020	5 27	
10 THE SEDUCTION Media Home Entertainment M-196	8 6	
11 STAR WARS 20th Century-Fox Home Video 1130	4 22	
12 SHARKY'S MACHINE Warner Home Video 72024	14 14	
13 JANE FONDA'S WORKOUT KVC/RCA Karl Video Corporation 042	13 19	
14 PARTNERS Paramount Home Video 1446	12 8	
15 TAXI DRIVER Columbia Pictures Home Entertainment 10542	11 9	
16 RAGTIME Paramount Home Video 1486	15 17	
17 THE SWORD AND THE SORCERER MCA Distributing Corporation 71010	— 1	
18 CANNERY ROW MGM/UA Home Video MVR/MBR 00143	18 12	
19 ABSENCE OF MALICE Columbia Pictures Home Entertainment 1005	17 18	
20 DEAD MEN DON'T WEAR PLAID MCA Distributing Corporation 77011	— 1	
21 PRIVATE LESSONS MCA Distributing Corporation 71008	19 20	
22 BUTTERFLY Vestron V6007	20 10	
23 CUTTER'S WAY MGM/UA 700154	26 3	
24 TRUE CONFESSIONS MGM/UA MVR/MBR 00145	25 13	
25 DIAMONDS ARE FOREVER 20th Century-Fox Home Video 4605	21 11	
26 THE COMPLEAT BEATLES MGM/UA 0016C	— 1	
27 SOME KIND OF HERO Paramount Home Video 1118	28 12	
28 SUPERMAN II Warner Home Video WB-61120	23 31	
29 DRAGONSLAYER Paramount Home Video 1367	29 22	
30 THE AMATEUR 20th Century-Fox Video 1147	— 1	

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

NEW VIDEO SOFTWARE RELEASES

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

ROCKY III** Cassette — CBS/Fox TW 4708 . . . \$69.98	NORMA RAE CED — CBS/Fox CTW 1082 . . . \$29.98
I OUGHT TO BE IN PICTURES** Cassette — CBS/Fox TW 1150 . . . \$59.98	DEATH HUNT CED — CBS/Fox CTW 1125 . . . \$29.98
SIX PACK** Cassette — CBS/Fox TW 1183 . . . \$59.98	CAPRICORN ONE CED — CBS/Fox CTW 9007 . . . \$29.98
BARBAROSSA** Cassette — CBS/Fox TW 9048 . . . \$59.98	GAME OF DEATH CED — CBS/Fox CTW 6124 . . . \$29.98
KENNY LOGGINS ALIVE** Cassette — CBS/Fox TW 6131 . . . \$39.98	DAMIEN — OMEN II CED — CBS/Fox CTW 1087 . . . \$29.98
BEST LITTLE WHOREHOUSE IN TEXAS* Cassette — MCA 77014 . . . \$79.95	A CHANGE OF SEASONS CED — CBS/Fox CTW 1104 . . . \$29.98
MISSING* Cassette — MCA 71009 . . . \$79.95	LENNY CED — CBS/Fox CTW 4563 . . . \$29.98
S.O.B. CED — CBS/Fox CTW 7110 . . . \$29.98	BUS STOP CED — CBS/Fox CTW 1031 . . . \$29.98
RETURN OF THE STREET FIGHTER CED — CBS/Fox CTW 7009 . . . \$29.98	AN UNMARRIED WOMAN CED — CBS/Fox CTW 1088 . . . \$29.98
HARRY CHAPIN IN CONCERT CED — CBS/Fox CTW 7096 . . . \$29.98	SIX PACK CED — CBS/Fox CTW 1183 . . . \$29.98
BLACK ORPHEUS CED — CBS/Fox CTW 7054 . . . \$29.98	TAPS CED — CBS/Fox CTW 1128 . . . \$29.98
GETTING OF WISDOM CED — CBS/Fox CTW 7048 . . . \$29.98	AUTHOR! AUTHOR! CED — CBS/Fox CTW 1181 . . . \$29.98
FINAL CONFLICT CED — CBS/Fox CTW 1115 . . . \$29.98	MEGAFORCE CED — CBS/Fox CTW 1182 . . . \$29.98
JULIA CED — CBS/Fox CTW 1091 . . . \$29.98	CASABLANCA Laserdisc — CBS/Fox LTW 4514 \$39.98
CHU CHU AND THE PHILLY FLASH CED — CBS/Fox CTW 1119 . . . \$29.98	M*A*S*H* Laserdisc — CBS/Fox LTW 1038 \$39.98
THE SPIRAL STAIRCASE CED — CBS/Fox CTW 8030 . . . \$29.98	THE PINK PANTHER Laserdisc — CBS/Fox LTW 4509 \$34.98
THERE'S NOT BUSINESS LIKE SHOW BUSINESS CED — CBS/Fox CTW 1086 . . . \$29.98	FIDDLER ON THE ROOF Laserdisc — CBS/Fox LTW 4524 \$49.98
THE PAPER CHASE CED — CBS/Fox CTW 1082 . . . \$29.98	THE ADVENTURES OF ROBIN HOOD Laserdisc — CBS/Fox LTW 4540 \$34.98
NOTORIOUS CED/CBS/Fox CTW 1150 . . . \$29.98	

**November releases
*December releases

CBS/Fox To Market Playboy Video Series Of Videocassettes, Discs

LOS ANGELES — CBS/Fox Video will begin marketing and distributing the first edition of Playboy Video prerecorded cassette and videodisc product to the home market Nov. 1. The home video version of the popular men's magazine is also expected to be available in the U.K. and Australia next month.

The announcement was officially made at press gatherings in Los Angeles and New York on Oct. 26 and 27, respectively.

Playboy Video will be released in quarterly installments and may "occasionally" include segments or features previously shown on the Playboy Channel, the pay-TV counterpart to the magazine, which debuted in January of this year, according to 20th Century Fox Telecommunications president Stephen Roberts and Playboy Enterprises senior vice president Paul Klein.

The first edition of Playboy Video, in fact, does include a previously aired interview with John and Bo Derek, and a pictorial on 1982 Playmate of the Year, Shannon Tweed, but Playboy's Klein indicated that, by the third or fourth edition, most of the segments would be original. Among the other elements of Playboy Video, many of which mirror ongoing features of the magazine, are a "centerfold" pictorial and an adaptation of a *Ribald Classic*.

The initial edition of Playboy Video also includes a profile of actress Barbara Carrera; highlights from the 1982 Playboy Jazz Festival; a feature on the girls of Paris' *Crazy Horse Saloon* and *Playboy Memories*, a nostalgic account of Playboy's 28-year history, in addition to clips from *Michael Nesmith in Elephant Parts*.

RCA, Columbia Set Board For Joint U.S., Int'l Ventures

LOS ANGELES — The domestic and international joint ventures of RCA Corp. and Columbia Pictures will share a common eight-member Board of Directors, comprised equally of RCA and Columbia executives. The purpose of the common board for the two joint ventures is to allow for closer coordination in the areas of program acquisition and distribution, as well as new program development.

Columbia representatives include Frank Price, chairman and chief executive officer, Columbia Pictures; Victor Kaufman, vice chairman, Columbia Pictures; Jonathan Dolgen, president, Columbia Pictures Pay Cable and Home Entertainment Group; and Patrick M. Williamson, president, Columbia Pictures International. RCA representatives include Herbert S. Schlosser, executive vice president, RCA; Robert D. Summer, president, RCA Records; Jose E. Menendez, division vice president, staff operations and finance, RCA Records; and Thomas G. Kuhn, division vice president, RCA VideoDiscs.

The domestic joint venture, formed in June of this year, has been formally titled RCA/Columbia Pictures Home Video. Headquartered in Burbank, it will distribute home video entertainment in both disc and prerecorded videocassette configurations throughout the U.S. and Canada. Robert Blattner serves as vice president and general manager.

RCA/Columbia Pictures International Video was formed in June 1981 and headquartered in New York City. It operates in Great Britain and France, with the West German market planned to be added this month.

The first new program acquisition by RCA/Columbia Pictures Home Video is a 90-minute concert featuring Fleetwood Mac, videotaped in Long Beach, Calif. this month. It is slated to be released in stereo videocassettes and discs in early 1983.



Twentieth's Roberts noted that the company is supporting Playboy Video with a comprehensive marketing and sales campaign, which includes national magazine advertising, in addition to a complete selection of point-of-purchase merchandising materials. POP materials consist of a free-standing tower display (featuring a life-size, dimensional picture of New York Playboy bunny Jennifer Babbiste), counter cards, hanging mobiles, streamers, dealer decals and posters.

The 85-minute program will carry a suggested retail price of \$59.98 for prerecorded videocassette and \$29.98 for videodisc.

The second edition of Playboy Video is scheduled for release in February 1983.

Southern Cal Video Retailers Group Votes To Join VSDA

LOS ANGELES — The 29-member Southern California Video Retailers Assn. (SCVRA), one of the largest regional video dealers groups, has voted to join the Video Software Dealers Assn. (VSDA). The SCVRA now becomes the first organized regional segment of VSDA.

John Pough, former president of SCVRA and a newly elected VSDA Advisory board member, had previously affiliated his company, Video Cassettes, Unlimited of Santa Ana, with VSDA. In addition to Video Cassettes, Unlimited, the new members of VSDA include: A.J. Video Movies, Yorba Linda; All Video Movies, El Toro; Apollo Video Movies, Orange; Back Stage Video, Long Beach; BJ's Video Station, La Habra; Dawn's Video, San Bernardino; DD Video Station, Cypress; Hi Desert Home Video, Hesperia; Home Video Specialties, Riverside; In Home Video, Riverside; Movie Time Video Center, Garden Grove; The Picture Show, Huntington Beach; Vanwell's Video Station, Norco; Video Alternatives, Mission Viejo; The Video Club, Sunnymead; Video Crossroads, Fullerton; Video Depot, Fullerton; Video Depot, Tustin; Video Flicks, Orange; Video Haus, La Palma; Video Shack, Orange; The Video Shoppe, Fullerton; The Video Station, Anaheim; Prime Time Video, Anaheim; The Video Companion, Stanton; and Weber's World, Anaheim.

Compleat Beatles Ban Lifted By N.Y. Court

LOS ANGELES — The temporary restraining order obtained by Apple Corps. Ltd. in New York Federal District Court prohibiting MGM/UA Home Video from marketing and distributing *The Compleat Beatles*, a 119-minute documentary on the band, has been lifted. According to representatives of MGM/UA, an out-of-court settlement was reached between the plaintiffs and MGM/UA, Delilah Films, Delilah Communications, Stephanie Bennett, Archive Film Prods., Patrick Montgomery and Ingram Book Company.

TOP 200 ALBUMS

Richie Solo Album Exploding From Coast To Coast

by Mark Albert and Ken Kirkwood

TOP STORY OF THE WEEK is Lionel Richie as both his album and single explode nationwide. Following a 19-point jump last week to #28, Richie's album takes a 15-point leap to #13 bullet on the **Cash Box** Top 200 Albums chart. Explosive third week sales in all regions led by the South and East. Strong initial rack reaction as well. The LP also goes to #4 bullet from #6 on the **Cash Box** Top 75 Black Contemporary Albums chart. The single "Truly" enjoyed equally favorable acceptance, jumping to #7 bullet, up from #17 on the Pop Singles chart, and to #7 bullet from #19 on the B/C Singles chart.

TOP TEN HIGHLIGHTS — John Cougar remains at #1 for the tenth consecutive week . . . The third single from the album, "Hand To Hold On To," debuted at #76 bullet . . . Bruce Springsteen moves up two places to #3 bullet. Strong retail sales out of the East, Midwest and West to go along with Top 25 rack reports . . . Men At Work jump into the Top 5 at #4 bullet, up from #7. Sales are very strong in the West, East and South. Top 30 rack sales. Their new single, "Down Under," debuts this week on the Pop Singles chart at #87 bullet . . . Billy Joel takes a big five-point move to #5 bullet in his fourth week. Very strong retail activity in the East, Midwest and South. Top 15 rack sales. His "Pressure" single goes to #24 bullet from #28 . . . The Who move up a notch to #7 bullet behind strong sales in the East, West and Midwest . . . Rush also moves up one to #8 bullet. Selling well in the Midwest, South and East with Top 30 rack reports as well . . . This week's new entry into the Top 10 is Olivia Newton-John at #10 bullet, up from #12. Good retail everywhere with solid Top 5 rack reports. Her "Heart Attack" single goes to #3 bullet from #6.

TOP 100 HIGHLIGHTS — Linda Ronstadt moves two spots to #14 bullet in her fourth week. Selling quite well in the West, Midwest and South along with good rack reports . . . Neil Diamond jumps into the Top 20 at #16 bullet, up from #21. Good retail out of the East, Midwest and West with very strong Top 10 rack reports. His "Heartlight" single goes to #11 bullet from #15 . . . The Stray Cats move two points to #17 bullet. Best retail out of the West, East and Midwest. Top 50 rack sales as well. The "Rock This Town" single goes to #33 bullet, up from #40 . . . Diana Ross goes to #21 bullet, up from #25 in her third week. Selling well in the Midwest, West and East. Strong initial response at the racks. Her album is #5 bullet on the B/C Albums chart . . . Luther Vandross takes a nice eight-point jump to #22 bullet. Very strong sales out of the East, South and Midwest. His album is also the #1 album on the B/C Albums chart for the second week in a row . . . Donald Fagen takes a 10-point jump to #29 bullet. Strong second-week sales out of the Midwest, West and South. His "I.G.Y. (What A Beautiful World)" single jumps to #29 bullet, up from #38 . . . Daryl Hall and John Oates jump 13 points to #33 bullet. Good sales in the East, Midwest and West with good initial rack reaction. The "Maneater" single explodes to #20 bullet from #33 on the Pop Singles chart . . . Spurred by its recent award-winning appearance on the Country Music Awards

TV show, Alabama has two albums rebulleting up the chart. "Mountain Music" jumps to #38 bullet after 34 weeks on the Pop Albums chart, and "Feels So Right" jumps 12 points to #104 bullet after 87 weeks. In addition, the group's "Close Enough To Perfect" single goes to #1 bullet on the Country Singles chart . . . The soundtrack to *An Officer And A Gentleman* leaps 15 points to #42 bullet. Strong retail out of the East and Midwest. The single "Up Where We Belong," by Joe Cocker and Jennifer Warnes goes to #1 bullet from #3 on the Pop Singles chart . . . Missing Persons takes a big jump to #63 bullet, up from #89 in its second week. Good retail out of the West, East and Midwest. Its "Destination Unknown" single goes to #60 bullet from #66 on the Pop Singles chart . . . Jefferson Starship takes a 16-point jump to #66 bullet. Best retail out of the Midwest and West. Its "Be My Lady" single goes to #46 bullet, up from #55 . . . There are six new entries into the Top 100 this week. Spyro Gyra takes a 22-point jump to #81 bullet with strong sales out of the Midwest, West and South. The album is also #1 for the second week on the Jazz Albums chart. One Way goes to #92 bullet, up from #109. Good retail action out of the West, Midwest and South. The album goes to #21 bullet from #26 on the Albums chart. Two of the hotter new country releases are by Dolly Parton and Waylon & Willie. Parton's "Greatest Hits" jumps to #94 bullet from #112 and Waylon & Willie move to #98 bullet, up from #115. Both LPs are selling very well in the West, Midwest and South. Both are also off to a good start at the rack level; Parton is Top 60 while W&W are a Top 100 item . . . Adam Ant jumps 19 points to #99 bullet. Selling best in the Midwest, East and West. Utopia jumps into the Top 100 at #95 bullet.

RECORD TO WATCH — Dionne Warwick takes a 25-point jump to #107 bullet. Doing very well at the retail level in the Midwest, East and West. Her album goes to #30 bullet from #45 on the B/C Albums chart. Her "Heartbreaker" single goes to #32 bullet from #41 on the Pop Singles chart and to #54 bullet from #66 on the B/C Singles chart.

DEBUTS — Emmylou Harris hits the chart at #119 bullet. Good initial retail out of the Midwest, West and South . . . Pat Travers debuts at #128 bullet. Off to a good start in the West and Midwest . . . The duo of Earl Klugh and Bob James come in at #138 bullet. Like Travers, best initial retail out of the West and Midwest. The album also debuts at #22 bullet on the Jazz Albums chart . . . Eddie Rabbitt debuts at #141 bullet. Selling well in the West, Midwest and South with positive initial rack reaction . . . A live jazz album, "Casino Lights," comes in at #143 bullet with good retail out of the West, East and Midwest . . . Two new country releases, by Larry Gatlin & The Gatlin Brothers Band, at #167 bullet, and T.G. Sheppard, at #175 bullet, are both starting off well in the Midwest and South . . . The soundtrack to *The Jazz Singer* has exploded at the rack level again due in part to current exposure on the cable TV networks, and the current success of Neil Diamond's latest album and tour . . . Lynyrd Skynyrd debuts at #172 bullet with best initial response in the South and Midwest. Also debuting is Donnie Iris at #178.



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

REGIONAL ALBUM ANALYSIS

NATIONAL BREAKOUTS

- | | |
|----------------------------|--------------------|
| 1 DONALD FAGEN | 9 MISSING PERSONS |
| 2 DARYL HALL & JOHN OATES | 10 EVELYN KING |
| 3 LUTHER VANDROSS | 11 PETER GABRIEL |
| 4 DIANA ROSS | 12 SPYRO GYRA |
| 5 DIRE STRAITS | 13 RICKY SKAGGS |
| 6 AN OFFICER & A GENTLEMAN | 14 KOOL & THE GANG |
| 7 JEFFERSON STARSHIP | 15 DOLLY PARTON |
| 8 ALABAMA | |

NORTHEAST 1.

- 1 DONALD FAGEN
- 2 DARYL HALL & JOHN OATES
- 3 LUTHER VANDROSS
- 4 DIANA ROSS
- 5 EVELYN KING
- 6 DIRE STRAITS
- 7 KOOL & THE GANG
- 8 MISSING PERSONS
- 9 PETER GABRIEL
- 10 GRAND MASTER FLASH

SOUTHEAST 2.

- 1 LUTHER VANDROSS
- 2 DONALD FAGEN
- 3 EVELYN KING
- 4 DARYL HALL & JOHN OATES
- 5 DIANA ROSS
- 6 KOOL & THE GANG
- 7 ALABAMA
- 8 DIRE STRAITS
- 9 AN OFFICER & A GENTLEMAN
- 10 SPYRO GYRA

BALTIMORE/WASHINGTON 3.

- 1 LUTHER VANDROSS
- 2 AN OFFICER & A GENTLEMAN
- 3 DIANA ROSS
- 4 DARYL HALL & JOHN OATES
- 5 DONALD FAGEN
- 6 DIONNE WARWICK
- 7 EVELYN KING
- 8 PAT TRAVERS
- 9 ADAM ANT
- 10 JEFFERSON STARSHIP

WEST 4.

- 1 DONALD FAGEN
- 2 MISSING PERSONS
- 3 DARYL HALL & JOHN OATES
- 4 DIANA ROSS
- 5 LUTHER VANDROSS
- 6 PETER GABRIEL
- 7 DIRE STRAITS
- 8 AN OFFICER & A GENTLEMAN
- 9 SPYRO GYRA
- 10 JEFFERSON STARSHIP

MIDWEST 5.

- 1 DONALD FAGEN
- 2 DARYL HALL & JOHN OATES
- 3 DIANA ROSS
- 4 AN OFFICER & A GENTLEMAN
- 5 LUTHER VANDROSS
- 6 DIRE STRAITS
- 7 PETER GABRIEL
- 8 JEFFERSON STARSHIP
- 9 AMERICA
- 10 ABC

NORTH CENTRAL 6.

- 1 ALABAMA
- 2 DARYL HALL & JOHN OATES
- 3 DIANA ROSS
- 4 RICKY SKAGGS
- 5 AN OFFICER & A GENTLEMAN
- 6 DOLLY PARTON
- 7 DONALD FAGEN
- 8 LUTHER VANDROSS
- 9 SYLVIA
- 10 DIRE STRAITS

DENVER/PHOENIX 7.

- 1 DONALD FAGEN
- 2 DIRE STRAITS
- 3 DIANA ROSS
- 4 DARYL HALL & JOHN OATES
- 5 MISSING PERSONS
- 6 EMMYLOU HARRIS
- 7 LUTHER VANDROSS
- 8 AMERICA
- 9 SPYRO GYRA
- 10 JEFFERSON STARSHIP

SOUTH CENTRAL 8.

- 1 DONALD FAGEN
- 2 LUTHER VANDROSS
- 3 ALABAMA
- 4 DARYL HALL & JOHN OATES
- 5 RICKY SKAGGS
- 6 DIRE STRAITS
- 7 DIANA ROSS
- 8 ADAM ANT
- 9 DOLLY PARTON
- 10 ONE WAY

WHAT'S IN-STORE

CHRISTMAS STARS — What do Kool & The Gang, The Statler Brothers, Rod Stewart, Fred Astaire, Steven Stills, David Clayton-Thomas, The Platters, Firefall, Gene Autrey, Willie Nelson, Tabbynacole Choir and Canine Chorus have in common? They're all featured artists in a new line of musical greeting cards. The "Musigram Christmas Star Series" comprises the first batch of Musigrams, which contain actual recordings by top name artists. Titles in the Christmas card series include "I'll Be Home for Christmas" by the Statlers, "Santa Claus Is Coming To Town" by Fred Astaire, Willie Nelson singing "Blue Christmas," Rod Stewart on "Amazing Grace" and Kool & The Gang's hit "Celebration." The songs are on tear-off soundsheet flexidiscs attached to the cards, which come in four designs. According to Musigrams' **Marty Boltax**,



HELPING HAND — Charlie Daniels recently visited the Strawberries Records & Tapes outlet in Burlington, Mass. Watching Daniels sign autographs are (l-r): Ivan Lip-ton, district manager, Strawberries; Mark Briggs, director of operations, Strawberries; and Lenny Collins, promotion manager, Epic/Portrait/CBS Associated labels.

Michael McDonald, Linda Ronstadt, Bad Company, Crosby, Stills & Nash and the soundtrack for *Fast Times At Ridgemont High* are all at "low sale price," which varies slightly throughout the chain but is generally \$6.49 per LP, \$6.99 per tape. Forty other specified titles are at \$1 off, as are an additional 50 titles chosen by each store. Record Bar has created special buttons, posters and stickers to promote "The Event" and will award over \$1,400 to winners of national and district display contests. In addition, the chain is advertising on MTV for the first time in promoting "The Event". . . Record Bar's second annual "Surf-About" was held last month at Wrightsville Beach, N.C. The event was split into professional and amateur divisions, with 52 pros and 250 amateurs competing. The pros — some from as far off as Hawaii — paid a \$50 entry fee to surf for \$5,000 in prize money, while proceeds from the sale of T-shirts and concessions were donated to the local recreation department. Coordinated by the outlets in Myrtle Beach, S.C. and nearby Wilmington, N.C., together with a local surf shop, Surf-About tied in music by giving spectators the opportunity to request songs to be played through the P.A. Adding unwanted drama to the proceedings was a rescue by several surfers of a youngster who fell into the ocean from a slippery pier. . . A Country Music Month promotion at the Chattanooga outlets awarded **Eddie Rabbitt** and **Hank Williams Jr.** catalogs, the latter coming with tickets for a concert by Bocephus in Calhoun, Ga., as well as one of his belt buckles. The Record Bar in Dalton, Ga., also participated in the drawings. . . EMI America supplied a **Stray Cats** video for in-store play at the Morrow, Ga., outlet, to encourage adoption of 20 homeless cats supplied by the Clayton County Humane Society in observance of National Adopt-A-Pet-For-Life-Month. The store gave the strays a **Garfield**-decorated display window, then sold raffle tickets at 50 cents apiece to give away a huge stuffed cat. The money obtained was then donated to the Society to help construct an animal shelter.

jim bessman

Retailers Add Cassette, Video Games Accessories For Xmas

(continued from page 5)

broke, a lot of people treated accessories as afterthoughts. But we made a commitment to the various products and watched sales grow dramatically. As a result of the ad, we moved more blank video tape than ever before; there's a price war in L.A. on the tape and we let consumers know we had great prices on it. Other alternative products, like film, have been added on for the customer's convenience and for impulse sales."

Perliss estimates that sales of accessories in Music Plus stores have increased 600-700% this year, and that the amount of floor space granted to non-prerecorded product has skyrocketed to 1,400% more than in 1981. "Let's put it this way," he explains, "last year our stores carried maybe two carrying cases behind the counter on the cassette wall; this year we have large floor stacks of cassette cases and we're stocking several different lines." In addition to the Music Plus stores, Show Industries' City One Stop actively promotes accessories to mom & pop accounts, and just recently held an accessory fair in its L.A. warehouse, with approximately 30 manufacturers and sales reps manning booths showcasing their products to 50-70 City One Stop accounts from Western regions.

Video games and blank tape notwithstanding, record retailers surveyed around the country have optimistic hopes that some accessories and alternative items will sell in exceptionally large numbers this holiday season. Among the products forecasted to elicit a positive response from consumers are:

- **8-Track to Cassette Adapters** — These plastic modules, which are capable of converting an 8-track tape player to a cassette deck, range in price from \$24.95 to \$54.95, depending on the unit. Manufactured under several brand names, including Mona, K.2.8 and Kraco, the converters are already doing well, with distributors like Ted's One-Stop in St. Louis, Mo. (who's moved 200 since May) reporting sales have been "steadily increasing every month."

- **Crates and cases** — Record and tape storage items, as well as video game storage units, are anticipated to be hot in

the months ahead, say a number of retailers and one-stops, including Chicago-based Flip Side, Stark/Camelot, Licorice Pizza, Record Bar and City One Stop. In addition to attache case-type holders and peach crate-type storage units, one line that's shown promise is Napa Valley Boxes for cassettes, with some featuring a sliding lid.

- **Record & Tape Cleaning Systems** — Disc and tape cleaners have traditionally been reliable sales items around the Christmas season, and this year doesn't figure to be any different. As usual, Discwasher and Allsop cleaning products are the two leaders in the field, and retailers are anxiously awaiting a special bargain-priced (\$14.95) tape care kit from Discwasher, which will contain a CPR and Perfect Path cassette head cleaner in one new package.

Other items being stocked this holiday period, sometimes kept by the cash register as stocking stuffers and impulse merchandise include Christmas ornaments, wind-up toys, buttons, posters, candles, stationary, stuffed animals, E.T. key rings, pins, decals, sunglasses, cigarette lighters and "Chu-bops" rock LP bubble gum. As Record Bar's White-Spinner explains, "You always try to put as much by the register as possible for those last-minute purchases." Realizing the public demand for blank tapes, some stores are making up their own stocking stuffers of various cassette combinations. Atlanta, Ga.-based Turtles Records & Tapes, for example, packaged four Maxell UD-XL II 90-minute tapes in a little wooden crate, shrink-wrapped it and is selling the four-pack for \$19.99. And San Francisco's Music People Inc. One-Stop reports some of its accounts sell blank cassettes at discount prices in conjunction with sales of tape carrying cases.

"We're still in the record business," says Jason Blaine, Music People's executive vice president, "and I still think records will be the number one gift item this Christmas. But we do advise retailers to keep a good stock of accessories and make everything visible in the store through special signage, point-of-purchase displays, etc. After all, by selling accessories you can double your investment in many cases."

PLUS PROFIT

TOP SELLING VIDEO GAMES

- Pitfall! • Activision AX018
- Donkey Kong • Coleco 2451
- Frogger • Parker Brothers 5300
- Megomania • Activision AX017
- Berzerk • Atari CX 2640
- Lock 'N Chase • Mattel 5663
- Defender • Atari CX 2609
- Pac-Man • Atari CX 2646
- The Empire Strikes Back • Parker Brothers 5050
- Venture • Coleco 2457
- Star Raiders • Atari CX 2660
- Mousetrap • Coleco 2459
- Zaxxon • Coleco 2435
- Pro Football • Mattel 5658
- Dungeons and Dragons • Mattel 3410

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

TOP SELLING ACCESSORIES *

- Allsop III Cassette Head Cleaner
- BMI Cassette Case (#710)
- Bowers 45 Plastic Sleeves
- Discwasher Anti-Static Mat
- Discwasher D-4 1 1/4 oz. Refill Fluid
- Discwasher D-4 System Kit
- Maxell Cassette Head Demagnetizer
- Maxell LNC-46 (2/Bag)
- Maxell LNC-90 (2/Bag)
- Maxell T-120 (videocassette)
- Maxell XLS Test Pack
- Memorex C-90 (3/Bag)
- Memorex Cassette Head Cleaning Kit
- Recoton RECOV-150 Dustcover
- TDK Cassette Head Cleaning Kit
- TDK DC-90 (2/Bag)
- TDK SAC-90

COMPILED FROM: Musicland — St. Louis • Sound Video, Unltd. — Chicago • Alta Distributors — Phoenix • Lieberman — Denver, Kansas City • Licorice Pizza — Los Angeles • Big Apple Records — Denver • Gary's — Virginia • Karma — Indianapolis • Dan Jay Music — Denver • Disc-O-Mat — New York City • Peaches Records — Cleveland • Tower Records — Sacramento, Seattle • Record Theatre — Cincinnati.

TOP SELLING MIDLINES

- The Blasters • Over There — Live at the Venue, London • Slash/Warner Bros. 1-23735
- Kurtis Blow • Tough • Mercury/PolyGram MX-1-505
- T-Bone Burnett • Trap Door • Warner Bros. 9 23691-1B
- Paul Carrack • Suburban Voodoo • Epic/CBS ARE 38161
- Crosby, Stills & Nash • So Far • Atlantic SD-15119
- The Doors • Elektra EKS 75007
- Duran Duran • Carnival • Capitol ST-15006
- Dan Fogelberg • Souvenirs • Full Moon /CBS PE 33137
- Quincy Jones • The Best • A&M SP-3200
- Carole King • Tapestry • Columbia PE 34946
- Missing Persons • DLP-15001
- Motley Crue • Too Fast For Love • Elektra 9 60174-1V
- The Psychedelic Furs • Forever Now • Columbia ARC 38261
- Spyro Gyra • Morning Dance • MCA 9004
- Talk Talk • EMI America DLP-19001

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

* Excludes T-Shirts & Paraphernalia Heavy Sales

Jazz Manufacturers Differ On The Outlook For Cassette

by Fred Goodman

NEW YORK — Although major labels are reaching parity between albums and cassettes for pop and rock (**Cash Box**, Sept. 4) a **Cash Box** survey of jazz labels finds scant agreement as to whether jazz sales will replicate the pop pattern. Manufacturers still differ widely on their commitment to the configuration, with labels running the gamut from complete lines to no cassette titles whatsoever. While some labels mentioned sluggish wholesale orders and their own lack of experience in the cassette field, many felt that the cassette phenomenon has simply not penetrated to the mainstream jazz buyer.

"We find there is virtually no demand for vintage jazz on cassettes," says Stan Marshall, president, Bainbridge Records. Aside from jazz, Bainbridge covers pop and easy listening with its 77-title catalog,

72 of which are available on cassette. Even with his misgivings, Marshall added that future jazz titles would be released on cassette, "but in very limited quantities."

However, Columbia Records' Dr. George Butler, vice president, jazz A&R, felt that the LP and cassette configurations reached different buyers and that portable tape players can help in introducing jazz to a younger audience. "From my vantage, I think the kids prefer Walkmans and car stereos," said Butler. "Beyond the age of 35, the buyers tend to prefer LPs." Although Columbia does not presently release its Contemporary Masters series on cassettes, Butler foresees adding those titles in the future. Additionally, the department is toying with a jazz-only two fer series unrelated to the new "Double Play" series introduced by CBS (**Cash Box**, Oct. 9).

Recent newcomers to the cassette

market include Palo Alto Jazz, Jazz Man, and Theresa Records. The three West Coast labels issued their first cassettes last month, focusing on their better sellers.

Mass Appeal Titles

"We're basically concentrating on our mass appeal titles," says Al Evers, director, marketing, Palo Alto Jazz. "So far, our strongest buys have come from the Far

East, where there's a tremendous access to portable players."

Similarly, David Town, vice president, production, First American, reports that his outfit's Jazz Man label made its selection of 15 initial titles based on previous sales as LPs. "But our plan is to eventually release all of the Jazz Man titles on cassette," he

(continued on page 17)

L.A. Kool Jazz Festival Advertising Aimed At Wide Range Of Media

by Michael Martinez

LOS ANGELES — With an unprecedented montage of artists and presentations encompassing a broad range of musical tastes, the producers of the Kool Jazz Festival here have channelled their advertising promotional resources through a variety of media.

Music as diverse as Lester Bowie's gospel-tinged *Roots To The Source*, set for opening the festival Nov. 6 at the Dorothy Chandler Pavilion of the Music Center, to Laurie Anderson's multi-media festival finale Nov. 10 at the Santa Monica Civic, has required equally far-reaching promotion (**Cash Box**, Aug. 14).

"The whole idea is to do different advertising and promotion simultaneously," said

Marty Cann of New York-based Outward Vision, which along with George Wein of Festival Prods. is producing the series of new music performances at various venues in the Los Angeles area.

The show's co-sponsors, Brown & Williamson Tobacco Corp., makers of Kool cigarettes, and the Los Angeles Philharmonic, have been generous in providing advertising funds to make sure the artists can concentrate on presenting their music rather than being preoccupied with financial matters, Cann said.

"The budget we have been given for this festival has enabled us to do television advertising, and a variety of radio, billboard and print advertising," said Cann, who ad-

(continued on page 17)

ON JAZZ

DECODING — Although no secret to jazzaholics around the world, drummer **Ronald Shannon Jackson** and his group **The Decoding Society** are finally — on their third album — getting the shot they deserve. The group's new disc, "Mandance," on the Antilles label, marks the first time that this free swinging, hard funk outfit has been on a properly distributed label. And although Jackson & Company's first two offerings on the About Time and Moers Music labels were critically lauded, they were often tough to come by. Fortunately, The Decoding Society's obscurity is being rectified by "Mandance," and once again, the music is of a superior caliber. Poised to support the new LP with dates at New York's Public Theater and a tour of the Midwest, Jackson dropped by recently to discuss the band, his music and the road that's brought him to The Decoding Society. As a drummer, Jackson has worked with such legends as **Betty Carter**, **Joe Henderson**, **Kenny Dorham** and **Charles Mingus**, as well as the cream of the avant garde, including **Albert Ayler**, **Cecil Taylor**, **Ornette Coleman** and **Blood Ullmer**. But his roots go back to his childhood in Ft. Worth, a town that also spawned Coleman, **Charles Moffett**, **Julius Hemphill**, **Dewey Redman** and **King Curtis**. Not surprisingly, the drummer's memories of Ft. Worth paint a picture of a myriad of musical opportunities: "Economically," said Jackson, "the black community wasn't in poverty. Instruments were available, and the people who had information were there. It was a very Christian town — there were a lot of churches and a lot of gospel. But there were also a lot of bars,



ISRAELI OBSERVATIONS — *Elektra/Musician* recording artist **Billy Cobham** and his group *Glass Menagerie* recently appeared in Tel-Aviv as part of the annual *Israel Festival*. The group's debut LP is "Observations."

Cash Box photo by Dovyta Friedman

each catering to a different music. It was still a time when you could go out to a bar and be entertained. On top of the bar scene there was the school, where the music teacher — **Mr. Baxter** — had a dance band, as well as a marching band and classical music. Running through the whole thing was the hillbilly music, which you constantly heard on the radio." Although King Curtis was a cousin, Jackson found the influence of his immediate family to be stronger. "I think I was attracted to blues," he recalled, "because my father sang them. Not publicly; just when we'd be working together. And my mother played gospel on the piano in church. I started to hear jazz when I got a little older — **Bird**, **Art Blakey** and **Dave Brubeck**. **Errol Garner** was probably my favorite pianist. But even though I loved music, I didn't want to be a musician, especially when I realized the economic situation. At first I just thought it was something people did for fun — I didn't know musicians got paid until I was in high school and got 30 cents for playing. And when I had my first real contact with a professional musician, a guy who was staying at a friend's house, and saw the way he was smoking and drinking and that he was just a shell, I knew my father was right — I was going to be a doctor or a lawyer." Jackson really did attempt to pursue careers outside of music, studying history and sociology at the University of Ridgeport. "I really tried to have that thing to fall back on," said Jackson, "but it never really worked." Unfortunate as that may have seemed at the time to the drummer, it's been fortunate for music fans, since the vibrancy Jackson feels concerning his music is always translated in his playing. "The music we're playing is about life as opposed to an industry saying 'this is what's going to sell,'" he reflected. "Musicians enjoy playing music: it's a part of their life, and the music is how humanly we feel about living and playing. It's about joy and satisfaction — all the human feelings one experiences. Our music will appeal most to people seeking to be free. I'm grateful for the situation with Antilles, where the music can be distributed, but I've never felt alone. There must be millions of people who feel the way I do. It's not that I'm trying to play free music: it's just me."

LIVE SIDE — The 400-seat Great Gildersleeves club on New York's Bowery made its jazz debut last weekend. Located between the former sites of The Half Note and The Tin Palace, the opening marks the re-emergence of jazz on that strip, as well as the introduction of the city's largest room for jazz. First show was a double-bill featuring **Anthony Braxton** and **James Blood Ulmer** with future shows to feature **Abby Lincoln**, **Lou Donaldson**, **David "Fathead" Newman**, **Ray Charles**, **Steps**, **Hank Crawford**, **Buddy Rich**, the **Art Ensemble of Chicago**, **Nancy Wilson**, **The Modern Jazz Quartet** and **Taj Mahal**. Club manager **Duanne Tedford** said that "the rock 'n' roll thing got kind of played" when queried about the club's decision to change from being a showcase club. "The name groups get too much money, so a club this size gets left doing local bands. I think we'll see a lot of the rock clubs dropping out. The acts are just unaffordable." Tedford added that Gildersleeves won't book "just jazz," but rather a "full spectrum of artists. We're not looking to book the same acts as the other jazz clubs," he added, "There aren't that many people in jazz who can fill a room this size" . . . Jazz producer **Don Friedman** has organized a tribute and benefit concert for **Sonny Stitt**, with all proceeds going to the late saxophonist's children. Set for Nov. 1 at New York's Peppermint Lounge, the program will feature **Clifford Jordan**, **Kenny Kirkland**, **Cedar Walton**, **Pepper Adams**, **David "Fathead" Newman**, **Noel Pointer**, **Arnold Sterling**, **JoAnne Brackeen**, **Paquito D'Rivera**, **Tom Browne**, **Ron Carter**, **Junior Cooke**, **Dexter Gordon**, **Dizzy Gillespie**, **Stan Getz**, **Red Rodney**, **David Sanborn** and others. A good show for a great cause.

fred goodman

TOP 30 ALBUMS

	Weeks On Chart		Weeks On Chart
1 INCOGNITO SPYRO GYRA (MCA-5368)	10/30 4	16 RADIANCE JEFF TYZIK (Capitol ST-12224)	17 3
2 AS WE SPEAK DAVID SANBORN (Warner Bros. 9 23650-1)	2 19	17 DESIRE TOM SCOTT (Musician/Elektra 9 60162-1)	12 10
3 HANDS DOWN BOB JAMES (Tappan Zee/Columbia FC 38067)	4 18	18 CITYSCAPE CLAUS OGERMAN/MICHAEL BRECKER (Warner Bros. 9 23698-1)	19 6
4 OFFRAMP PAT METHENY GROUP (ECM-1-1216)	3 25	19 LOVE NOTES CHUCK MANGIONE (Columbia FC 38101)	13 18
5 LET ME KNOW YOU STANLEY CLARKE (Epic FE 38086)	6 12	20 HEATWAVE CAL TJADER and CARMEN McRAE (Concord Jazz CJ-189)	20 5
6 WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1)	5 16	21 ROYAL JAM THE CRUSADERS (MCA 2-8017)	18 20
7 WINTER INTO SPRING GEORGE WINSTON (Windham Hill C-1019)	8 15	22 TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244)	— 1
8 MOVING TARGET GIL SCOTT-HERON (Arista AL 9506)	9 7	23 LOOKING OUT MCCOY TYNER (Columbia FC 38053)	25 18
9 OUT OF THE SHADOWS DAVE GRUSIN (GRP/Arista 5510)	10 16	24 ECHOES OF AN ERA 2/THE CONCERT (Musician/Elektra 9 60165-1)	23 10
10 OFF THE TOP JIMMY SMITH (Musician/Elektra 9 60175-1)	11 11	25 IN LOVE'S TIME DAVE VALENTIN (GRP/Arista 5511)	29 15
11 CASINO LIGHTS— RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	21 2	26 WE WANT MILES MILES DAVIS (Columbia C2 38005)	26 26
12 KENNY G (Arista AL 9608)	14 4	27 TRADITION IN TRANSITION CHICO FREEMAN (Musician/Elektra 9 60163-1)	22 9
13 TOUCHSTONE CHICK COREA (Warner Bros. 9 23699-1)	7 8	28 THE DUDE QUINCY JONES (A&M SP-3721)	30 83
14 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	15 64	29 THE BEST QUINCY JONES (A&M SP-3200)	28 14
15 WORDS, SOUNDS, COLORS, AND SHAPES DONALD BYRD and 125TH STREET, N.Y.C. (Elektra 9 60188-1)	16 3	30 COME MORNING GROVER WASHINGTON, JR. (Elektra SE-562)	27 48

Jazz Manufacturers Differ On The Outlook For Cassettes

(continued from page 16)

says. Town added that the decision to enter the tape market was based "largely on demand from the field." Uniquely, Town reported that Jazz Man is considering releasing future titles on cassette in advance of the LP debut to combat conservative buying habits on initial orders. "We're thinking of giving cassettes a prior release of between one and three months," he says. "We'll probably try it by the first of the year."

Beth Lawrence, who handles promotion for Theresa Records, cited home taping as a primary concern. "We'd like people to purchase our music instead of taping it from a friend," she says.

While Theresa is entering the market out of self-defense, and Jazz Man to answer what it perceives as a growing demand, others remain unconvinced.

"I released 8-tracks at one point but no cassettes," says Joe Fields, president, Muse Records. "Of course, the 8-track was a washout. Since then, I've inquired from time to time about specific titles when talking with my distributors, looking to see if would be worthwhile. But I'd invariably decide it didn't make sense. The sales in the key markets just weren't enough to justify it. I'd just be trading dollars."

More Liner Notes

While jazz manufacturers are unable to agree on the future of the cassette market, they do agree that the liner notes and cover art offered by the LP configuration are particularly important to the jazz consumer. "It's still a factor," explains Carl Jefferson, president, Concord Records. "The basic aficionado likes good annotation." Adds Herb Corsack, vice president, marketing, Antilles Records: "Not only do the jazz buyers want liner notes, I think liner notes

for music in general will be coming back. If we put them on cassettes, it probably won't be just for jazz."

While both those labels have considered the possibility of upgrading the notes on their cassettes, neither have. Conversely, the Verve Import Series, distributed by PolyGram Classics, features paper sheaths with the cover art, with personnel and recording date listed inside the box. The most ambitious attempt to transfer LP information onto the cassette configuration has come from Storyville, distributed and manufactured here by the Moss Music Group. Howard Kramer, who handles

cassette production for MMG, said that the packaging for Storyville grew out of MMG's work with their classical labels.

"Vox was one of the few American companies that put anything on the back of cassettes," Kramer adds. "And when we branched from the budget into full-line, we decided that where necessary, we owed the consumer liners comparable to those he could get on a record. When the jazz line came along, we couldn't see why we shouldn't put it out that way, too."

The Storyville package features a full-color reproduction of the album art, with complete liner notes contained on a 10"

card within the Norelco box. A note on the front of the box announces that the notes are enclosed.

While it's too soon to predict whether the package will significantly push Storyville's cassette sales, Kramer is optimistic.

"As a full-price line, the Storyville cassettes are holding their own," he said, "and I assume people like it. I've been in situations at other companies where dates and personnel weren't listed on releases, and we got a good deal of mail about it. So if you know the information, you should include it. Of course," he adds, "that doesn't mean people will call and say thank you."

Multi-Media Blitz Boosts L.A. Kool Fest

(continued from page 16)

ded that while most of the promotional revenue was to be channelled to TV and radio, billboards would be an integral part of the ad campaign.

"I specifically went through Darlene Wong (Festival Prods.) and requested billboards, because in Los Angeles you can see their impact as soon as you leave the airport," he continued. "You can do the segmented advertising at radio and with billboards and with TV you can select spots to tag the entire festival and individual shows."

Cann said that in addition to advertising, he and his wife and Outward Visions partner, Helene Cann, have conducted a series of local interviews with radio outlets that program many of the acts featured during the festival and mainstream press.

Cann acknowledged that Los Angeles is not normally associated with the new music scene, but also pointed out that the city is

usually one of the better markets for acts like the Art Ensemble of Chicago and Laurie Anderson. "The problem," Cann said, "is getting acts booked there."

He recalled that when the Art Ensemble played at UCLA's Royce Hall in 1979 the show attracted about 700 people. "In some other key markets like New York and Chicago," Cann continued, "we may not get more than 300 people at one of their shows."

The one gap in the advertising scheme waged by Outward Visions and Festival Prods., according to Cann, is that many of the featured acts are on small, major label-distributed custom labels or independently distributed jazz labels.

"Several of the artists being featured have current product on the racks," he said. "But labels like Black Saint (an import label) and Antilles (distributed through the Island/Atlantic pact) simply can't or don't support the artists with enough promotion

or advertising resource."

Cann noted that exceptions to the rule were James "Blood" Ulmer, who has a pair of LPs out on Columbia Records, and Laurie Anderson, whose debut LP is on Warner Bros. He said that Columbia and Warner Bros. provided a reasonable number of promotional copies to be supplied to the press and radio, but that the smaller labels could only offer between five and six copies for the promotion effort.

The advertising and promotion campaign being supported by the festival co-sponsors, however, has offset any possible affects of meager label support, according to Cann.

Having dealt with most of the artists on the festival lineup in one capacity or another, he said, "In all my experience in dealing with these artists, I have not seen them more up than they are for this show. This is not just another gig and these people plan to offer something for everybody."

Chance Encounter Of The Hit Kind.

Ramsey Lewis moves onward—and upward—with his latest album, "Chance Encounter." It features a return to Ramsey's classic acoustic piano style on songs like "What's Going On" and the trio piece, "Intimacy." Plus a sensational new single, "Up Where We Belong"—a soaring version of the theme from the movie, *An Officer And A Gentleman*. Produced by Tom Tom "84." "Chance Encounter." It's a hit album of the Ramsey Lewis kind.

ON COLUMBIA RECORDS AND CASSETTES.



Ramsey Lewis. "Chance Encounter." Featuring the new single, "Up Where We Belong."

EC 38294

Produced and arranged by Ramsey Lewis. Executive Producer, George Bohner. © 1982 CBS Inc. are trademarks of CBS Inc.

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Canadian Industry Hopeful About Tele-Shopping

by Kirk La Pointe

OTTAWA — Reaction from the recording industry has been positive to the impending development of a new, sophisticated two-way information system implementation of a jukebox-type service for consumers (see separate story, page 5).

The Federal government, applying its \$45-million Telidon system, is looking to develop the jukebox as one of the first of its tele-shopping services within two or three years.

While it was expected many in the recording business — particularly retailers, to whom the service represents a threat — would be cautious about the proposal, officials interviewed by **Cash Box** are optimistic that such a service could open up an entirely new market.

'Excited About It'

"I think we have to be excited about it," said Canadian Recording Industry Assn. (CRIA) president Brian Robertson. "I don't think it would ever replace a record, but it could deliver music in a new way without eroding the retailer's position."

Federal officials believe the two-way system would deliver digitally-recorded music to the home via fiber optic cable. Advancements in storage support systems for videotape may also make it possible to deliver a moving picture with the music. Currently, a Telidon system worked out with the Canadian Independent Record Production Assn. (CIRPA) displays a still picture (usually album graphics) with artist information, but no sound.

Earl Rosen, CIRPA executive director, said the so-called Canadian Record Catalog has worked exceedingly well and he'll be taking the system to a series of meetings with United States music firms soon to show it.

Rosen noted that the jukebox system, if developed with the catalog or a similar system as its base, won't necessarily have to rely on Telidon technology.

Intrigued By Concept

Retailers in Toronto, Montreal, Ottawa and Vancouver said they were intrigued by the concept and plan to investigate how they might become part of its marketing.

Representatives for performing rights organizations said some hurdles would have to be cleared to ensure royalty payments, but the two-way system is virtually foolproof to track.

It is expected the Canadian Radio-television and Telecommunications Commission would help regulate the distribution of the system from central transmitters.

Robertson and others also downplay the possibility the system might be an easy target for home tapers, saying the technical advantages of digital recording and transmission would dissipate when tapes are made. Since the system would cost money to use, it's unlikely people would simply tape music they could own outright.

Canada Developing Two-Way TV Shopping

(continued from page 5)

Videocommunications Congress at Cannes, France, in October.

The Telidon technology is considered to be the most advanced of two-way information systems, but has been hindered by the lack of international standards and slow consumer acceptance.

The government and CIRPA last year developed the record catalog for radio programmers and retailers. It allows them to call up detailed album and artist information, but does not yet supply audio information.

FCC Head Wants Deregulation With Spectrum Use Fee

by Larry Riggs

NEW YORK — Mark Fowler, chairman of the Federal Communications Commission (FCC), last week called for total deregulation of the radio and television industries in exchange for a "modest fee" for use of the broadcasting spectrum.

In an Oct. 25 speech before the North Carolina Assn. of Broadcasters, Fowler said, "It's high time the government's treatment of stations was indistinguished from newspapers." He called for "no renewal filings, no ascertainment exercises, no content regulation, no ownership restrictions beyond those that apply to the media generally, free resale of properties, no petitions to deny, no brownie points for doing this right and no finger-wagging for doing that wrong."

In exchange for eliminating those restrictions, Fowler proposed "a modest fee" for broadcasters and all other users of the broadcast spectrum, whose funds would be earmarked for public television and radio.

Seen As Tax

"Of course, this was just a proposal and all of these things would have to go through Congress since they involve changes in the Communications Act," said Janis Langley, FCC deputy director of public affairs. "The broadcasters are not jumping for joy over this since they see it as a tax."

A spot check of the major radio trade associations confirmed Langley's contention. Even Abe Voron, executive vice president of the National Radio Broadcasters Assn. (NRBA), did not agree completely with Fowler's proposal.

"We go along with his concept that broadcasters be treated no differently than the print media," said Voron. "But where we disagree with him is when he talks about user fees. What he's telling us is that he would use the money not for government revenue but as a political tool." Nevertheless, Voron reiterated his organization's intention to stand behind Fowler. "We basically support the fee," he said. "He's going in exactly the same direction we have been for years."

One-Time Fee

For approximately the past five years, the NRBA has favored the idea of a one-time user fee for the radio spectrum. "It would be like a contract and every contract has a consideration and this would be for use of that spectrum in perpetuity," said Voron.

The National Assn. of Broadcasters (NAB), in contrast, is vehemently opposed to the idea of a spectrum fee. "We're philosophically opposed to the idea of a fee," said Shaun Sheehan, NAB senior vice president for public affairs.

"Deregulation is merited by a look at the facts and the power to tax is the power to rule, so we don't like the idea of a fee for 50 years or in perpetuity because Congress changes things every year and is always looking for additional sources of revenue. Besides, Fowler doesn't have any deal on the Hill to get this through."

Minority Ownership

The reaction at the National Assn. of Black Owned Broadcasters (NABOB) was mixed. "We're somewhat ambivalent about deregulation," said NABOB executive director Jim Winston. "As broadcasters, we want to see as much deregulation as possible but we have a commitment to insure overall minority participation in all areas of broadcasting."

Winston added, "We oppose any deregulatory measure that would eliminate multiple ownership rules."

It is unclear whether Fowler will be able to get his proposals into Congress, which is likely to reconvene in a lame duck session after the Nov. 2 election.

AIRPLAY

MARATHON MAN — Among the thousands of athletes who came to the Big Apple to run in the 13th annual New York Marathon was **Rick Sklar**, vice president, programming, at ABC Radio Enterprises, who likened his feeling at the completion of the arduous 26 mile race to his mood at the end of a favorable Arbitron rating period when he was PD at **WABC**/New York during its Top 40 heyday. Sklar, who is no kid, reportedly trained hard and long to run in the prestigious race. "Over the past three months, I ran a total of 625 miles, in addition to the 26 of the race," he told *Airplay*. Sklar also ran with a handicap. "When it started, there were all those people at the line and the guy behind me kicked me in the legs," he said. Except for the bridges, which were carpeted, the entire marathon was on the hard, bumpy New York pavement. Nevertheless, Sklar clocked in at four hours, 21 minutes and 26 seconds. "That was about 10 minutes a mile," he said. "**Bob Edson** from PolyGram tried to do it in about six-and-a-half minutes a mile, but in the middle, his knee got all cramped up and he was out for about 20 minutes." When it was all over, Sklar was wrapped in mylar, bemedaled and greeted by his family. "Finishing the race was real elation," he said. "It felt like being number one in the ratings at **WABC**."

NETWORK NEWS — In anticipation of the Nov. 2 mid-term elections, CBS Radioradio has been running special *In Touch* features focusing on issues in the various campaigns. Topics include races where women's advocacy groups endorsed male rather than female candidates, the political power of arms control and nuclear freeze advocates, the effect of polls and whether this election is a referendum of Reaganomics. In keeping with its intentions, the news was presented with a slant towards the network's young adult audience. . . . **RKO RadioShows** is adding new programs to its roster beginning in January. Among them are *Royalty Of Rock*, a 52-hour chronology of the musical form; *The Beatles: The Days In Their Life*, a 30-hour history and *Countdown America*, a



BABYLONIAN BREEZE — Vinnie Panteloni (c) and Waylin Carpenter (r), of RCA recording group *Steel Breeze* recently paid a visit to AOR station **WBAB/Babylon**, N.Y. for an interview with p.m. drive jock **Jerry Martire** about their debut album, "Lost In The '80s."

Top 40 countdown show. Resurrected will be *The Hot Ones*, which has expanded from 26 to 52 weeks; *Captured Live*, a 90-minute rock concert program; and *Night Time America*, which expands from five to six music shows broadcast in the wee hours. In contrast, the web's *America Overnight* talk show has been cancelled. The latter three were cut back earlier this year, when RKO fell on hard times. . . . Over the weekends of Dec. 25-26 and Jan. 1-2, the ABC Contemporary web is broadcasting the yearly edition of *American Top 40* in two parts. The hits ranging from #100 to #51 will be aired during the weekend after Christmas. The second weekend will feature the remainder. . . . CBS News correspondent **Douglas Edwards**, who began his broadcasting career as a

radio announcer at age 15 and has anchored a daily news broadcast without interruption since 1948, was recently inducted into the National Broadcasters Hall of Fame. . . . On the ABC Rock Radio network, **Molly Hatchet's** concert, recorded live in Los Angeles last spring, will be heard Nov. 6. On Nov. 21, the web will broadcast a show by Chrysalis recording act **Jethro Tull**. It was taped live during his European tour in the spring. The following week, the web will broadcast a show by Capitol recording group **April Wine**, recorded live in Wichita, Kan., last month.

STATION TO STATION — "Charity Begins At Home." So says Columbia recording artist **Billy Joel**, who sponsors a charity by that name, which benefits eight good causes in his native Long Island, N.Y. Recently, the air staff at AOR station **WBAB/Babylon**, N.Y. stayed up for 102.3 hours soliciting contributions for the causes from listeners. In the middle of that marathon fund-raising effort, **Ed Gagliardi**, **Al Greenwood** and **John Blanco** of EMI America recording group **Spys**, and pals of Joel, came into the BAB studios armed with vitamins, ginseng tea and candy bars for the beleaguered air staff. They also reportedly chose to kick in \$100 each to the charity drive, a total of \$600. They also offered to give the first four female listeners who pledged over \$25 a chance to hear the group in its New York debut at the Palladium, Oct. 16 in addition to backstage passes and admission to the group's backstage party. . . . **Nick Bazoo** has been named program director at AOR station **WEZB**/New Orleans. He moves to the spot from the overnight air shift. At the same time, music director **Jerry Lousteau** has been given additional responsibilities as assistant PD. **Miek Mannely** joins the station from **KVOL**/Lafayette, La., as the weekend and utility man. . . . Shuffling up to Buffalo, we see **Larry "Snortin" Norton**, air personality at AOR-formatted **WGRQ**, has been been contacted by the *Guinness Book of World Records*. His 484-hour air stint (20 days and four hours) will finally be entered into the record book. But the Western New York native did not perform his feat for ego alone; He did it to help raise money for Easter Seals. . . .

Top 40 stations **WLS AM & FM**/Chicago have named Waldman & Assoc. as their advertising agency. The newly formed company is headed by **Linda Waldman**.

FOR YOUR INFORMATION — Audio Independents, Inc. a not-for-profit group of independent radio producers for non-commercial radio, has received a \$200,000 grant from the National Endowment for the Arts to produce *Access III: The Independent Radio Producer's Guide to Distribution, Promotion and Marketing*. It is reportedly the first publication of its type. The book will take at least six months to assemble and produce. It is expected to include marketplace data, distribution opportunities, marketing case studies and technical advice on marketing, resource materials and more. . . . The American Federation of Television and Radio Artists (AFTRA) faces immediate execution of Tuesday Prods.' \$10.5 million judgment unless it files a plan to post security in place of bond by Nov. 1 satisfactory to both the firm and U.S. District Judge **Judith N. Keep**. The union lost an anti-labor antitrust suit last May. . . . **RKO General** recently donated \$590,000 to National Public Radio (NPR). The grant reportedly will help the public network fund such shows as *All Things Considered*, *Morning Edition*, *Jazz Alive*, *Enfoque Nacional* and *The Sunday Show*. . . . And **Don LeBrecht** has been named executive director of the Broadcasting Industry Council to Improve American Productivity. The council, which seeks to reverse America's reported declining productivity rate, carries the sanction of the National Assn. of Broadcasters joint board of directors. Its goal is to publicize the potential of the country and to stress the need to work together to reach it.

CASH BOX ROCK ALBUM RADIO REPORT



— **SUPERTRAMP • FAMOUS LAST WORDS • A&M**
ADDS: KSHE, WOUR, WKLS, KEZY, KLLOL, WGRQ, WCCC, WBLM, WYFE, WABX, KSJO, WNEW. **HOTS:** KEZY, WYFE. **MEDIUMS:** KSJO. **PREFERRED TRACKS:** Raining. **SALES:** Just shipped.



7 THE WHO • IT'S HARD • WARNER BROS.
ADDS: None. **HOTS:** WNEW, WPLR, WROQ, WABX, WYFE, WBLM, WGRQ, KEZY, WOUR, KSHE, KNAC. **MEDIUMS:** KSJO, WCCC, WKLS. **PREFERRED TRACKS:** Title, Cry, One, Man, Athena. **SALES:** Good in all regions.

1 MOST ADDED

1 MOST ACTIVE

LP Chart Position

19 A FLOCK OF SEAGULLS • JIVE/ARISTA
ADDS: None. **HOTS:** WLIR, WGRQ, WHFS, KNAC. **MEDIUMS:** KSJO, WROQ, WYFE, KLLOL, KEZY, WKLS. **PREFERRED TRACKS:** Space, I Ran. **SALES:** Good to moderate in all regions.

78 BAD COMPANY • ROUGH DIAMONDS • SWAN SONG/ATCO
ADDS: None. **HOTS:** KSJO, WPLR, WBLM, KLLOL, KSHE. **MEDIUMS:** WABX. **PREFERRED TRACKS:** Electricland, Face. **SALES:** Weak in South; fair in others.

LP Chart Position

33 DARYL HALL & JOHN OATES • H2O • RCA
ADDS: None. **HOTS:** WNEW, WLIR, WYFE. **MEDIUMS:** WPLR, WABX, KEZY. **PREFERRED TRACKS:** Maneater. **SALES:** Good in all regions.

25 DON HENLEY • I CAN'T STAND STILL • ASYLUM
ADDS: None. **HOTS:** WNEW, KSJO, WPLR, WROQ, WYFE, WBLM, WCCC, WGRQ, KEZY, WKLS, WOUR. **MEDIUMS:** WABX, KSHE. **PREFERRED TRACKS:** Laundry, Johnny, Title. **SALES:** Good in all regions.

24 JOE JACKSON • NIGHT AND DAY • A&M
ADDS: None. **HOTS:** WNEW, WGRQ, KLLOL, KEZY, WKLS, WHFS, KNAC. **MEDIUMS:** KSJO, WLIR, WABX, WBLM. **PREFERRED TRACKS:** Steppin'. **SALES:** Good in all regions.

66 JEFFERSON STARSHIP • WINDS OF CHANGE • GRUNT/RCA
ADDS: None. **HOTS:** WNEW, KSJO, WYFE, WGRQ, KLLOL, KEZY, KSHE. **MEDIUMS:** WROQ, WABX, WBLM, WKLS. **PREFERRED TRACKS:** Lady. **SALES:** Good to moderate in all regions.

LP Chart Position

158 SAGA • WORLDS APART • A&M
ADDS: None. **HOTS:** KSJO, WBLM, WGRQ, KLLOL, KEZY, WKLS, WOUR, KSHE. **MEDIUMS:** WPLR, WROQ, WABX, WYFE. **PREFERRED TRACKS:** Open. **SALES:** Moderate to fair in all regions.

28 SANTANA • SHANGO • COLUMBIA
ADDS: None. **HOTS:** WNEW, KSJO, WBLM, KSHE. **MEDIUMS:** WPLR, WOUR. **PREFERRED TRACKS:** Hold, Run. **SALES:** Moderate to fair in all regions.

3 BRUCE SPRINGSTEEN • NEBRASKA • COLUMBIA
ADDS: None. **HOTS:** WNEW, WGRQ, WOUR, WHFS. **MEDIUMS:** KSJO, WPLR, WBLM, WCCC, KEZY, WKLS, KSHE. **PREFERRED TRACKS:** Open. **SALES:** Good in all regions.

9 BILLY SQUIER • EMOTIONS IN MOTION • CAPITOL
ADDS: None. **HOTS:** KSJO, WPLR, WYFE, WBLM, WGRQ, KLLOL, KEZY, WOUR, KSHE. **MEDIUMS:** WROQ, WCCC. **PREFERRED TRACKS:** Everybody, Learn, Title. **SALES:** Good to moderate in all regions.

85 STEEL BREEZE • RCA
ADDS: None. **HOTS:** WNEW, WABX, KEZY. **MEDIUMS:** KSJO, WBLM, WOUR. **PREFERRED TRACKS:** Anymore, 80's. **SALES:** Good to moderate in all regions.

17 STRAY CATS • BUILT FOR SPEED • EMI AMERICA
ADDS: None. **HOTS:** KNAC, WHFS, WNEW, WPLR, WROQ, WLIR, WYFE, WGRQ, KEZY, WKLS, WOUR. **MEDIUMS:** WABX, WBLM, WCCC, KLLOL, KSHE. **PREFERRED TRACKS:** Rock, Strut. **SALES:** Good to moderate in all regions.

— **TALK TALK • THE PARTY'S OVER • EMI AMERICA**
ADDS: KSJO. **HOTS:** None. **MEDIUMS:** WNEW, WPLR, KLLOL, KEZY, WKLS, WHFS, KNAC. **PREFERRED TRACKS:** Talk, Today, Serious, Title. **SALES:** Moderate in West and Midwest.

3 MOST ADDED

— **CHILLIWACK • OPUS X • MILLENNIUM/RCA**
ADDS: WBLM, WROQ, KSJO, WNEW. **HOTS:** None. **MEDIUMS:** KEZY, WKLS, WOUR. **PREFERRED TRACKS:** Gonna. **SALES:** Fair initial response in East.

34 THE CLASH • COMBAT ROCK • EPIC
ADDS: None. **HOTS:** WNEW, WLIR, WYFE, WCCC, WGRQ, KEZY, WKLS, WHFS, KNAC. **MEDIUMS:** WROQ, KLLOL, WOUR. **PREFERRED TRACKS:** Should, Casbah. **SALES:** Good to moderate in all regions.

5 BILLY JOEL • THE NYLON CURTAIN • COLUMBIA
ADDS: KSJO. **HOTS:** WNEW, WPLR, WROQ, WYFE, WCCC, WGRQ, KEZY, WOUR. **MEDIUMS:** WABX, WBLM, WKLS, KSHE. **PREFERRED TRACKS:** Pressure. **SALES:** Good in all regions.

4 MEN AT WORK • BUSINESS AS USUAL • COLUMBIA
ADDS: WYFE. **HOTS:** WNEW, KSJO, WCCC, WGRQ, KEZY, WKLS, WOUR, KNAC. **MEDIUMS:** WPLR, WROQ, WABX, WBLM, KSHE. **PREFERRED TRACKS:** Down, Who. **SALES:** Good in all regions.

63 MISSING PERSONS • SPRING SESSION M • CAPITOL
ADDS: WNEW. **HOTS:** WLIR, KEZY, KNAC. **MEDIUMS:** WPLR, WYFE, WCCC, WGRQ, WKLS, WOUR, WHFS. **PREFERRED TRACKS:** Destination, Walking, Words. **SALES:** Good to moderate in all regions.

4 MOST ADDED

— **BUCK DHARMA • FLAT OUT • PORTRAIT/CBS**
ADDS: WYFE. **HOTS:** None. **MEDIUMS:** KLLOL, KEZY, WKLS, WOUR. **PREFERRED TRACKS:** Open. **SALES:** Fair initial response in East and West.

32 DIRE STRAITS • LOVE OVER GOLD • WARNER BROS.
ADDS: KEZY. **HOTS:** WNEW, WGRQ, WHFS. **MEDIUMS:** WPLR, WROQ, WYFE, KLLOL, WKLS, WOUR, KNAC. **PREFERRED TRACKS:** Private. **SALES:** Good to moderate in all regions.

29 DONALD FAGEN • THE NIGHTFLY • WARNER BROS.
ADDS: WBLM. **HOTS:** WNEW, WYFE, WGRQ, WKLS. **MEDIUMS:** WPLR, WROQ, WABX, WOUR. **PREFERRED TRACKS:** I.G.Y. **SALES:** Good in all regions.

— **FOGHAT • IN THE MOOD FOR SOMETHING RUDE • BEARSVILLE**
ADDS: WROQ. **HOTS:** None. **MEDIUMS:** WBLM, WGRQ, KLLOL, KEZY, WKLS, WOUR, KSHE. **PREFERRED TRACKS:** Open. **SALES:** Good initial response in Midwest.

30 PETER GABRIEL • GEFFEN
ADDS: None. **HOTS:** WNEW, WPLR, WLIR, WCCC, WGRQ, KEZY, WHFS, KNAC. **MEDIUMS:** KSJO, WROQ, WYFE, WBLM, WKLS, WOUR. **PREFERRED TRACKS:** Monkey, Touch. **SALES:** Good to moderate in all regions.

5 MOST ADDED

— **THE PAYOLAS • NO STRANGER TO DANGER • I.R.S./A&M**
ADDS: KSHE. **HOTS:** WGRQ, WOUR. **MEDIUMS:** WPLR, KEZY, WKLS, WHFS, KNAC. **PREFERRED TRACKS:** Open. **SALES:** Fair in East and West.

14 LINDA RONSTADT • GET CLOSER • ASYLUM
ADDS: KLLOL. **HOTS:** WNEW, WYFE, WGRQ, KEZY. **MEDIUMS:** WPLR, WROQ, WBLM, WOUR. **PREFERRED TRACKS:** Title, Lies. **SALES:** Good in all regions.

8 RUSH • SIGNALS • MERCURY/POLYGRAM
ADDS: None. **HOTS:** WNEW, KSJO, WPLR, WROQ, WYFE, WCCC, WGRQ, KLLOL, KEZY, WKLS, WOUR, KSHE. **MEDIUMS:** WABX, WBLM. **PREFERRED TRACKS:** New World. **SALES:** Good in all regions.

2 MOST ADDED

128 PAT TRAVERS' BLACK PEARL • POLYDOR/POLYGRAM
ADDS: WSHE, WOUR, WCCC, WBLM, WROQ, WPLR. **HOTS:** None. **MEDIUMS:** WGRQ, KLLOL, KEZY, WKLS. **PREFERRED TRACKS:** La La, Rather. **SALES:** Moderate to fair in all regions.

95 UTOPIA • NETWORK • ELEKTRA
ADDS: None. **HOTS:** WNEW. **MEDIUMS:** WPLR, WLIR, WYFE, WBLM, KEZY, WOUR, WHFS. **PREFERRED TRACKS:** Open. **SALES:** Moderate to fair in all regions.

70 STEVE WINWOOD • TALKING BACK TO THE NIGHT • ISLAND
ADDS: None. **HOTS:** WPLR, WBLM, KLLOL. **MEDIUMS:** KSJO, KEZY, WOUR, KSHE, KNAC. **PREFERRED TRACKS:** Valerie, Game. **SALES:** Fair in all regions.

Country Radio Seminar Weighs Growth With New Educational Opportunities

by Tom Roland

NASHVILLE — A logical extension of the growth of country radio has been the blossoming of the Country Radio Seminar, the annual convention that has steadily increased in stature while maintaining an educational atmosphere. The foundation of the seminar is the attitude of strengthening country radio through the dissemination of ideas, and the agenda for the 1983 gathering, which was finalized last week, should prove to be as timely as ever.

Included in the upcoming seminar, Feb. 17-19, are eight general and seven concurrent periods in which attendees may choose between two subjects of discussion. General sessions on tap for the convention include "Agribusiness"; "Brainstorming: New Techniques Guaranteed to Produce Ideas"; "Research — for Marketing, Music and Making Money"; "AM Country Radio"; "So You Want to Own A Radio Station"; "The Winning Management Team"; "Ratings — The Good, the Bad the Reality of Dealing with Both"; and "Strategic Image Marketing For Your Station."

Among the concurrent sessions lined up are: "Capitalizing On Major Events In Your Market"; "The Court Room vs. The Radio Room"; "FM Country Radio — Is There Life after 3-in-a-row?"; "Small Markets Billing Big Bucks"; "Marketizing — The Key To Increased Sales Revenue"; "Automation And The Syndicated Music Services"; "Rep Rap"; "Making Your Music — the Hot Country Hits," a panel featuring top record producers; "The Radio Programming Doctors" and "The Radio Sales Doctors"; "Women In Radio: A New Image For The 80's"; "Engineering (in English) For Programmers"; "Rates Today For A Better Tomorrow"; and "The Great Debate — Tight vs. Loose Playlists."

According to Bob English, president of the Organization of Country Radio Broadcasters (OCRB), the association that structures and sponsors the annual event, and Mac Allen, also a board member, the seminar has a tendency to move conservatively, providing slow but steady growth from its original attendance of 47 radio people to last year's figure of 580. The members on the guiding committees have elected to follow the seminar's basic approach of providing a learning experience to achieve significant growth over the years, and they remain firmly behind the premise that "it ain't no party," he said.

Bar Patrol

The radio seminar was originally created so country broadcasters, increasingly aware of the fact that their medium was behind the other formats in terms of image and professionalism, could learn from each

other to build the country format as a contemporary entertainment outlet. That emphasis on learning has been the backbone of the seminar throughout the years, and, at one period in time, its organizers were so serious about their attempts that hotel bars were patrolled to ensure that conference attendees were in the sessions and not partying in the lobby.

"It was originally designed to bring a high degree of professionalism to the industry," notes Allen. "Thirteen or fourteen years ago, although the format had been in existence for a long time, it was not tremendously prolific. There were probably about 500 stations. Now there are over 2,000."

Inherent in the effort to increase the general knowledge is the feeling that most members of the country music industry are apparently more accessible and personable than their counterparts in other formats. "One of the things that I've always felt about country — and I've done about every format — is not only the people involved but the fact that the people that are involved at almost every level are touchable, seeable," he adds.

As the seminar grew, it expanded to accommodate the growing interest on the part of the rest of the industry, particularly with the addition of the artist/DJ cocktail party, in which industry members from all facets of the business are assembled, and Allen and English note that by bonding together and gaining a better understanding of the rest of the industry, country radio has been better able to work with other extensions of the music business, thereby strengthening the position of country music as a whole.

While the majority of the seminar will consist of panels stocked with country air personalities and management representatives, the keynote speakers have often been from other formats. For example, last year's seminar featured both Dick Clark and WNBC/New York's Don Imus, neither of whom is associated with country, although both have worked in country in the past. The inclusion of participants from outside of country is not an effort on the part of country stations to become pop entities, but rather, it helps to expand the collective knowledge of the seminar's attendees, Allen and English said. "When the seminar began, the best speakers were quite often from outside the country sphere.

"Starting in about 1974 or 1975, we started to go outside the industry to get what we considered to be the very best in radio," Allen explains. "The feeling at the agenda level and the board level is 'why don't we bring the very best — the people who are most

(continued on page 25)



SPRINGFIELD INKS WITH CHAPPELL — Songwriter Bobby Springfield, also a Kat Family recording artist, recently signed with the Chappell Music Group. Springfield tunes have been recorded by a number of acts, including Marty Robbins, Eddy Arnold, Roy Clark, Johnny Duncan, the Oak Ridge Boys, Susie Allanson, Sonny James and Hank Williams, Jr. Pictured are (l-r): Irwin Schuster, senior vice president, Chappell; Springfield; Jody Williams, professional manager, Chappell; Henry Hurt, vice president/general manager, Chappell/Nashville; and Celia Hill, general professional manager.

Post-Country Music Week Activities Center On Radio, Retail Promotions

by Tom Roland

NASHVILLE — Following the climactic Country Music Assn. (CMA) Awards telecast October 11 and the Country Music Week festivities October 10-16, Country Music Month wound down with a comparatively subdued array of activities by individual radio stations and merchandisers.

Jo Walker-Meador, executive director of the CMA, indicated that while the CMA and Grand Ole Opry have been instrumental in building the second week of October as Country Music Week, the perception of the entire month as Country Music Month has, for the most part, been left up to individual programmers and retailers, although certain aids have been provided. Many radio stations have used a promotional scheme developed by Haas & Hudgins, a marketing firm based in Dallas, to increase awareness of Country Music Month among their listeners, incorporating daily artist features, album giveaways and individualized calendars which can be obtained at designated locations (Cash Box, Sept. 25). The CMA had provided a poster featuring the five Entertainer of the Year nominees that retailers have the option of discontinuing after the awards program or utilizing through the end of October.

To provide a longer building period to the climax and sustain interest in the industry at the consumer level, Walker-Meador admitted that holding Country Music Week during the last week of October might give the heightened awareness of country music a longer lifespan. As the current schedule stands, the culmination of the month lacks the luster provided by the flurry of activities that annually accompanies the week.

Acuff, Boxcar Release Duet

NASHVILLE — Pairing two hard-core country acts that met with success through different mediums, Roy Acuff and Boxcar Willie have combined their talents on the recently-released "Fireball Mail."

The tune, originally recorded by Acuff as a solo artist in the late '40s, was written by Fred Rose under the name Floyd Jenkins, and the current recording, produced by Wesley Rose, was culled from Acuff's "Back In The Country" album.

Acuff is a long-standing member of the Grand Ole Opry who rose to national prominence through his association with the Opry, while Boxcar Willie recently became a world-renowned artist through a highly concentrated television marketing campaign.

She also noted that holding the CMA awards on a Monday rather than a Friday probably creates an anti-climactic ring to the rest of the events, but she noted that the awards have traditionally been scheduled on Monday because it is a "good television night" and to alleviate conflicts with the World Series, which usually begins the following day.

Audience Share

This year's awards telecast received a 38 average audience share, according to the

(continued on page 25)

Nashville NARAS Seeks To Bolster Voting Power

NASHVILLE — In one of the most ambitious projects taken by the chapter, the Nashville branch of the National Academy of Recording Arts And Sciences (NARAS) will enact a concentrated membership drive Nov. 10 to give it more power within the organization by enlisting new members in time to vote for the 1983 Grammy Awards.

Nashville NARAS will utilize a somewhat unique program to increase membership, employing a team of music industry members that will contact potential members and urge them to join. To provide immediate reinforcement to individuals who join the organization, additional field representatives equipped with walkie-talkies will take applications to joining members and wait while the forms are completed, personally returning the form and membership fee to the NARAS office to relieve new members of much of the footwork involved in joining.

'No Better Time'

"There is certainly not a better time to join NARAS than now," suggested Carolyn McClain, executive director of the Nashville chapter. "Ours is the only trade organization that promotes excellence in the recording field — it represents what the entire industry is all about. I feel it is the professional responsibility of everyone involved in the recording industry to belong to NARAS."

The membership drive has been established so that newly acquired members will be eligible to vote for the Feb. 23, 1983 Grammy Awards presentation. The deadline for new Nashville NARAS membership is Nov. 25, which would allow enough time for the application to be processed in Los Angeles to meet the overall Dec. 1 deadline. Academy members wishing to aid in the program should contact McClain at (615) 255-8777.



CHURCHILL ARTISTS CELEBRATE TV APPEARANCES — Churchill Records and MCA Distributing recently held a listening party for Roy Clark and Rodney Lay at MCA/Whitney Studios when both artists appeared on Johnny Carson's Tonight Show. Pictured at the affair are (l-r): Al Bergamo, president, MCA Distributing; Lay; John Burns, vice president, branch distribution, MCA Distributing; Clark; David Webb, vice president, Churchill; Sam Passamano, senior vice president, MCA Distributing; and Jim Halsey, chairman, Churchill.

TOP 75 ALBUMS

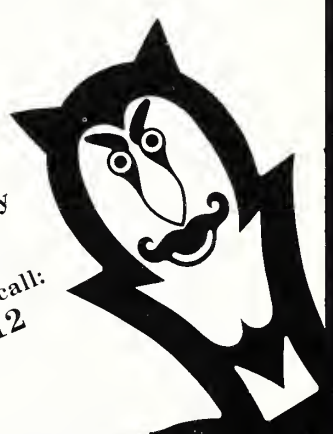
	10/30	Weeks On Chart		10/30	Weeks On Chart
1 JUST SYLVIA SYLVIA (RCA AHL 1-4312)	1	31	37 UNLIMITED REBA McENTIRE (Mercury/PolyGram SRM-1-4047)	36	17
2 A TASTE OF YESTERDAY'S WINE MERLE HAGGARD & GEORGE JONES (Epic FE 38203)	2	10	38 THE HOTTEST NIGHT OF THE YEAR ANNE MURRAY (Capitol ST-1225)	33	10
3 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229)	3	35	39 HE SET MY LIFE TO MUSIC BARBARA MANDRELL (MCA/Songbird MCA-5330)	42	3
4 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996)	4	6	40 SHE'S NOT REALLY CHEATIN' MOE BANDY (Columbia FC 38009)	38	21
5 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193)	7	47	41 COME BACK TO ME MARTY ROBBINS (Columbia FC 37995)	50	15
6 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951)	6	34	42 STEVE WARINER RCA (AHL-4154)	—	1
7 PUT YOUR DREAMS AWAY MICKEY GILLEY (Epic FE 38082)	10	12	43 TOM JONES COUNTRY (Mercury/PolyGram ARM-1-4062)	46	3
8 HANK WILLIAMS, JR.'S GREATEST HITS (Elektra/Curb 60193-1)	14	5	44 WILD & BLUE JOHN ANDERSON (Warner Bros. 23721-1)	45	3
9 THE FAMILY'S FINE, BUT THIS ONE'S ALL MINE! DAVID FRIZZELL (Warner/Viva 23688-1)	9	18	45 BOBBIE SUE OAK RIDGE BOYS (MCA 5294)	43	38
10 THE BELLAMY BROTHERS GREATEST HITS (Warner/Curb 9 23697 1)	12	11	46 NUMBER ONES CONWAY TWITTY (MCA-5318)	40	24
11 INSIDE RONNIE MILSAP (RCA AHL 1-4311)	11	20	47 SOUNDS LIKE LOVE JOHNNY LEE (Full Moon/Asylum 60147-1)	49	3
12 QUIET LIES JUICE NEWTON (Capitol ST-12210)	5	24	48 MY HOME'S IN ALABAMA ALABAMA (RCA AHL1-3644)	48	122
13 BIG CITY MERLE HAGGARD (Epic FE 37593)	18	53	49 THE PRESSURE IS ON HANK WILLIAMS, JR. (Elektra/Curb E1-60019)	32	61
14 DREAM MAKER CONWAY TWITTY (Elektra 60182-1)	17	5	50 THE BEST OF TANYA TUCKER (MCA-5357)	44	5
15 MICHAEL MARTIN MURPHEY (Liberty LT-51120)	15	9	51 MAKING LOVE FROM MEMORY LORETTA LYNN (MCA-5354)	47	6
16 SOMEWHERE IN THE STARS ROSANNE CASH (Columbia FC 37570)	16	20	52 THE DUKES OF HAZZARD VARIOUS ARTISTS (Scotti Bros./CBS E237712)	52	32
17 GREATEST HITS DOLLY PARTON (RCA AHL1-4422)	20	5	53 YOU'RE MY SUPER WOMAN, YOU'RE MY INCREDIBLE MAN LOUISE MANDRELL and R.C. BANNON (RCA AHL1-4377)	54	4
18 SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA-AHL1-4348)	19	8	54 BUSTED JOHN CONLEE (MCA 5310)	51	30
19 THE BEST LITTLE WHOREHOUSE IN TEXAS ORIGINAL SOUNDTRACK (MCA 6112)	13	11	55 FANCY FREE OAK RIDGE BOYS (MCA 5209)	55	74
20 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO-51124)	8	17	56 I WRITE IT DOWN ED BRUCE (MCA-5323)	—	1
21 WW II WAYLON AND WILLIE (RCA AHL1-4455)	30	3	57 IN BLACK & WHITE BARBARA MANDRELL (MCA-5295)	56	47
22 THE LEGEND GOES ON THE STATLER BROTHERS (Mercury/PolyGram SRM-1-4048)	22	49	58 I AM WHAT I AM GEORGE JONES (Epic FE 36586)	64	30
23 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	23	49	59 KENNY ROGERS GREATEST HITS KENNY ROGERS (Liberty LOO 1072)	66	86
24 JUST HOOKED ON COUNTRY ATLANTA POPS ORCHESTRA — ALBERT COLEMAN, conducting (Epic FE 38154)	24	12	60 LISTEN TO THE RADIO DON WILLIAMS (MCA-5306)	60	30
25 HIGH NOTES HANK WILLIAMS, JR. (Elektra/Curb E1-60100)	21	29	61 THIS DREAM'S ON ME GENE WATSON (MCA-5302)	59	13
26 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930)	26	85	62 THE DAVID FRIZZELL AND SHELLY WEST ALBUM (Warner Bros./Viva BSK 3643)	68	40
27 PERFECT STRANGER T. G. SHEPPARD (Warner/Curb 23726-1)	37	3	63 CHARLEY SINGS EVERYBODY'S CHOICE CHARLEY PRIDE (RCA AHL1-4287)	71	31
28 RADIO ROMANCE EDDIE RABBITT (Elektra 60160-1)	35	3	64 STILL THE SAME OLE ME GEORGE JONES (Epic FE 37106)	72	49
29 INSIDE AND OUT LEE GREENWOOD (MCA-5305)	25	28	65 SUGAR FREE DAVE ROWLAND (Elektra E1-60011)	69	14
30 SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135)	34	3	66 SOUTHERN COMFORT CONWAY TWITTY (Elektra E1-60005)	53	41
31 IT AIN'T EASY JANIE FRICKE (Columbia FC 38214)	39	4	67 JUICE JUICE NEWTON (Capitol ST 12136)	57	36
32 STRAIT FROM THE HEART GEORGE STRAIT (MCA 5320)	27	19	68 STICKIN' TOGETHER THE KENDALLS (Mercury/PolyGram SRM-1-4046)	58	14
33 16TH AVENUE LACY J. DALTON (Columbia FC37975)	28	15	69 FAMILY & FRIENDS RICKY SKAGGS (Rounder 0151)	61	17
34 TOO GOOD TO HURRY CHARLY McCLAIN (Epic FE 38064)	29	3	70 GREATEST HITS JIM REEVES & PATSY CLINE (RCA AHL1-4127)	62	49
35 THE MAN WITH THE GOLDEN THUMB JERRY REED (RCA AHL1-4315)	31	23	71 FULL CIRCLE DOTTIE WEST (Liberty LT-51129)	63	6
36 CONWAY'S #1 CLASSICS CONWAY TWITTY (Elektra ET-60115)	41	8	72 BLACK ON BLACK WAYLON JENNINGS (RCA AHL1-4247)	65	36
			73 STRAIT COUNTRY GEORGE STRAIT (MCA 5348)	67	56
			74 OH GIRL CON HUNLEY (Warner Bros. 9 23693)	70	13
			75 GREATEST HITS RONNIE MILSAP (RCA AHL 1-3722)	73	29

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CONI CAUSEY



"I WISH THERE WAS ANOTHER WOMAN"
(L.B. 703)

CASH BOX 94

PRODUCED BY:
ALLEN CASH




TOP 100 COUNTRY SINGLES

November 6, 1982

	10/30	Weeks On Chart		10/30	Weeks On Chart		10/30	Weeks On Chart
1 CLOSE ENOUGH TO PERFECT ALABAMA (RCA PB-13294)	2	11	35 (LOST HIS LOVE) ON OUR LAST DATE EMMYLOU HARRIS (Warner Bros. 7-29898)	40	4	68 DON'T BLAME IT ON ALCOHOL HUGH X. LEWIS (Black Rose 8272)	71	6
2 YOU'RE SO GOOD WHEN YOU'RE BAD CHARLEY PRIDE (RCA PB-13293)	4	11	36 GOING WHERE THE LONELY GO MERLE HAGGARD (Epic 34-03315)	44	3	69 THE ELVIS MEDLEY ELVIS PRESLEY (RCA PB-13351)	—	1
3 MISTAKES DON WILLIAMS (MCA-52097)	1	12	37 SOUL SEARCHIN' LEON EVERETTE (RCA PB-13282)	13	14	70 I JUST CAN'T TURN TEMPTATION DOWN SKIP AND LINDA (MDJ 68179)	82	3
4 WAR IS HELL T.G. SHEPPARD (Warner/Curb 7-29934)	7	10	38 SOMETIMES YOU JUST CAN'T WIN LINDA RONSTADT (Asylum 7-69948)	45	4	71 WHAT SHE DON'T KNOW WON'T HURT HER GENE WATSON (MCA-52131)	—	1
5 HEARTBROKE RICKY SKAGGS (Epic 34-03212)	9	8	39 THE KILLIN' KIND BANDANA (Warner Bros. 7-29936)	48	10	72 DARLENE BIG AL DOWNING (Team TRS 1002AS)	76	4
6 BREAK IT TO ME GENTLY JUICE NEWTON (Capitol PB-5148)	8	11	40 CONFIDENTIAL CON HUNLEY (Warner Bros. 7-29902)	43	5	73 I WISH I WAS IN NASHVILLE MEL McDANIEL (Capitol P-B-5169)	—	1
7 LET IT BE ME WILLIE NELSON (Columbia 18-03073)	3	13	41 NEW WAY OUT KAREN BROOKS (Warner Bros. 7-29958)	41	15	74 THE DEVIL'S ANGEL JASON HAWKINS (Foxfire F.F. 6001)	84	3
8 SHE'S LYING LEE GREENWOOD (MCA-52087)	6	14	42 I WILL ALWAYS LOVE YOU DOLLY PARTON (RCA PB-13260)	11	15	75 OLD HOME TOWN GLEN CAMPBELL (Atlantic America 7-99967)	89	2
9 LOVE'S GONNA FALL HERE TONIGHT RAZZY BAILEY (RCA PB-13290)	10	12	43 WITH YOU CHARLY McCLAIN (Epic 34-03309)	57	3	76 THAT'S HOW MUCH I LOVE YOU RAMSEY KEARNEY (Safari SR 104)	78	4
10 EVER, NEVER LOVIN' YOU ED BRUCE (MCA-52109)	12	11	44 A CHILD OF THE FIFTIES STATLER BROTHERS (Mercury/PolyGram 76184)	58	3	77 NO ROOM TO CRY MIKE CAMPBELL (Columbia 18-03154)	81	3
11 WE DID BUT NOW YOU DON'T CONWAY TWITTY (Elektra 7-69964)	14	9	45 YOU STILL GET TO ME IN MY DREAMS TAMMY WYNETTE (Epic 14-03064)	22	13	78 YESTERDAY'S WINE MERLE HAGGARD/GEORGE JONES (Epic 14-03072)	48	14
12 OPERATOR, LONG DISTANCE PLEASE BARBARA MANDRELL (MCA-52111)	15	10	46 YOU PUT THE BLUE IN ME THE WHITES (Elektra 7-69980)	56	11	79 THE BEER DRINKIN' SONG MAC DAVIS (Casablanca/PolyGram 2355)	49	7
13 STEP BACK RONNIE McDOWELL (Epic 14-03203)	16	9	47 ARE WE IN LOVE CHARLIE ROSS (Town House P-B-1061)	47	8	80 ROMANCE LOUISE MANDRELL (RCA PB-13373)	—	1
14 IT AIN'T EASY BEIN' EASY JANIE FRICKE (Columbia 18-03214)	17	8	48 SHE CAN'T GET MY LOVE OFF THE BED DONNIE WEST (Liberty P-B-1479)	30	9	81 MAXIMUM SECURITY DON KING (Epic 34-03155)	83	5
15 SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-03159)	18	9	49 ONLY IF THERE IS ANOTHER YOU MOE BANDY (Columbia 38-03309)	59	3	82 HARD CANDY CHRISTMAS DOLLY PARTON (RCA PB-13361)	—	1
16 YOU AND I EDDIE RABBITT w/CRYSTAL GAYLE (Elektra 7-69936)	23	5	50 LIKE NOTHING EVER HAPPENED SYLVIA (RCA PB-13330)	65	2	83 SAN ANTONIO NIGHTS EDDY RAVEN (Elektra 7-69929)	—	1
17 SOMEWHERE BETWEEN RIGHT AND WRONG EARL THOMAS CONLEY (RCA PB-13320)	20	6	51 BACKSLIDIN' JOE STAMPLEY (Epic 34-03290)	62	4	84 LOVE WHEEL CALAMITY JANE (Columbia 38-03229)	85	5
18 A WOMAN'S TOUCH TOM JONES (Mercury/PolyGram 76172)	19	9	52 THAT'S WHAT I GET FOR THINKING THE KENDALLS (Mercury/PolyGram 76178)	52	8	85 I'M GONNA LOVE YOU RIGHT OUT OF THIS WORLD TOM GRANT (Elektra 7-69961)	86	5
19 REDNECK GIRL THE BELLAMY BROTHERS (Warner/Curb 7-29923)	21	7	53 PRETTY LADY GUY SHANNON (Comstock COM 1687)	55	5	86 TURN THE PENCIL OVER PORTER WAGONER (Warner/Viva 7-29875)	—	1
20 THE AMERICAN DREAM HANK WILLIAMS, JR. (Elektra 7-69960)	24	5	54 IN THE JAILHOUSE NOW WILLIE NELSON & WEBB PIERCE (Columbia 38-03231)	54	5	87 JUST FOR THE MOMENT BRENDA LEE (MCA-52124)	93	2
21 16TH AVENUE LACY J. DALTON (Columbia 18-03184)	25	9	55 YOUR PICTURE STILL LOVES ME BILLY SWAN (Epic 34-03226)	60	5	88 TOO MANY IRONS IN THE FIRE BILLY PARKER & CAL SMITH (Soundwaves NSD 4686)	91	3
22 HE GOT YOU RONNIE MILSAP (RCA PB-13288)	5	12	56 IT'S LIKE FALLING IN LOVE THE OSMOND BROTHERS (Elektra 7-69969)	32	10	89 HERE WE GO AGAIN ROY CLARK (Churchill CR 94011)	—	1
23 WILD AND BLUE JOHN ANDERSON (Warner Bros. 7-29917)	27	7	57 LIVIN' IN THESE TROUBLED TIMES CRYSTAL GAYLE (Columbia 18-03048)	42	14	90 IT KEEPS RIGHT ON A HURTIN' JOHNNY DEE (American Communication Enterprises A-8203)	92	2
24 STAY A LITTLE LONGER MEL TILLIS (Elektra 7-69963)	26	7	58 MAKING LOVE FROM MEMORY LORETTA LYNN (MCA-52092)	50	13	91 LOVE ME TODAY, LOVE ME FOREVER J.W. GUNN (Primer PR 1013)	—	1
25 TIE YOUR DREAM TO MINE MARTY ROBBINS (Columbia 18-03236)	28	6	59 GONNA HAVE A PARTY KIERAN KANE (Elektra 7-69943)	70	2	92 DON'T IT BREAK YOUR HEART STEVE WARINER (RCA PB-13308)	51	10
26 I DON'T REMEMBER LOVING YOU JOHN CONLEE (MCA-52116)	29	6	60 TODAY MY WORLD SLIPPED AWAY VERN GOSDIN (AMI 1310)	72	3	93 IF HEAVEN AIN'T A LOT LIKE DIXIE HANK WILLIAMS, JR. (Elektra 7-69960)	—	1
27 THE BIRD JERRY REED (RCA PB-13355)	31	4	61 MEMORY MACHINE JACK QUIST (Memory Machine MMR 1015)	61	7	94 I WISH THERE WAS ANOTHER WOMAN CONI CAUSEY (Deep South/Album Globe A.G. 703)	—	1
28 A LOVE SONG KENNY ROGERS (Liberty P-B-1485)	33	4	62 GREEN EYES TOM CARLILE (Door Knob DK 82-187)	74	3	95 GOODTIMES ARE FLEETING THINGS FRANK ST. CLAIR (Rosebud RR 1033)	94	4
29 MARINA DEL REY GEORGE STRAIT (MCA-52120)	35	5	63 WE HAD IT ALL ONE TIME THE CHARLIE DANIELS BAND (Epic 34-03251)	66	5	96 SOUTHBOUND FREIGHT RAMBLIN REBEL BAND (Ramblin Rebel SM 2203)	97	2
30 I WONDER ROSANNE CASH (Columbia 38-03283)	36	4	64 HOLD ON GAIL DAVIES (Warner Bros. 7-29892)	77	2	97 HEY! BABY! ANNE MURRAY (Capitol P-B-5145)	53	13
31 CAN'T EVEN GET THE BLUES REBA McENTIRE (Mercury/PolyGram 76180)	34	6	65 HONKY TONK MAGIC LLOYD DAVID FOSTER (MCA-52123)	80	3	98 I'D DO IT ALL AGAIN JERRY LEE LEWIS (Elektra 7-69962)	63	7
32 (SITTIN' ON) THE DOCK OF THE BAY WAYLON & WILLIE (RCA PB-13319)	39	3	66 634-5789 MARLOW TACKETT (RCA PB-13347)	73	4	99 I WISH YOU COULD HAVE TURNED MY HEAD OAK RIDGE BOYS (MCA-52195)	64	15
33 CHEROKEE FIDDLE JOHNNY LEE AND FRIENDS (Full Moon/Asylum 7-69945)	37	6	67 RIGHT BACK LOVING YOU AGAIN CHANTILLY (F&L FL-519)	75	4	100 I JUST CAME HERE TO DANCE DAVID FRIZZELL & SHELLY WEST (Warner/Vive 7-29980)	66	17

ALPHABETIZED TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Child Of (American Cowboy — BMI)	44	Honky Tonk Magic (House of Gold — BMI)	65	SESAC/ASCAP	58	That's How Much (Vogue c/o Welk BMI)	76
A Love Song (Music Corp. of America/Sycamore Valley — BMI)	28	I Don't Remember (Tree — BMI)	26	Marina Del Rey (Hall-Clement c/o Welk/Golden Opportunity — BMI/SESAC)	29	That's What I (Hall-Clement c/o Welk — BMI)	52
A Woman's Touch (Blackwood/Fullness — BMI)	18	I Just Can't (Blackwood — BMI)	70	Maximum Security (King's X — ASCAP)	81	The American Dream (Bocephus — BMI)	20
Are We In Love (Collins Court — ASCAP)	47	I Will Always (Velvet Apple Music — BMI)	42	Memory Machine (Contention — SESAC)	61	The Beer Drinkin' Song (Songpainter — BMI)	79
Backslidin' (Jensing/Black Sheep/Old Friends — BMI)	51	I Wish I Was (Vogue c/o Welk — BMI)	73	Mistakes (Jensing/Narwahl/Sweet Glenn — BMI)	3	The Bird (Pullman/House of Gold/Willie Nelson — BMI)	27
Break It To (Northern (MCA) — ASCAP)	6	I Wish I Was There (Sirdale/Foxtail — ASCAP)	94	New Way Out (Gee Sharp Music — BMI)	41	The Devil's Angel (Al-Marie — BMI)	74
Can't Even Get (Coal Miners/Elektra/Asylum — BMI)	31	I Wish You (Tree Publ. — BMI)	99	No Room To Cry (Music Corp. of America — BMI)	77	The Elvis Medley (Various Publishers — ASCAP/BMI)	69
Cherokee Fiddle (Mystery — BMI)	33	I Wonder (Bug/Asleep At The Wheel — BMI/Adm. Worldwide by Bug)	30	Old Home Town (WB/Gladward Spiral — ASCAP)	75	Turn The Pencil Over (Peso/Wallet — BMI)	88
Close Enough To (Accredit/Raindance — BMI)	1	I'd Do It (April — ASCAP)	98	Only If There (Baray — BMI)	49	War Is Hell (Tree — BMI/Cross Keys (Tree) — ASCAP)	4
Confidential (Senor — ASCAP)	40	I'm Gonna Love (Singletree — BMI)	85	Operator (Hall-Clement c/o Welk — BMI)	12	We Had It (Hat Band — BMI)	63
Darlene (Metaphor — BMI)	72	If Heaven Ain't (Bocephus/Bud McGulre — BMI)	93	Pretty Lady (Blue Lake — BMI)	53	We Did But (Music City — ASCAP)	11
Don't Blame It (Dream City — BMI)	68	In The Jailhouse (APRS — BMI)	54	Redneck Girl (Famous/Bellamy Brothers — ASCAP)	19	What She Don't (Booth & Watson/Crosstimbers/Blue Creek — BMI)	71
Don't It Break (Collins Court/Jack and Bill c/o Welk — ASCAP)	92	It Ain't Easy (Warner-Tamerlane — BMI/Da-Tic-A-Bo/Bobby Goldsboro — ASCAP)	14	Right Back Loving (Old Friends — BMI/Golden Bridge — ASCAP)	67	Wild And Blue (Sweet Baby — BMI)	23
Ever, Never Lovin' (Calico/Tree/Sugarplum — SESAC/BMI)	10	It's Like Falling (Blackwood/Magic Castle — BMI/April/Widmont — ASCAP)	56	Romance (Meadowgreen — ASCAP/Tree — BMI)	80	With You (Onhissown — BMI/Arlan/Ron Muir — ASCAP)	43
Going Where (Shade Tree — BMI)	36	Just For The Moment (Silverline — BMI/Goldline — ASCAP)	87	San Antonio Nights (Milene — ASCAP)	83	Yesterday's Wine (Willie Nelson — BMI)	78
Gonna Have (Cross Keys/Tree — ASCAP/Old Friends/Tree — BMI)	59	Let It Be Me (MCA Music, Div. of MCA — BMI)	7	She Can't Get (Southern Nights — ASCAP)	48	You And I (Four Way — ASCAP)	16
Goodtimes Are Fleeting (Rosebud — BMI)	95	Like Nothing Ever (Tome Collins — BMI)	50	She's Lying (Unichappell/Jan Crutchfield/Music Corp. of America-MCA — BMI)	8	You Put (Elektra/Asylum — BMI/Refuge/Cross Keys (Tree) — ASCAP)	46
Green Eyes (Opa-Locka — ASCAP)	62	Like Nothing Ever (Tome Collins — BMI)	50	Sittin' On (East/Memphis/Irving — BMI)	32	You Still Get (First Lady — BMI/Tagapue — ASCAP)	45
Hard Candy Christmas (Daniel/Shukat/MCA — ASCAP)	82	Like Nothing Ever (Tome Collins — BMI)	50	634-5789 East/Memphis/Irving/Pronto — BMI)	66	Your Picture Still (Music City — ASCAP/Shermen Oaks — BMI)	55
Heartbroke (Chappel — ASCAP)	5	Like Nothing Ever (Tome Collins — BMI)	50	16th Avenue (DebDave/Briarpatch — BMI)	21	You're So Good (Royahaven — BMI)	2
He Got You (Chriswood — BMI/Murteesongs — ASCAP)	22	Like Nothing Ever (Tome Collins — BMI)	50	Somewhere Between (Blue Moon/April — ASCAP)	17		
Here We Go (Dirk — BMI)	89	Like Nothing Ever (Tome Collins — BMI)	50	Sometimes You Just (Glad Music — BMI)	38		
Hey! Baby! (Le Bill Music/Unart Music — BMI)	97	Like Nothing Ever (Tome Collins — BMI)	50	Soul Searchin' (Swallowfork — ASCAP)	37		
Hold On (Rick Clark/Tricia — ASCAP/Mark Marchetti/Little Chickadee — BMI)	64	Like Nothing Ever (Tome Collins — BMI)	50	Southbound Freight (Shrimp — BMI)	96		
		Like Nothing Ever (Tome Collins — BMI)	50	Stay A Little (Red River — BMI)	24		
		Like Nothing Ever (Tome Collins — BMI)	50	Step Back (Tree — BMI)	13		
		Like Nothing Ever (Tome Collins — BMI)	50	Sure Feels Like (Larry Gatlin — BMI)	15		

⚡ = Exceptionally heavy radio activity this week

💰 = Exceptionally heavy sales activity this week

COUNTRY COLUMN

CASH BOX BECOMES HAZZARD-OUS — Former co-star of the *Dukes of Hazzard* television series **Tom Wopat** came by the Nashville offices of **Cash Box** recently with producer **Mike Post** and representatives of CBS to discuss his recent affiliation with the Columbia label. Without citing the number of albums covered in the agreement, Wopat indicated that his association with Columbia would be a long-term partnership, and his first single, "Full Moon, Empty Pockets," is scheduled to ship in January. The tune was originally released by **Montana Skyline**. Although former co-Duke **John Schneider** is currently signed to Scotti Bros., a CBS-associated company, there are no plans to team the pair on vinyl, as Wopat and Post both promise that the newcomer's material will have a much more solid country appeal than Schneider, who tends to lean toward A/C. Post, of course, is the same producer who worked with **Dolly Parton** on her *9 To 5* album, and is credited for a host of TV themes, including *Magnum P.I.*, *The Rockford Files*, *The Greatest American Hero* and *Hill Street Blues*.

ALABAMA GOES TRIPLE PLATINUM — Alabama's "Feels So Right" album recently attained triple platinum status for sales over three million units. "Mountain Music" is now at the double platinum mark, while the group's debut LP, "My Home's In Alabama," is over one million units. Bassist **Teddy Gentry** rejoined the group in Tuscaloosa Oct. 22 after he was sidelined with a mild case of bronchial pneumonia the day after the group took three awards at the Country Music Assn. (CMA) Awards Show telecast. The band will accept another award Nov. 20, the Most Popular Artist of the Year trophy from the Amusement and Music Operators Assn. (AMOA), given for the highest revenues generated through jukebox play over a one-year period.

MAD BOMBER THREATENS TO SMOKE OAKS — The **Oak Ridge Boys** encountered a first when they played in Lake Wales, Fla., Oct. 23. At 1:45 p.m., an unidentified caller threatened to blow up the Oaks' stage at 2:00 p.m. The anonymous individual chose a name from the phone book at random and told the person who answered that he should warn the sheriff's department that a pre-planted bomb on the Oaks' stage would detonate in 15 minutes. Fourteen squad cars were dispatched to search for the explosives, and the Oaks' crew and as much equipment as possible were pulled from the set, but no explosion occurred. Officials with the group indicated that it was the first time the Oak Ridge Boys' show has been the target of a bomb threat.



KEEPING UP WITH JONES — After a busy day of promotional activities and a sold-out appearance at Nashville's *Grand Ole Opry House*, PolyGram hosted an invitation-only reception honoring artist **Tom Jones** at the *Opryland Hotel*. Pictured are (l-r): Jones; **Jerry Kennedy**, vice president, A&R, PolyGram; and **Joe Polidor**, country marketing director, PolyGram.

heavyweights from the local music community, to toast the country comedienne, whose real name is **Sarah Ophella Colley Cannon**. **Roy Acuff** lead the gathering in singing "Happy Birthday" at the event.

MEANWHILE BACK AT THE COURTROOM — Proceedings of a different color began when opening remarks were heard in the case of Acuff-Rose Publications vs. **Charlie Daniels**, Kama Sutra Music and CBS Records, Inc. Acuff-Rose is charging Daniels with infringement of the **John D. Loudermilk** tune "Bad News." The suit involved Daniels' "Long-Haired Country Boy," which Acuff-Rose notes is "strikingly similar" to the aforementioned Loudermilk composition.

WYNETTE 'STY'-FLED BY EYE INFECTION — Those who watched the CMA Awards show will recall **Tammy Wynette's** shocking appearance in emerald sequins and sunglasses, which garnered quite a bit of attention at the post-Awards party. Apparently, a number of rumors, several of which were not in the least bit flattering, arose in explanation of her glasses, but Epic officials say the shades were donned to hide a sty that had developed in her right eye. Though she wore the glasses through the week, including Saturday, when she entertained disc jockeys at her home outside of Nashville, they have since been cast aside and the swelling has gone down. Wynette was a guest for the first time on *Solid Gold* Oct. 22, where she performed her current single, "You Still Get To Me In My Dreams."

FELTS TO COMPLEAT — Following the signing of **Vern Gosdin**, newly formed Compleat Records has signed **Narvel Felts** to the label. His first Compleat single, a reworking of the **Platters'** "Smoke Gets In Your Eyes", was recently released.

SLOWER THAN A SPEEDING BULLET — Following a dismal performance in which they lost all four games to the Nice Guys, headed by **Gary Harrison** of Dick James Music; **Mary Del Frank** of Almo/Irving Music; and **Will Robinson** of Tom Collins Music (a.k.a. Uncle Fester, Cousin It and Lurch), the **Cash Box** Bullets dropped to last place in the Music Business Mixed Bowling League with a record of six wins and 22 losses. In spite of the Bullets' poor performance, the team is still ahead of last year's pace when it won its opening game and proceeded to lose the next 19 in succession. Among the other league members are such notable industry personalities as: **Tex Davis** of Monument Records and wife **Betty**; **Charlie McCoy**; **Pat McGuire** of the musician's union; **Wayne Moss** of Barefoot Jerry fame; **Karen Taylor-Good**; **Taylor Sparks**, Mesa Records; **Gene Kennedy & Karen Jeglum**; and **Angie Ball**, Welk Group.

BITS & PIECES — Recent action at Sound Emporium included: **Jerry Reed** taping the fight song for **Burt Reynolds'** Tampa Bandits football team; **Roger Whittaker** working with producer **Chet Atkins** on an album of country and MOR standards for Tembo Records; **Billy Sherrill** mixing a **George Jones** album; **Chuck Sagie** mixing a **Clifford Russell** LP for St. Petersburg's Sugartree label. . . **Dottie West** and **John Schneider** have supplied voice tracks for an upcoming animated television special, *The Raccoon And The Lost Star*. . . **Johnny Duncan** is currently negotiating for management with **Gene Ferguson**. . . **Reba McEntire** will sing "Can't Even Get The Blues" at half time during nationally televised Orange Bowl game on New Year's Day. . . **Rosanne Cash** will appear at Caesar's Palace in Lake Tahoe Oct. 29 and 31. . . **Wendy Holcombe** is working on her first album with producer **Harrison Tyner**. . . **David Heavener** and **Barry Dale** were both recording at Stargem Studios. . . **John Conley** and **Mel McDaniel** are both working on singles at Woodland Sound Studios with engineer **Rick McCollister**.

tom roland



GREETINGS AT THE GREEK — Following his recent appearance at Los Angeles' Greek Theatre in support of his RCA album, "Somewhere Between Right and Wrong," **Earl Thomas Conley** was greeted backstage by some very familiar faces, including **Jim Bullock** who portrays the character of **Monroe Ficus** on the ABC sitcom, *Too Close For Comfort*. Pictured are (l-r): **Jessi Colter**; **Waylon Jennings**; **Bullock**; and **Conley**.

Preston Named Sr. VP, Mel Tillis Films

NASHVILLE — Joel Preston has been appointed to the post of senior vice president creative affairs of Mel Tillis Films, Inc. Preston, a motion picture industry public relations veteran previously associated with Columbia Pictures and Metro-Goldwyn-Mayer, will be leaving the Mahoney/Wasserman public relations firm to activate West Coast operations for this

Tillis film company on Nov. 1.

The new production company, headquartered in Nashville, will open an office at 6399 Wilshire Boulevard in Los Angeles and has announced its first project, a feature based on the historical novel *I Take This Land* by Richard Powell. Filming is set for late next year on location in Florida.

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THE COUNTRY MIKE

POLYGRAM PREPARES CHRISTMAS CARD — To help country radio stations across the nation celebrate the upcoming holiday season, PolyGram Records will ship a special edition EP containing **The Statler Brothers'** four most popular Christmas tunes. The new EP, set to ship in early November, comprises songs culled from "The Statler Brothers Christmas Card" album. Two classic yuletide tunes, "Jingle Bells," and "Away In A Manger," are included in this EP, along with two Statler Brother-penned songs, "The Carols Those Kids Used To Sing" and "I Never Spent A Christmas That I Didn't Think Of You." Although PolyGram is shipping the platter to radio, it will not be available for retail.

RKO OUTLET BEGINS CHRISTMAS FUND — In a combined effort, **KHJ-TV** and **KHJ/Los Angeles** have started preparations for the station's first Children's Christmas Fund to raise funds for disadvantaged kids in the Los Angeles area. The fund, started 37 years ago by RKO's New York stations, **WOR-TV** and **WOR-FM**, collects donations in cash and gifts from generous listeners and distributes over 2,000 gifts to area children. Both KHJ-TV and KHJ radio cover all the various administrative costs incurred in collecting donations so that all funds generated go directly to the purchase of the Christmas gifts.



DJs OF THE YEAR — Larry Gatlin served as guest speaker for the Country Music Assn. DJ Luncheon held at the Opryland Hotel Oct. 12, during which the 1982 DJ Award winners were presented their trophies. Pictured are (l-r): Chuck Morgan, WSM/Nashville, large market; Gatlin; Tim Williams, KOKE/Austin, medium market; and Al Snyder, WNVL/Nicholasville, Ky., small market.

FINAN TO FILL CLEVELAND DRIVE-TIME SLOT — **WHK/Cleveland** has shifted midday air personality **Joe Finan** to the afternoon drive slot left vacant after the departure of **Bill Wilkens**. Finan previously worked with **WIXY/East Longmeadow, Md.**, and **KYW/Philadelphia** before moving to WHK. Program director **Joel Raab** will fill in at the midday slot for WHK until a replacement can be hired.

SUN SHINES IN MEMPHIS — As selected by requests from their listeners, **WLVS-FM/Memphis** featured country artist **Joe Sun** at its "Parking Lot Party," its annual appreciation party for its listeners in the Memphis area. Audience response to Sun's earlier appearance at Memphis' "Cotton Carnival Music Fest" brought Sun's name to the attention of station owner **Sam Phillips**, who in turn invited the singer back to Memphis to play for WLVS's listener appreciation festivities.

STRAIT PROMOTION LINKS RADIO AND DISTRIBUTORS — In conjunction with a concert swing through Texas, singer **George Strait** was interviewed by **KDJW/Amarillo** for a remote radio broadcast while doing an in-store appearance at the local Hastings record store. **KDJW** and **Hastings** also sponsored a special evening for a lucky fan picked from a drawing at the record store, which entitled the sweepstakes winner to a pair of tickets, a limo ride to and from Strait's concert in Amarillo and free dinner prior to the show.

CONGRATULATIONS — To **John Brejot**, music director for **WKHK-FM/New York**. Brejot entered the 26-mile New York City marathon Oct. 24 and crossed the finish line in Central Park in a time of three hours and 52 minutes. Some 16,000 people entered the nationally televised run.

country mike

PROGRAMMERS PICKS

Buddy Covington	KNUZ/Houston	Hard Candy Christmas — Dolly Parton — RCA
Terry Slane	WIRK/West Palm Beach	Baby I'm Gone — Terri Gibbs — MCA
Bill Manders	WTOD/Toledo	Praise The Lord — Bobby Bare — Columbia
Mark Andrews	KWJJ/Portland	Blue & Broken Hearted Me — Burrito Brothers — Curb
Chris Taylor	WYNN/Omaha	Romance — Louise Mandrell — RCA
Tim Williams	KOKE/Austin	Closer To Crazy — Jan Grey — Jamex
Steve Sauder	KSSS/Colorado Springs	Like Nothing Ever Happened — Sylvia — RCA
Gary Hightower	KFDI/Wichita	What She Don't Know Won't Hurt Her — Gene Watson — MCA
Mike Carta	WIL/St. Louis	Goin' Where The Lonely Go — Merle Haggard — Epic
Joel Raab	WHK/Cleveland	The Elvis Medley — Elvis Presley — RCA
J.D. Cannon	WFMS/Indianapolis	(Sittin' On) The Dock Of The Bay — Waylon Jennings & Willie Nelson — RCA
Dale Elchor	KWMT/Ft. Dodge	Turn The Pencil Over — Porter Wagoner — Warner/Viva
Kevin Herring	WWWW/Detroit	Thank God For Kids — The Oak Ridge Boys — MCA
Rob Ryan	KWEN/Tulsa	Cherokee Fiddle — Johnny Lee & Friends — Asylum
John Brejot	WKHK/New York	Old Home Town — Glen Campbell — Atlantic America

MOST ADDED COUNTRY SINGLES

1. **THE ELVIS MEDLEY** — ELVIS PRESLEY — RCA — 31 ADDS
2. **LIKE NOTHING EVER HAPPENED** — SYLVIA — RCA — 28 ADDS
3. **WHAT SHE DON'T KNOW WON'T HURT HER** — GENE WATSON — MCA — 27 ADDS
4. **I WISH I WAS IN NASHVILLE** — MEL McDANIEL — CAPITOL — 25 ADDS
5. **ROMANCE** — LOUISE MANDRELL — RCA — 18 ADDS

MOST ACTIVE COUNTRY SINGLES

1. **A LOVE SONG** — KENNY ROGERS — LIBERTY — 65 REPORTS
2. **YOU & I** — EDDIE RABBITT with CRYSTAL GAYLE — ELEKTRA — 62 REPORTS
3. **THE BIRD** — JERRY REED — RCA — 46 REPORTS
4. **(SITTIN' ON) THE DOCK OF THE BAY** — WAYLON JENNINGS & WILLIE NELSON — RCA — 46 REPORTS
5. **SOMEWHERE BETWEEN RIGHT AND WRONG** — EARL THOMAS CONLEY — RCA — 44 REPORTS

SINGLES REVIEWS

OUT OF THE BOX



MICHAEL MURPHEY (Liberty P-B-1486) **Still Taking Chances** (3:25) (Timberwolf Music, Inc.—BMI) (M. Murphey) (Producer: J.E. Norman)

Murphey's last offering, providing the singer with his first #1 country outing, was a well-honed ballad, but he turns the tables here with a stinging romp of daring risk. Murphey's inspired vocals float amidst a rockin' lead guitar and throbbing acoustic work to accentuate an extremely enticing melody. Murphey takes no chances on this disc, but it appears to be a sure-fire winner.

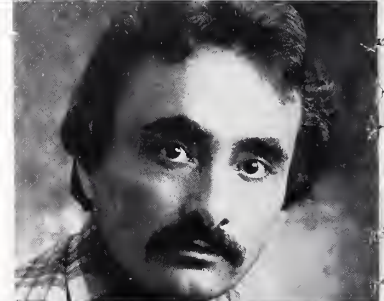
FEATURE PICKS

- RAZZY BAILEY** (RCA PB-13383) **Poor Boy**(3:38) (Irving Music, Inc./Down 'N Dixie Music/Simonton Music/Fifty Grand Music, Inc. — BMI) (D. Gray, J. Michael, M. Gray) (Producer: B. Montgomery)
- T.G. SHEPPARD and KAREN BROOKS** (Warner/Curb 7-29854) **Faking Love** (2:49) (Tree Publ. Co., Inc. — BMI) (B. Braddock, M. Berg) (Producer: B. Killen)
- TANYA TUCKER** (Arista AS 0677) **Cry**(3:44) (Blackwood Music, Inc. — BMI) (G. Murphy, F. Musker) (Producer: D. Malloy)
- AMY WOOLEY** (MCA-52143) **Back Door Of Heaven** (2:56) (The Times Square Music Publ. Co. — BMI) (G. Ballantyne) (Producer: R. Chancey)
- DANNY WOOD** (Avion AVS 102) **I Can't Hold Us Together Alone** (3:03) (Upstart Music — BMI) (Abbott, Stewart, Wood) (Producer: C. Stewart)
- ROY ACUFF and BOXCAR WILLIE** (Elektra 7-69937) **Fireball Mail** (2:39) (Milene Music, Inc. — ASCAP) (F. Jenkins) (Producer: W. Rose)

NEW AND DEVELOPING

JIM GLASER(Noble Vision NV-101) **When You're Not A Lady** (2:52) (Colgems—EMI Music/Tiny Tiger Music — ASCAP) (P. McManus, L. Pedroski) (Producer: D. Tolle)

Tompall & the Glaser Brothers is easily one of the most sedate acts on the scene today, but Glaser shows a more effervescent side on his solo debut, riding the crest of a wave of catchy hooks and pop melodies. Glaser's patented straight-ahead rhythm section and strong harmonies combine to give the song a basic country flavor on the initial release from Don Tolle's Noble Vision label.



ALBUM REVIEWS

GOING WHERE THE LONELY GO — Merle Haggard — Epic FE 38092 — Producers: Merle Haggard, Lewis Talley and Ray Baker — List: none — Bar Coded

The Stranger has become an easily recognizable force in country with his candid commentaries and swaggering vocals, and his latest continues in the tradition that garnered him a pair of CMA nominations. As is often the case, much of Hag's material is rather sedate and laid back, focusing on pain-inflected lyrical abilities, although "Someday You're Gonna Need Your Friends Again," penned by wife Leona Williams, is a slight departure, taking Haggard as close to a pop sound as he's ever come.

I WRITE IT DOWN — Ed Bruce — MCA-5323 — Producer: Tommy West — List: R.98 — Bar Coded

As the title indicates, Bruce incorporates 10 self-penned tunes to showcase his abilities as a songwriter as well as a singer who maintains an incredibly smooth delivery. While the production never quite allows the material to become energetic or rousing, it is a quite consistent affair, showcasing his relaxed demeanor amidst both flowing backdrops set with thick backup singing and simple country tunes.

Country Radio Seminar Weighs Growth With Educational Opportunities

(continued from page 20)

successful in our industry?' Certainly they're doing something right, and there's something to be learned from them. That first year we had two Top 40 people on a panel who really got into it, and at least half to 60% of the participants in the seminar came away feeling they had gained something out of that panel. There were no people in country radio at that time who were doing what those two people were."

"While there are a lot of differences between pop and country radio, there are a lot of commonalities," adds English. "What the seminar attempts to do is to address the best way to be a radio broadcaster first — how to do research, how to sell — and then, within that context, specifically address 'how do you sell country radio?' I would guess that maybe 75% of the panels that occur could be attended by rock or black or gospel programmers or managers, so we're spelling country in small letters."

The seminar had aided in increasing the awareness of country programmers of the state of the radio industry, providing a future view of radio technology and issues, while reinforcing the "basics" and examin-

ing current issues and roadblocks.

Though the seminar has remained, for the most part, a country conglomerate, it has attracted a yearly smattering of radio participants from other formats, and this year, the OCRB, which was formed mainly to handle the seminar last year, has attempted to expand its duties. The association has reached an agreement with both Republic and American Airlines to provide a 30% discount to seminar participants riding coach to make the seminar a more affordable event, and it is currently taking steps to ensure the stable future of the country radio industry by working with some 116 broadcasting schools in the southeast to qualify seminar attendance for college credit.

Additionally, the organization is initiating the *OCRB Update*, a complete listing of key radio personnel at country stations across the nation. Currently the Country Music Assn. (CMA) provides such a service once a year, as does *Cash Box* magazine in its February *Country Radio Director*, but OCRB officials claim that their information will be more comprehensive by being compiled twice annually.

Post-Country Music Week Activities Center On Radio, Retail Promotions

(continued from page 20)

Nielson ratings service, making it one of the most-watched programs of the week, and the last half-hour actually pulled a 41 share. ABC-TV and NBC-TV fell behind in the 20s.

According to Walker-Meador, a Convention Study Committee has recommended that the 1983 Talent Buyer Seminar be held concurrently with Country Music Week, instead of prior to the event. Next year's Country Music Week will commence with the awards show October 10.

Weather A Factor

While she agreed that moving the convention to the final week of October may provide a more stable and continuing pattern of sales in response to Country Music Month on the part of consumers, the convention has been placed in the second week of October because of hotel availability and the increased likelihood of favorable weather conditions.

When the Grand Old Opry originally began celebrating its birthday 30 years ago, the festivities were held in November, the actual month in which the Opry was founded, but, when the CMA was founded in 1958, it worked in conjunction with WSM, Inc., to move the event to October when the Nashville climate is more suitable for incoming visitors.

Walker-Meador also lamented the fact that while registration for the week equalled last year's mark of approximately 3,000, at least 2,000-3,000 participated in some events without registering. She noted that half of the 'small registration fee' of \$50 is earmarked for the Opry Trust Fund. While she admitted that 'anybody in the industry almost can get a ticket to a CBS or RCA show,' she felt that other industry organizations should follow the example of the CMA and register two-to-five people in an effort to 'endorse the trust fund.'



JAPANESE PUBLISHERS VISIT NASHVILLE — Members of the Music Publishers Assn. of Japan were guests of honor at a recent luncheon at the Broadcast Music, Inc. (BMI) offices in Nashville. Thirty-five representatives from Japanese publishing companies, record companies and production firms toured the United States in order to raise operational funds for the organization. The delegation also visited the Country Music Hall of Fame and the Grand Ole Opry while in Nashville. Pictured presenting gifts brought from Japan to BMI vice president Frances Preston are (l-r): music critic K. Hirai and K. Kishibe, tour leader and representative of JASRAC, the Japanese performing rights society.

TOP 15 ALBUMS

Spiritual

	Weeks On Chart	10/30
1 PRECIOUS LORD AL GREEN (Hi/Myrrh MSB-6702) Unavailable At Press Time	1	13
2 LORD, YOU KEEP ON PROVING YOURSELF TO ME FLORIDA MASS CHOIR (Savoy SGL 7078) Title Cut	2	26
3 BROTHER TO BROTHER WILLIAMS BROTHERS (Myrrh MSB 6717) Unavailable At Press Time	4	15
4 IT'S GONNA RAIN MILTON BRUNSON (Myrrh MSB 6696) Title Cut	3	26
5 THE RICHARD SMALLWOOD SINGERS (Onyx/Benson R3803) "Call The Lord"	5	7
6 EDWIN HAWKINS LIVE WITH THE OAKLAND SYMPHONY ORCHESTRA, VOL. II (Myrrh MSB 6700) Unavailable At Press Time	6	6
7 A TOUCH OF CLASS JACKSON SOUTHERNAIRES (Malaco 4375) "Don't Look Down On A Man"	7	27
8 GLORY TO HIS NAME ALBERTINA WALKER & THE CATHEDRAL OF LOVE MASS CHOIR (Savoy SL-14614) Title Cut	8	19
9 WHEN ALL GOD'S CHILDREN GET TOGETHER REV. KEITH PRINGLE (Savoy SL 14656) Title Cut	9	47
10 UNCLOUDY DAY MYRNA SUMMERS (Savoy SL 14594) Unavailable At Press Time	10	6
11 HOPE SINGS, VOL. I D.J. ROGERS (Hope Song/Benson HS2000) "I Told Him I Would Sing"	11	8
12 THE JOY OF THE LORD IS MY STRENGTH DOUGLAS MILLER AND THE TRUE WAY CHOIR (Gospearl Records PL-16008) Unavailable At Press Time	13	3
13 REQUEST LINE MIGHTY CLOUDS OF JOY (Myrrh MSB 6712) Unavailable At Press Time	15	2
14 FINALLY ANDRAE CROUCH (Light/Elektra IC-60170) Unavailable At Press Time	14	2
15 10TH ANNUAL PRAISE AND REDEDICATION CONCERT SOUTHEAST INSPIRATIONAL CHOIR (Jewel 0172) Unavailable At Press Time	12	7

Inspirational

	Weeks On Chart	10/30
1 AGE TO AGE AMY GRANT (Myrrh MSB-6697) "Sing Your Praise To The Lord"	1	25
2 MIRACLE B.J. THOMAS (Myrrh 6705) "I'm In Tune"	2	47
3 AMAZING GRACE B.J. THOMAS (Myrrh 6675) Title Cut	3	63
4 I SAW THE LORD DALLAS HOLM (Greentree R3723) Title Cut	4	47
5 LIFT UP THE LORD SANDI PATTI (Impact 3799) "How Majestic Is Thy Name"	6	10
6 THE VERY BEST OF THE IMPERIALS (Dayspring SST 4025) "Same Old Fashioned Way"	5	43
7 AMY GRANT IN CONCERT VOL. II (Myrrh MSB 6677) "I'm Gonna Fly"	9	48
8 JONI'S SONG JONI EARECKSON (Word WSB 8856) Title Cut	8	47
9 UNFAILING LOVE EVIE TORNUQUIST (Word WSB 8867) "How I Love You Lord"	7	47
10 MAKE ME READY FARRELL & FARRELL (New Pax NP33104) Title Cut	10	20
11 PLAY THRU ME PHIL KEAGGY (Sparrow SPR1062) "Morning Light"	12	3
12 PRIORITY IMPERIALS (Dayspring DST 4017) "The Trumpet Of Jesus"	11	27
13 ONLY JESUS DION (Dayspring DST-4027) Unavailable At Press Time	13	16
14 BLESS THE LORD WHO REIGNS IN BEAUTY BILL GAITHER TRIO (Word 6670) Title Cut	15	33
15 FRONT ROW DAVID MEECE (Myrrh/Word MSB 6676) Unavailable At Press Time	14	4

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

Petra Supports Fifth Album With Comprehensive 'More Power' Tour

NASHVILLE — Following its 10th anniversary celebration held in mid-September here, gospel recording act Petra has embarked on its "More Power To Ya" national tour in support of its fifth album, which bears the same name.

Calling it the most comprehensive tour ever for the group, Petra is scheduled to play in 52 cities from mid-September to mid-December, with the remaining portion of the tour concentrated in the Southwest. Following Christmas break, the "More Power To Ya, Part 2" tour will begin, covering 90 cities through August, including several outdoor "Jesus festivals."

In-Store Aids

In support of the tour, in-store merchandising aids have been developed for record outlets and Christian bookstores, including 2'x2' posters and 1'x1' flats depicting the album cover graphics, which Petra sources

say looks like "something out of Star Wars," with a guitar/spaceship flying through space. In addition, the tour should benefit from the LP's billing as Word Records' "Album of the Month" for November, generating a high volume of print and radio advertising, as well as in-store display space. Markets that will host the band will also be bombarded with direct-mail concert notices, as well as T-shirts, posters, buttons and, in some cases, video promotion.

Newsletter Bows

In December, Petrafied Promotions will debut the *Petra Newsletter*, which will begin with a mailing list of some 50,000 names. Petrafied Prods. recently relocated in Nashville from its previous headquarters in Springfield, Mo., to centralize its booking and promotional efforts. The firm's new address is: P.O. Box 111386, Nashville, Tenn. 37211.

Barking Pumpkin A Family Affair With Frank Zappa

(continued from page 11)

ment parks in the area and a few beverage companies.

"We do basically all of our own advertising and promotions...but the CBS branches have been especially helpful...and we owe a lot to CBS' Paul Smith, Cal Roberts and John Birget."

Speaking of television, Moon Zappa's acting career got off the ground as a result of "Valley Girl," with such diverse performances as a recent episode of *Chips* and a debate with former Watergate figure G. Gordon Liddy, fresh from his appearances with Dr. Tim Leary. On Nov. 7, Moon is being honored as a Newsmaker of the Year by the Valley Press Club at its annual awards dinner "for bringing the San Fernando Valley to the attention of millions."

Barking Pumpkin representatives point out that the company is presently in the process of signing a merchandising and marketing contract with a top marketing firm for "Valley Girl." The single has sold 300,000 copies to date and album sales, at presstime, were up to 290,000, mostly coming out of the east and west coasts.

Whie Moon continued to make the rounds on the talk and entertainment TV show circuit, having done *Two On The Town*, *Late Night with David Letterman* and the *Merv Griffin Show*, as well as recording with her brother Dweezil ("Mother Is A

Space Cadet" and "Crunchy Water"), her father wrapped up a European tour. However, instead of playing his customary holiday shows in New York and Chicago on Halloween and Thanksgiving, respectively, Frank recently completed work on a video project.

Entitled "The Dub Room Special" (because it was put together in the dubbing room of Compact Video), it includes both past performances, such as 1975 dates featuring the Mothers of Invention with George Duke and Ruth Underwood, as well as current footage. In lieu of his N.Y.C. Halloween date, Zappa planned to show it that night (Oct. 30) at The Ritz in Manhattan. At the same time, Warner Amex's MTV is repeating last year's Halloween show at the Palladium.

Feature Films

In the feature film area, Zappa's film *Baby Snakes*, which was released on a limited run basis in a handful of markets some time ago, is being sent out "on a concert tour," playing market by market, according to officials at Barking Pumpkin. Zappa is presently mastering the album.

Barking Pumpkin, above all, remains largely a family-type enterprise, with more of the family becoming involved this year as recent developments have borne out. As always, though, it reflects the unique satire and musical accomplishment of its patriarch, Frank Zappa, whom Glotzer refers to as a "social commentator and humorist." What else could you say about a label that Frank named after his wife, Gail's, cough, saying she sounded like a Barking Pumpkin?

'Betamax' Bills Filed In Supreme Court

(continued from page 5)

will afford, individuals the ability to replicate easily a host of copyrighted works." CBS Inc. told the court that "every broadcaster is threatened by...argument that the broadcasting of copyrighted materials make them fair game for home copying."

A host of other briefs favoring the Universal-Disney position were filed by such other groups as TV and movie producers and distributors, entertainment entities, public television stations and program suppliers.

Earlier, briefs supporting the Sony position were filed with the court. Sony's view is that home taping is not a copyright infringement but falls under the fair use doctrine. "The recording made in the course of reception by home video tape recorders, of free, off-the-air television programming," Sony said, "is not an infringement, but rather is fair use of any such programming

RCA Reports Higher Sales And Earnings

(continued from page 11)

income of \$168.6 million, or \$1.55 per common share, compared with a loss of \$3.8 million, or a negative 73 cents per common share, for the same period last year. Earnings for the first nine months were nine percent higher than last year, before giving effect to the non-recurring 1981 items and a gain of \$29.1 million in January 1982 from the program to divest peripheral businesses.

RCA said that sharply increased third quarter revenues and earnings for the Communications segment to the sale of five transponders on the Satcom IV satellite. C.I.T. Financial's best third quarter ever resulted from a larger receivables portfolio and declining interest rates. Hertz's third quarter earnings substantially bettered those of 1981 without regard to the special provision for revaluation of assets and restructuring of truck operations in the third quarter of 1981.

The electronics segment did show strong sales of video discs, and RCA expects that sales of players and discs will top \$200 million for the year.

which is copyrighted. The public policy underlying free television broadcasting," it continued, "is that any member of the population who has the 'means' of receiving such broadcasts at home has the right to do so. The recording is merely a mechanical step employed..."

Backing Sony were a host of manufacturers, sellers and users. Among these was the Consumer Electronics Group of the Electronic Industries Assn. (CEG/EIA), which maintained that the essence of the use of home video recorders is for the purpose of time-shifting (being able to view the TV program at the viewer's leisure, rather than having to be present when the program is aired), and thus constitutes fair use. Also the consumer councils of six states, one city-county council, three national consumer councils, five advertising agencies, the attorneys general of 17 states, and such other pleaders as Pfizer Inc. (the pharmaceutical house makes the magnetic particles that are used in the manufacture of electronic video tape), the American Library Assn. and Viare Publishing Co., publisher of *Video Review*. And, of course, dozens and dozens of manufacturers, distributors and retailers.

Racks Endorse 4"x12" Cassette Pack

(continued from page 6)

ing concern of all segments of the industry that cassette tapes should be better merchandised. But the comments also reflect the reality that there is no consensus among those segments as to how it can be achieved.

"One thing I know for sure," Jim Bonk, senior vice president of the Stark/Camelot music chain, told *Cash Box*, "We can't ask manufacturers to make two different packages. They just ain't gonna do it. You will either buy it packaged in the new box they make or buy it unpackaged."

"Do what WEA did," he added. "Pass along a discount for open tape merchandising." Bonk noted that Stark/Camelot, like many of the racks, had developed a generic 4"x12" cassette package for its store to permit open merchandising of the

Record Turnout For AES Despite Poor Location

(continued from page 5)

"Perhaps because this is the first year that we've had just one convention, but it's the largest we've held so far," he said. "Just about 1,000 attended the technical paper and workshop sessions, which is a good number."

In fact, Plunkett noted that, in talking to exhibitors, most felt that because of the location rather than in spite of it, a "higher caliber of attendee" came out to the AES convention.

"To drive down here you really had to dedicate the day to spending some time here and learning something," Plunkett pointed out. "Exhibitors told me that there were fewer casual 'browsers' and more seriously interested attendees."

That became apparent the very first day of the event, Oct. 23, which was open for exhibits from noon to 6:00 p.m., and the first time that the AES has included such an "exhibit-only" day in its schedule. Plunkett

Columbia 'Team' Delivers The Hits

(continued from page 12)

with a carbon copy of what we did with *Loverboy*," says Arma Andon, vice president, artist development. "You don't see that kind of sales without support, and you have to really push on those singles that you believe in that are a little harder."

When the field staffs began reporting unusual excitement for *Men At Work* in such markets as Dallas, Seattle and Houston, the label quickly responded with extra support in those regions. "We're not looking for tonnage when we do that," says Sherwood. "We want to go into the market, get upfront visibility and genuinely sell records."

"Two years ago we saw the same thing in Dallas with Tommy Tutone. By capitalizing on it, we not only took Tutone to the second sales level, but we also set up the next album. That's artist development. The feedback goes through the company, and everybody gets the feeling — salesmen in other regions get on board and you start to gain inertia."

"It could have easily been a national push," says Ray Anderson, vice president, label promotion in describing the promotion plan for *Men At Work*. "We knew we had something that was a proven seller, but we knew a national push would pit us against our own superstar acts like Santana, *Loverboy* and *Journey*. So you have to specify yourself and target a marketplace. We picked the Dallas, Seattle and Los Angeles markets because they had shown the most interest when we first took it around."

Along with the station push, the promotion department worked in tandem with the

called the experiment "very successful" and added that AES is hoping to make it a regular feature of future gatherings.

Among the outstanding paper sessions was the Oct. 26 plenary session on psychoacoustical illusions, a combination lecture-demonstration chaired by Diana Deutsch of the University of California Department of Psychology. The papers were delivered on such topics as "Some Auditory Illusions And Their Bases," Richard M. Warren, University of Wisconsin, Department of Psychology; "Binaural Phase, Monaural Phase and Onsets as Sources of Psychoacoustical Illusions," Michael Kubovy, Rutgers University, Department of Psychology; "Demonstrations of Circular Components of Pitch," Roger N. Shepard, Stanford University, Department of Psychology; and "The Influence of Posture on the Spatial Localization of Sound," James R. Lackner, Brandeis University, Department of Psychology.

The next AES convention is set overseas for Eindhoven, The Netherlands, where Plunkett said "a fairly good number of papers are expected to be delivered." The next U.S. AES is slated for Oct. 8-12 in New York City.

branches to get the product out in the targeted markets. "Once AOR started to see the development we did a campaign in the tip-sheets with teasers," added Anderson. "Just something to call your attention to it. Meanwhile, the three top markets that were building spread to maybe three more markets. Then all the consultants took notice and it became more of a priority for our field people because the record's strength had been demonstrated."

Rounding out Columbia's own recent signings like the Connecticut-based Scandal, is the company's agreement with San Francisco's 415 label to manufacture and market its product on the Columbia/415 imprint. As with Columbia's own home-grown projects, Teller sees a lot of give and take with 415. "I was impressed with 415," he says, "and Howie Klein and I talked about why I thought a relationship would be beneficial. I was able to convince him we were sensitive to 415's needs, and that I expected him to be enlightening for the people here. And it has been a two-way relationship. We can accelerate anything happening in a particular market for a label like 415, and we're learning how to get to the specialty dealers."

The flexibility with which Columbia has been approaching each particular project — whether it be breaking a jazz artist like Wynton Marsalis, continuing to develop the careers of artists like Cheryl Lynn and Deniece Williams, or spreading regional support for acts like *Loverboy* and *Men At Work* into a national sales swell — is providing rewards in both sales and morale.

consensus among manufacturers on an improved tape package, Stan Layton, vice president of sales at Chrysalis Records, said, "Someone must pay for it. If we add a package to the existing package, then there will be an added cost."

Lou Dennis, vice president of sales at Warner Bros., agreed that there still was no consensus on what package should be selected, but also said that he was "glad the rack jobbers passed a resolution. It doesn't mean that they are necessarily right, but they did clearly express their feelings."

"People will continue to experiment," he said, "and most people will be looking at the cassette and configurations of tomorrow in development of their packages."

"We understand the problems of both racks and retail," Simon continued, "There are essentially two businesses; one is retail and one is rack. They are separate."

TOP 75 ALBUMS

	Weeks On Chart	10/30		Weeks On Chart	10/30
1 FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235)	1	4	40 GRAND SLAM THE SPINNERS (Atlantic 80020-1)	52	2
2 GET LOOSE EVELYN KING (RCA AFL1-4337)	2	9	41 FRIENDS SHALAMAR (Solar/Elektra S28)	42	38
3 WHAT TIME IS IT? THE TIME (Warner Bros. 9 23701-1)	3	8	42 STREET OPERA ASHFORD & SIMPSON (Capitol ST-12207)	30	24
4 LIONEL RICHIE (Motown 6007ML)	6	4	43 THE OTHER WOMAN RAY PARKER, JR. (Arista AL 9590)	36	29
5 SILK ELECTRIC DIANA ROSS (RCA AFL1-4384)	5	4	44 MY FAVORITE PERSON THE O'JAYS (Philadelphia Int'l./CBS FZ 37999)	35	26
6 JUMP TO IT ARETHA FRANKLIN (Arista AL 9602)	4	14	45 UPSTAIRS AT ERIC'S YAZ (Sire 9 23737-1)	46	6
7 AS ONE KOOL & THE GANG (De-Lite/PolyGram DSR 8505)	7	6	46 JUST AIN'T GOOD ENOUGH JOHNNIE TAYLOR (Beverly Glen BG 10001)	58	2
8 ZAPP II ZAPP (Warner Bros. 9 23583-1)	8	14	47 AFTER 5 BRICK (Bang FZ 38170)	53	3
9 VANITY 6 (Warner Bros. 9 23716-1)	12	6	48 I'M THE ONE ROBERTA FLACK (Atlantic SD 19354)	47	21
10 SNEAKIN' OUT STACY LATTISAW (Cotillion/Atco 90002-1)	11	12	49 FIRST TAKE THE VALENTINE BROTHERS (Bridge BR-101936)	51	11
11 TANTALIZINGLY HOT STEPHANIE MILLS (Casablanca/PolyGram NBLP 7265)	10	14	50 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I STEVIE WONDER (Tamil/Motown 6002TL2)	39	24
12 INSTANT LOVE CHERYL LYNN (Columbia FC 38057)	9	18	51 CALL ME GOODIE ROBERT "GOODIE" WHITFIELD (Total Experience/PolyGram TE-1-3002)	44	10
13 THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH 268)	18	4	52 WINDSONG RANDY CRAWFORD (Warner Bros. 9 60142-1)	55	21
14 JEFFREY OSBORNE (A&M SP-4896)	15	21	53 MOVING TARGET GIL SCOTT-HERON (Arista AL 9606)	40	7
15 CHANGE BARRY WHITE (Unlimited Gold/CBS FZ 38048)	14	10	54 ALL THIS LOVE DEBARGE (Motown 6012G)	60	2
16 GAP BAND IV THE GAP BAND (Total Experience/PolyGram TE-1-3001)	16	22	55 DOWN HOME ZZ HILL (Malaco MAL 7406)	56	39
17 LET ME TICKLE YOUR FANCY JERMAINE JACKSON (Motown 6017ML)	17	14	56 EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Owest/Warner Bros. OWS 3691)	64	5
18 THIS ONE'S FOR YOU TEDDY PENDERGRASS (Philadelphia Int'l./CBS FZ 38118)	13	12	57 SEVENTEEN BILL SUMMERS & SUMMERS HEAT (MCA-5367)	—	1
19 GWEN GUTHRIE (Island/Atco 90004-1)	20	9	58 DREAMGIRLS ORIGINAL BROADWAY CAST (Geffen GHSP 2007)	59	24
20 IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warner Bros. 9 23703-1)	21	8	59 IN THE HEAT OF THE NIGHT IMAGINATION (MCA-5373)	—	1
21 WILD NIGHT ONE WAY (MCA-5389)	26	3	60 CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1)	—	1
22 SECOND TO NUNN BOBBY NUNN (Motown 6022)	28	5	61 SO EXCITED THE POINTER SISTERS (Planet/RCA BXL1-4355)	61	16
23 NEW DIRECTIONS TAVARES (RCA AFL1-4357)	23	7	62 ICE 'N HOT JERRY BUTLER (Fountain FR 2-82-1)	62	5
24 THROWIN' DOWN RICK JAMES (Gordy/Motown 6005GL)	19	23	63 WISE GUY KID CREOLE AND THE COCONUTS (Ze/Sire ARK 3681)	65	20
25 THE BAD C.C. CARL CARLTON (RCA AFL1-4425)	32	4	64 HERE WE GO AGAIN BOBBY BLAND (MCA-5297)	49	18
26 DONNA SUMMER (Geffen GHS 2005)	24	14	65 ONE MORE MOUNTAIN THE FOUR TOPS (Casablanca/PolyGram NBLP 7266)	67	9
27 WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1)	27	15	66 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	72	64
28 THE REAL DEAL THE ISLEY BROTHERS (T-Neck/CBS FZ 38047)	22	12	67 KEEP IT LIVE DAZZ BAND (Motown 6004ML)	48	34
29 WE GO A LONG WAY BACK BLOODSTONE (T-Neck/CBS FZ 38115)	25	18	68 ABRACADABRA THE STEVE MILLER BAND (Capitol ST-12216)	57	5
30 HEARTBREAKER DIONNE WARWICK (Arista AL 9609)	45	3	69 STRAIGHT FROM THE HEART PATRICIA RUSHEN (Elektra E1-60015)	66	29
31 TOUGH KURTIS BLOW (Mercury/PolyGram MX-1-505)	31	7	70 THE DUDE QUINCY JONES (A&M SP-3721)	70	84
32 ALICIA ALICIA MYERS (MCA-5181)	34	7	71 REDD HOT SHARON REDD (Prelude PRL 14106)	—	1
33 THE OTHER SIDE OF THE RAINBOW MELBA MOORE (Capitol ST-12243)	50	2	72 BRILLIANCE ATLANTIC STARR (A&M SP 4883)	69	33
34 HONESTY CURTIS MAYFIELD (Boardwalk NB 33256-1)	38	5	73 ALL NIGHT LONG B.B. & O. BAND (Capitol ST-12212)	54	13
35 JANET JACKSON (A&M SP-6-4907)	43	2	74 LIVIN' IN THE NEW WAVE ANDRE CYMONE (Columbia FC 38123)	—	1
36 SUNRIZE (Boardwalk NB-33257-1)	29	7	75 SOONER OR LATER LARRY GRAHAM (Warner Bros. BSK 3668)	71	21



BEAUTIFUL NIGHTENGAL — HighRise recording artist Maxine Nightengale was at KSR Recording Studios in Hollywood putting the finishing touches on her debut LP for the label, "It's A Beautiful Thing." Pictured seated are (l-r): Sam Brown, Nightengale's producer; and Steve Pouliot, engineer. Pictured standing are (l-r): Ken Story, KSR founder-president; Vonny Sweeney, KSR; and Nightengale.

THE RHYTHM SECTION

BACK TO THE BAHAMAS — Making its second foray there in as many years, the Black Music Assn. (BMA) has helped organize a series of clinics in the Bahamas Oct. 31-Nov. 6, which will feature the cream of America's funkier crop. According to **George Ware**, executive director of the BMA, **George Clinton**, **Funkadelic** alumni **Bernie Worrell** and **Mike Hampton**, **James Brown** and **Horny Horn** proponents **Maceo Parker** and **Fred Wesley** and **Dr. Donald Byrd** are set to travel to the island resort to help local musicians polish their burgeoning natural music resource, known as "junkanoo." Ware said that at the request of Bahama Musicians and Entertainers Union secretary general **Ronald Syms**, the BMA has organized the musician contingent to conduct workshops on how the junkanoo sound can be fused with the commercial elements that have helped funk and reggae music become widely accepted music genres. "We hope to help the artists in the Bahamas achieve with their music what the Jamaicans did with reggae," said Ware. "Unlike the U.S., where music is considered more of a leisure commodity, the tourist trade in the Bahamas has made music more important to the economy. There's more music per square foot in the Bahamas than anywhere else I've been." He added, "I also have a fantasy that new rhythmic sounds like junkanoo can infuse more excitement into American music." The BMA contingent will be staying and operating from the Bal Moral Beach Hotel in Cable Beach, Nassau, Bahamas. Studio demonstrations will be conducted at Compass Point Studios, owned by Island Records svengali **Chris Blackwell**. Although he could not confirm any intent on the part of the visiting artists to record any material with local talent, Ware said with a laugh, "George Clinton can turn a new rhythm into a bankroll."

VERY FUNNY FELLOW — His face and amiable charm is now connected with so many products — including Coca-Cola, Jello and Ford Motors — one might forget that before he became an accomplished television and film star and frequent late night guest host on the *Tonight Show Starring Johnny Carson*, he was one of the country's premier comedians. Only the irrepressible **Bill Cosby** fits this description and he's back to the laugh grooves in fine form with Motown's release of his newest album, "Himself." That also happens to be the title of a 20th Century-Fox movie which was made in conjunction with the record. Recorded and filmed at Hamilton Place in Ontario, Canada, the album and film were described by Motown vice president of sales, **Miller London** as following the form of **Richard Pryor's** recent *Live On The Sunset Strip* album and film, "but, of course, much cleaner." Routines on the LP include a trip through natural child birth with Cosby and his wife, Camille, and an excruciating visit to the dentist. London said that considering Cosby's broad-based appeal and the PG rating of the LP, "this is definitely a rack item because of Bill's sales and penetration into white audiences." He said that Cosby's LP would be the subject of a massive exposure campaign encompassing print and radio advertising at retail and mass merchandising outlets. London added that a special condensed version would be released to radio for expedient airplay. He said that point-of-purchase and other display material are being developed for in-store use. Cosby has not had an album release on a major label since his last Capitol LP. But his newest record outing will support the contention that Bill Cosby is still a very funny fellow.

CAPITAL CHAPTER — The Black Music Assn.'s recently formed Washington D.C. chapter is holding a fundraising event Nov. 4 at the Chapter II. PolyGram recording act **Star Point** is the featured entertainment for the event, which is expected to attract the capital city's top broadcasting talent in addition to Congressman **Walter E. Fautroy**. **ON THE RISE** — Veteran crooner **Tyrone Davis** recently signed a recording pact with the HighRise Entertainment Company, which plans to release his debut single, "Are You Serious," Nov. 3. After release of the single and his debut album for the company, Davis is scheduled to embark on a 15-city tour.

THE SLY WAY — Despite his brushes with the law, rumors and reports that he no longer has the magic that made him a universal hit in the '60s, and his rather fruitless efforts at touring with funk brethren **George Clinton**, **Sly Stone** will soon be back in the racks with an LP on Warner Bros. Records. The label is currently readying release of his "Ain't But The One Way" for Dec. 29.

SHORT CUTS — **The Time**, which scored strong last year with its self-titled debut Warner Bros. album and are currently at #3 on the **Cash Box** B/C Album chart with "What Time Is It?," have had some group members flexing their muscles on other acts' projects of late. **James Jam III** and **Terry Lewis** of **The Time** wrote and/or produced four tunes on Solar recording act **Klymaxx's** current LP, including "Wild Girls." The same duo (although **James Jam** goes under the name of **James Harris**) is also responsible for the latest single from **Tabu/CBS** recording group **The S.O.S. Band**, "High Hopes." . . .

Jermaine Jackson will join **Hall & Oates**, the **Go-Go's** and **Ronnie Milsap** on **Dick Clark's New Year's Rockin' Eve**, set to air on ABC . . . **Suzanne Somers's CBS Winter Special** will feature the versatile and volatile **Pointer Sisters**, who taped segments of the show in Frankfurt, Germany.

michael martinez

TOP 100 BLACK CONTEMPORARY SINGLES

November 6, 1982

	Weeks On Chart	10/30	Chart
1 LOVE COME DOWN EVELYN KING (RCA JH-1327)	1	15	
2 777-9311 THE TIME (Warner Bros. 7-29952)	2	12	
3 SEXUAL HEALING MARVIN GAYE (Columbia 38-03302)	10	4	
4 MUSCLES DIANA ROSS (RCA PB-13348)	8	5	
5 BAD BOY/HAVING A PARTY LUTHER VANDROSS (Epic 14-03205)	7	8	
6 IF THIS WORLD WERE MINE CHERYL LYNN WITH LUTHER VANDROSS (Columbia 18-03204)	6	10	
7 TRULY LIONEL RICHIE (Motown 1644)	19	4	
8 LOVE'S COMIN' AT YA MELBA MOORE (EMI America B-8126)	9	12	
9 JUMP TO IT ARETHA FRANKLIN (Arista AS 0699)	3	19	
10 1999 PRINCE (Warner Bros. 7-29896)	21	4	
11 LET ME TICKLE YOUR FANCY JERMAINE JACKSON (Motown 1628FM)	4	15	
12 ON THE WINGS OF LOVE JEFFREY OSBORNE (A&M 2434)	14	8	
13 YOU DROPPED A BOMB ON ME THE GAP BAND (Total Experience/PolyGram TE 8203)	11	14	
14 BIG FUN KOOL & THE GANG (De-Lite/PolyGram DE 822)	5	11	
15 BABY I NEED YOUR LOVING CARL CARLTON (RCA PB-13313)	15	11	
16 A PENNY FOR YOUR THOUGHTS TAVARES (RCA PB-13292)	13	12	
17 I KEEP FORGETTIN' (EVERY TIME YOU'RE NEAR) MICHAEL McDONALD (Warner Bros. 7-29933)	17	12	
18 GIVE ME YOUR LOVE PEABO BRYSON (Capitol B-5157)	18	9	
19 ATTACK OF THE NAME GAME STACY LATTISAW (Cotillion/Atco 7-99968)	23	7	
20 CHANGE BARRY WHITE (Unlimited Gold/CBS ZS5 02956)	12	17	
21 KEEP AWAY GIRLS STEPHANIE MILLS (Casablanca/PolyGram NB2354)	24	7	
22 WHO'S STICKIN' IT? SUNRIZE (Boardwalk NB-11-151-7)	16	12	
23 RIBBON IN THE SKY STEVIE WONDER (Tamlam/Motown 1639)	20	9	
24 SHE'S JUST A GROUPIE BOBBY NUNN (Motown 1643)	31	7	
25 YOUNG LOVE JANET JACKSON (A&M 2440)	34	5	
26 PACK JAM JONZUN CREW (Tommy Boy TB-826)	27	7	
27 IT SHOULD HAVE BEEN YOU GWEN GUTHRIE (Island/Atco IL 150)	26	12	
28 NASTY GIRL VANITY 6 (Warner Bros. 7-29908)	39	6	
29 MAGIC IN THE MOONLIGHT SPINNERS (Atlantic 7-89962)	32	5	
30 HIGH HOPES THE S.O.S. BAND (Tabu/CBS ZS4 03248)	33	5	
31 PUT IT IN A MAGAZINE SONNY CHARLES (Highrise SHR-2001)	41	6	
32 WHAT ABOUT MY LOVE JOHNNIE TAYLOR (Beverly Glen BG-2002)	37	9	
33 THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill 584)	25	15	
34 GO ON AND CRY BLOODSTONE (T-Neck/CBS ZS5-03049)	30	14	

35 DO SOMETHING GOODIE (Total Experience/PolyGram TE8202)	22	15	
36 YOUR PRECIOUS LOVE AL JARREAU AND RANDY CRAWFORD (Warner Bros. 7-29893)	43	5	
37 SITUATION YAZ (Sire 7-29953)	35	11	
38 MT. AIRY GROOVE PIECES OF A DREAM (Elektra E-47482)	40	14	
39 SO FINE HOWARD JOHNSON (A&M 2415)	29	20	
40 DANCE FLOOR (Part 1) ZAPP (Warner Bros. 7-29961)	28	18	
41 DO IT (LET ME SEE YOU SHAKE) THE BAR-KAYS (Mercury/PolyGram 76187)	54	3	
42 PERFECT LOVE ATLANTIC STARR (A&M 2435)	38	10	
43 LOVE IT AWAY ASHFORD & SIMPSON (Capitol P-B-5146)	36	14	
44 I AM CHANGING JENNIFER HOLLIDAY (Geffen 7-29910)	44	6	
45 DOO WA DITTY (BLOW THAT THING) ZAPP (Warner Bros. 7-29891)	63	3	
46 WOMAN IN MY LIFE STEVIE WOODS (Cotillion/Atco 7-99980)	46	8	
47 LADY IN RED/I DON'T WANT TO LOSE THIS FEELING ALPHONSE MOUZON (Highrise SHR-2000)	52	7	
48 SHE'S SO DIVINE THE LIMIT (Arista AS1003)	47	8	
49 IT'S OUR OWN AFFAIR RAY PARKER JR. (Arista AS 1014)	55	5	
50 LOOPZILLA GEORGE CLINTON (Capitol B-5160)	56	4	
51 BLACK HOLE BOP X-25 BAND (HRCR WS9-01396)	51	7	
52 I WANT TO THANK YOU ALICIA MYERS (MCA 52107)	58	6	
53 STATE OF INDEPENDENCE DONNA SUMMER (Geffen 7-29895)	59	5	
54 HEARTBREAKER DIONNE WARWICK (Arista AS1015)	66	4	
55 STAY WITH ME R.J.'S LATEST ARRIVAL (Zoo York WS4 03228)	60	5	
56 SEVENTEEN BILL SUMMERS & SUMMERS HEAT (MCA 52115)	64	4	
57 I'M SO EXCITED POINTER SISTERS (Planet/RCA JH-13327)	62	6	
58 I CAN'T WIN FOR LOSING TEDDY PENDERGRASS (Philadelphia Int'l./CBS ZS4 03284)	61	4	
59 BODY SLAM BOOTSYY'S RUBBER BAND (Warner Bros. 7-29889)	69	4	
60 TOUGH KURTIS BLOW (Mercury/PolyGram 76170)	42	10	
61 WALK ON BY D TRAIN (Prelude PRL 8057)	67	4	
62 IT'S ALRIGHT WITH ME THE ISLEY BROTHERS (T-Neck/CBS ZS4 03281)	68	5	
63 GIRL, YOU ARE THE ONE ALFONZO (Joe-Wes 81003)	48	16	
64 ALL OF MY LOVE BOBBY CALDWELL (Polydor/PolyGram PD-2212)	45	9	
65 MOVIN' VIOLATION SKYY (Salsoul/RCA S7 7038)	87	2	
66 OOH BABY WEST STREET MOB (Sugar Hill SH-588)	50	8	
67 SPECIAL OCCASION MILLIE JACKSON (Spring/PolyGram SP 3028)	73	3	

	Weeks On Chart	10/30	Chart
68 STOP! DON'T TEASE ME DEBARGE (Gordy/Motown 1635)	57	7	
69 WILD GIRLS KLYMAXX (Solar/Elektra 7-69955)	80	3	
70 GIVE IT TO ME BABY CHERI (Venture 5022)	70	4	
71 IN MOTION FREDA PAYNE (Sutra SUA 117)	78	3	
72 SWEET BABY HARRY RAY (Sugar Hill SH 789)	84	2	
73 LET'S GO DANCIN' (OOH LA, LA) KOOL & THE GANG (De-Lite/PolyGram DE824)	—	1	
74 GOT TO BE THERE CHAKA KHAN (Warner Bros. 7-29881)	—	1	
75 NIPPLE TO THE BOTTLE GRACE JONES (Island/Atco 7-99963)	86	2	
76 ABRACADABRA THE STEVE MILLER BAND (Capitol P-5128)	49	10	
77 BEAT THE STREET SHARON REDD (Prelude 8058)	72	7	
78 THE SMURF TYRONE BRUNSON (Belleve In A Dream/CBS ZS4 03163)	89	2	
79 DON'T THROW IT ALL AWAY STACY LATTISAW (Cotillion/Atco 47011)	53	18	
80 WILD NIGHT ONE WAY (MCA-52133)	—	1	
81 KEEPIN' LOVE NEW HOWARD JOHNSON (A&M 2448)	90	2	
82 STROKIN' DYNASTY (Solar/Elektra 7-69927)	—	1	
83 USED TO BE CHARLENE & STEVIE WONDER (Motown 1650)	—	1	
84 TAKE IT OFF CHOCOLATE MILK (RCA PB-13364)	—	1	
85 ALL NIGHT LONG STARPOINT (Chocolate City/PolyGram CC3236)	—	1	
86 VERY SPECIAL PART JERMAINE JACKSON (Motown 1649)	—	1	
87 SCORPIO GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH790)	—	1	
88 PLAY AT YOUR OWN RISK PLANET PATROL (Tommy Boy 825)	—	1	
89 LET ME BE CLOSE TO YOU THE VALENTINE BROS. (Bridge BR-1984)	—	1	
90 IN AND OUT WILLIE HUTCH (Motown 1637)	—	1	
91 RED HOT STUFF MAGIC LADY (A&M 2436)	79	8	
92 DO IT TO THE MUSIC RAW SILK (West End WES 22148)	85	9	
93 WALKING ON SUNSHINE ROCKER'S REVENGE (Streetwise 2203)	85	7	
94 BABY, COME TO ME PATTI AUSTIN (Qwest/Warner Bros./QWES0036)	98	2	
95 AND YOU KNOW THAT THE JAMMERS (Salsoul/RCA S7 7036)	75	4	
96 WHIP RAP DISCO FOUR (Profile PRO-5010)	74	9	
97 A PUPPET TO YOU ALFIE SILAS (RCA PB-13304)	71	7	
98 WAY OUT STEVE ARRINGTON'S HALL OF FAME (Konglather 7491)	76	9	
99 SEXY DANCER DONALD BYRD & 125TH STREET, N.Y.C. (Elektra 7-69972)	77	8	
100 FREE DANCER BRICK (Bang/CBS ZS5 03157)	96	9	

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

A Penny For (Kenny Nolan/Downtown — ASCAP)	16	Give Me Your (WB/Peabo — ASCAP)	18	Love It Away (Nick-O-Val — ASCAP)	43	Special Occasion (Unichappell — BMI)	67
A Puppet (ATV/Freddie Dee — BMI)	97	Go On And Cry (Triple Three — BMI)	34	Love's Comin' At Ya (Mighty M — ASCAP)	8	State of (WB — ASCAP/Spheric B.V. Buma/Toughnot — PRS)	53
Abracadabra (Sailor — ASCAP)	76	Got To Be (Jobete/Glenwood — ASCAP)	74	Magic In The (Bull Pen — BMI)	29	Stay With Me (Arrival — BMI)	55
All My Love (Bobby Caldwell/Happy Stepchild — BMI)	64	Heartbreaker (Gibb Bros. — BMI)	54	Mt. Airy Groove (G.W. Jr./Outer National — ASCAP)	38	Stop! Don't (Jobete — ASCAP)	68
All Night Long (Harridur/Licyndiana/Adm. by Ensign — BMI)	85	High Hopes (Interior/Irving — BMI/Richer — ASCAP)	30	Movin' Violation (Alligator — ASCAP)	65	Strokin' (L.F.S. III/Spectrum VII — ASCAP)	82
And You Know (Salsoul/Love Magician — ASCAP)	95	I Am (Dreamgirls — ASCAP/Dreamettes — BMI)	44	Muscles (Mijac — BMI)	4	Sweet Baby (Sugar Hill — BMI)	72
Attack Of (Gratitude Sky — ASCAP/Pologrounds — BMI)	19	I'm So (Braintree/Till Dawn/Blackwood — BMI)	57	Nasty Girl (Girl's Song — ASCAP)	28	Take It Off (Cessess/Million Dollar — BMI)	84
Baby, Come To Me (Roadsongs — PRS)	94	I Can't Win (Mighty Three — BMI)	58	1999 (Controversary — ASCAP)	10	Used To Be (Stone Diamond — BMI)	83
Baby I Need (Jobete Music — BMI)	15	I Keep (Yellow Dog — ASCAP)	17	Nipple To The (Ackee/Grace Jones Entrp. — ASCAP/Island — BMI)	75	Very Special (Jobete — ASCAP)	86
Bad Boy (ABKCO — BMI/Legs — ASCAP)	5	I Want To (Perk's/Duchess/MCA — BMI)	52	On The Wings (Lincoln Pond/Almo/March 9 — ASCAP)	12	Walk On By (Blue Seas/Jac — ASCAP)	61
Beat The Street (Phylmar/Eric Matthew/Paynetronics — ASCAP)	77	If This World Were Mine (Jobete Music — BMI)	6	Ohh Baby (Sugar Hill — BMI)	88	Walking On (Marco — ASCAP/Trumar — BMI)	93
Big Fun (Delightful Music — BMI)	14	In And Out (Stone Diamond — BMI)	90	Pack Jam (Tommy Boy — ASCAP)	28	Way Out (Konglather — BMI)	98
Black Hole Bop (Funtown — BMI)	51	In Motion (Amber Pass/Richer — ASCAP)	71	Perfect Lover (Irving/Baby Shoes/Poopy — BMI)	42	What About (Beverly Glen/Spaced Hands — BMI)	32
Body Slam (Mash-A-Mug — BMI)	59	It Should Have (Ackee — ASCAP)	27	Play At Your (Shakin' Baker — BMI)	88	Whip Rap (Ujima — ASCAP/Hey Skimo — BMI)	96
Change (Seven Songs/Ba-Dake — BMI)	20	It's Alright (April/Bovina — ASCAP)	62	Put It In (Pari-Wex/Sun Hill — ASCAP)	31	Who's Stickin' It? (Takoya — ASCAP)	22
Dance Floor (Troutman's — BMI)	40	It's Our Own (Raydiola — ASCAP)	49	Red Hot Stuff (Irving/Magic Lady/Willow — BMI)	91	Wild Girls (Flyte-Tyme/Spectrum VII — ASCAP)	69
Do It (Warner-Tamerlane/Bar-Kays — BMI)	41	Jump To It (Uncle Ronnie's/April/Sunset Burgandy — ASCAP)	9	Ribbon In (Jobete/Black Bull (TM) — ASCAP)	23	Wild Night (Perk's/Duchess — BMI)	80
Do It To (Sugar Biscuit/Fresh Ideas/Bert Reid — ASCAP)	92	Keep Away Girls (Nick-O-Val — ASCAP)	21	Scorpio (Sugar Hill — BMI)	87	Woman In My (Blackwood — BMI/April/Monster! — ASCAP)	46
Do Something (Total Experience — BMI)	35	Keepin' Love New (Duchess — BMI)	81	777-9311 (Tionna — ASCAP)	2	You Dropped (Total Experience — BMI)	13
Don't Throw It (Famous/Gay Noel — ASCAP)	79	Lady In Red (Mouzon — ASCAP)	47	Seventeen (Bilsur Music — BMI)	56	Young Love (A La Mode/Arista — ASCAP)	25
Doo Wa Ditty (Troutman's — BMI)	45	Let Me Tickle (Black Stallion — ASCAP/Fat Jack The Second — BMI)	11	Sexual Healing (April — ASCAP)	3	Your Precious (Jobete — ASCAP)	38
Free Dancer (WB/Good High — ASCAP)	100	Let's Go Dancin' (Delightful — BMI/Double F — ASCAP)	73	Sexy Dancer (D.B. — ASCAP/East Indies — BMI)	99		
Girl, You Are (Llaka/Fonz/Lindee — ASCAP)	63	Loopzilla (Malbiz/Jobete — BMI)	50	She's Just A (Stone Diamond — BMI)	24		
Give It To (Barcum/Hygroton — BMI)	70	Love Come (Music Corp. of America/Kashif — BMI)	1	She's So Divine (Ladybird — BMI)	37		

HIGHRISE

E N T E R T A I N M E N T C O.

On the charts, our name speaks for itself.



S O N N Y
CHARLES

"Put It In A Magazine"

SHR2001

CASHBOX	BILLBOARD
31*	37**

From the album
"The Sun Still Shines"

HR102AE

Shipping this week

A L P H O N S E
MOUZON

"The Lady In Red"

SHR2000

CASHBOX	BILLBOARD
47*	49**

From the album
"Distant Lover"

HR100AE

Billboard debut this week 60*

M A X I N E
NIGHTINGALE

Featuring Jimmy Ruffin

"Turn To Me"

SHR2004

CASHBOX
Up and Coming Single

From the album
"It's A Beautiful Thing"

HR101AE

Shipping this week

T Y R O N E
DAVIS

"Are You Serious"

SHR2005

Shipping now

From the album

"Tyrone Davis"

HR103AE

Shipping Nov. 10

MOST ADDED SINGLES

- GOT TO BE THERE — CHAKA KHAN — WARNER BROS.**
WDAS, WAIL, WYLD-FM, KDAY, WWIN, V103, WCIN, WDIA, WNHC, WUFO, WIGO, WATV, WRKS, WSOK, WPLZ, WRBD
- LET'S GO DANCIN' (OOH LA, LA, LA) — KOOL & THE GANG — DE-LITE/POLYGRAM**
WDAS, WAIL, WBMX, WYLD-FM, WCIN, KDIA, WNHC, WUFO, WAMO, WJMO, WSOK, WPAL
- MOVIN' VIOLATION — SKYY — SALSOL/RCA**
KUKQ, KGFJ, WWIN, WDIA, WNHC, WILD, WLLE, WSOK, WGPR-FM, WPAL, WPLZ, WEDR
- STROKIN' — DYNASTY — SOLAR/ELEKTRA**
KUKQ, WSCI, WBMX, WUFO, WILD, WRAP, WLLE, WWDM, WZEN
- USED TO BE — CHARLENE & STEVIE WONDER — MOTOWN**
KUKQ, WSCI, WAIL, KDAY, KMJQ, V103, WCIN, WUFO, WRAP
- WILD NIGHT — ONE WAY — MCA**
WDAO, WIGO, WILD, WKYS, WGPR-FM, WPAL, WPLZ, WEDR
- TAKE IT OFF — CHOCOLATE MILK — RCA**
WOKB, KSOL, WWIN, WJMO, WLLE, WPAL, WWDM, WRBD

MOST ADDED ALBUMS

- THE OTHER SIDE OF THE RAINBOW — MELBA MOORE — CAPITOL**
WOKB, WWIN, WCIN, WDAO, OK100, WUFO, WIGO, WILD, WATV, WKYS, WRAP, WLLE, WGPR-FM, WPAL, WAWA
- WILD NIGHT — ONE WAY — MCA**
WDAS, WLOU, WKYS, WRBD, WHRK
- IN THE HEAT OF THE NIGHT — IMAGINATION**
KGFJ, WWIN, WDAO, WLOU, WRAP

UP AND COMING

- THE GIRL IS MINE — MICHAEL JACKSON/PAUL McCARTNEY — EPIC**
HANGIN' — CHIC — ATLANTIC
PEOPLE TREAT YOU FUNKY — RICHARD "DIMPLES" FIELDS — BOARDWALK
ENUFF IS ENUFF — RODNEY FRANKLIN — COLUMBIA

BLACK RADIO HIGHLIGHTS

V103 — ATLANTA — SCOTTY ANDREWS, PD — #1 — M. GAYE
 HOTS: D. Ross, Prince, L. Richie, L. Vandross, E. King, M. McDonald, M. Moore, The Time, Zapp, C. Lynn, Tavares, Bloodstone, Pieces Of A Dream, C. Carlton, Vanity 6, Yaz, G. Guthrie, S. Mills, B. White, R. Parker. ADDS: D.&B. Street, T. Troutman, C. Khan, Charlene/S. Wonder, H. Ray, M. Joseph, M. Jackson/P. McCartney, Pressure Drop. LP ADDS: S. Hooper, R. Crawford, D. Sanborn.

WIGO — ATLANTA — MIKE ROBERTS, PD — #1 — C. LYNN
 HOTS: M. Gaye, Zapp, E. King, L. Vandross, M. Moore, Prince, B. White, The Time, S. Mills, L. Richie. ADDS: One Way, G. Clinton, C. Khan, G. Jones, Klymaxx, J. Taylor, D. Train, Hot. LP ADDS: T. Pendergrass, M. Moore.

WWIN — BALTIMORE — CURTIS ANDERSON, PD — #1 — M. GAYE
 HOTS: T. Brunson, M. McDonald, L. Richie, E. King, The Time, A. Myers, S. Woods, Rocker's Revenge, Prince, Pieces Of A Dream, G. Clinton, J. Taylor, A. Mouzon, J. Osborne, L. Vandross, N. Martin, C. Lynn, Janet Jackson. ADDS: Video, Lavier & Co., Imagination, Puff, C. Khan, H. Hancock, Stone, Skyy, Chocolate Milk, BT Express, J. Cocker/J. Warnes, Numonics, M. Nightingale, Alfonzo, W. Devaughn. LP ADDS: M. Moore, Imagination.

WATV — BIRMINGHAM — RON JANUARY, MD — #1 — L. VANDROSS
 HOTS: The Time, Jonzun Crew, M. Moore, E. King, Magic Lady, Prince, A. Myers, M. Gaye, Cheri, Kool & The Gang, C. Lynn, B. Collins, Vanity 6, S. Mills, D. Ross, J. Holliday, S. Lattisaw, L. Richie, Janet Jackson, Bar-Kays. ADDS: C. Khan, Sunfire, Steptoe, Jermaine Jackson, O'Jays, T. Brunson, Midnight Star, Q. H. Ray, F. Payne, G.S. Heron, G.S. Heron. LP ADDS: J. Butler, M. Moore.

WILD — BOSTON — STEVE CRUMBLY, PD — #1 — TAVARES
 JUMPS: 6 To 4 — L. Richie, 11 To 5 — M. McDonald, 8 To 6 — Spinners, 17 To 12 — M. Gaye, 28 To 15 — Vanity 6, 25 To 16 — Janet Jackson, 26 To 17 — D. Summer, Ex To 22 — Zapp, Ex To 25 — Prince, Ex To 26 — A. Myers, Ex To 28 — D. Warwick. ADDS: Gap Band, M. Jackson/P. McCartney, Skyy, One Way, I-Level, Dynasty, Lavier & Co., Chic, Alfonzo, M. Moore, Spinners, L. Richie.

WPAL — CHARLESTON — DON KENDRICKS, PD — #1 — C. LYNN
 HOTS: The Time, S. Lattisaw, K. Blow, L. Vandross, J. Osborne, M. Moore, T. Brunson, C. Mayfield, M. Gaye, C. Carlton, L. Richie, D. Ross, Grand Master Flash, J. Cliff, A. Myers, Fatback, Kool & The Gang, R.J.'s Latest Arrival, P. Bryson. ADDS: Society Of Seven, Skyy, Chic, Con Funk Shun, N. Martin, A. Cymone, Strikers, Chocolate Milk, Kool & The Gang, C. Brighton, Captain Sky, One Way, Rocket. LP ADDS: Enchantment, M. Moore, S. Brown.

WUFO — BUFFALO — DAVE MICHAELS, PD — #1 — B. NUNN
 HOTS: L. Vandross, A. Myers, P. Bryson, D. Ross, M. Gaye, Vanity 6, J. Osborne, The Time, C. Lynn, Janet Jackson, D. Summer, The Limit, ABC, Prince, L. Richie, S. Mills, S.O.S. Band, One Way, S. Arrington, M. McDonald. ADDS: C. Khan, D. Fagan, Dynasty, H. Johnson, Bar-Kays, Mandrill, Zinc, Charlene/S. Wonder, Planet Patrol, Kool & The Gang, Jermaine Jackson, Chic, GQ, Sabata, Lanier & Co., Alfonzo, Rocket. LP ADDS: M. Moore, S. Brown, D. Fagen.

WBMX — CHICAGO — LEE MICHAELS, PD — #1 — THE TIME
 HOTS: P. Bryson, Yaz, S. Arrington, M. Moore, Fatback, J. Osborne, L. Vandross, C. Lynn, S. Wonder, G. Guthrie, J. Taylor, Elektra, Heatwave, D. Ross, Jonzun Crew, S. Lattisaw, Rocker's Revenge, Raw Silk, S. Mills, B. Nunn, The Limit, First Love, S.O.S. Band, G. Clinton, L. Richie, M. Gaye, B. Collins, I. Pendergrass, D. Train. ADDS: Kool & The Gang, Isley Brothers, Dynasty, W. Hutch, B.B.&Q. Band.

WGCI — CHICAGO — RICHARD PEQUE, PD — #1 — J. TAYLOR
 HOTS: S. Mills, Prince, Zapp, L. Vandross, G. Guthrie, B. Collins, E. King, G. Clinton, M. Moore, S. Johnson, DeBarge, P. Bryson, Janet Jackson, D. Ross, L. Richie, Rocker's Revenge, A. Myers, M. Gaye, Jonzun Crew, B. Nunn, D. Train. ADDS: Dynasty, Captain Sky, G. Jones, Charlene/S. Wonder, M. Jackson/P. McCartney, First Love, R. Franklin.

WCIN — CINCINNATI — FRANK BAILEY, MD — #1 — C. LYNN
 HOTS: Pieces Of A Dream, P. Bryson, B. Bland, B. White, B. Nunn, Zapp, L. Vandross, A. Myers, S. Charles, The Time, M. Moore, G. Guthrie. ADDS: Chic, C. Khan, S. Mills, Kool & The Gang, Planet Patrol, Charlene/S. Wonder, Shakatak, Sunfire. LP ADDS: M. Moore, Shakatak.

WDMT — CLEVELAND — BOBBY MAGIC, PD — #1 — VANITY 6
 HOTS: C. Lynn, L. Vandross, S. Lattisaw, D. Ross, M. McDonald, L. Richie, Sunrize, P. Bryson, Grand Master Flash, Men At Work, M. Gaye, L. Branigan, Olivia Newton-John, J. Osborne, Tavares, Prince, A. Parsons, Prince, D. Summer, A. Jarreau/R. Crawford, The Time. ADDS: Hall & Oates, R. Fields, Gap Band, Dazz Band.

WJMO — CLEVELAND — ERIC STONE, PD — #1 — E. KING
 HOTS: C. Lynn, Sunrize, S. Wonder, P. Bryson, J. Osborne, S. Mills, D. Ross, A. Myers, Pointer Sisters. ADDS: Kool & The Gang, L. Richie, B. Summers, Steptoe, Lavier & Co., Weather Girls, Chocolate Milk, Limit, Klymaxx. LP ADDS: J. Taylor.

WJLB — DETROIT — J. MICHAEL MCKAY, MD — #1 — M. McDONALD
 HOTS: Zapp, P. Bryson, B. Nunn, Tavares, S. Mills, Prince, J. Osborne, A. Jarreau/R. Crawford, M. Moore, P. Austin, S. Charles, A. Franklin, L. Vandross, M. Gaye, Sunrize, Vanity 6, D. Ross, E. King. ADDS: A. Mouzon, Hall & Oates, D. Fagen. LP ADDS: Janet Jackson.

WGPR-FM — DETROIT — JOE SPENCER, PD — #1 — M. MOORE
 HOTS: B. Nunn, L. Vandross, S. Mills, Prince, D. Ross, Janet Jackson, T. Brunson, M. Gaye, Vanity 6. ADDS: Hall & Oates, One Way, H. Johnson, C. Dawson, Valentine Brothers, Skyy, Shalamar, B.T. Express, Planet Patrol. LP ADDS: M. Moore, Hall & Oates, Amusement Park, S. Brown, S. Hooper.

WRBD — FT. LAUDERDALE — JOE FISHER, PD — #1 — A. MYERS
 JUMPS: 8 To 3 — Jonzun Crew, 9 To 4 — Extra-T's, 10 To 5 — C. Carlton, 12 To 6 — M. McDonald, 15 To 7 — J. Osborne, 17 To 8 — Vanity 6, 14 To 9 — The Limit, 20 To 10 — S. Lattisaw, 16 To 13 — S. Woods, 19 To 15 — L. Vandross, 21 To 16 — G. McCrae, 22 To 17 — S. Mills, 23 To 18 — Spinners, 24 To 19 — D. Ross, 26 To 20 — S. Charles, 27 To 21 — Janet Jackson, 28 To 22 — B. Collins, 31 To 24 — M. Gaye, 29 To 25 — B.B. King, 37 To 30 — Grand Master Flash, 42 To 31 — A. Jarreau/R. Crawford, 48 To 32 — Pieces Of A Dream, 38 To 33 — Cheri, 40 To 34 — G. Clinton, 43 To 35 — B.B.&Q. Band, 44 To 36 — Midnight Star, 41 To 37 — A. Mouzon, 46 To 38 — Millie Jackson, 45 To 39 — Jammers, 47 To 40 — D. Train, 49 To 41 — R.J.'s Latest Arrival, 50 To 42 — D. Warwick, Ex To 43 — Pointer Sisters, Ex To 44 — S.O.S. Band, Ex To 45 — GQ, Ex To 46 — Skyy, Ex To 47 — Bar-Kays. ADDS: Chic, S. Johnson, Shalamar, Rocket, D. Washington, W. Hutch, Chocolate Milk. LP ADDS: Janet Jackson, DeBarge, One Way.

KMJQ — HOUSTON — ROSS HOLLAND, PD — #1 — M. GAYE
 JUMPS: 20 To 10 — DeBarge, 21 To 13 — One Way, 23 To 17 — Gap Band, 26 To 18 — S. Lattisaw, 25 To 22 — L. Vandross, Ex To 26 — Janet Jackson, 40 To 30 — A. Jarreau/R. Crawford, Ex To 37 — W. DeVaughn, Ex To 39 — P. Austin. ADDS: Charlene/S. Wonder, Prince, Bar-Kays, Gap Band, A. Mouzon, M. Jackson/P. McCartney. LP ADDS: Hall & Oates, Casino Lights.

KDAY — LOS ANGELES — JON BADEAUX, PD — #1 — M. GAYE
 HOTS: D. Ross, Zapp, L. Richie, Prince, A. Jarreau/R. Crawford, Janet Jackson, J. Osborne, Atlantic Starr, Vanity 6. ADDS: Charlene/S. Wonder, Devo, H. Hancock, Hall & Oates, C. Khan, R. Franklin, The Clash, A. Cymone, Jermaine Jackson. LP ADDS: Amusement Park, D.&B. Street.

KGFJ — LOS ANGELES — GEORGE MOORE, PD — #1 — L. VANDROSS
 HOTS: E. Murphy, E. King, J. Osborne, Janet Jackson, J. Taylor, D. Ross, M. Gaye, B. Nunn, Zapp. ADDS: Strikers, G.Q., Skyy, Midnight Star, S. Charles, Legacy, Valentine Brothers, Chic, M. Jackson/P. McCartney, H. Ray. LP ADDS: Rose Royce, S. Woods, Imagination, G.S. Heron.

WLOU — LOUISVILLE — NEAL OREA, PD — #1 — PIECES OF A DREAM
 HOTS: Extra-T's, D. Ross, J. Osborne, L. Vandross, B. Nunn, M. Moore, M. Gaye, S. Lattisaw, General Caine, S. Mills, Pressure Drop, S. Woods, West Street Mob, S. Charles, Atlantic Starr, The Limit, War, R. Jones, Prince, R. Cameron. ADDS: D. Warwick, GQ. LP ADDS: One Way, S. Woods, Imagination.

WAWA — MILWAUKEE — JIMMY GOODYME, PD — #1 — THE TIME
 HOTS: L. Vandross, DeBarge, G. Guthrie, Vanity 6, B. Nunn, S. Lattisaw, S. Mills, C. Carlton, The Limit, Janet Jackson, S. Arrington, D. Ross, M. Gaye, R.J.'s Latest Arrival, J. Osborne, G. Clinton, R. Parker, Prince, W. Hutch, Bar-Kays. ADDS: M. Nightingale, Alfonzo, Lavier & Co., Material, G. Jones. LP ADDS: One Way, M. Moore.

WLUM — MILWAUKEE — JIMMY GOODYME, MD — #1 — THE TIME
 HOTS: D. Ross, M. Moore, S. Wonder, L. Vandross, C. Lynn, DeBarge, G. Guthrie, Tavares, L. Richie, J. Osborne, W. Hutch, D. Summer, Spinners, M. Gaye, B. Nunn, Prince. ADDS: M. Nightingale, Alfonzo, Sweet Pea Atkinson, L. Graham, D. Fagen, Lavier & Co.

WAIL — NEW ORLEANS — BARRY RICHARDS, PD — #1 — PRINCE
 HOTS: The Time, L. Vandross, D. Ross, M. Gaye, E. King, Vanity 6, Olivia Newton-John, Pieces Of A Dream, L. Richie, Jonzun Crew, Hall & Oates, Family Players, C. Lynn, Tavares, B. Caldwell, Janet Jackson, ABC, Planet Patrol, West Street Mob, S. Redd. ADDS: D. Fagen, C. Khan, P. Austin, Society Of Seven, Kool & The Gang, Charlene/S. Wonder, R. Fields, S. Mills.

WYLD-FM — NEW ORLEANS — TONY BROWN, PD — #1 — L. VANDROSS
 HOTS: C. Lynn, The Time, J. Osborne, M. McDonald, Sunrize, Pieces Of A Dream, M. Gaye, S. Wonder, D. Ross, H. Johnson, Tavares, C. Carlton, Magic Lady, Jermaine Jackson, S. Woods, Valentine Brothers, S. Miller, D. Summer, A. Franklin. ADDS: Tyzik, B.B.&Q. Band, Kool & The Gang, War, C. Khan.

WRKS — NEW YORK — BARRY MAYO, ASST. PD — #1 — M. GAYE
 JUMPS: 8 To 4 — Vanity 6, 10 To 6 — I Level, 26 To 22 — Pieces Of A Dream, 30 To 23 — S.O.S. Band, Ex To 27 — J. Osborne, Ex To 30 — Shakatak. ADDS: Warp 9, Tavares, Strikers, C. Khan.

KDIA — OAKLAND — JEFF HARRISON, PD — #1 — VANITY 6
 HOTS: B. Summers, D. Summer, D. Ross, E. King, B. Nunn, M. Gaye, Sunrize, L. Richie, Prince, Jonzun Crew, S. Lattisaw, L. Vandross. ADDS: Janet Jackson, A. Jarreau/R. Crawford, S. Mills, M. Jackson/P. McCartney, R. Franklin, Kool & The Gang.

WOKB — ORLANDO — BILLIE LOVE, PD — #1 — THE TIME
 JUMPS: 7 To 2 — P. Bryson, 9 To 3 — J. Osborne, 11 To 4 — M. Moore, 12 To 5 — L. Vandross, 16 To 10 — S. Lattisaw, 17 To 11 — S. Woods, 22 To 12 — Whispers, 19 To 13 — Planet Patrol, 28 To 15 — M. Gaye, 31 To 17 — S. Mills, 24 To 20 — A. Myers, 33 To 22 — Pieces Of A Dream, 27 To 23 — D. Ross, 32 To 25 — Vanity 6, 38 To 31 — Bar-Kays, 35 To 32 — G. Clinton, 39 To 36 — L. Richie, 40 To 37 — Spinners, Ex To 38 — Janet Jackson, Ex To 39 — D. Byrd, Ex To 40 — L.J. Reynolds. ADDS: B.B.&Q. Band, T. Brunson, Chocolate Milk, Legacy, Grand Master Flash, C. Mayfield, N. Martin, Chic. LP ADDS: M. Moore, B. White, S. Woods, D. Ross.

WDAS — PHILADELPHIA — JOE TAMBURRO, PD — #1 — VANITY 6
 HOTS: M. McDonald, L. Vandross, The Time, Pieces Of A Dream, Sunrize, J. Osborne, B. Collins, C. Carlton, P. Bryson, D. Ross, M. Gaye, Prince, Jonzun Crew, Spinners, L. Richie, Grand Master Flash, D. Summer, Kid Creole & The Coconuts, S. Arrington, Galaxy. ADDS: Kool & The Gang, C. Khan, Chic, M. Jackson/P. McCartney, R. James, Joe Jackson, Jermaine Jackson, Tilt, Warp 9, Stone, N. Straker Band, M. Nightingale, J. Cocker/J. Warnes, The Clash. LP ADDS: One Way.

KUKQ — PHOENIX — STEVE SMITH, PD — #1 — KOOL & THE GANG
 HOTS: E. King, L. Vandross, Cameo, C. Carlton, Zapp, The Time, D. Byrd, G. Guthrie, M. Gaye. ADDS: Skyy, D. Summer, S. Charles, Con Funk Shun, Isley Brothers, Dynasty, S. Redd, Enchantment, Charlene/S. Wonder.

WAMO — PITTSBURGH — J.C. FLOYD, PD — #1 — M. GAYE
 JUMPS: 16 To 11 — Vanity 6, 21 To 13 — J. Osborne, 18 To 15 — D. Byrd, 35 To 16 — L. Richie, 22 To 17 — D. Summer, 24 To 18 — A. Silas, 25 To 20 — Chaz, 27 To 22 — S. Mills, 28 To 23 — Jonzun Crew, 34 To 25 — Bar-Kays, 39 To 29 — Skyy, 38 To 30 — J. Holliday, 40 To 37 — P. Williams. ADDS: Prince, Kool & The Gang, S. Charles, B. Nunn, Pointer Sisters, Zapp, J. Taylor, Klymaxx, Starpoint. LP ADDS: Amusement Park.

KSOL — SAN FRANCISCO — MARVIN ROBINSON, PD — #1 — THE TIME
 HOTS: M. Moore, S. Mills, E. King, P. Bryson, C. Carlton, D. Ross, Sunrize, Tavares, L. Vandross. ADDS: Numonics, Con Funk Shun, Jermaine Jackson, Chocolate Milk, R. Winters & Fall, A. Jarreau/R. Crawford, R. Fields, Starpoint, S. Charles.

WSOK — SAVANNAH — JAY BRYANT, PD — #1 — L. VANDROSS
 JUMPS: 8 To 4 — Zapp, 10 To 6 — B. Bland, 15 To 8 — D. Ross, 14 To 10 — S.O.S. Band, 17 To 11 — Isley Brothers, 18 To 12 — Millie Jackson, 20 To 14 — Prince, 19 To 15 — Raw Silk, 23 To 17 — M. Gaye, 22 To 18 — L. Richie, 24 To 19 — Bar-Kays, 25 To 20 — A. Jarreau/R. Crawford, 26 To 22 — G. Clinton, 28 To 25 — J. Cliff, Ex To 23 — W. DeVaughn, Ex To 26 — One Way, Ex To 24 — Con Funk Shun, Ex To 28 — T. Brunson, Ex To 29 — G. McCrae, Ex To 30 — Janet Jackson. ADDS: Kool & The Gang, Klymaxx, C. Khan, R. Franklin, H. Ray, Chic, Stone, Skyy. LP ADDS: Casino Lights.

OK100 — WASHINGTON, D.C. — JON TURK, MD — #1 — E. KING
 HOTS: Kool & The Gang, Jammers, A. Silas, Janet Jackson, Magic Lady, Cheri, Jermaine Jackson, S. Charles, M. Moore, L. Vandross, G. Guthrie, Spinners, Pointer Sisters, C. Carlton, S.O.S. Band, Atlantic Starr, M. Gaye, Raw Silk, D. Ross. ADDS: D.&B. Street, Valentine Brothers, D. Warwick, A. Jarreau/R. Crawford, Zapp, B. Collins, Trouble Funk, M. Jackson/P. McCartney. LP ADDS: M. Moore.

WKYS — WASHINGTON, D.C. — DONNIE SIMPSON, PD — #1 — M. GAYE
 HOTS: E. King, Zapp, K. Blow, Gap Band, Kool & The Gang, T. Brunson, The Time, Jermaine Jackson, E. King, Pieces Of A Dream, D. Ross, M. McDonald, C. Carlton, D. Summer, L. Richie, G. Jones, Four Tops, S. Lattisaw, J. Osborne, Olivia Newton-John, J. Osborne, L. Vandross, Chicago, Prince, Vanity 6, S.O.S. Band, Starpoint, D. Fagen. ADDS: M. Jackson/P. McCartney, D. Warwick, D.&B. Street, C. Mayfield, One Way, Maze. LP ADDS: M. Moore, One Way, Hall & Oates, D. Fagen.

INTERNATIONAL DATELINE

Argentina

BUENOS AIRES — **John Lear**, managing director of the local PolyGram branch, returned from a tour of Uruguay, Bolivia, Chile, Ecuador, Peru and Columbia. Lear has been appointed "liaison manager" by the head office of the group in regard to the licensees in these countries, and he also unveiled Argentinian product. The trip included Mexico and the U.S., where some product for the Latin audiences (including an album by **Los Visconti**, a folk duet mentioned previously in this column) is being launched. Los Visconti have been appearing to the audiences with good results in several U.S. cities.

The main theme from rock opera *Evita*, "Don't Cry For Me, Argentina," is being released and has been receiving fair airplay on local stations. The first recording to appear is by **Viviana Vigli**, a formerly folk chanteuse whose voice reminds one of the famous Libertad Lamarque tones. PolyGram is now launching the **Valeria Lynch** rendering (both in Spanish), recorded when Valeria traveled to Mexico to appear in the Mexican version of the opera. *Evita* has not been shown in this country until now.

RCA is holding an international gathering in Buenos Aires next week, with VP **Ekke Schnabel** as chairman of the confab. Regional VP **Adolfo Pino**, in charge of Latin America, Spain and Portugal, has invited execs from all the countries in the area and there will be product unveiling by several affiliates, besides a managing directors meet and social activities including a dinner open to the local press, TV and radio people.

miguel smlrnof

Japan

TOKYO — Nippon Videogram Sales Co., a new video software company, has been formed by Nippon Victor, Victor Musical Industries and K.K. Pack In Video. The new company will combine the video software marketing functions of the three companies in order to better facilitate future growth.

Toshiba/EMI has set a big promotional campaign for the winter sales season, entitled "Winter Sales '83." The campaign will concentrate on three new series: "New Music & City Pops '83" (Japanese Music), "Ladies Vocal '83" (International repertoires) and one with movie and TV theme songs and soundtracks.

Also for the year-end sales season, Nippon Columbia has started a campaign that will feature giveaways of Denon headphones. Nippon Columbia is currently pushing its top nine LPs. The campaign will last until Jan. 31, 1983, pushed by the offer that the first 2,000 customers who purchase any of the spotlighted LPs will get a free set of Denon headphones.

In its campaign for the holiday sales season, Uptel Records will concentrate on its international repertoire. The campaign

lasts until Jan. 31, 1983.

Pony Records has entered the home computer software field with a new company called Ponyca. Bowing on Oct. 21, Ponyca started releasing video games for home computers for about 2,800 yen (\$11). The company will release about 10 titles per month until the end of the year.

kozo otsuka

United Kingdom

LONDON — Multi-channel cable TV has been given the go-ahead in the U.K. by the recent government-appointed Hunt Commission. The three-man committee recommended wide cable broadcasting freedoms, concluding that the main advantage would be to expand the public's viewing choice while safeguarding public service broadcasting. The Hunt Commission said that any cable broadcasting should not be restricted by public service-type regulations, as such bureaucracy would "stultify the initiative and diversity" in the new U.K. broadcasting system . . . A major PolyGram executive reshuffle takes place effective Jan. 1, 1982, with chairman and chief executive of PolyGram Leisure **David Fine** becoming executive vice president of PolyGram B.V./GmbH, based in London. Fine's present position will be filled by **Ramon Lopez**, currently managing director of PolyGram Record Operations U.K. **Tim Harrold**, currently Polydor International president, becomes chairman of a newly created division — PolyGram International Classics — where the three classical labels retain their individual identities as Decca (London), Deutsche Grammophon (Hamburg) and Phillips (Baarn). **Rudolph Gassner** will take over from Harrold as PolyGram International president.

The old Pye Records Label, which became PRT and then was slimmed down during the height of recession to become just a distribution company, is growing into a record company again with a new plan to develop a roster of U.K. acts. The expansion program kicked off recently with the signing of **The Searchers**, the old '60s hit act, with its first release out next month. **David Yeats** has been appointed PRT head of A&R after working for a time with WEA and RCA Records . . . "Gone Troppo," which is a reference to being on permanent tropical vacation, is the title of the latest album release by **George Harrison**. The LP features 10 tracks mostly penned by Harrison and is due out Nov. 5.

The first-ever Jamaican World Music Festival is running this month in Montego Bay. Apart from reggae performances by **Jimmy Cliff**, **Peter Tosh**, **Black Uhuru**, **The Beat**, **Toots & the Maytals** and **Yellowman**, other acts making an appearance include **The Grateful Dead**, **Rick James**, **B-52's**, **Gladys Knight & The Pips**, **Ronnie Milsap**, **Stacy Lattisaw**, **Jimmy Buffet** and **The Clash**.

nick underwood

International Divisions Push New Acts, Top New Markets

(continued from page 11)

often as concert tours, often going hand in hand. A prime example is Little Steven & the Disciples of Soul, whose just released debut for EMI America, "Men Without Women," was released in Europe a week earlier to be in the stores following the group's appearance on a satellite broadcast.

Other companies are using the fourth quarter to develop new markets for their artists. Besides the customary European push, Atlantic is venturing into South America with a promotional tour by Gino Soccio and hopes to cultivate Asian markets in a similar fashion. Harriet Brand, manager for international promotion at Capitol/EMI America/Liberty, noted a big turnaround in the Italian market. "Italy as a whole is changing and becoming more open for American acts," she said, observing that a recent Italian tour by America outdrew the Rolling Stones.

At Elektra/Asylum, director of international marketing and administration Suzanne Olson cited pre-promotion as another important area of fourth quarter international activity. She said that if the groundwork for an early 1983 tour was properly laid out during the fourth quarter, acts like David Lindley could go over and be self-supporting for a couple of months.

International Plans

Most of the major labels have an extensive fourth quarter international schedule. A label-by-label breakdown is as follows:

A&M

Herb Alpert and Lani Hall have a November-December tour of the Far East,

CRI Bows Companies In Malaysia, Singapore

NEW YORK — CBS Records International (CRI) has opened new offices in Malaysia and in Singapore.

Bowing in Singapore will be CBS Singapore, (Pte) Ltd., a wholly-owned subsidiary of CBS Records. The firm has already begun to recruit local talent, as well as available Chinese catalog, on a regional basis with A&R emphasis on Taiwan and Hong Kong.

Heading the operation will be Terence Phung, named managing director. The company is located at 214-A Bright Centre, Telck Kurau Road, Singapore.

At the same time, CRI has opened a wholly owned subsidiary in Malaysia. The company expects to promote local recording artists, as well as international acts from various CRI companies.

CBS Records Malaysia will be headed by managing director Michael Chong. It is located at 97/97A Jalan Jejek 9, Taman Maluri, Batu 3, Jalan Cheras, Kuala Lumpur.

including Hong Kong, Japan and the Philippines, where Hall is strong. The five concerts in Japan are Alpert's first there in many years.

Chris de Burgh will promote his new album, "The Getaway," in Europe at the end of the year, having gone #1 in Norway and gold (for his first LP) in Germany. Bryan Adams is in Japan to participate in the Yamaha Music Festival.

Joe Jackson is continuing his tour of Canadian and American cities, and Mental As Anything is touring Canada with fellow Australians Men At Work. Squeeze is in Europe at the end of the year.

The major event of the quarter is Supertramp's Oct. 26 release of "Famous Last Words." The band will back it with extensive promotional tours in England, Europe, Japan and Canada.

Atlantic

According to Cheryl Mitchell, vice president/international manager, Atlantic Records, this year's fourth quarter is unusual in that it lacks the heavy hitters, most of which, including Robert Plant, Crosby, Stills & Nash, Ted Nugent, and Peter Dinklage, came out in June or shortly thereafter. She did indicate that a major release this quarter would generate typical fourth quarter numbers and would be announced shortly.

Even without big releases, the label is active in foreign markets. Testing of South America is taking place with the Gino Soccio promo tour, which Mitchell said is the first time that WEA has sent an artist there for "consistent" promotional exposure.

(continued on page 34)

Applebaum-Hebert Report Due Nov. 16

OTTAWA — The federal inquiry into the arts, better known as the Applebaum-Hebert Committee, will issue its recommendations Nov. 16, co-chairman Louis Applebaum says.

More than 100 recommendations to revise Canadian cultural policy are expected to be handed down in the 440-page report. The broadcasting community will receive a great deal of attention from the committee, but early press leaks of some of the report indicate the music industry won't come in for many changes.

Applebaum declined to discuss the press reports, saying that they were not of final drafts of the final recommendations.

The committee's report, based on weeks of public hearings last year, will form the basis of a new federal broadcasting strategy expected in late November, Communications Minister Francis Fox has said.

Other recommendations are expected to be part of impending arts legislation, which may not be passed until as late as 1984.

INTERNATIONAL BESTSELLERS

Argentina

TOP TEN 45s

- 1 **Dueno De Nada** — Jose Luis Rodriguez — CBS
- 2 **Nathalie** — Julio Iglesias — CBS
- 3 **La Marcha De La Bronca** — Pedro y Pablo — Music Hall
- 4 **Yo Tengo Un Amigo** — Luz Esther Benitez — Interdisc — Luisa Maria Guell — Music Hall
- 5 **Lluvia** — Luis Angel — Interdisc
- 6 **Camá Y Mesa** — Roberto Carlos — CBS
- 7 **Emociones** — Roberto Carlos — CBS
- 8 **Siempre Tu** — Cris Manzano — Interdisc
- 9 **NI Una Palabra** — Rogue Narvaja — Discosa/Interdisc
- 10 **Envoltorio De Palabras** — Tom Tom Club — CBS

TOP TEN LPs

- 1 **Pubis Angelical** — Charly Garcia — SG/Interdisc
- 2 **Momentos** — Julio Iglesias — CBS
- 3 **Escenas De Amor** — Jose Feliciano — Mctown/Interdisc
- 4 **Un Ojo En El Cielo** — Alan Parsons Project — Microfon
- 5 **Presidente** — Malvao — Music Hall
- 6 **Grandes Exitos . . .** — Hnos. Cuestas — ATC/Microfon
- 7 **Copando Orejas** — various artists — Music Hall
- 8 **14 Hits** — Frank Sinatra — Interdisc
- 9 **Tiempos Dificiles** — Juan Carlos Baglietto — EMI
- 10 **Rocky III** — soundtrack — EMI

—Prensario

Italy

TOP TEN 45s

- 1 **Der Kommissar** — Falco — CGD/Vip
- 2 **Masterpiece** — Gazebo — Baby
- 3 **Bravi Ragazzi** — Miguel Bose — CBS
- 4 **Musica And Lights** — Imagination — Red Bus
- 5 **Avrai** — Claudio Baglioni — CBS
- 6 **Twist '82** — Five Record
- 7 **Eye In The Sky** — Alan Parsons Project — CGD/Arista
- 8 **Da Da Da I Don't Love You . . .** — Trio — PolyGram/Mercury
- 9 **E Gia** — Lucio Battisti — Numero Uno
- 10 **Tanz Bambolina** — Alberto Camerini — CBS

TOP TEN LPs

- 1 **E Gia** — Lucio Battisti — Numero Uno
- 2 **Eye In The Sky** — Alan Parsons Project — CGD/Arista
- 3 **Love Over Gold** — Dire Straits — PolyGram/Vertigo
- 4 **La Voce Del Padrone** — Franco Battiato — EMI
- 5 **In The Heat Of The Night** — Imagination — Red Bus
- 6 **Festivalbar '82** — various artists — CGD
- 7 **Teresa De Slo** — PolyGram/Philips
- 8 **Moment** — Julio Iglesias — CBS
- 9 **Bella 'Mbrlana** — Pino Daniele — EMI
- 10 **Cocciante** — Riccardo Cocciante — RCA

—Musica e Dischi

United Kingdom

TOP TEN 45s

- 1 **Do You Really Want To Hurt Me** — Culture Club — Virgin
- 2 **Starmaker** — The Kids From Fame — RCA
- 3 **Love Me Do** — The Beatles — Parlophone
- 4 **Life Line** — Spandau Ballet — Reformation
- 5 **Pass The Dutchie** — Musical Youth — MCA
- 6 **Annie I'm Not Your Daddy** — Kid Creole & The Coconuts — Ze
- 7 **Zoom** — Fat Larry's Band — WMOT
- 8 **Mad World** — Tears For Fears — Mercury
- 9 **Hard To Say I'm Sorry** — Chicago — Full Moon
- 10 **I Want To Do It With You** — Barry Manilow — Arista

TOP TEN LPs

- 1 **Love Over Gold** — Dire Straits — Vertigo
- 2 **Kissing To Be Clever** — Culture Club — Virgin
- 3 **UB44** — UB40 — Dep Int'l
- 4 **The Kids From Fame** — various artists — BBC
- 5 **Nebraska** — Bruce Springsteen — Columbia
- 6 **The Kids From Fame Again** — various artists — RCA
- 7 **Upstairs At Eric's** — Yazoo — Mute
- 8 **New Gold Dream (81-82-83-84)** — Simple Minds — Virgin
- 9 **In The Heat Of The Night** — Imagination — R&B
- 10 **A Broken Frame** — Depeche Mode — Mute

—Melody Maker

CASH BOX TOP 100 ALBUMS

November 6, 1982

Title, Artist, Label, Number, Distributor

Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart		Title, Artist, Label, Number, Distributor	Weeks On Chart	
	10/30	Chart		10/30	Chart		10/30	Chart
1 AMERICAN FOOL JOHN COUGAR (Riva RVL 7501) POL 8.98	1	27	36 AS ONE KOOL & THE GANG (De-Lite DSR 8505) POL 8.98	37	6	69 MADNESS, MONEY AND MUSIC SHEENA EASTON (EMI America ST-17080) CAP 8.98	75	5
2 MIRAGE FLEETWOOD MAC (Warner Bros. 9 23607-1) WEA 8.98	2	17	37 NO CONTROL EDDIE MONEY (Columbia FC 37960) CBS —	33	18	70 TALKING BACK TO THE NIGHT STEVE WINWOOD (Island ILPS 9777) WEA 8.98	62	12
3 NEBRASKA BRUCE SPRINGSTEEN (Columbia TC 38358) CBS —	5	5	38 MOUNTAIN MUSIC ALABAMA (RCA AHL 1-4229) RCA 8.98	40	34	71 JUST SYLVIA SYLVIA (RCA AFL1-4312) RCA 8.98	73	13
4 BUSINESS AS USUAL MEN AT WORK (Columbia arc 37978) CBS —	7	18	39 JUMP TO IT ARETHA FRANKLIN (Arista AL 9601) IND 8.98	15	14	72 SPECIAL FORCES .38 SPECIAL (A&M SP-4888) RCA 8.98	61	24
5 THE NYLON CURTAIN BILLY JOEL (Columbia TC 38200) CBS —	10	4	40 ALWAYS ON MY MIND WILLIE NELSON (Columbia FC 37951) CBS —	38	32	73 12 GREATEST HITS VOL. II NEIL DIAMOND (Columbia TC 38066) CBS —	76	24
6 IF THAT'S WHAT IT TAKES MICHAEL McDONALD (Warner Bros. 9 23703-1) WEA 8.98	3	11	41 VACATION GO-GO'S (I.R.S./A&M SP 70031) 8.98	23	13	74 ROCKY III ORIGINAL SOUNDTRACK (Liberty LO-51130) CAP 8.98	69	18
7 IT'S HARD THE WHO (Warner Bros. 9 23731-1) WEA 8.98	8	8	42 AN OFFICER AND A GENTLEMAN ORIGINAL SOUNDTRACK (Island/Atco 7 90017-1) WEA 8.98	57	3	75 BLACKOUT SCORPIONS (Mercury SRM-1-4039) POL 8.98	70	33
8 SIGNALS RUSH (Mercury SRM-1-4063) POL 8.98	9	6	43 ROCK IN A HARD PLACE AEROSMITH (Columbia FC 38061) CBS —	44	8	76 ALL FOUR ONE THE MOTELS (Capitol S-12177) CAP 8.98	74	28
9 EMOTIONS IN MOTION BILLY SQUIER (Capitol ST-12217) CAP 8.98	4	14	44 HOOKED ON CLASSICS II: CAN'T STOP THE CLASSICS LOUIS CLARK Conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL1-4373) RCA 8.98	41	15	77 MISSING PERSONS (Capitol DLP-15001) CAP 4.98	65	31
10 OLIVIA'S GREATEST HITS VOL. 2 OLIVIA NEWTON-JOHN (MCA-5347) MCA 8.98	12	6	45 NO FUN ALOUD GLENN FREY (Asylum 9-60129) WEA 8.98	48	21	78 ROUGH DIAMONDS BAD COMPANY (Swan Song/Atco 90001-1) WEA 8.98	71	10
11 EYE IN THE SKY THE ALAN PARSONS PROJECT (Arista AL 9599) IND 8.98	6	21	46 ANNIE ORIGINAL SOUNDTRACK (Columbia JS 38000) CBS —	43	25	79 TUG OF WAR PAUL McCARTNEY (Columbia TC 37462) CAP —	72	26
12 ASIA (Geffen GHS 2008) WEA 8.98	11	32	47 EYE OF THE TIGER SURVIVOR (Scotti Bros. FZ 38062) CBS —	42	15	80 BAD REPUTATION JOAN JETT (Boardwalk NB-3351-1) IND 8.98	81	9
13 LIONEL RICHIE (Motown 6007 ML) IND 8.98	28	3	48 JANE FONDA'S WORKOUT RECORD (Columbia CX2 38054) CBS —	51	24	81 INCOGNITO SPYRO GYRA (MCA-5368) MCA 8.98	103	4
14 GET CLOSER LINDA RONSTADT (Asylum 9 60185-1) WEA 8.98	16	4	49 PICTURES AT ELEVEN ROBERT PLANT (Swan Song/Atco SS 8512) 8.98	45	16	82 JUMP UP! ELTON JOHN (Geffen GHS 2013) WEA 8.98	77	27
15 CHICAGO 16 CHICAGO (Full Moon/Warner Bros. 9-23689-1) WEA 8.98	13	21	50 GOOD TROUBLE REO SPEEDWAGON (Epic FE 38100) CBS —	47	18	83 ESCAPE JOURNEY (Columbia TC 37408) CBS —	83	66
16 HEARTLIGHT NEIL DIAMOND (Columbia TC 38359) CBS —	21	4	51 QUIET LIES JUICE NEWTON (Capitol ST-12210) CAP 8.98	52	24	84 ACTING VERY STRANGE MIKE RUTHERFORD (Atlantic 80015-1) WEA 8.98	86	7
17 BUILT FOR SPEED STRAY CATS (EMI America ST-17070) CAP 8.98	19	20	52 VOYEUR KIM CARNES (EMI America SO-17018) CAP 8.98	49	8	85 STEEL BREEZE (RCA AFL 1-4424) RCA 6.98	91	7
18 HIGH ADVENTURE KENNY LOGGINS (Columbia TC 38127) CBS —	18	8	53 HOOKED ON SWING LARRY ELGART and his MANHATTAN SWING ORCHESTRA (RCA AFL1-4343) RCA 8.98	54	37	86 THIS ONE'S FOR YOU TEDDY PENDERGRASS (Philadelphia Int'l. FZ 38118) CBS —	78	12
19 A FLOCK OF SEAGULLS (Jive/Arista VA 66000) IND 8.98	20	25	54 GAP BAND IV THE GAP BAND (Total Experience/TE-1-3001) POL 8.98	53	22	87 A TASTE OF YESTERDAY'S WINE MERLE HAGGARD & GEORGE JONES (Epic FE 38203) CBS —	80	10
20 ABRACADABRA THE STEVE MILLER BAND (Capitol ST-12216) CBS 8.98	14	20	55 BAD TO THE BONE GEORGE THOROGOOD & THE DESTROYERS (EMI America ST-17076) CAP 8.98	50	11	88 THE HOTTEST NIGHT OF THE YEAR ANNE MURRAY (Capitol ST-12225) CAP 8.98	84	10
21 SILK ELECTRIC DIANA ROSS (RCA AFL1-4384) RCA 8.98	25	3	56 LEXICON OF LOVE ABC (Mercury SRM-1-4059) POL 8.98	64	10	89 SUCCESS HASN'T SPOILED ME YET RICK SPRINGFIELD (RCA AFL 1-4125) RCA 8.98	87	33
22 FOREVER, FOR ALWAYS, FOR LOVE LUTHER VANDROSS (Epic FE 38235) CBS —	30	4	57 DONNA SUMMER (Geffen GHS 2005) WEA 8.98	55	14	90 JEFFREY OSBORNE (A&M SP-4896) RCA 8.98	85	21
23 WHAT TIME IS IT? THE TIME (Warner Bros. 9 23701-1) WEA 8.98	24	8	58 LOVE WILL TURN YOU AROUND KENNY ROGERS (Liberty LO-51124) CAP 8.98	58	16	91 LET ME TICKLE YOUR FANCY JERMAINE JACKSON (Motown 6017ML) IND 8.98	88	14
24 NIGHT AND DAY JOE JACKSON (A&M SP-4906) RCA 8.98	27	17	59 ZAPP II ZAPP (Warner Bros. 9 23583-1) WEA 8.98	56	14	92 WILD NIGHT ONE WAY (MCA-5369) MCA 8.98	109	3
25 I CAN'T STAND STILL DON HENLEY (Asylum EL-60048) WEA 8.98	26	10	60 SNEAKIN' OUT STACY LATTISAW (Columbia/Atco 90002-1) WEA 8.98	63	12	93 E.T. THE EXTRA-TERRESTRIAL ORIGINAL SOUNDTRACK (MCA-6109) MCA 9.98	90	20
26 GET LUCKY LOVERBOY (Columbia FC 37638) CBS —	17	52	61 HIGHWAYS & HEARTACHES RICKY SKAGGS (Epic FE 37996) CBS —	67	6	94 GREATEST HITS DOLLY PARTON (RCA AHL 1-4422) RCA 8.98	112	5
27 DAYLIGHT AGAIN CROSBY, STILLS & NASH (Atlantic SD 19360) WEA 8.98	29	17	62 FAST TIMES AT RIDGEMONT HIGH ORIGINAL SOUNDTRACK (Full Moon/Asylum 9 60158-1 R) WEA 12.98	60	12	95 UTOPIA (Network/Elektra 9 60183-1) WEA 8.98	101	5
28 SHANGO SANTANA (Columbia FC 38122) CBS —	22	10	63 SPRING SESSION M MISSING PERSONS (Capitol ST-12228) CAP 8.98	89	2	96 CHARIOTS OF FIRE ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor PD-1-6335) POL 8.98	93	56
29 THE NIGHTFLY DONALD FAGEN (Warner Bros. 9 1-23696) WEA 8.98	39	2	64 VIEW FROM THE GROUND AMERICA (Capitol ST-12209) CAP 8.98	79	9	97 UPSTAIRS AT ERIC'S YAZ (Sire 9 23727-1) WEA 8.98	100	7
30 PETER GABRIEL (Geffen GHS 2011) WEA 8.98	32	6	65 DIVER DOWN VAN HALEN (Warner Bros. BSK 3677) WEA 8.98	66	27	98 WW II WAYLON AND WILLIE (RCA AHL 1-4455) RCA 8.98	115	3
31 SCREAMING FOR VENGEANCE JUDAS PRIEST (Columbia FC 38160) CBS —	31	17	66 WINDS OF CHANGE JEFFERSON STARSHIP (Grunt BXL1-4372) RCA 8.98	82	2	99 FRIEND OR FOE ADAM ANT (Epic ARE 3870) CBS —	118	2
32 LOVE OVER GOLD DIRE STRAITS (Warner Bros. 9 23728-1) WEA 8.98	34	5	67 REACH RICHARD SIMMONS (Elektra E1-60122F) WEA 10.98	68	23	100 AEROBIC SHAPE UP JOANIE GREGGAINS (Parade/Peter Pan 104) IND 8.98	99	30
33 H2O DARYL HALL & JOHN OATES (RCA AFL1-4383) RCA 8.98	46	2	68 NOW AND FOREVER AIR SUPPLY (Arista AL 9587) IND 8.98	59	21			

Cash box top albums/101 to 200

November 6, 1982

	Weeks On Chart	10/30	Chart
101 WIN THIS RECORD DAVID LINDLEY (Asylum 9 60178-1) WEA	8.98	107	5
102 IMPERIAL BEDROOM ELVIS COSTELLO AND THE ATTRACTIONS (Columbia FC 38158) CBS	—	95	17
103 HEY RICKY MELISSA MANCHESTER (Arista AL 9574) IND	8.98	92	29
104 FEELS SO RIGHT ALABAMA (RCA AHL 1-3930) RCA	8.98	116	87
105 I LOVE ROCK 'N ROLL JOAN JETT & THE BLACKHEARTS (Boardwalk NB1-33243) IND	8.98	94	48
106 INSTANT LOVE CHERYL LYNN (Columbia FC 38057) CBS	—	98	18
107 HEARTBREAKER DIONNE WARWICK (Arista AL 9609)	8.98	132	3
108 CHANGE BARRY WHITE (Unlimited Gold FZ 38048) CBS	—	97	10
109 POWER PLAY APRIL WINE (Capitol ST-12218) CAP	8.98	96	18
110 FOREVER NOW THE PSYCHEDELIC FURS (Columbia ARC 3826) CBS	—	120	4
111 HANK WILLIAMS, JR.'S GREATEST HITS (Elektra/Curb 9-60193-1) WEA	8.98	128	5
112 THE MESSAGE GRAND MASTER FLASH & THE FURIOUS FIVE (Sugar Hill SH-268) IND	8.98	123	4
113 SPECIAL BEAT SERVICE THE ENGLISH BEAT (I.R.S./A&M SP 70032) RCA	8.98	126	3
114 BRANIGAN LAURA BRANIGAN (Atlantic SD 19288) WEA	8.98	125	10
115 MICHAEL MARTIN MURPHEY MICHAEL MURPHEY (Liberty LT-51120) CAP	8.98	119	9
116 GHOST TOWN POCO (Atlantic 80008-1) WEA	8.98	117	4
117 VANITY 6 (Warner Bros. 9 23716-1) WEA	8.98	136	6
118 WORD OF MOUTH TONI BASIL (Chrysalis CHR 1410) IND	8.98	129	3
119 LAST DATE EMMYLOU HARRIS (Warner Bros. 9 23740-1) WEA	8.98	—	1
120 HOOKED ON CLASSICS LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL 1-4194) RCA	8.98	114	51
121 WE ARE ONE PIECES OF A DREAM (Elektra 9 60142-1) WEA	8.98	104	16
122 I ADVANCE MASKED ANDY SUMMERS & ROBERT FRIPP (A&M SP-4913) RCA	8.98	133	3
123 TANTALIZINGLY HOT STEPHANIE MILLS (Casablanca NBLP 7265) POL	8.98	102	14
124 BEAUTY AND THE BEAT THE GO-GO'S (I.R.S./A&M SP 70021) RCA	8.98	108	67
125 IV TOTO (Columbia FC 37728) CBS	—	113	30
126 ALL THE BEST COWBOYS HAVE CHINESE EYES PETE TOWNSHEND (Atco SD 38-149) WEA	8.98	110	19
127 THE JIMI HENDRIX CONCERTS (Reprise 9-22306-1) WEA	15.98	111	7
128 PAT TRAVERS' BLACK PEARL (Polydor PD-1-6361) POL	8.98	—	1
129 THE REAL DEAL THE ISLEY BROTHERS (T-Neck FZ 38047) CBS	—	106	12
130 THE BEST LITTLE WHOREHOUSE IN TEXAS ORIGINAL SOUNDTRACK (MCA-6112) MCA	8.98	105	14
131 DREAMGIRLS ORIGINAL BROADWAY CAST (Geffen GHSP 2007) WEA	9.98	124	26
132 THREE SIDES LIVE GENESIS (Atlantic SD 2-200) WEA	10.98	121	20
133 SCOTT BAIO (RCA NFL 1-8025) RCA	8.98	127	13
134 ZOMBIE BIRDHOUSE IGGY POP (Animal/Chrysalis APR 6000) IND	8.98	144	4

	Weeks On Chart	10/30	Chart
135 STEVIE WONDER'S ORIGINAL MUSIQUARIUM I STEVIE WONDER (Tamlam/Motown 6002TL2) IND	13.98	130	24
136 PRIMITIVE MAN ICE HOUSE (Chrysalis CHS 1390) IND	8.98	137	6
137 PHYSICAL OLIVIA NEWTON-JOHN (MCA-5229) MCA	8.98	142	54
138 TWO OF A KIND EARL KLUGH/BOB JAMES (Capitol ST-12244) CAP	8.98	—	1
139 BELLA DONNA STEVIE NICKS (Modern/Atco MB 38139) WEA	8.98	141	65
140 AVALON ROXY MUSIC (Warner Bros. 9 23666-1) WEA	8.98	131	21
141 RADIO ROMANCE EDDIE RABBITT (Elektra 9 60160-1) WEA	8.98	—	1
142 KEEP ON DOING THE ROCHES (Warner Bros. 9 23735-1) WEA	8.98	155	3
143 CASINO LIGHTS — RECORDED LIVE AT MONTREUX, SWITZERLAND VARIOUS ARTISTS (Warner Bros. 9 23718-1) WEA	8.98	—	1
144 WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC 237542) CBS	—	138	60
145 WE GO A LONG WAY BACK BLOODSTONE (T-Neck FZ 38115) CBS	—	135	18
146 WALT DISNEY PRODUCTIONS' MOUSERCISE (Disneyland 61516) IND	7.98	139	34
147 MISS PIGGY'S AEROBIQUE WORKOUT ALBUM (Warner Bros. 9 23717-1) WEA	8.98	149	5
148 GREATEST HITS KENNY ROGERS (Liberty LOO-1072) CAP	8.98	143	108
149 MSB MICHAEL STANLEY BAND (EMI America ST-1701) CAP	8.98	145	10
150 THROWIN' DOWN RICK JAMES (Gordy/Motown 6005GL) IND	8.98	134	23
151 BENEFACTOR ROMEO VOID (415/Columbia ARC 38182) CBS	—	140	10
152 JUST HOOKED ON COUNTRY ATLANTIC POPS ORCHESTRA... ALBERT COLEMAN, conducting (Epic FE 38154) CBS	—	122	11
153 JANET JACKSON (A&M SP-6-4907) RCA	6.98	167	2
154 EDDIE MURPHY (Columbia FC 38180) CBS	—	146	14
155 THE BAD C.C. CARL CARLTON (RCA AFL1-4425) RCA	8.98	171	2
156 NOTHING TO FEAR OINGO BOINGO (A&M SP-4903) RCA	8.98	147	15
157 MOVING TARGET GIL SCOTT-HERON (Arista AL 9606) IND	8.98	150	7
158 WORLDS APART SAGA (Portrait ARR 38246) CBS	—	173	2
159 SEASONS OF THE HEART JOHN DENVER (RCA AFL 1-4256) RCA	8.98	153	35
160 WAITIN' FOR THE SUN TO SHINE RICKY SKAGGS (Epic FE 37193) CBS	—	160	24
161 SECOND TO NUNN BOBBY NUNN (Motown 6022) IND	8.98	172	3
162 ALICIA ALICIA MYERS (MCA-5181) MCA	8.98	168	6
163 WINTER INTO SPRING GEORGE WINSTON (Windham Hill C-1019) IND	8.98	164	12
164 SURBURBAN VODOO PAUL CARRACK (Epic ARE 38161) CBS	—	166	9
165 OH, JULIE BARRY MANILOW (Arista AB 2500) IND	6.98	148	7
166 YES, GIORGIO ORIGINAL SOUNDTRACK FEATURING LUCIANO PAVAROTTI (London PDV 9001) POL	9.98	174	4

	Weeks On Chart	10/30	Chart
167 SURE FEELS LIKE LOVE LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 38135) CBS	—	—	1
168 HEARTBEATS AND TRIGGERS TRANSLATOR (415/Columbia ARC 38162) CBS	—	169	10
169 STILL LIFE (AMERICAN CONCERT 1981) THE ROLLING STONES (Rolling Stones/Atco COC 39113) WEA	9.98	157	20
170 GWEN GUTHRIE (Island/Atco 99004-1) WEA	8.98	170	6
171 THE JAZZ SINGER NEIL DIAMOND (Capitol SWAV-12120) CAP	8.98	—	1
172 BEST OF THE REST LYNYRD SKYNYRD (MCA-5370) MCA	8.98	—	1
173 TANE CAIN (RCA AFL 1-4381) RCA	6.98	151	9
174 ANNE MURRAY'S GREATEST HITS (Capitol SOO-12110) CAP	8.98	176	140
175 PERFECT STRANGER T.G. SHEPPARD (Warner/Curb 9 23726-1) WEA	8.98	—	1
176 SHUTTERED ROOM THE FIXX (MCA-5345) MCA	8.98	178	4
177 RANDY MEISNER (Epic FE 38121) CBS	—	159	11
178 THE HIGH AND THE MIGHTY DONNIE IRIS (Carousel/MCA-5358) MCA	8.98	—	1
179 OFFRAMP PAT METHENY GROUP (ECM-12216) WEA	8.98	158	25
180 CALL OF THE WEST WALL OF VODOO (I.R.S./A&M SP-70026) RCA	8.98	186	3
181 HUGHES/THRALL (Boulevard ARZ 38116) CBS	—	183	3
182 ABOMINOG URIAH HEEP (Mercury SRM-1-4057) POL	8.98	161	13
183 PELICAN WEST HAIRCUT 100 (Arista AL 6600) IND	8.98	152	31
184 GHOST IN THE MACHINE THE POLICE (A&M SP-3730) RCA	8.98	180	55
185 BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576) WEA	8.98	188	64
186 I WANT CANDY BOW WOW BOW (RCA AFL 1-4375) RCA	8.98	162	9
187 SHEFFIELD STEEL JOE COCKER (Island/Atco IL 9750) WEA	8.98	177	18
188 I'M THE ONE ROBERTA FLACK (Atlantic SD 19354) WEA	8.98	182	21
189 THE NUMBER OF THE BEAST IRON MAIDEN (Harvest ST-12202) CAP	8.98	185	31
190 THE ENVOY WARREN ZEVON (Asylum 9 60159-1) WEA	8.98	165	14
191 GET IN ON CREDIT TORONTO (Network/Elektra 9 60153-1) WEA	8.98	175	14
192 ALDO NOVA (Portrait ZRR 37498) CBS	—	181	38
193 SO EXCITED POINTER SISTERS (Planet BXL1-4355) RCA	8.98	195	17
194 FREEZE-FRAME THE J. GEILS BAND (EMI America SOO-17062) CAP	8.98	187	52
195 DIARY OF A MADMAN OZZY OSBOURNE (Jet FZ 37492) CBS	—	191	51
196 KEEP IT LIVE DAZZ BAND (Motown 6004ML) IND	8.98	154	34
197 FIRST TAKE THE VALENTINE BROTHERS (Bridge BR-101936) IND	8.98	189	10
198 ONE ON ONE CHEAP TRICK (Epic FE 38021) CBS	—	200	24
199 TOUGH KURTIS BLOW (Mercury MX1-505) POL	8.98	194	6
200 SHIP ARRIVING TOO LATE TO SAVE A DROWNING WITCH FRANK ZAPPA (Barking Pumpkin FW 38066) CBS	—	184	24

ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

A Flck of Seagulls	19
ABC	56
Aerobics (Greggains)	100
Aerobics (Miss Piggy)	147
Aerosmith	43
Air Supply	68
Alabama	38, 104
America	64
Ant, Adam	99
April Wine	109
Asia	12
Atlanta Pops Orchestra	152
Bad Company	78
Baio, Scott	133
Basil, Toni	118
Bloodstone	145
Blow, Kurtis	199
Bow Wow Wow	186
Branigan, Laura	114
Cain, Tane	173
Carlton, Carl	155
Carnes, Kim	52
Carrack, Paul	164
Casino Lights	143
Cheap Trick	198
Chicago	15
Clash	34
Cocker, Joe	187
Costello, Elvis	102
Cougar, John	1
Crosby, Stills & Nash	27
Dazz Band	196
Denver, John	159
Diamond, Neil	16, 73, 171
Dire Straits	32
Easton, Sheena	69
English Beat	113
Fagen, Donald	29
Fixx	176
Flack, Roberta	188
Fleetwood Mac	2
Fonda, Jane	48
Franklin, Aretha	39
Frey, Glenn	45
Gabriel, Peter	30
Gap Band	54
Gatlin, Larry	167
Genesis	132
Go-Go's	41, 124
Grand Master Flash	112
Guthrie, Gwen	170
Haggard & Jones	87
Haircut 100	183
Hall & Oates	33
Harris, Emmylou	119
Hendrix, Jimi	127
Henley, Don	25
Hughes/Thrall	181
Ice House	136
Iris, Donnie	178
Iron Maiden	189
Isley Brothers	129
J. Geils Band	194

Jackson, Janet	153
Jackson, Jermaine	91
Jackson, Joe	24
James, Rick	150
Jarreau, Al	185
Jefferson Starship	66
Jett, Joan	80, 105
Joel, Billy	5
John, Elton	82
Journey	83
Judas Priest	31
King, Evelyn	35
Klugh/James	138
Kool & The Gang	36
Lattisaw, Stacy	60
Lindley, David	101
Loggins, Kenny	18
Loverboy	26
Lynn, Cheryl	106
Lynyrd Skynyrd	172
Manchester, Melissa	103
Manhattan Swing Orchestra	53
Manilow, Barry	165
McCartney, Paul	79
McDonald, Michael	6
Meisner, Randy	177
Men At Work	4
Metheny, Pat	179
Miller, Steve	20
Mills, Stephanie	123
Missing Persons	63, 77
Money, Eddie	37
Motels	76
Mousercise	146
Murphey, Michael	115
Murphy, Eddie	154
Murray, Anne	88, 174
Myers, Alicia	162
Nelson, Willie	40, 144
Newton, Juice	51
Newton-John, Olivia	10, 137
Nicks, Stevie	139
Nova, Aldo	192
Nunn, Bobby	161
Oingo Boingo	156
One Way	92
Osborne, Jeffrey	90
Osbourne, Ozzy	195
Parsons, Alan	11
Parton, Dolly	94
Pendergrass, Teddy	86
Pieces of a Dream	121
Plant, Robert	49
Poco	116
Pointer Sisters	193
Police	184
Pop, Iggy	134
Psychedelic Furs	110
Rabbitt, Eddie	141
REO Speedwagon	50
Richie, Lionel	13
Roches	142
Rogers, Kenny	58, 148
Rolling Stones	169

Romeo Void	151
Ronstadt, Linda	14
Ross, Diana	21
Roxy Music	140
Royal Philharmonic Orch.	44, 120
Rush	8
Rutherford, Mike	84
Saga	158
Santana	28
Scorpions	75
Scott-Heron, Gil	157
Sheppard, T.G.	175
Simmons, Richard	67
Skaggs, Ricky	61, 160
Springsteen, Bruce	3
Spyro Gyra	81
Springfield, Rick	89
Squier, Billy	9
Stanley, Michael	149
Steel Breeze	85
Stray Cats	17
Summer, Donna	57
Summers & Fripp	122
Survivor	47
Sylvia	71
.38 Special	72
Thorogood, George	55
Time	23
Toronto	191
Toto	125
Townshend, Pete	126
Translator	168
Travers, Pat	128
Uriah Heep	182
Utopia	95
Valentine Brothers	197
Van Halen	65
Vanity 6	117
Vandross, Luther	22
Wall Of Voodoo	180
Warwick, Dionne	107
Wayton And Willie	98
White, Barry	108
Who	7
Williams, Hank	111
Winston, George	163
Winwood, Steve	70
Wonder, Stevie	135
Yaz	97
Zappa	59
Zappa, Frank	200
Zevon, Warren	190

SOUNDTRACKS

An Officer and	42
Annie	46
Best Little Whorehouse	130
Chariots Of Fire	96
Dreamgirls	131
E.T.	93
Fast Times	62
Rocky III	74
Yes, Giorgio	166

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International Divisions Push New Acts, Tap New Markets

(continued from page 31)

Laura Branigan will be doing TV and a company convention appearance in Venezuela, since "Gloria" is taking off in South America.

Other action includes Robert Plant, who is currently doing TV and promotion in Europe; AC/DC, which is finishing English performance dates; and various catalog campaigns.

Capitol/EMIA/Liberty

Miami Steve Van Zandt's Little Steven & The Disciples of Soul last week appeared on *The Rock Night*, an infrequent satellite-carried TV event that is beamed across Europe to 50 million viewers from Essen, Germany. Brand said that the group's debut LP was rush-released a week in advance of this week's U.S. release to capitalize on the show, and that Hamburg's biggest retailers reported selling out of their copies the next day.

Kim Carnes also did a satellite show, this one from Los Angeles for the BBC, prior to her early October promotional tour there and in four European countries. Martha Davis of the Motels is currently in Europe, also for promotion, as is Missing Persons, which is also doing video in England.

Forthcoming concerts include Earl Klugh, in England; Motels in Australia, and George Thorogood in Europe. Melba Moore just returned from personal appearances in England, and Billy Squire has TV scheduled in Europe in December.

CBS

CBS is devoting the bulk of its energies into product and tour support of the recent major releases on the CBS and E/P/A labels, as well as the many labels which it distributes outside of the U.S. It is also continuing to work records and artists that have been significant throughout the year.

Toto, REO Speedwagon, Asia and Neil Young are a few of the many acts doing European dates this quarter. Loverboy is currently in Japan. Another important fourth quarter push at CBS is the *Annie* soundtrack, to coincide with the movie's opening in foreign markets.

Elektra/Asylum

E/A's fourth quarter efforts are mostly pre-promotion for concert tours beginning early next year by such artists as David Lindley, Motley Crue, Tom Waits and Linda

Ronstadt. Ronstadt, for example, is doing phoners and sitdown interviews to lay the groundwork for further promotion in January to include TV and radio.

Shalamar will tour the U.K. extensively and the Netherlands next month, having just provided E/A with its first gold album there in a long time. Queen is in Japan, Steel Pulse is readying an extensive Scandinavian tour, and Bobby McFerrin is appearing at the Berlin Jazz Festival next month and another festival in the Netherlands. Shalamar is also due in Holland next month.

Handshake

Sneaker just returned from Japan, where its first album went gold. According to director of sales, marketing and advertising Dean Alexenburg, live concert footage from the tour will be edited for MTV and "things of that nature."

Alexenburg also expected easy breaking of new act Berlin Airlift in Europe because of the group's material and name.

Millennium

Chilliwack will tour home country Canada with up to 30 concert dates.

MCA

Joe "King" Carrasco is currently doing

small club dates in England, Sweden, the Netherlands and Switzerland, and a possible Tom Petty tour is under discussion.

Motown

Stevie Wonder is in Japan Oct. 28-Nov. 9, while Jose Feliciano is there Nov. 1-23. Jermaine Jackson goes to England for the *Razzmatazz* TV special, having just concluded other TV work there and in Belgium and the Netherlands. Afterwards, he goes to Canada for further promotion.

Billy Preston and Syreeta are on Holland's TV shows *Top Pop*, *The Gala Show* and *The TV Show*.

PolyGram

PolyGram has a big Rush push, with the U.K. single "Subdivision" being backed with video throughout Europe. Germany is a major target, and France is also seeing action, according to Dan Young, vice president, international. Live album film on Rush is available for overseas viewing, and a tour is being readied for next year.

The label also has high hopes for breaking the new Pat Travers album outside the U.S. and is doing "groundswell work" on Coney Hatch in the U.K. Young also expects a big push from Polydor on the Yoko Ono album in December.



ENROUTE TO RODWAY — "Don't Stop Trying" is the first single (7" and 12") by the group Rodway, which recently signed a recording agreement with Millennium Records. The group's debut LP, "Horizontal Hold," is being prepared for December release. Pictured seated during the signing are (l-r): Keith Rawls, Idlewild Artists, Int'l., the group's management company; Andy Somers, Idlewild Artists Int'l.; Steve Rodway, the group's leader; Ken Franklin, promotion manager, AOR, Millennium; and Vicki Wool, coordinator, promotion & marketing, Millennium. Pictured standing are (l-r): Andrew Frances, director, marketing and artist development, Millennium; Jimmy Jenner, president, Millennium; and Melanie Fox, production coordinator/assistant to the president, Millennium.

CASH BOX

November 6, 1982

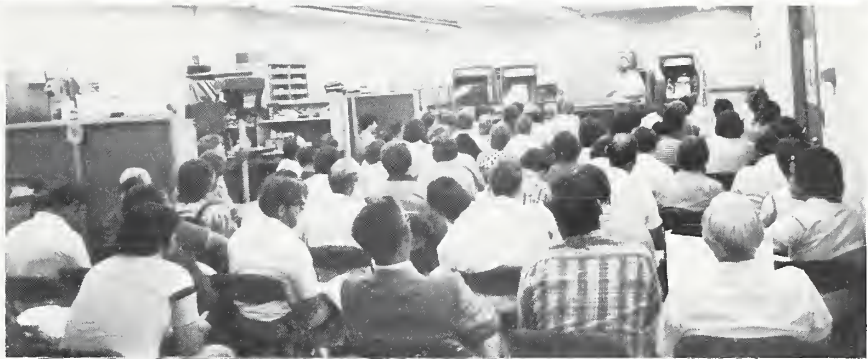
AROUND THE ROUTE

by Camille Compasio

Look for a "Ms. Pac-Man" car in the Malibu Grand Prix race car-themed outdoor amusement centers. And why not a car when the little lady and her male counterpart are gracing everything from your television screen (via the *Pac-Man* TV series) to a multitude of merchandise that's wearable, edible, useable — and, of course, playable . . . Bally Midway's vice president of marketing **Stan Jarocki**, who was among industry luminaries in attendance at the recent JAA convention in Tokyo, noted that the show featured a few games that "could be considered very interesting" — among them, "Super Pac-Man" and "Pole Position." He advised that "Burger Time," licensed by Bally Midway from Data East, will be ready for sample shipment by early November. This "cute" game will be produced in upright, cocktail and Mini Myte models. Stan also told us to be on the alert for some exciting "surprises" from Bally Midway at AMOA Expo '82.

Attention jukebox ops: "Grandparents" BW "Companionship" by **Mickey Rooney & The Talent Towners** on the Moss Music Group label has been making some headway in jukeboxes, according to **Ben Arrigo** of Glenn Produc-

(continued on page 37)



SCHOOL IN SESSION — More than 100 operators and technicians attended the Atari service seminar Oct. 6 at the offices of Franco Distributing Company in Montgomery, Ala. Atari instructor **Russ McDonald** is pictured conducting the class. His presentation focused on the various service aspects of Atari's "Gravitar," "Dig Dug" and "Kid Kangaroo." The school is part of Franco Distributing Company's ongoing series of sponsored service schools designed to increase operator awareness, reduce service down time and enable customers to service their equipment better, according to company president **Rubin Franco**. He pointed out that the response to the Atari school is further evidence that "video is indeed alive and well in the deep South."

Centuri Reports Third Quarter Financial Results

HALEAH, Fla. — Centuri, Inc. reported operating results for the third quarter ended July 31, 1982 and simultaneously announced that it has finalized the acquisition of Outdoor Sports Headquarters, Inc.

Revenues for the third quarter were \$2,200,074, resulting in a net loss of \$1,987,070, or 19 cents per share. This compares with revenues of \$14,835,980 and

(continued on page 36)

Williams Acquires Shares In Sands New Jersey Casino

LOS ANGELES — On Oct. 20, Williams Electronics acquired, through the purchase of shares and options, the direct or indirect beneficial ownership of approximately 13.6% of the approximately 5,279,000 outstanding shares of common stock of Great Bay Casino Corp. (OTC). A wholly owned subsidiary of Great Bay Casino Corporation owns and operates the Atlantic City, N.J. Sands Hotel

(continued on page 36)

CONTENTS

Around The Route	35
Industry Calendar	36
Industry News	36
Jukebox Programmer	38
New Equipment	37

COIN MACHINE



Centuri Reports Third Quarter Financial Results

(continued from page 35)

net income of \$2,200,144, or 22 cents per share for the third quarter of fiscal 1981.

Revenues for the first nine months of fiscal 1982 were \$13,584,439, with a net loss of \$1,384,061, or 14 cents per share. This compares to revenues of \$37,558,579 and earnings of \$5,221,406, or 52 cents per share, for the comparable period of the prior year.

Centuri board chairman Milton Koffman also announced the completion of an agreement to purchase all of the outstanding stock of Outdoor Sports Headquarters, Inc. The Ohio-based firm, and its wholly owned subsidiary, Gilbert Sporting Goods Distributors, Inc., are involved in the wholesale distribution of outdoor sporting goods. The companies had revenues for the year ended Dec. 31, 1981, aggregating approximately \$120,000,000 with income before taxes of approximately \$5,000,000. Centuri, Inc. had fiscal 1981 revenues in excess of \$60,000,000.

'Financial Flexibility'

"The intent of this acquisition," said Koffman, "is to provide an additional, consistent revenue and earnings base for Centuri, Inc. which is involved in the volatile video game industry. We feel the addition of Outdoor Sports Headquarters, Inc. will give us greater financial and management flexibility."

In connection with the acquisition, Centuri issued additional warrants to the holder of its 10% senior convertible note in consideration for the waiver of certain covenants.

According to Koffman, Centuri is optimistic that fourth quarter results will improve significantly, reflecting the impact of the acquisition.



Brad King

Circle Names King Branch Manager Of San Diego Office

LOS ANGELES — Brad King has joined Circle International as branch manager of the firm's San Diego office. A former southern California resident, King resigned his position at Jack's Amusement in El Dorado, Ark.

"The decision to leave Jack's was a difficult one to make," said King. "Jack Ethridge is an incredible man to work with and I truly admire him. The position with Circle in San Diego will offer me added challenges and responsibilities, plus the option to scuba dive after work," he added.

Circle's San Diego office is located at 5640 Kearney Mesa Road.

Oscar Robbins, former manager of Circle-San Diego, will be working in the firm's Los Angeles office. He is also preparing his own product for release this fall.

Brad King's post as sales manager at Jack's Amusement was filled by John Hawley, formerly of Jack's Lubbock, Tex. office.

Bally Midway Hosts Week-long Service School Sessions

CHICAGO — The sixth annual week-long service school, under sponsorship of Bally and Bally Midway, was held Sept. 27-Oct. 1, at Howard Johnson's in suburban Schiller Park, Ill.

A capacity turnout of students, representing distributor and operator firms, nationwide, participated in the course which focused on Bally pinball machines (Sept. 27-28) and Bally Midway video games (Sept. 29-Oct. 1).

Instructors included Arnie Arastad, Ed Schmidt and Pete Gustafson for Bally; and Andy Ducay, Bob Norton, Kevin Moeller and Ross Howard for Bally Midway. Diane Guzzi, of Bally's service and marketing staff, coordinated arrangements for attendance and hotel accommodations.

Latest Technology

The state of the art program dealt with the introduction of the latest in technology and a review of existing systems. Bally Midway's three-day course was highlighted by the firm's new MCR II system which is utilized in the current "Tron" and upcoming "Satan's Hollow" video games.

Supplementing this year's school was a series of optional seminars, held in the evening, with guest firms participating. Among these were Kurz Kasch; Sencore (test equipment); B&K (test equipment); and Fluke (test equipment).

The entire program was very well received, according to Bally Midway's service manager Andy Ducay. Participation was limited to 100 persons to ensure the full benefits of the course but interest ran far above that figure.

Chuck E. Cheese Chain Chips In For School Computers

LOS ANGELES — Chuck E. Cheese's Pizza Time Theatre chain is making an effort to help schools acquire their own classroom computers through a program that gives educational facilities, both public and private, the opportunity to obtain a computer at a substantial discount. The program, done with the cooperation of several major computer manufacturers, is being offered by 100 participating Pizza Time locations.

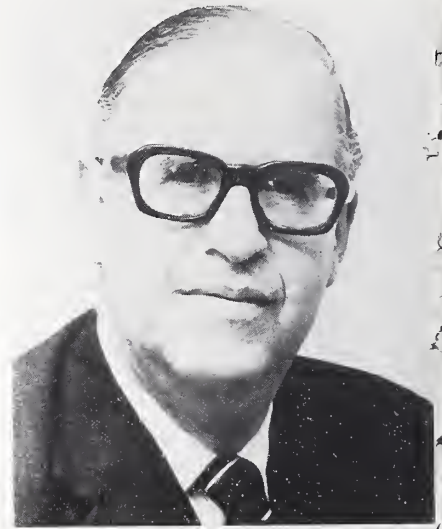
Through Dec. 31, participating Pizza Times are suggesting many different ways for schools to raise money for purchasing computers. Some pizzeria/game rooms are holding "Computer Night" fund-raising events at the restaurant/arcades, while others are offering "Computer Bucks" game token certificates to be sold by students. Pizza Time is contributing \$1 to the fund with each specified purchase over \$20 by members of the school community.

"Pizza Time Theatre's technology is based on computers, both in the video games and the animated shows," remarked Nolan Bushnell, chairman of the board and inventor of "Pong," the first commercially successful video game, which also served as the impetus for Atari, Inc. "We want to transfer the entertainment aspect of computers to a learning function that promotes computer literacy."

Williams Dividend Set

NEW YORK — The board of directors of Williams Electronics, Inc. declared a quarterly dividend of 10 cents per share of common stock.

The dividend will be payable on Nov. 23, 1982 to stockholders of record at the close of business on Oct. 29, 1982.



Abba Eban

Record Attendance Expected For Dinner Honoring Mullane

CHICAGO — The national industry dinner at which Robert E. Mullane, president, chief executive officer and board chairman of Bally Manufacturing Corporation will be honored, has reportedly attracted a record response. The Nov. 16 event, at the Hyatt Regency in Chicago, is expected to bring in not only friends of the Bally organization but representatives of the industry and the financial community, according to early reports.

The dinner is being held in association with Israel Bonds and will be the culmination of a series of pre-dinner events throughout the country. Mullane will receive the Israel Prime Minister's Medal for his service to the industry, his humanitarian activities and for Bally's support of Israel's economic development.

Abba Eban, former Foreign Minister of Israel, former Ambassador to the United States and now a member of Israel's Knesset (Parliament), will deliver the principal address.

Among the pre-dinner events held thus far, in honor of Mullane, were a highly successful Sept. 16 dinner at Bally's Park Place; a cocktail-reception in Chicago on Sept. 22, hosted by William T. O'Donnell, Honorary Chairman for the November dinner, and Mrs. O'Donnell; an Oct. 6 luncheon for attorneys, hosted in Chicago by Glenn K. Seidenfeld, Jr., vice president, corporate secretary and general counsel of Bally and Associate Chairman of the Dinner; and a meeting at the Hyatt O'Hare Hotel in Rosemont, Ill. on Oct. 14.

Bally Sets Dividend

CHICAGO — The board of directors of Bally Manufacturing Corp. has declared a regular cash dividend of 5 cents a share on the company's common stock, payable Nov. 22, 1982, to stockholders of record on Nov. 1, 1982.

CALENDAR

Nov. 17-20: AMOA international convention; Hyatt Regency Hotel; Chicago.

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

1983

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

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

AMOA EXPOSITION 1982

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AMOA's International Trade Show for Coin-Operated Games, Music and Allied Products

INDUSTRY NEWS

AROUND THE ROUTE

(continued from page 35)

tions in New York. Ben also said that interest has been further enhanced by the exposure the record has been getting on the highly popular **Wally Phillips Show**, which is aired on WGN-radio in Chicago. Rooney will be in the Windy City in November with his Broadway hit show "Sugar Babies." Ops may secure promo copies of the single by contacting Glenn Productions & Promotions at 157 W. 57th St., New York, N.Y. 10019 or phoning (212) 265-6585.

Dateline Los Angeles, where we spoke with **Peter Betti** of Betson Pacific. Nintendo's "Donkey Kong Jr." is high on the hit list out there, as Peter told us, and the distrib is currently testing the new Gottlieb "Q-Bert," with super results. In terms of earnings, the game's been holding the number one position in test locations by a wide margin. With regard to the Data East "Burger Time," Peter is very enthusiastic about the piece, classifying it as a "big winner in the tradition of Donkey Kong." As of Oct. 25, the new Betson Pacific offices in San Francisco were in full operation. Now that the move is completed, plans are in the making for a grand opening celebration. The address in San Francisco is 375 Oyster Point Blvd. — and, we understand, the view from the new facility is positively magnificent. One final note — Peter mentioned that he is looking forward to the resumption of deliveries of "Jungle Hunt" from Taito America, adding that the game is "just as exceptional as its predecessor."

Dateline Cincinnati: **Joe Westerhaus** of Royal Distg. sees a new trend developing in his market, where customer interest seems to be expanding beyond one or two hit pieces as has been the case for some time. Stressing that the "hits" are still very much in demand, Joe said, however, that "what we have now are a number of good games, what I would call B plus or A minus products, that operators are buying, rather than sticking exclusively to one or two particular stand-out pieces. A good amount of games that are spread out among a number of manufacturers are selling above average at Royal," he added, "and I think this is a very healthy sign."

Williams Acquires N.J. Casino Stock

(continued from page 35)

and Casino. Williams acquired 253,961 shares for a cash purchase price of \$14 per share in privately negotiated transactions with a select few sellers and acquired options to purchase approximately 12% of the outstanding shares of Greate Bay Hotel Corporation, a privately owned corporation, from three persons. The principal asset of the Greate Bay Hotel Corporation is 3,863,000 shares (73.2%) of Greate Bay Casino Corporation.

Michael R. Stroll, president of Williams Electronics, Inc. stated Williams desires to obtain, either directly or indirectly, a controlling interest in Greate Bay Casino Corporation and intends to make an offer to acquire PPI Corporation, a privately owned corporation which owns 78% of the stock of Greate Bay Hotel Corporation.

New Equipment

Devilish Video

Winning graphics and a captivating playfield are among the highlights of the new Bally Midway video game, "Satan's Hollow," which is geared to provide player excitement and location profits, according to the company.

Using a black light illuminated joystick with an integrated trigger and a regenerating shield for protection, the player battles swooping gargoyles and menacing devils to build a bridge across a river of fire to battle Satan in his lair. Combating ever-changing patterns of attack by the enemies, the player gains increased fire power at completion of each battle with the devil.

Bally Midway's state of the art computer hardware system is the key to Satan's Hollow's dominating video graphics display. During the course of game play, the scene changes from daylight to darkness intensifying the player's challenge and hazards. Another distinct advantage engineered into the new game is a complete self-diagnostic package providing the



operator with valuable information on player input, bookkeeping, machine set-up, channel testing and ROM and RAM operation.

As a further enhancement of the new game Bally Midway is offering an innovative merchandising aid, the "Satan's Hollow Super Shooter" competition kit, which should be popular with players and operators alike. The Super Shooter Kit contains everything needed to launch the game; from window banners to competition prizes. Designed with the location in mind, the kit is highlighted in a full color brochure enclosed with each Satan's Hollow upright video game.

Space Challenge

"Tac/Scan," the new video space game from Sega, combines intense action, more than 1,300 realistic space sound variations and a unique three-point perspective view to provide players with a successive challenge of skill and timing.

Tac/Scan is available in the standard upright, one/two player model, and is an exclusive Sega Color X-Y Convert-a-Game that can update any upright "Space Fury," "Eliminator" or "Zektor"

game at less than half the price of a new game.

A new feature of Tac/Scan is the Add-a-Ship option. When a player's ship is destroyed either by enemy firepower or craft collision with the adversaries, an open formation position marks the area of the missing fighter. The player can replenish the open position with another fighter by calling up a reserve ship or by docking with additional Tac/Scan fighters as they randomly appear on the screen. The number of additional reserve ships is limited so the player must concentrate on docking with other fighters in order to replenish his forces.

Tac/Scan incorporates dynamic and realistic space sounds that heighten player intrigue and suspense. The player experiences the roar of his squadron as it travels through space. The engines whine and rumble as the player changes his angle of flight. The roar decreases when player ships are lost and speed sounds increase with the advanced levels of play. The unique sounds of the Tac/Scan flight pattern duplicate the sounds of actual flight.



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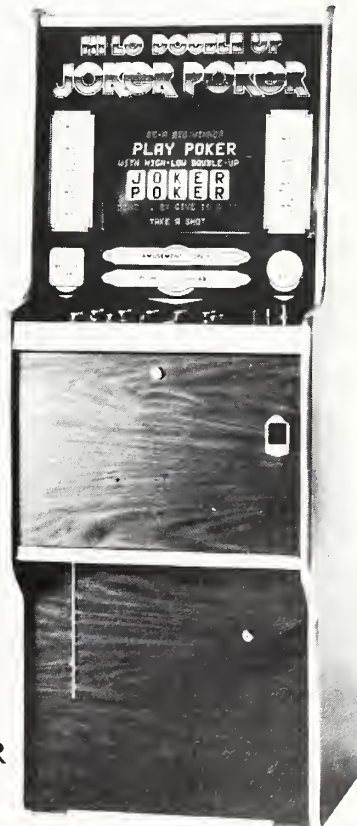
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* indicates new entry

November 6, 1982

POP

- 1 **UP WHERE WE BELONG**
JOE COCKER AND JENNIFER WARNES (Island/Atco 7-9996)
- 2 **WHO CAN IT BE NOW?**
MEN AT WORK (Columbia 18-02888)
- 3 **GYPSY**
FLEETWOOD MAC (Warner Bros. 7-29918)
- 4 **HEARTLIGHT**
NEIL DIAMOND (Columbia 18-03219)
- 5 **I KEEP FORGETTIN'**
MICHAEL McDONALD (Warner Bros. 7-29933)
- 6 **HEART ATTACK**
OLIVIA NEWTON-JOHN (MCA-52100)
- 7 **JACK & DIANE**
JOHN COUGAR (Riva/PolyGram R-120)
- 8 **TRULY**
LIONEL RICHIE (Motown 1644MF)
- 9 **THE ONE YOU LOVE**
GLENN FREY (Asylum 7-69974)
- 10 **BREAK IT TO ME GENTLY**
JUICE NEWTON (Capitol B-5148)
- 11 **MUSCLES**
DIANA ROSS (RCA PB-13348)
- 12 **YOU CAN DO MAGIC**
AMERICA (Capitol B-5142)
- 13 **GLORIA**
LAURA BRANIGAN (Atlantic 4048)
- 14 **PRESSURE**
BILLY JOEL (Columbia 38-03244)
- 15 **LOVE COME DOWN**
EVELYN KING (RCA PB-13273)
- 16 **LOVE ME TOMORROW**
CHICAGO (Full Moon/Warner Bros. 7-29911)
- 17 **DON'T FIGHT IT**
KENNY LOGGINS WITH STEVE PERRY (Columbia 18-03192)
- 18 **NEW WORLD MAN**
RUSH (Mercury/PolyGram 76179)
- 19 **MANEATER**
DARYL HALL & JOHN OATES (RCA PB-13354)
- 20 **STEPPIN' OUT**
JOE JACKSON (A&M 2428)
- 21 **I.G.Y. (WHAT A BEAUTIFUL WORLD)**
DONALD FAGEN (Warner Bros. 7-29900)
- 22 **HOLD ON**
SANTANA (Columbia 18-03160)
- 23 **DIRTY LAUDRY***
DON HENLEY (Asylum 7-69894)
- 24 **GET CLOSER**
LINDA RONSTADT (Asylum 7-69948)
- 25 **IT'S RAINING AGAIN***
SUPERTRAMP (A&M 2502)
- 26 **MICKEY***
TONY BASIL (Chrysalis CHS 2638)
- 27 **NOBODY**
SYLVIA (RCA PB-13223)
- 28 **ROCK THIS TOWN***
STRAY CATS (EMI America B-8132)
- 29 **SHADOWS OF THE NIGHT***
PAT BENATAR (Chrysalis CHS 2647)
- 30 **EYE IN THE SKY**
THE ALAN PARSONS PROJECT (Arista AS 0696)

COUNTRY

- 1 **YOU'RE SO GOOD WHEN YOU'RE BAD**
CHARLEY PRIDE (RCA PB-13293)
- 2 **HEARTBROKE**
RICKY SKAGGS (Epic 14-03212)
- 3 **WAR IS HELL**
T.G. SHEPPARD (Warner/Curb 7-29934)
- 4 **CLOSE ENOUGH TO PERFECT**
ALABAMA (RCA PB-13294)
- 5 **YOU AND I**
EDDIE RABBITT with CRYSTAL GAYLE (Elektra 7-69936)
- 6 **BREAK IT TO ME GENTLY**
JUICE NEWTON (Capitol B 5148)
- 7 **WE DID BUT NOW YOU DON'T**
CONWAY TWITTY (Elektra 7-69964)
- 8 **HE GOT YOU**
RONNIE MILSAP (RCA PB-13286)
- 9 **LOVE'S GONNA FALL HERE TONIGHT**
RAZZY BAILEY (RCA PB-13290)
- 10 **IT AIN'T EASY BEIN' EASY**
JANIE FRICKE (Columbia 38-03214)
- 11 **LET IT BE ME**
WILLIE NELSON (Columbia 18-03073)
- 12 **THE BIRD**
JERRY REED (RCA PB-13355)
- 13 **I WILL ALWAYS LOVE YOU**
DOLLY PARTON (RCA PB-13260)
- 14 **REDNECK GIRL**
THE BELLAMY BROTHERS (Warner/Curb 7-29923)
- 15 **THE BEER DRINKIN' SONG**
MAC DAVIS (Casablanca/PolyGram 2355)
- 16 **YESTERDAY'S WINE**
MERLE HAGGARD/GEORGE JONES (Epic 14-03072)
- 17 **TIE YOUR DREAM TO MINE**
MARTY ROBBINS (Columbia 18-03236)
- 18 **SURE FEELS LIKE LOVE**
LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia 18-03159)
- 19 **IN THE JAILHOUSE NOW**
WILLIE NELSON & WEBB PIERCE (Columbia 38-03231)
- 20 **THE AMERICAN DREAM**
HANK WILLIAMS, JR. (Elektra 7-69960)
- 21 **A LOVE SONG**
KENNY ROGERS (Liberty B-1485)
- 22 **(SITTIN' ON) THE DOCK OF THE BAY**
WAYLON & WILLIE (RCA PB-13319)
- 23 **SOUL SEARCHIN'**
LEON EVERETTE (RCA PB-13262)
- 24 **OPERATOR, LONG DISTANCE PLEASE**
BARBARA MANDRELL (MCA-52111)
- 25 **GOING WHERE THE LONELY GO***
MERLE HAGGARD (Epic 34-03315)
- 26 **HEY! BABY!**
ANNE MURRAY (Capitol B-5145)
- 27 **I DON'T REMEMBER LOVING YOU**
JOHN CONLEE (MCA-52116)
- 28 **I WISH YOU COULD HAVE TURNED MY HEAD**
OAK RIDGE BOYS (MCA-52095)
- 29 **SOMEWHERE BETWEEN RIGHT AND WRONG***
EARL THOMAS CONLEY (RCA PB-13320)
- 30 **CHEROKEE FIDDLE***
JOHNNY LEE (Full Moon/Asylum 7-69945)

BLACK CONTEMPORARY

- 1 **MUSCLES**
DIANA ROSS (RCA PB-13348)
- 2 **SEXUAL HEALING**
MARVIN GAYE (Columbia 38-03302)
- 3 **BAD BOY/HAVING A PARTY**
LUTHER VANDROSS (Epic 14-03205)
- 4 **LOVE'S COMIN' AT YA**
MELBA MOORE (EMI America B-8126)
- 5 **777-9311**
THE TIME (Warner Bros. 7-29952)
- 6 **TRULY**
LIONEL RICHIE (Motown 1644MF)
- 7 **A PENNY FOR YOUR THOUGHTS**
TAVARES (RCA PB-13292)
- 8 **LOVE COME DOWN**
EVELYN KING (RCA PB-13273)
- 9 **IF THIS WORLD WERE MINE**
CHERYL LYNN (Columbia 18-03204)
- 10 **BABY I NEED YOUR LOVING**
CARL CARLTON (RCA PB-13292)
- 11 **ATTACK OF THE NAME GAME**
STACY LATTISAW (Cotillion/Atco 7-99968)
- 12 **BIG FUN**
KOOL & THE GANG (De-Lite/PolyGram DE 822)
- 13 **ON THE WINGS OF LOVE**
JEFFREY OSBORNE (A&M 2434)
- 14 **RIBBON IN THE SKY**
STEVIE WONDER (Tamlam/Motown 1639TF)
- 15 **KEEP AWAY GIRLS**
STEPHANIE MILLS (Casablanca/PolyGram NB 2354)
- 16 **NASTY GIRL**
VANITY 6 (Warner Bros. 7-29908)
- 17 **GIVE ME YOUR LOVE**
PEABO BRYSON (Capitol B-5157)
- 18 **I KEEP FORGETTIN'**
MICHAEL McDONALD (Warner Bros. 7-29933)
- 19 **YOUR PRECIOUS LOVE**
AL JARREAU AND RANDY CRAWFORD (Warner Bros. 7-29908)
- 20 **DO WA DITTY (BLOW THAT THING)**
ZAPP (Warner Bros. 7-29891)
- 21 **YOUNG LOVE**
JANET JACKSON (A&M 2440)
- 22 **WHAT ABOUT MY LOVE**
JOHNNY TAYLOR (Bavaryl Glen BG-2002)
- 23 **MAGIC IN THE MOONLIGHT**
THE SPINNERS (Atlantic 7-89962)
- 24 **YOU DROPPED A BOMB ON ME**
THE GAP BAND (Total Exparlanca/PolyGram TE 8203)
- 25 **1999***
PRINCE (Warner Bros. 7-29896)
- 26 **SHE'S JUST A GROUPIE**
BOBBY NUNN (Motown 1643)
- 27 **DO SOMETHING**
GOODIE (Total Exparlanca/PolyGram TE 8208)
- 28 **DO IT (LET ME SEE YOU SHAKE)***
THE BAR-KAYS (Mercury/PolyGram 76187)
- 29 **CHANGE**
BARRY WHITE (Unlimited Gold/CBS ZS5-02956)
- 30 **LET ME TICKLE YOUR FANCY**
JERMAINE JACKSON (Motown 1628MF)

OPERATORS PICKS

Vic McCarthy (Catskill Amusements, Inc., Hurleyville)
HEARTBREAKER — Dionne Warwick — Arista
 Mame Patton (South Central Music, Chicago)
I KEEP FORGETTIN' — Michael McDonald — Warner Bros.
 Dan Tortorice (Modern Specialty, Madison)
ROCK THE CASBAH — The Clash — Epic

RECORDS TO WATCH

THE GIRL IS MINE — Michael Jackson/Paul McCartney — Epic
ROCK THE CASBAH — The Clash — Epic
EVERYBODY WANTS YOU — Billy Squier — Capitol
LET'S GO DANCIN' — Kool & The Gang — De-Lite/PolyGram
USED TO BE — Charlene & Stevie Wonder — Motown
WALK ON BY — D Train — Prelude
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