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## EDITORIAL Bring In The New

As we enter the new year, fresh from a most encouraging holiday sales season, it is good to see labels aggressively pushing their developing acts. While artist development may have taken a back seat to hit product during the Christmas season, the time has come to start planting the seeds for the future.

New acts have often been called the "lifeblood of the industry," and in many ways, it's true. The more variety and creativity are encouraged, the better the music will be in the long run. A steady supply of new ideas and approaches are needed to keep the music (and the industry) strong.

First out of the gate this year are A&M and Warner Bros., both of which last week debuted midline-priced product from selected new and developing

acts. Along with the current new and developing act discounts and special lines offered by other labels since MCA's "Rising Star" broke the ice in 1979, these efforts are very large steps in a very right direction.

Given the economic climate today, plus the proven successes of both catalog and new act midline product over the last two years, these latest moves by A&M and Warner Bros. add momentum to the trend towards making more music available to the consumer. While the consumers may be willing to spend list or near list for hit product by established acts, they have proven much more hesitant to do the same for unknown acts. If the new, lower prices bring the consumer back into the store, we can all look to the future with confidence.

# NEWS HIGHLIGHTS

- Retailers anticipate sharp increase in singles prices (page 5).
- Mixed outlook for home entertainment industry presented at Winter CES (page 5).
- A&M bows \$6.98 list on new artist series (page 5).
- "Open Arms" by Journey and Conductor's "Voice On The Radio" (new and developing artist) are the top **Cash Box** Singles Picks (page 7).
- "Somewhere Over China" by Jimmy Buffett and Keith Sykes' "It Don't Hurt To Flirt" (new and developing artist) are the top **Cash Box** Album Picks (page 9).

## TOP POP DEBUTS

### SINGLES

58

OPEN ARMS — Journey — Columbia

### ALBUMS

66

THE VISITORS — ABBA — Polar/Atlantic

### POP SINGLE

I CAN'T GO FOR THAT (NO CAN DO)  
Daryl Hall & John Oates  
RCA

### B/C SINGLE

LET'S GROOVE  
Earth, Wind & Fire  
ARC/Columbia

### COUNTRY SINGLE

I WOULDN'T HAVE MISSED IT FOR  
THE WORLD  
Ronnie Milsap  
RCA

### JAZZ

THE GEORGE BENSON COLLECTION  
Warner Bros.

## NUMBER ONES



Daryl Hall &amp; John Oates

### POP ALBUM

4  
Foreigner  
Atlantic

### B/C ALBUM

RAISE  
Earth, Wind & Fire  
ARC/Columbia

### COUNTRY ALBUM

FEELS SO RIGHT  
Alabama  
RCA

### GOSPEL

PRESENTING THE WINANS  
Light



# CASH BOX TOP 100 SINGLES

January 16, 1982

	Weeks On 1/9 Chart		Weeks On 1/9 Chart		Weeks On 1/9 Chart
1 I CAN'T GO FOR THAT (NO CAN DO) DARYL HALL & JOHN OATES (RCA PB-12357)	4 10	34 WORKING FOR THE WEEKEND LOVERBOY (Columbia 18-02589)	39 10	69 THAT GIRL STEVIE WONDER (Tamla/Motown 1602 TF)	— 1
2 PHYSICAL OLIVIA NEWTON-JOHN (MCA-51182)	1 16	35 EVERY LITTLE THING SHE DOES IS MAGIC THE POLICE (A&M 2371)	17 17	70 COULD IT BE LOVE JENNIFER WARNES (Arista AS 0611)	77 6
3 WAITING FOR A GIRL LIKE YOU FOREIGNER (Atlantic 3868)	2 15	36 LOVE IS ALRIGHT TONITE RICK SPRINGFIELD (RCA PB-13008)	44 7	71 NEVER TOO MUCH LUTHER VANDROSS (Epic 14-02409)	50 16
4 LET'S GROOVE EARTH, WIND & FIRE (ARC/Columbia 18-02536)	3 16	37 MORE THAN JUST THE TWO OF US SNEAKER (Handshake WS9 02557)	40 10	72 DADDY'S HOME CLIFF RICHARD (EMI America P-A-8103)	— 1
5 YOUNG TURKS ROD STEWART (Warner Bros. WBS 49843)	5 14	38 KEY LARGO BETIE HIGGINS (Kat Family WS9-02524)	43 11	73 CRAZY (KEEP ON FALLING) THE JOHN HALL BAND (EMI America A-8096)	83 4
6 CENTERFOLD THE J. GEILS BAND (EMI America A-8102)	16 11	39 LET ME LOVE YOU ONCE GREG LAKE (Chrysalis CHS 2571)	41 9	74 WHEN ALL IS SAID AND DONE ABBA (Atlantic 3889)	— 1
7 HARDEN MY HEART QUARTERFLASH (Geffen GEF 49824)	9 14	40 SEA OF LOVE DEL SHANNON (Network/Elektra NW-47951)	51 7	75 EVERY HOME SHOULD HAVE ONE PATTI AUSTIN (Owest/Warner Bros. OWE49854)	79 5
8 TURN YOUR LOVE AROUND GEORGE BENSON (Warner Bros. WBS 49846)	12 13	41 PRIVATE EYES DARYL HALL & JOHN OATES (RCA PB-12296)	26 21	76 LET THE FEELING FLOW PEABO BRYSON (Capitol P-A-5065)	84 4
9 TROUBLE LINDSEY BUCKINGHAM (Asylum E-47223)	10 13	42 IF I WERE YOU LULU (Alfa ALF-7011)	46 9	77 SOUTHERN PACIFIC NEIL YOUNG & CRAZY HORSE (Reprise RPS49870)	78 5
10 COMIN' IN AND OUT OF YOUR LIFE BARBRA STREISAND (Columbia 18-02621)	11 10	43 THROUGH THE YEARS KENNY ROGERS (Liberty P-A-1444)	60 4	78 THOSE GOOD OLD DREAMS CARPENTERS (A&M 2386)	81 5
11 LEATHER AND LACE STEVIE NICKS (with DON HENLEY) (Modern/Atlantic MR7341)	14 13	44 MY KINDA LOVER BILLY SQUIER (Capitol P-A-5037)	48 9	79 PAC-MAN FEVER BUCKNER & GARCIA (Columbia 18-02673)	87 4
12 YESTERDAY'S SONGS NEIL DIAMOND (Columbia 18-02604)	13 11	45 STEAL THE NIGHT STEVIE WOODS (Cotillion/Atlantic 46016)	35 15	80 TONIGHT TONIGHT BILL CHAMPLIN (Elektra E47240)	90 4
13 HOOKED ON CLASSICS LOUIS CLARK CONDUCTS THE ROYAL PHILHARMONIC ORCHESTRA (RCA PB-12304)	15 12	46 ALL OUR TOMORROWS EDDIE SCHWARTZ (Atco/Atlantic 7342)	54 6	81 LET'S GET IT UP AC/DC (Atlantic 3894)	— 1
14 DON'T STOP BELIEVIN' JOURNEY (Columbia 18-02567)	8 12	47 LOVE IN THE FIRST DEGREE ALABAMA (RCA PB-12288)	53 8	82 YOU'RE MY LATEST, MY GREATEST INSPIRATION TEDDY PENDERGRASS (Philadelphia Int'l./CBS ZS5 02619)	— 1
15 THE SWEETEST THING (I'VE EVER KNOWN) JUICE NEWTON (Capitol P-A-5046)	18 14	48 SOMEWHERE DOWN THE ROAD BARRY MANILOW (Arista AS 0658)	57 5	83 ONE HUNDRED WAYS QUINCY JONES featuring JAMES INGRAM (A&M 2387)	— 1
16 SHAKE IT UP THE CARS (Elektra E-47250)	23 9	49 START ME UP ROLLING STONES (Rolling Stones/Atlantic RS 21003)	33 22	84 TELL ME TOMORROW — PART I SMOKEY ROBINSON (Tamla/Motown 1601TF)	— 1
17 WHY DO FOOLS FALL IN LOVE? DIANA ROSS (RCA PB-12349)	7 14	50 HEART LIKE A WHEEL THE STEVE MILLER BAND (Capitol P-A-5068)	45 12	85 I BELIEVE CHILLIWACK (Millennium/RCA YB-13102)	— 1
18 SOMEONE COULD LOSE A HEART TONIGHT EDDIE RABBITT (Elektra E-47239)	21 10	51 ARTHUR'S THEME (BEST THAT YOU CAN DO) CHRISTOPHER CROSS (Warner Bros. WBS 49787)	38 23	86 SHOULD I DO IT THE POINTER SISTERS (Planet/Elektra P-47960)	— 1
19 TAKE MY HEART KOOL & THE GANG (De-Lite/PolyGram DE 815)	19 15	52 BREAKIN' AWAY AL JARREAU (Warner Bros. WBS 49842)	58 8	87 SEASONS OF GOLD GIDEA PARK featuring ADRIAN BAKER (Profile PRO-5003)	89 4
20 OH NO COMMODORES (Motown M 1527F)	6 18	53 HERE I AM AIR SUPPLY (Arista AS 0626)	36 18	88 YOU CAN MADLEEN KANE (Chalet C 1225)	88 4
21 COOL NIGHT PAUL DAVIS (Arista AS 0645)	24 11	54 WRACK MY BRAIN RINGO STARR (Boardwalk NBT-11-130)	49 11	89 PERHAPS LOVE PLACIDO DOMINGO and JOHN DENVER (Columbia 18-02679)	— 1
22 WAITING ON A FRIEND ROLLING STONES (Rolling Stones/Atlantic RS 21004)	28 7	55 FALLING IN LOVE BALANCE (Portrait/CBS 24-02608)	59 8	90 CALL ME SKYY (Salsoul/RCA S7 2152)	— 1
23 UNDER PRESSURE QUEEN & DAVID BOWIE (Elektra E-47235)	25 11	56 THE OLD SONGS BARRY MANILOW (Arista AS 0633)	47 15	91 THE THEME FROM HILL STREET BLUES MIKE POST featuring LARRY CARLTON (Elektra E-47186)	67 22
24 OUR LIPS ARE SEALED GO-GO'S (I.R.S./A&M IR-9901)	20 21	57 FEEL LIKE A NUMBER BOB SEGER & THE SILVER BULLET BAND (Capitol P-A-5077)	63 5	92 IT'S MY PARTY DAVE STEWART AND BARBARA GASKIN (Platinum PR-4)	85 7
25 I WOULDN'T HAVE MISSED IT FOR THE WORLD RONNIE MILSAP (RCA PB-12342)	27 13	58 OPEN ARMS JOURNEY (Columbia 18-02687)	— 1	93 LIVING EYES BEE GEES (RSO/PolyGram RS 1067)	52 11
26 SHE'S GOT A WAY BILLY JOEL (Columbia 18-02628)	29 9	59 MIRROR, MIRROR DIANA ROSS (RCA PB-13021)	— 1	94 CLOSER TO THE HEART RUSH (Mercury/PolyGram 76124)	73 7
27 COME GO WITH ME THE BEACH BOYS (Caribou/CBS ZS5 02633)	30 9	60 KEEPING OUR LOVE ALIVE HENRY PAUL BAND (Atlantic 3883)	64 6	95 SUPER FREAK (PART 1) RICK JAMES (Gordy/Motown G7205F)	66 24
28 YOU COULD HAVE BEEN WITH ME SHEENA EASTON (EMI America P-A-8101)	32 8	61 LOVE IS LIKE A ROCK DONNIE IRIS (MCA-51223)	70 5	96 JUST ONCE QUINCY JONES featuring JAMES INGRAM (A&M 2357)	55 23
29 LEADER OF THE BAND DAN FOGELBERG (Full Moon/CBS 14-02647)	34 8	62 LITTLE DARLIN' SHEILA (Carrere/CBS ZS5 02564)	62 7	97 TWILIGHT ELO (Jet/CBS ZS5 02559)	61 13
30 SWEET DREAMS AIR SUPPLY (Arista AS 0655)	42 6	63 ANYONE CAN SEE IRENE CARA (Network/Elektra NW-47950)	65 8	98 NO REPLY AT ALL GENESIS (Atlantic 3858)	56 17
31 CASTLES IN THE AIR DON McLEAN (Millennium/RCA YB-11819)	31 13	64 ABACAB GENESIS (Atlantic 3891)	76 4	99 ENDLESS LOVE DIANA ROSS and LIONEL RICHIE (Motown M 1519F)	75 29
32 TAKE IT EASY ON ME LITTLE RIVER BAND (Capitol P-A-5057)	37 7	65 A WORLD WITHOUT HEROES KISS (Casablanca/PolyGram NB 2343)	71 6	100 SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED) CARL CARLTON (20th Century-Fox/RCA TC-2488)	82 22
33 MY GIRL (GONE, GONE, GONE) CHILLIWACK (Millennium/RCA YB-11813)	22 17	66 "MAIN THEME FROM CHARIOTS OF FIRE" VANGELIS (Polydor/PolyGram 2189)	72 6		
		67 SPIRITS IN A MATERIAL WORLD THE POLICE (A&M 2390)	— 1		
		68 WKRP IN CINCINNATI (MAIN THEME) STEVE CARLISLE (MCA 51205)	68 9		

## ALPHABETIZED TOP 100 SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

Abacab (Hit & Run — ASCAP) . . . . . 64	Here I Am (Al Gallico/Turtle — BMI) . . . . . 53	My Girl (ATV Music of Canada/Sung Songs/Solid Gold — P.R.O.-Can.) . . . . . 33	Super Freak (Jobete & Stone City — ASCAP) . . . . . 95
All Our Tomorrows (ATV/Schwartzcake) . . . . . 46	Hooked On Classic (Copyright Control) . . . . . 13	My Kinda Lover (Songs Of The Knight — BMI) . . . . . 44	Sweet Dreams (Careers/Bestall Reynolds — BMI/Riva Music, Ltd. (PRS) . . . . . 30
Anyone Can See (Carub Poon's — ASCAP/Fedora — BMI) . . . . . 63	I Believe (ATV Music Of Canada/Some Sung Songs/Solid Gold — PRO-Canada) . . . . . 85	Never Too Much (Uncle Ronnie's — ASCAP) . . . . . 71	Take It Easy On Me (Colgems-EMI — ASCAP) . . . . . 32
Arthur's (Living/Woolnough/Unichappell/Begonia—BMI) . . . . . 63	I Can't Go (Fust Buzza/Hot-Cha Six Continents — BMI) . . . . . 1	No Reply (Hit & Run/Admin. by Pun — ASCAP) . . . . . 98	Take My Heart (Delightful/Second Decade — BMI) . . . . . 19
A World Without (KISS — ASCAP/Undercut/Metal Machine — BMI) . . . . . 65	If I Were You (Blackwood + Fullness Music — BMI) . . . . . 42	Oh No (Jobete + Commodores Ent. — ASCAP) . . . . . 20	Tell Me Tomorrow (Chardax — BMI) . . . . . 84
Breakin' Away (Al Jarreau/Desperate/Garden Rake — BMI) . . . . . 52	It's My Party (World Song — ASCAP) . . . . . 92	One Hundred Ways (State Of The Arts/Eliza M./Ritesonian — ASCAP/Kidada/Mr. Melody — BMI) . . . . . 83	That Girl (Jobete & Black Bull — ASCAP) . . . . . 69
Call Me (One To One — ASCAP) . . . . . 90	I Wouldn't Have (Pi-Gem — BMI/Chess — ASCAP) . . . . . 25	Open Arms (Weed High Nightmare — BMI) . . . . . 58	The Old Songs (W.B./Upward Spiral — ASCAP) . . . . . 56
Castles In The Air (Mayday/Benny Bird — BMI) . . . . . 31	Just Once (ATV/Mann & Weil — BMI) . . . . . 96	Our Lips (Gotown/Plagent Visions — ASCAP) . . . . . 24	Theme: Hill St. Blues (MGM Music — ASCAP) . . . . . 91
Centerfold (Center City — ASCAP) . . . . . 6	Keeping Our Love (Sienna — BMI/WB Music/Easy Action — ASCAP) . . . . . 60	Pac-Man Fever (BGO — ASCAP) . . . . . 79	The Sweetest (Sterling/Addison St. — ASCAP) . . . . . 15
Crazy (Siren Songs/Clean Cut Tunes — BMI/ASCAP) . . . . . 73	Key Largo (Jen-Lee — ASCAP/Chappell — ASCAP/Lowery — BMI) . . . . . 38	Perhaps Love (Cherry Lane — ASCAP) . . . . . 89	Those Good Old (Almo/Sweet Harmony/Hammer & Nails — ASCAP) . . . . . 78
Daddy's Home (Big Seven — BMI) . . . . . 72	Leader Of The (Hickory Grove Admin. By April Music — ASCAP) . . . . . 29	Physical (Stephen A. Kipner/April/Terry Shaddick — ASCAP/BMI) . . . . . 2	Through The Years (Peso/Swanee BRAVO! — BMI) . . . . . 43
Don't Stop Believin' (Weed High Nightmare — BMI) . . . . . 14	Leather And Lace (Welsh Witch — BMI) . . . . . 11	Private Eyes (Fust Buzza/Hot-Cha/Six Continents — BMI) . . . . . 41	Titles (Spheric B.V./WB Music — ASCAP) . . . . . 66
Endless Love (PGP/Brockman/Intersong — ASCAP Administered) . . . . . 99	Let's Groove (Sagfire/Youngoulet — ASCAP pend.) . . . . . 4	Sea Of Love (Fort Knox — TEK — BMI) . . . . . 40	Tonight (Irving/Foster Frees/X-Ray — BMI) . . . . . 80
Every Home Should (Blackwood — BMI) . . . . . 75	Let Me Love You (Peso — BMI/Almo — ASCAP) . . . . . 39	Seasons Of Gold . . . . . 87	Trouble (Now Sounds — BMI) . . . . . 9
Every Little Thing (Virgin — Admin. in U.S. by Chappell — ASCAP) . . . . . 35	Let's Get It Up (J. Albert Ltd., Marks Music — BMI) . . . . . 81	Shake It Up (Lido Music — BMI) . . . . . 16	Turn Your Love (Garden Rake — BMI/Rehtakul Veets/JSH — ASCAP) . . . . . 8
Falling In Love (Daksel — BMI) . . . . . 55	Let The Feeling (WB Music/Peabo — ASCAP) . . . . . 76	She's Got A Way (April/Impulsive — ASCAP) . . . . . 26	Twilight (April Music — ASCAP) . . . . . 97
Feel Like (Gear — ASCAP) . . . . . 57	Little Darlin' (Land of Dream — ASCAP) . . . . . 62	She's A Bad Mama Jama (Jim/EOD — BMI) . . . . . 100	Under Pressure (BMI Queen Ltd./Beechwood/Bewlay Bros./Fleur Ltd.) . . . . . 23
Harden My Heart (Narrow Dude/Bonnie Bee Good/Geffen Kaye — ASCAP) . . . . . 7	Living Eyes (Gibb Bros. — BMI) . . . . . 93	Should I Do It (Unichappell/Watch Hill — BMI) . . . . . 86	Waiting For A (Somerset/Evansongs — ASCAP) . . . . . 3
Heart Like A Wheel (Sailor Music — ASCAP) . . . . . 50	Love In The First (House Of Gold — BMI) . . . . . 47	Someone Could (Briarpatch/DebDave — BMI) . . . . . 18	Waiting On A Friend (Colgems-EMI — ASCAP) . . . . . 22
	Love Is Like (Bema — ASCAP) . . . . . 36	Somewhere Down (ATV/Mann & Well Songs/Snow — BMI) . . . . . 48	When All Is Said (Countless Songs, Ltd. — BMI) . . . . . 74
	Love Is Like (Bema — ASCAP) . . . . . 61	Southern Pacific (Silver Fiddle — ASCAP) . . . . . 77	Why Do Fools (Patricia Music — BMI) . . . . . 17
	Mirror, Mirror (Bandier-Koppelman/Jay Landers/Gravity Raincoat/Rosstown — ASCAP) . . . . . 59	Spirits In A Material (Virgin — Admin. in U.S. by Chappell — ASCAP) . . . . . 67	WKRP In Cinn. (MTM/Fast Fade — ASCAP) . . . . . 68
	More Than Just (ShellSongs — BMI/Sneaker — BMI/Homegrown — BMI) . . . . . 37	Start Me Up (Colgems-EMI — ASCAP) . . . . . 49	Working For (Blackwood/Dean Of Music — BMI) . . . . . 34
		Steal The Night (Sunrise/Slapshot/Vinyl — BMI) . . . . . 45	Wrack My Brain (Ganga B.V. — BMI) . . . . . 54
			Yesterday's Songs (Stonebridge Music — ASCAP) . . . . . 12
			You Can (GMPG Music — BMI) . . . . . 88
			You Could Have Been (ATV Music — BMI) . . . . . 28
			Young Turks (Riva/Nite-Stalk — ASCAP) . . . . . 5
			You're My Latest (Mighty Three — BMI) . . . . . 82



Exceptionally heavy radio activity this week



Exceptionally heavy sales activity this week



# CASH BOX NEWS

## A&M Bows New \$6.98 LP Series To Develop Acts

by Marc Cetner

LOS ANGELES — Responding to the visible successes of midlines in the marketplace, A&M has debuted a new \$6.98 list price series for selected up-and-coming acts. The program began with the January release of albums by Doc Holliday ("Doc Holliday Rides Again"), Chas Jankel, ("Questionnaire"), Johnny and the Distractions ("Let It Rock") and the self-titled debut record by Harari.

Accompanying the product in the new series is a special prefix number, SP-6 for album and CS-6 for cassettes, to differentiate them from the label's regular \$8.98 line (designated by the SP prefix).

According to A&M vice president of sales Larry Steffen, the new series is designed to benefit both retailers and consumers. Accounts will be given a 120-day billing period, as opposed to the customary 60-day terms. A&M national sales manager Larry Hayes also points out that the series shelf price "will probably be in the \$4.99 to \$5.99 range."

"The SP-6 line is our response to the retailer's request," continued Hayes. "At both the NARM meeting and in individual discussions, accounts maintained that a lower list price was needed for developing artists. It's success will be measured by consumer reaction."

Hayes went on to say that between 10 and 15 specially selected albums will be released in the SP-6 series this year. He insists that the line is not meant for every new or developing act.

"Artists like Chas Jankel, who has a big selling 12" single, and Doc Holliday, a good touring band that is about to head out on tour, are perfect for the series because, with the right elements, we feel we can break their careers via the program," said Hayes.

According to Hayes, posters and album cover flats are the only merchandising tools needed for the series because the key to the campaign is simply getting the album in the stores and advertising the price.

"Once we've accomplished such objectives as establishing the record in the marketplace and tours for some of the acts are off and running, then we'll think about raising the price. But the chief purpose of the line remains career development."

The idea for a developing artists series has been a topic of interest for sometime at A&M. Steffen sees the program as something of "an offshoot from the success of midline programs. That's where we first started to see consumers willing to try something new, motivated by lower pricing. I think the same rationale holds true for developing artists' records. The consumer may not have heard the record yet on the radio, but he's going to take a chance on it, because the risk won't be that high."



**THE FUGITIVES** — Millennium recording artist Bruce Sudano (r) and wife, singer Donna Summer (l) recently dropped in to visit with friend Bob Welch, after the former Fleetwood Mac guitarist concluded a concert for RCA Videodisk. Sudano is currently out in support of his "Fugitive Kind" LP.



**STEAL AWAY** — Los Angeles-based group Stealer recently entered a recording pact with MCA Records and will release a self-titled debut LP the first week in March. Pictured at the signing are (l-r): Lee Kix, Randy Koontz, Tony Russo and Robin Miller of the group; Bob Siner, president, MCA Records; Vince Cosgrove, vice president, marketing, MCA; Lindy Michaels, the group's manager; and Denny Rosencrantz, vice president, A&R, MCA.

## Mixed Outlook On Home Entertainment Industry Presented At '82 Winter CES

by Michael Glynn

LAS VEGAS — Against a backdrop of sub-freezing temperatures and blustery winds, the opening day program of the 1982 Winter Consumer Electronics Show (CES) presented a mixed outlook for the home entertainment industry this year.

On Jan. 7, attendees for a near-record opening day session heard both sobering and encouraging views during the kickoff CES "Outlook '82" conference. The bad news, as everyone expected, was that the economy in the U.S. is going to get worse before it gets better, according to a presentation from U.S. News & World Report managing editor Lester Tanzer. However, he also predicted somewhat of a recovery in mid-to late '82.

Tanzer's economic posture would seem to mirror projections for the consumer electronics industry, which has seen fairly flat growth in recent months in most sectors. Nevertheless, Pioneer North America's John Hall, on the industry panel, said he believed that "the industry will regain its self-confidence as it picks up" in mid-year.

Despite the recession, Pioneer's Hall said he saw a 9-12% rate of growth during the year, although he cautioned that some items which have been seeing sales booms, such as video cassette recorders (VCRs), "will start to plateau" at 1.8-2 million units in 1982. He added that one of the industry's staples, one-brand hi-fi systems, will grow while component sales will be off somewhat and speaker sales will jump as consumers look for better audio reproduction for such currently hot video items as projection TV units, which have more than doubled in sales in the past year and are projected to increase even further in sales in 1982. He also said that TV monitors, particularly new high resolution models, would see continuing sales growth.

Hall concluded his speech by saying that, in order to meet the economic and technological challenges that lie ahead, the industry must now "position (itself) for the future."

Sony Corp. of America's Dick Komiyama also noted the challenges facing the industry, but his predictions for the future were generally encouraging. Komiyama stated that by 1985, combined sectors of the consumer electronics industry will reach approximately \$50 billion overall and noted that the ever-important area of software development in the video industry is "presently in (its) most advanced state in the U.S."

While conceding that there will be some natural "growing pains" in the home video industry (Komiyama pointed to the controversial "Betamax decision" as "a case where individual freedom... has been seriously affected" and standardization as a continuing problem), he predicted that color TV sales will continue to surge in '82,

hitting a sales peak of 11.2 million in this year alone and exceeding 30 million by 1985, despite a present 90% saturation of homes in the U.S.

On the other hand, Komiyama pointed to the recent erosion of monochrome, or black & white TV sales, noting "I do not have an optimistic feeling." He predicted a sales drop from five to 3.5 million units by '85. He also felt that the home VCR market would "widen and diversify" in 1982 and top 2.2 million in sales. Although the jury is still out on the videodisc, which Komiyama himself termed a growth item that "should still be considered in the embryo stage," he said that ultimately there will be positive consumer acceptance for the configuration.

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## Dealers Caution That Singles Prices Will Jump Sharply

by Michael Martinez

LOS ANGELES — Though many of the nation's retailers are holding the price of singles during the first quarter 1982 to levels comparable to the fourth quarter of last year, most of the 20 retail chains contacted in a **Cash Box** survey reported that singles price hikes are inevitable.

At the beginning of the fourth quarter 1981, retailers reported that singles prices jumped an average of seven cents (**Cash Box**, Oct. 24, 1981). While the price jump reported by dealers so far this year averages only three cents, most of those contacted said that they were considering singles price hikes due to some manufacturer wholesale and list price increases and to avoid variable price structures on singles product. The 1981 fourth quarter singles averaged \$1.45 while the current average is \$1.48.

Thus far, RCA, WEA and MCA (see separate story) have raised the list price of singles to \$1.99 from \$1.69, with wholesale prices to dealers also being hiked.

Shelf and sale prices for midline, front-line and new release album product remained relatively constant during the first quarter of 1982, according to the survey, with the largest average price occurring in the sale price of \$8.98 list product.

Dealers also reported that fewer and fewer \$7.98 list product was being shipped to stores. The survey further revealed that there was not a substantial proliferation of

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## Warner Home Video Announces New 'Dealer's Choice' License-Sales Plan

by Michael Glynn

NEW YORK and LAS VEGAS — Following the poor dealer reception accorded its original rental-only licensing plan during a market-by-market roll-out that began in September 1981, Warner Home Video (WHV) last week introduced a new dual license-sales program intended to provide greater "flexibility" by offering lengthened license periods and a triple-tier price classifications, including a lease-purchase category for the bulk of its existing titles. "Dealer's Choice," as the program is known, was unveiled at a New York press conference Jan. 4 and launched nationally Jan. 7 at the 1982 Winter Consumer Electronics Show (CES) in Las Vegas.

Under the terms of the program, WHV

has separated its titles into three classifications, based upon projected market popularity. Newest, hit titles — presently representing 8% of WHV's overall catalog — have been placed in an "A" group and are available to dealers in a descending 28-day price structure, ranging from a top of \$22 for the first four-week cycle to \$12 for the fifth and succeeding cycles. The dealer may also elect to rent these titles for a six-month flat fee of \$84. In the second, or "B" category for high-demand major films (accounting for some 9% of WHV's titles), the same descending price structure applies but for half the cost; hence, the first 28-day cycle would cost the dealer \$11 and the six

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**SCREEN GEMS/EMI TAPS TUBES** — Capitol recording group The Tubes has been signed to a long-term worldwide publishing agreement with Screen Gems/Colgems/EMI Music. The pact covers the band's current album, "The Completion Backward Principle," and all future recordings. Pictured seated at the signing ceremony are (l-r): Rick Riccobono, director of professional activities, Screen Gems; Lester Sill, president, Screen Gems/EMI Music; Michael Cotten, Rogers Steen, Rick Anderson, of the group; Paula Jeffries, professional manager, Screen Gems; Vince Welnick of the group, and Gerard Muller, director, international creative affairs, Screen Gems. Pictured standing are (l-r): Prairie Prince, of the group; Vic Perrone, vice president, legal counsel, Screen Gems; and Jack Rosner, vice president, administration, Screen Gems.



# Country Labels Will Continue To Emphasize 45s In 1982

by Jennifer Bohler

NASHVILLE — Entering the first quarter in the grip of a sluggish economy and adopting a more business-like attitude in its practices, the recording industry is faced with a number of crucial issues this year,

## MCA, PolyGram Increase New Singles Prices

LOS ANGELES — In a move prompted by what MCA Distribution Corp. president Al Bergamo termed "an exploding singles market," MCA became the third company in the past several weeks to up its suggested list price for singles to \$1.99 from \$1.69. The singles price increase, which represents a 17% overall hike, is effective immediately.

The MCA wholesale increase means a jump from 89 cents to \$1.06 for mom and pop and single outlet stores, and a boost to 99 cents from 83 cents for national chains. Oldies and catalog singles are unaffected by the hike and will remain at the old list price of \$1.69.

PolyGram Records, Inc. sent a letter to accounts Jan. 8 notifying dealers that the suggested list price of new singles would be upped to \$1.99, effective Jan. 11. The wholesale price to dealers will vary with each account.

"We didn't come with the increase because they (other manufacturers) did it," says Bergamo. "We did it because single sales have been booming and we just weren't making enough money."

Bergamo continued by saying that the heavy singles buying reflects upward pressure on LP prices, noting that "if 45s are becoming that big of a sales item, then we have to start making some money on them."

The MCA singles hike comes on the heels of recent increases by RCA (*Cash Box*, Nov. 14, 1981) and WEA (*Cash Box* Jan. 9).

## McKellen Named To MCA Music VP Post

LOS ANGELES — John McKellen has been appointed to the post of senior vice president of administration for MCA Music.

McKellen, who joined MCA in 1964, worked with the Leeds Music Corp. until it was purchased by MCA. Prior to that, he worked with the Mechanical Copyright Protection Society (MCPS) in the United Kingdom.

not the least of which is the role of the single record configuration. Traditionally, the role of the single has been to promote an album, most especially in country music where an artist must have not only one, but several hit singles to sell an album. In many cases, particularly in country music, artist signings to labels are based on a series of single successes, with an artist often releasing up to four or five singles for a label before an album is ever considered, thus giving the record company a chance to establish an artist and steadily build a career, or, on the other hand, to let the artist go.

A survey of various record labels in Nashville indicates that the role of the single in 1982 will not deviate much from this set pattern, although with the rising cost of manufacturing, shipping and other incidentals involved in the actual promotion of a single record, label representatives are looking for ways by which the 45 can be a more profitable item for the record company, retail and the primary users of the single, jukebox operators.

One of the primary concerns of the industry right now is the spiraling cost of singles. When RCA led the labels by becoming the first to raise the list price of a single to \$1.99 (*Cash Box*, Nov. 14, 1981), there was an undercurrent of opposition on the part of singles buyers. WEA recently made the announcement that its singles too would carry a \$1.99 list, as have MCA and PolyGram. Sources within the industry predict the remaining companies will not be far behind in raising their prices as well. With a single already costing almost one-fourth the price of an album at the retail level, would it be an economical move simply to phase out the configuration altogether? According to the survey, the industry doesn't seem to think so. It is still the most important means of developing an artist and selling a record.

### No Alternative

"My feeling professionally is that I don't see an alternative to the use of a single," said Roy Wunsch, vice president of marketing, CBS Nashville. "I'm not saying there isn't one out there, but the single is still that vehicle — it is that item you can run to a radio station with for excitement. It's that item that jumps around on the charts and causes people to talk. It's that developmental vehicle that goes hand-in-hand with touring and video exposure. As far as country music is concerned, we have to have it."

"I see there's still in country music a strong loyalist type of following that may not necessarily be as affluent in terms of spendable income as some of the recent discoverers of country music," he continued.

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## Region 2 Issues Still In Doubt As Cubans Bolt Meet

by Earl B. Abrams

WASHINGTON — Radio broadcasters who hoped to find out what kind of signal interference they may be subject to following the radio broadcasting conference sponsored by the International Telecommunications Union in Rio de Janeiro Nov. 9-Dec. 19, 1981 may have to wait a while longer.

The U.S. team still has some weeks, if not months, of work to pick up the loose ends of the conference, according to Konnie Schaefer, FCC international coordinator and chairman of the U.S. delegation. Among these, he told a news conference here Jan. 7, are "a thorough verification of the data base" used by U.S. representatives to make judgments during the conference and discussions with other Western Hemisphere nations on a bilateral basis. He also said the FCC must develop a set of procedures to implement the underlying agreement that was accepted by 24 of the nations attending the Rio conference. Nine refused to accept the results, including Cuba, which walked out the week before the last session in a dispute with the U.S. over incompatibilities involving the existing and proposed stations in the inventories of the two countries.

The U.S. is receptive to any moves to resolve the issues with Cuba, Schaefer said, but he indicated Cuba must take the initiative. Otherwise there is no need for U.S. or other signatory nations to protect Cuban stations, he implied. Cuba's walk occurred when the Conference refused to approve in block form a Cuban proposal to change 48 of its assignments. Such a wholesale shift, the FCC said, would have resulted in "significantly increased interference" to U.S. stations.

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## U.S. Appeals Court To Hear Oral Arguments On Goody Case Jan. 19

NEW YORK — The U.S. Court of Appeals here will hear oral arguments Jan. 19 on Federal Judge Thomas C. Platt's decision to set aside convictions in the Sam Goody tape case and call for a new trial. Government prosecutors recently filed their final briefs on the issue with the appeals court (*Cash Box*, Dec. 26, 1981).

That brief, prepared by Edward R. Korman, U.S. Attorney, Eastern District of New York, and Thomas P. Puccio, attorney-in-charge, U.S. Dept. of Justice, Organized Crime Strike Force, Eastern District of New York, stated the government's contention that the defense reply brief did not address the grounds on which the order for a new trial was predicated, but merely "regurgitated" previous claims of prosecutorial misconduct made since the indictment was returned.

"There is nothing in the opinion," the reply stated, "which lends support to the proposition that the district court granted a new trial on any considerations other than the three factors it cited as the basis for the order."

Last April, Sam Stolon, vice president of Goody, Inc., was found guilty on one count of Interstate Transportation of Stolen Property (ITSP) and three counts of criminal copyright infringement and the corporation was found guilty on one ITSP count and one infringement count. But on July 27, Judge Platt set aside the convictions and ordered a new trial.

If the appeals court rules that the lower court's new trial order cannot be appealed, the prosecution is expected to seek a writ of mandamus from the appeals court. This writ could automatically reinstate the jury verdicts.

## CASH BOX



There is only one answer to who is the slickest, funkier get down on it, party hearty R&B band around these days. It's the ubiquitous Kool & The Gang.

The 10-man De-Lite recording group has been riding high since 1979 and its comeback album, "Ladies Night," and it shows no signs of ever coming down. The band owned one of the two platinum certified singles of 1981 in "Celebrate," and its new LP, "Something Special" is currently cresting the *Cash Box* B/C album chart at #2 and inhabiting the Top 20 of the *Cash Box* Pop album chart.

Reasons for the upsurge in Kool & The Gang's music are many, but the two chief factors are the enlisting of producer Eumir Deodato and the recruitment of lead singer James "JT" Taylor. And while nine years and 15 albums had come before "Ladies Night," the LP marked the band's transition from an essentially instrumental band to a vocal group.

Always rooted in an engaging melange of funk, disco, jazz and pop, the group first came to the fore in the early '70s with playful chant tunes like "Jungle Boogie," "Hollywood Swinging" and "Funky Stuff."

"All of our early albums were very raw," says Gang leader Robert "Kool" Bell, "relying on heavy rhythms and horn accents instead of lush vocal arrangements. With the upswing of disco in the mid '70s, we utilized strings and female vocals for a more orchestrated sound."

Today Kool & The Gang has adjusted somewhere in between those two extremes. And "Something Special" marks the full flowering of its infectious pop/funk sound, bridging tastes as true mass appeal music without sacrifice of the musical and lyrical qualities that has made the group great.

Last year's "Celebrate" album yielded three smash singles. "That's A Tough Act to Follow," says Kool. "So we didn't try to. Instead, we expanded that sound to give our listeners something more... something special."

And "Something Special" is what the listeners got. The album and songs like "Get Down On It," "Steppin' Out" and "Take My Heart" recapture the jazz-tinged funk and balladry and uplifting message responsible for the band's most recent successes.

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**PARTY PEOPLE** — RCA recording group The Main Ingredient recently gave a concert at New York's Savoy in support of its album "I Only Have Eyes for You." At the show, the band introduced its new single, "Party People." Pictured backstage after the show are (l-r): Patrick Spencer, director, black music promotion, RCA Records; Luther Simmons of the band; Bob Summer, president, RCA Records; and Cuba Gooding of The Main Ingredient.



# SINGLES

## HITS • OUT OF THE BOX

**JOURNEY** (Columbia 18-02687)  
**Open Arms** (3:21) (Weed High Nightmare Music — BMI) (S. Perry, N. Schon) (Producer: M. Stone)

**KOOL & THE GANG** (De-Lite DE 816)  
**Steppin' Out** (3:28) (Delightful Music Ltd./Second Decade Music — BMI) (R. Bell, J. Taylor, Kool & The Gang) (Producer: E. Deodato)

**EARTH, WIND & FIRE** (ARC/Columbia 18-02688)  
**Wanna Be With You** (3:55) (Saggifire Music/Yougoulei Music — ASCAP) (M. White, W. Vaughn) (Producer: M. White)

**AC/DC** (Atlantic 3894)  
**Let's Get It Up** (3:54) (J. Albert Ltd./Marks Music — BMI) (Young, Young, Johnson) (Producer: R.J. Lange)

## NEW AND DEVELOPING ARTISTS

**CONDUCTOR** (Montage A-1210)  
**Voice On The Radio** (2:50) (Frannie Golde Music/Mac's Million Music/Modern American Music — BMI/ASCAP) (F. Golde, P. McIan) (Producer: S.A. Love)

New male-female pop/rock duo Conductor reworks this hook laden Frannie Golde-Peter McIan tune into a compact power pop exercise in the Pat Benatar mold, with vocalist Judy Comden supplying the sexy, breathless lead. The theme is obviously made for radio, and pop programmers should bite.



**CHILLIWACK** (Millennium JH-13102)  
**I Believe** (3:42) (ATV Music Publishing of Canada Ltd./Some Sung Songs/Solid Gold Publishing — P.R.O. — Canada) (B. Henderson) (Producers: B. Henderson, B. MacLeod)

Canada's Chilliwack hit Top 20 the last time at the plate with "My Girl (Gone, Gone, Gone)," and the band should easily capitalize on that success with this swaying pop follow-up. Powered by soaring vocals and a shimmering melody, delivered with some excellent acoustic and electric guitar work, it's bright and upbeat.

**PLAYER** (RCA JH-13006)  
**If Looks Could Kill** (3:34) (Tuneworks Music Co./Big Stick Music — BMI) (D. Lambert, P. Beckett) (Producer: D. Lambert)

In its first incarnation on RSO, Player hit the proverbial paydirt in 1978 with "Baby Come Back," but follow-up attempts failed to make the grade. Judging from this new effort from the forthcoming "Spies Of Life" LP, though, the band hasn't lost its knack for coming up with memorable pop hooks and harmonies in its own slick, easy style.



**D-DAY** (Moment DDS-8111)  
**Right To Know** (3:35) (Time Signatures Publishing — BMI) (D. Fore, D. Lewellen, J. Keller, G. Gill, W. Fiveash) (Producers: D-Day)

An unsparingly insistent new rock rhythm, led by an immensely catchy synthesizer sequence, pulls the listener into this Austin, Texas-based five-piece new wave band's follow-up to its underground sleeper, "Too Young To Date." The band combines the bop of the B-52's at its most bubblegummy with the rawness of early Blondie.



## FEATURE PICKS

**OAK RIDGE BOYS** (MCA MCA-51231)  
**Bobbie Sue** (2:49) (House of Gold Music, Inc. — BMI) (D. Tyler, A. Tyler, W. Newton) (Producer: R. Chancey)

Taking their cue from Chuck Berry's "Johnny B. Goode" the Oaks continue their crossover ways with this honking blend of early rock, pop and country. Good timey bar boogie with Ron Chancey's production polish, it's a shoo in to climb to the heights reached by "Elvira."

**EVELYN KING** (RCA JH-13017)  
**Spirit Of The Dancer** (3:28) (Duchess Music Corp. (MCA) — BMI/Mighty M Music — ASCAP) (K. Saleem, M. Brown) (Producer: M. Brown)

Sprightly, uptempo dance fare in the inimitable Evelyn King style, this zesty concoction has a bright Latin percussive flavor for maximum floor action. Look for clubs, especially in the Northeast, to tap this one the way they did "I'm In Love."

**MANHATTANS** (Columbia 18-02666)  
**Honey, Honey** (3:46) (Sherlyn Pub. Co. — BMI) (E.K. King, Jr.) (Producer: L. Graham)

From the "Black Tie" LP, this is more late night romancing music from the R&B harmony powerhouse. Aided by glowing strings and a thick, smooth bass line, this is slow dancing fare for A/C, pop and R&B lists.

## Numerous New Acts Nominated For American Music Awards Program

LOS ANGELES — Nominations for the ninth annual American Music Awards this year feature several new faces who have managed to wrestle away spots from the veteran and established groups.

Although consistent sellers like Kenny Rogers, Stevie Wonder, Willie Nelson, Barbara Mandrell and Smokey Robinson were able to garner nominations, new acts like Sheena Easton, Juice Newton, Rick Springfield, AC/DC, Ronnie Milsap, Alabama and the Gap Band were also cited. Several top names from last year's awards nominations — including Billy Joel, Diana Ross, Linda Ronstadt, the Eagles and the Rolling Stones — were not nominated this year.

In the Pop/Rock category, REO Speedwagon received the most nominations — Favorite Group, Favorite Single ("Keep On Loving You") and Favorite Album ("Hi Infidelity"). Rogers and John Lennon followed with two nominations each — Rogers, as Favorite Male Vocalist and Favorite Album ("Greatest Hits"), and Lennon, also for Favorite Male Vocalist and Favorite Album ("Double Fantasy" with Yoko Ono).

In the Country category, Alabama and Anne Murray each received three nominations — Alabama for Favorite Group, Favorite Single ("Feels So Right") and Favorite Album ("Feels So Right"); Murray for Favorite Female Vocalist, Favorite Single ("Could I Have This Dance") and Favorite Album ("Greatest Hits").

In the Soul category, Rick James placed in three areas — Favorite Male Vocalist, Favorite Single ("Give It To Me Baby") and Favorite Album ("Street Songs") — and Robinson received two nominations, Favorite Male Vocalist and Favorite Single ("Being With You").

The 15 awards will be presented during a two-hour special on the ABC Television Network Jan. 25. The special will emanate from the Shrine Auditorium in Los Angeles, Calif.

In addition to the 15 award winners, a special "Award of Merit" will be presented to Stevie Wonder for his "outstanding contributions over a long period of time to the music entertainment of the American public." Previous winners include Bing Crosby, Berry Gordy, Jr., Irving Berlin, Johnny Cash, Ella Fitzgerald, Perry Como, Benny Goodman and Chuck Berry.

Winners of the American Music Awards are selected by the public. A national sampling of 30,000 record buyers, taking into account geographic location, age, sex and ethnic origin, have been sent ballots by the Herbert Altman Communications Research, Inc. firm. Names of the nominees on the ballots were compiled from the year-end sales charts of the major music industry publications. Results of the voting, tabulated by the Peat, Marwick and Mitchell accounting firm, are kept secret until en-

velopes are opened during the ceremonies.

The Pop/Rock nominees are as follows: *Favorite Male Vocalist* — John Lennon, Eddie Rabbitt, Kenny Rogers and Rick Springfield; *Favorite Female Vocalist* — Pat Benatar, Sheena Easton, Juice Newton and Dolly Parton; *Favorite Group* — AC/DC, Air Supply, the Pointer Sisters and REO Speedwagon; *Favorite Single* — "Bette Davis Eyes" (Kim Carnes), "Endless Love" (Diana Ross-Lionel Richie), "Jessie's Girl" (Rick Springfield) and "Keep On Loving You" (REO Speedwagon); and *Favorite Album* — "Double Fantasy" (John Lennon-Yoko Ono), "4" (Foreigner), "Greatest Hits" (Kenny Rogers) and "Hi Infidelity" (REO Speedwagon).

The Nominees in Country are as follows: *Favorite Male Vocalist* — Ronnie Milsap, Willie Nelson, T.G. Sheppard and Don Williams; *Favorite Female Vocalist* — Emmylou Harris, Barbara Mandrell, Anne Murray and Dolly Parton; *Favorite Group* — Alabama, Willie Nelson and Ray Price, the Oak Ridge Boys and the Statler Brothers; *Favorite Single* — "Could I Have This Dance" (Anne Murray), "Feels So Right" (Alabama), "On The Road Again" (Willie Nelson), and "There's No Gettin' Over Me" (Ronnie Milsap); and *Favorite Album* — "Feels So Right" (Alabama), "Greatest Hits" (Waylon Jennings), "Greatest Hits" (Anne Murray) and "Greatest Hits" (Kenny Rogers).

The Soul Nominees are as follows: *Favorite Male Vocalist* — Larry Graham, Rick James, Smokey Robinson and Stevie Wonder; *Favorite Female Vocalist* — Chaka

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## Reasoner, Knauer Set For ITA A/V Update

LOS ANGELES — CBS correspondent Harry Reasoner has been set to give the keynote address and Virginia H. Knauer, special assistant to the President and director of the U.S. Office of Consumer Affairs, will be the featured speaker for the International Tape/Disc Assn. (ITA) "Audio/Video Update — 1982" in San Diego Feb. 28-March 3. The seminar will be held at the Sheraton Harbor Island Hotel.

"Audio/Video Update — 1982" will encompass three separate areas of interest: home video tape/disc programming and systems; video for business, industry and education; and audio/new technologies and marketing strategies. Knauer's talk will be on "Self Regulation/An Opportunity for Industry and Consumers."

For information in the U.S. contact ITA, 10 Columbus Circle, New York, N.Y. 10019. The telephone number is (212) 956-7110. The ITA European office is located at Merkelbach Laan 2, 5624 KR Eindhoven, The Netherlands. The telephone number is (040) 433679.



**QUEER COTTON** — L.A.-based songstress Josie Cotton recently signed an exclusive recording pact with Elektra/Asylum Records, which calls for the singer's single, "Johnny Are You Queer," to be released on the label. The song was first released on Bomp Records. Seven other Cotton originals will be on the E/A album, set for release in late Spring. Pictured are (l-r): Randy Phillips, Management West, which represents Cotton; Joe Smith, chairman, E/A; Cotton; and Kenny Buttice, senior vice president, A&R, E/A.



## NEW FACES TO WATCH



**Jimmy Destri**

Power struggles, personality clashes and stifled artistic careers: this is the stuff from which solo projects frequently spring when a musician with an established group steps out on his own. However, Jimmy Destri, keyboard player with Blondie, had far less forbidding reasons for cutting his first solo album, "Heart On A Wall."

"We just had a lot of free time," said Destri. "We were in between projects, and Debbie (Harry) and I just looked at each other and said, 'let's make solo albums.'"

Don't be misled by the off-hand tone of Destri's story: "Heart On A Wall" is a simple yet genuine album that will impress more than just the diehard Blondie fans.

A native of Brooklyn, Destri was exposed to music at an early age. His uncle was the drummer in the original Joey Dee and the Starliners, and Destri spent many an afternoon watching the band rehearse at the Peppermint Lounge, soaking up the hard-hitting twist beat that would echo in Blondie's music more than a decade later.

Despite the musical environment, Destri enrolled at Manhattan's School of Visual Arts and seemed destined for a career in that field. However, his plans changed in 1974 when his sister introduced him to her friend Debbie Harry. "At the time, I was working at a hospital in the emergency ward," recalled Destri, "and I went down to CBGB's one night to check out the band. I flipped out when I heard them. They figured I was about the right height, looked alright and owned a keyboard. There was never even an audition." The rest, as they say, is history.

Since joining the group, Destri has contributed numerous songs to the band's repertoire. "I've recorded more of my own songs with Blondie than I did on 'Heart On A Wall,'" he said, quelling any notions that a solo project offers him more space than Blondie can.

"I didn't set out to go in a different direction from Blondie," added Destri. "These are Destri songs, and I just had an opportunity to do something on my own, so I did it. But the songs themselves are the same type of material I've always been doing. It's just that her voice is higher than mine," he added with a laugh.

As for the album's personnel, Destri said that although he chose musicians whom he has known for some time, their selection was based on what they could contribute. "Although they're friends, they were tapped for musical reasons," said Destri. Carlos Alomar and Clem Burke specifically — they just have a way of working together that's marvelous. In fact, after finishing my record, they went off to work with Iggy Pop."

While the keyboardist enjoyed doing his own project, he feels that going out on tour as a solo act is not necessarily the best way to promote "Heart On A Wall."

"I think the best thing for 'Koo-Koo' (Debbie Harry's solo album) and 'Heart On A Wall' is Blondie. I would rather play with my band, and I mean Blondie, than with anyone else. And I would rather play keyboards for Debbie than sing myself. It's very frightening to be a lead singer."

None of which denigrates the pride Destri feels about having completed his own project. "There's a track on the album called 'Don't Look Around,' which I think explains the album," he said. "I went on the philosophy that the best artists always went to their sources rather than their contemporaries. That's what makes an album sound different."



**Denroy Morgan**

Becket recording artist Denroy Morgan, a native of Jamaica, always wanted to make music, even though he had contact with neither radio nor television as a boy in the village of May Pen Clarendon. Consequently, he improvised with what was available to him in that environment.

Emigrating to the U.S. in 1965 and settling in Brooklyn, N.Y., Morgan survived throughout the late 1960s by singing various interpretations of soul classics by such artists as James Brown, Wilson Pickett and Otis Redding. While these artists significantly influenced Morgan's music, so did the likes of the late Bob Marley, Third World and Peter Tosh.

By 1972, Morgan had decided to form his own band and had begun to write his own material. Increasingly affected by the latter three artists, Morgan, a Rastafarian, shifted his style to one more redolent of reggae. His first band, the Black Eagles, was a 10-piece combo directed by former jazz musician Carlos Garnett, a Panamanian Rastafarian. "I've known Carlos for about 10 years," says Morgan. "We used to perform at the same cultural affairs, but then he became Rasta." Their music, Morgan added, "was really three or four different types of music. We were building a bridge to make a strong black culture here." The Black Eagles played a few college dates and even cut a few reggae singles that sold about 1,000 copies each.

Morgan eventually teamed up with his neighbor, Bert Reid, former saxophonist of the Crown Heights Affair, who decided to produce Morgan. Their first venture was a single, "Sweet Tender Love," which was never released ostensibly because no one saw much potential in reggae. Reid, an American whose parents are Jamaican, decided to produce another single that would be structured so that no black radio station could turn it down. It was entitled "I'll Do Anything For You" and sounded more like funk and R&B than reggae.

"I'll Do Anything For You" made #1 on the Cash Box Dance Music chart last July and brought Morgan some attention. "People would ask me, 'who are you?' and 'what do you have to say musically?'" says Morgan, whose single remained on the charts for six months and began to sell outside the Northeast long after sales there had subsided. His album of the same name was released in late November.

The album is mostly a religious message in the tradition of Marley, calling for black unity, a quality most apparent on the cut "Never Give Up."

Despite his success with "I'll Do Anything For You," Morgan shuns celebrity status. "I can't be a celebrity, I want to do things," he says. "I want to be a natural person." He now looks forward to taking his word to Africa. "The Kingdom of Ethiopia is a great inspiration to me, and I would like to see Africa as one like the United States because they know what unity is about. I pray that African leaders will take up and see it. It is my dream to play in Africa," Morgan asserts. "I pray that my material will get out in Africa and that they let the people get it. I'm also willing to go see the place and go to its roots."

For the immediate future, however, Morgan is interested in working on his music. "I'm into maturing my stuff," he says. "On the first album, my only concern was to pick the right material, but between Bert, and I, we're a factory."

## ARTIST PROFILE

# Michael Nesmith: Original Vid Programming Key To Growth

by Michael Glynn

LOS ANGELES — In the pre-recorded video software business and, specifically, the area of original programming, few individuals made as much noise last year as Michael Nesmith. As both visual artist and executive, the 39-year-old former member of the popular '60s TV and recording group The Monkees saw considerable success with the conversion of his Carmel, Calif.-based Pacific Arts from audio-only to what he calls "video records." One of the company's first releases, *Michael Nesmith in "Elephant Parts,"* a one-hour compilation of video music and comedy sketches, became, according to Nesmith, "the fastest selling video-cassette of original programming" and promises to do even better as a new addition to Pioneer Artists LaserDisc catalog, with orders already exceeding total cassette sales.

To handle ever-expanding marketing duties, as well as present and future projects for both the small and large screens, new mail order and television divisions, along with the video records arm, have been created under the Pacific Arts Corp. umbrella. The company also maintains complete production facilities at nearby Peninsula Soundstage for outside productions and label projects, as well as in-house videos and films.

To date, Pacific Arts has completed and released a 30-minute comedy, *An Evening With Sir William Martin*, along with *Elephant Parts*, and is currently readying a new fantasy/action/adventure feature film, called *The Adventures of Lyle Swann*, in addition to an all-new video record, entitled *Video Ranch*. Nesmith's short pieces have been aired on such network television programs as *Saturday Night Live*, *Good Morning America*, *Evening Magazine* and *Fridays* and programming has been produced for or licensed to HBO, Showtime, Times Mirror's Spotlight, SelecTV, Star TV, Wometco Home Theatre, ON-TV, American Television Communications, STV and Warner-Amex Satellite Entertainment pay TV services, among others. Earlier last year, Nesmith received the award for Achievement of Excellence from the (San Francisco) Bay Area Music Archives during the fourth annual Bay Area Music (BAM) Awards in recognition of his video work.

As a producer, music composer and ac-



**Michael Nesmith**

tor, Nesmith is a triple threat in the video medium and, with his experience in music, films and video, has proven to be a thoughtful, articulate spokesman in this area. The press has often referred to him as a "video guru," but Nesmith himself says, "I'm not an analyst, I'm an artist."

Nesmith's experience on the Monkees' TV show in the mid-'60s first oriented him towards video, where he learned the rudiments of the medium "by osmosis." However, it wasn't until 1977, when Island Records, Nesmith's overseas licensee, requested a promotional video for the single "Rio" from the album "From A Radio Engine To The Photon Wing" that he first became directly involved in the field.

"What I wanted to do was realize the song visually," said Nesmith recently. "This is a far cry from where I am now. Those were my salad days when I was green. 'Rio' did not exploit the potentials of the medium. Subsequently, I have learned that not only can you realize the song and the music — the audio portions — but you must also realize the potentials of the medium. That's a very important step forward and I think you'll see exactly what I mean in *Video Ranch*."

Nevertheless, the single and the video were both an artistic and commercial success in Europe, providing the impetus for further involvement in video. Nesmith became the host for Warner Amex Satellite Entertainment's seminal *Popclips* show, the structure of which was a rough blueprint for the company's current MTV: *The Music*

(continued on page 14)



**MIRUS/HADAWAY DEAL** — The London-based Henry Hadaway Organization recently entered an exclusive international licensing agreement with Cleveland-based Mirus Music, Inc. The deal calls for the marketing and distribution of Hadaway's *Crash* and *Hatril* labels and U.S. representation of Hadaway's catalog of masters. Pictured at the signing are (l-r): Gary Doberty, business affairs, Mirus Music; Ron Schafer, president, Mirus Music; Henry Hadaway, managing director, Hadaway Organization; and Ron Laforano, vice president and general manager, Mirus Music.



# ALBUMS

## HITS OUT OF THE BOX

**SOMEWHERE OVER CHINA** — Jimmy Buffett — MCA MCA-5285 — Producer: Norbert Putnam — List: 8.98 — Bar Coded

The Son Of A Son of A Sailor hasn't changed his musical style in a decade, but that's a blessing. No one in pop music more accurately sings about the leisure time and the ocean going good life than Buffett. Songs like "Where's The Party" and "I Heard I Was In Town" live on in the tradition of "Margueritaville" and "Cheeseburger In Paradise." The latest offering from Buffett is more lyrically sound and musically ingratiating than last year's lukewarm "Cocoanut Telegraph" LP. A must for drinkers of Mt. Gay rum and nautical wheelers.



JIMMY BUFFETT

**LOVE IS WHERE YOU FIND IT** — The Whispers — Solar-S-27 — Producers: Various — List: 8.98

The flagship Solar Records band was turned from a classic R&B crooner unit into one of contemporary B/C's most successful acts in 1980, via Leon Sylvers' glossy production and arrangement prowess. "And The Beat Goes On" was a classic example of silky harmonies and professionalism of the doo wop days meeting with the sophisticated R&B sound. And the veteran L.A.-based quintet hasn't slowed down since. "Love Is Where You Find It" is as modern day as anything on the market, and songs like "In The Raw" and "Turn Me Out" are guaranteed smashes.



## FEATURE PICKS

**IT DON'T HURT TO FLIRT** — Keith Sykes — Backstreet Records BSR-5277 — List: 8.98

Sykes proved he was a force to be reckoned with on last year's top notch debut LP, "I'm Not Strange I'm Just Like You." But this time out, the little bit rockabilly, little bit straight ahead rock 'n' roll artist proves he's an act worthy of a large national following. Fans of Tom Petty And The Heartbreakers, Rockpile and Rodney Crowell will all find a wonderful country-tinged rock appeal in this hot newcomer.



**DOC HOLLIDAY RIDES AGAIN...** — Doc Holliday — A&M SP-6-4882 — Producer: David Anderle — List: 6.98 — Bar Coded

Move over Molly Hatchet, Outlaws, Blackfoot and label mate .38 Special, here comes tough, Harley Davidson ridin' Doc Holliday. The Georgia-based quintet stands as sort of the AC/DC of the South with its macho leather boy poster, growling vocals and classic riff rock sound. There aren't any surprises on this LP, just top flight beer drinkin', heel raisin', hard rock. Best tracks are "Last Ride," "Good Boy Gone Bad" and "Doin' (It Again)."



**TRUCE** — Robin Trower/Jack Bruce — Chrysalis CHR 1352 — Producers: Robin Trower, Jack Bruce — List: 8.98 — Bar Coded

These two illustrious Brit rockers came up with a rather pedestrian outing in last year's "BLT" album, but they prove that funky old Anglo blues rock is still as exciting in '82 with "Truce" as it was in '68. The "Whiskey Train" meets "White Room" sound isn't the only point of interest on the album though. Trower and old Procol Harum pal Keith Reid team up for some collaboration, as do old Cream era friends Bruce and Peter Brown. For AOR.



**ROMAN GODS** — Fleshtones — IRS SP 70018 — Producer: Richard Mazda — List: 7.98

This quartet has been a favorite on the New York club scene for three years now, and on its first full-fledged LP for IRS, the band continues to walk a fine line between contemporary urban pop and neo-psychedelic garage. The group owes as much to the Talking Heads as it does the Strawberry Alarm Clock, and the heady mixture that evolves from the stylings is irresistible. Best tracks are "Stop Fooling Around" and "Hope Comes Back."



**ELOISE WHITAKER** — Destiny DLA-10006 — Producer: Lauren Rinder — List: 8.98

The first solo effort by Whitaker, a former member of disco diva band St. Tropez, also represents the first fruit of Lauren Rinder and Michael Lewis' production deal with Destiny. The album emphasizes more of a contemporary R&B sound than disco. Whitaker covers tunes made famous by Gladys Knight and Quincy Jones, but thanks to the arrangement and production skills of the Rinlew team, makes them her own. Other top tracks include "I've Come Too Far" and "Take It."



## Region 2 Issues Up In Air

(continued from page 6)

The agreement itself provides for an increase to 1 kw (from 250 w) nighttime power for some Class IV (local) stations in the southeast, including, Florida, Schaefer said, implying that this was done in preparation for potentially destructive interference from Cuban stations, some of which may start using 500 kw. U.S. radio stations are limited to 50 kw power.

The Rio conference concluded with two documents. One, a 140-page document, is titled Final Acts, which became effective Jan. 1, 1982 and provides that all stations in the region 2 plan were protected under its terms as of that date. The other is a 1,500-page assignment plan, made up of two lists — List A consists of all frequency assignments, both operating or planned, where all signatories have accepted interference — both caused and received. List B consists of all remaining assignments that require further coordination to resolve unacceptable interference. Both lists, Schaefer emphasized, are subject to post-conference verification. And, he added, when the lists are finally formulated, 90% of all U.S. stations are expected to be in List A. Schaefer also noted that the U.S. asserts the right to "take necessary steps to recover service areas lost because of increased interference from other nations where negotiations fail to resolve the issue."

The agreement, which is subject to ratification by the U.S. Senate, comes into force July 1, 1983. Until then, it was explained, signers have agreed to abide by procedures and technical standards in the agreement. The agreement contains procedures for coordinating AM broadcast assignments and includes a technical annex that prescribes criteria to be used in providing protection from interference. The procedures and standards in the agreement are said to be "substantially consistent" with those embodied in the North American Regional Broadcasting Agreement (NARBA) and the agreement between the U.S. and Mexico, both of which remain in effect.

The Rio conference was the first attempt by Western Hemisphere nations to develop an agreement and plan involving all countries in the region. During the deliberations delegates considered approximately 15,000 operating and planned AM radio stations. FCC Chairman Mark Fowler told those attending the Jan. 7 conference that

the "U.S. got all it sought..." Schaefer described the Rio meeting as "very difficult, very complicated..." (involving) a jungle of paper..." And, as to Cuba's walk, Schaefer allowed as how the problem involves a "broader context than broadcast matters."

Two years ago the Ferris commission moved to gain hemisphere acceptance for a change in AM station separation from 10 khz to 9 khz. The Fowler commission last April however rescinded this move, following widespread broadcast industry objections so the question never came up at Rio.

## Destiny Music Established, Clare Named Director

**LOS ANGELES** — The Destiny Music Group was established last week as the publishing arm of recently formed Destiny Records. The new publishing house will consist of Determination Music, affiliated with the American Society of Composers, Authors and Publishers (ASCAP), and DeNote Music, tied to Broadcast Music, Inc. (BMI).

Concurrent with the unveiling of the new company, it was also announced that Victoria Clare will head the operation as director of publishing/A&R for Destiny Music. She will be responsible for the organization, acquisition, development and diversification of a roster for the new company.

Prior to joining Destiny Music, Clare worked with a number of publishing companies, most recently having served as general manager of Jensen Music Publishing and director of copyright management for Infinity Music Publishing Group.

Among the acts currently on the Destiny Records roster are Take Five, Skool Boyz, Eloise Whitaker, Charles Lloyd, Carried Heat, St. Tropez, Joel Peksin with Merry Clayton, Myrna Smith (formerly of Sweet Inspirations) and the Waters Sisters featuring Maxine Waters.

## Police Gear Up To Take 'Ghost' Out On Tour

**LOS ANGELES** — A&M recording group The Police will embark on its 1982 American tour in support of its new album, "Ghost In The Machine," Jan. 15. Accompanying the London-based trio for the entire tour, sans shows in Los Angeles and San Francisco, will be I.R.S. girl group The Go-Go's.

The first half of the tour will begin in Boston on Jan. 15 at the Boston Garden in Boston and will run through Feb. 13, with the final show taking place at the Cow Palace in San Francisco. The tour will resume in March with more dates to be announced later.



**NEW DEAL** — Dain + DeJoy recently announced the exclusive representation of Bill Drescher, producer of Rick Springfield's platinum LP, "Working Class Dog," and the new single from the album, "Love Is Alright Tonight." Pictured are (l-r): Ed DeJoy, Dain + DeJoy Music; Drescher; and Bud Dain, Dain + DeJoy Music.

## Warner Bros. Goes To \$5.99 List On B-52's EP

**LOS ANGELES** — A special \$5.99 list price will be used for the upcoming six-song "Mesopotamia" mini-LP from Warner Bros. recording act The B-52's due at the end of January. The new midline-range price was instituted as a reaction to consumer demand and urging from the band.

The group's manager, Gary Kurfir explained, "Because of their rural background and the fact that their own families and friends back home are struggling due to the downturn in the economy, the group's members wanted to make their newest music available at the lowest possible price."

WEA president Henry Droz commented on the album by saying, "This is something our customers have been asking for. It will enable them to give the consumer a real choice' it's an attractive alternative to the top-line full price album and the \$5.98 midline packages which are catalogue material. This concept is natural for the times. We truly expect this area of the business to grow as a result of the release."

The new price is a pilot project, with extension to other product to be based on the sales results of The B-52's mini-LP.

## Rogers Gets Gold

**LOS ANGELES** — The "Kenny Rogers Christmas" LP on EMI America/Liberty was recently certified platinum and gold by the RIAA.





Don Burkheimer

## Burkheimer Named To RCA VP Post

NEW YORK — Don Burkheimer was appointed to the newly created position of division vice president, artist relations, at RCA Records. He will report to Rich Thorward, division vice president, marketing and will work in contemporary, country, black and Red Seal music centers.

Burkheimer has worked for RCA Records for 27 years, with the exception of the period between 1970 and 1972, when he was an executive at Famous Music. For the six years before his stint with Famous, Burkheimer held several managerial positions in RCA's A&R department, and he returned to RCA in 1972 as division vice president, A&R.

In 1974, he was named division vice president, West Coast, a position he held until 1978. Next he rose to division vice president, product management and artists tours. He briefly served as an interim acting managing director, record division, RCA Ltd. in London.

In 1979, he was named division vice president, marketing and talent acquisition, RCA International, the position he held just prior to receiving his current assignment.

## Pino Named To New Mktg. Post At RCA Records

NEW YORK — Jorge Pino was named to the newly created position of director, international marketing, at RCA Records. He will report to Jack Craigo, division vice president — U.S. and Canada. Pino returns to RCA's New York offices after spending the past year in a similar post at RCA's office in Rio de Janeiro.

Pino joined RCA in 1974 as a salesman and promotion representative. In 1975 he came to New York as a trainee in international marketing and returned to Brazil the following year to become regional manager of sales and promotion. In 1978, he doubled back to New York under the title of specialist, international promotion, RCA International. In 1979, Pino rose to the position of manager, international marketing, RCA International, and in January 1981, he returned to Rio to become manager, record club development, and international product marketing.



Jorge Pino

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## EXECUTIVES ON THE MOVE



Arras



Morrow



Espy



McCoy

**Erim Named At Atlantic** — Atlantic Records has announced vice president Tunc Erim, former head of National AOR promotion, has been named to head the newly established Artist Development Department, a position in which he will also have A&R responsibilities. He joined the Atlantic family in 1966 as assistant studio manager and was made vice president/national AOR promotion, in February, 1979.

**Arras To WB** — Gabriele Arras has been named director of international creative services and artist development for Warner Bros. Records. Prior to her appointment, she headed Seedy Management. She was also a co-partner in Limited Management.

**Morrow Promoted at UA** — Joe Morrow has been promoted to national sales manager, special markets for Elektra/Asylum Records. He joined Elektra/Asylum in January '78 as west coast regional marketing/promotion coordinator, special markets, a post he's held until now.

**Espy Promoted At Chrysalis** — Chrysalis Records has announced the promotion of Ronda Espy to director of business affairs. Espy, who most recently served as director of administration, has been with Chrysalis for 3½ years.

**McCoy Named** — Pat McCoy has been appointed national promotion manager, adult contemporary at Elektra/Asylum Records. He joined Warner Bros. Records in 1977 as that label's national promotion manager, adult contemporary, a post he held until joining Elektra/Asylum.

**Levy Appointed At CBS** — Benton J. Levy has been appointed director, business affairs, CBS Video Enterprises. He joined the CBS Law Department in 1975, where he served as a senior attorney in the Broadcast Section and most recently, as a senior attorney in the Records Station.

**Libow Promoted** — Judy Libow will assume the duties of department head for album promotion for Atlantic Records. She is currently director, AOR promotion, a title she will retain.

**Ritholz Joins Arista** — Arista Records has announced that Adam Ritholz has joined the Arista law department as an attorney. He has previously worked in the litigation area at the law firm of Obermaier Morvillo & Abramowitz, P.C.

**AMI Adds Sales** — AMI Records has added Jim Sales to its promotion staff. He is a former radio announcer and professional musician who also worked at Ovation Records.

**Weston Appointed At E/P/A** — Myra Weston has been appointed local promotion manager, Los Angeles, black music and jazz promotion, Epic/Portrait/CBS Associated Labels. She was most recently regional R&B promotion manager, Polydor Records and has also worked at United Artists Records, Motown and ABC.

**UA Appoints Haber** — Bert Haber has joined the staff of United Artists Music as director professional division/standard catalog activities. Prior to his UA Music appointment, he was a member of the professional staff of the CBS Music publishing organization and for many years headed the Frank Music interests which were subsequently acquired by CBS.

**Witkin Appointed** — Mad Monkey Management has announced the appointment of Sheila Witkin to vice-president, artist relations, for the company. For the past five years, she was vice-president of "The Agency, Inc."

**Chatman Named At Hammond** — Hammond Music Enterprises, Inc. has named Priscilla Chatman national promotion director for its associated label, Zoo York Records. She recently joined the Hammond Organization.

**Kapri Names Soular** — Chris Soular has been named President of Kapri Entertainment following two years as executive producer for the label. He was previously vice-president of Creative Affairs for Aleph-Baze Music Publishing.

**Bailey Promoted** — Jensen Music has announced the promotion of Phil Bailey to west coast professional manager for the music publishing group. Prior to his promotion, he was a production assistant for JEN Productions.

**Jones Appointed** — Fischer and Lucus, Inc. has announced John Paul Jones as the company's merchandising director.

**Changes At Warner Amex** — Warner Amex Satellite Entertainment Company has announced the promotion of Susan Olivetti to manager, convention and meeting services, from the position of administrative assistant. Prior to joining WASEC she was administrative assistant to the president, and executive vice president of administration, Paramount Pictures Corporation. Also announced was the appointment of Ronald Brindle as director, music programming, MTV. And Susan Binford has been promoted to director, program publicity, from manager, program publicity, WASEC. Before joining WASEC, she was director of press and public relations for CBS Records in Nashville, Tenn.

**Changes At The Movie Channel** — Ann Foley Plunkett has been named director, programming, The Movie Channel. Prior to her current promotion, she was manager, program evaluation from October '80. She came to WASEC from Mademoiselle Magazine, where she was assistant entertainment editor. And Brown Johnson has been named director of scheduling. She came to WASEC in February, '80 as an assistant in the programming department.

## Nelson Debuts As Television Actor

NASHVILLE — Columbia recording artist Willie Nelson will make his debut as a television actor in the forthcoming two-hour special, *Coming Out Of The Ice*, based on the life of Victor Herman, an American confined to hard labor in Siberia in the 1930s, scheduled for telecast on the CBS television network. No air date has been set.

Filmed in England and Finland, the episode stars John Savage, of *Deer Hunter* fame, as Herman, and Willie Nelson as Red Loon, a fellow American prisoner who helps sustain Herman through his struggle in Siberia.

Nelson has previously appeared in the full-length motion pictures, *The Electric Horseman* and *Honeysuckle Rose*.

The film, which also features Ben Cross and Francesca Annis, is produced by Christopher Pearce, with Frank Konigsberg as executive producer for The Konigsberg Company. Konigsberg has worked previously with award-winning dramas *Dummy* and *Guyana Tragedy: The Story of Jim Jones*.

Alan Sharp is the screenplay writer, and Waris Hussein is director for the movie, now in post-production.



## CASH BOX SPOTLIGHTS

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**C**ASH BOX will present a special supplement on the ever-changing world of music publishing in our January 30 issue. Recent developments—including the new mechanical royalty rate, the increasing role of producers, the emerging home entertainment technologies, the uncertain economic climate and the exploitation of foreign catalogs—have brought on dramatic changes in the way songs are marketed and merchandised; and CASH BOX will examine these changes in detail.

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## RIAA Awards Dip In Comparison To '80 Certifications

LOS ANGELES — Despite 10 additional certifications that were pending as of Dec. 31, gold and platinum awards as assigned by the Recording Industry Assn. of America (RIAA) remained slightly down in 1981 in comparison to the prior year's figures.

Reflecting the sluggish economic climate, there was a final tally of 153 gold and 60 platinum albums compared with 1980's respective figures of 162 and 66. Singles fell off even more, as a final count of 32 singles showed an approximate 20% decline from 1980's total of 42.

An exact comparison with 1980 awards is not possible, as the 120-day post release qualification delay that was in effect from July 1, 1979, was modified to 60 days on March 4, 1980. As a result, various early 1980 releases and all 1981 certifications were subject to different qualification criteria.

Despite the drop in certifications, 1981 awards highlights include a large number of first time awards for new and veteran artists; a significant percentage of country gold and platinum awards; some noteworthy additions to established artists' accolades; six motion picture and original Broadway cast certifications, including two platinum awards; rare classical and children's album certifications, and a 12 " single gold single.

The music industry's future was brightened, as 24 artists earned their first gold album certifications (including two for Alabama), nine their first platinum albums and seven their first double gold and platinum awards — Alabama, Kim Carnes, Stevie Nicks, Rick Springfield, Billy Squier, Grover Washington Jr. and Stevie Wonder.

Country music continued to have a strong impact in 1981 with 30 of 147 gold albums going to country artists, including a record five to Emmylou Harris, 7 of 56 platinum albums, as well as four of 32 gold singles.

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## Cash Family Robbed During Stay In Jamaica

NASHVILLE — Three persons suspected of robbing Johnny Cash's family of \$50,000 and holding his 11-year old son's friend at gunpoint Dec. 21 were arrested Jan. 3 at Donald Sangster International in Montego Bay, Jamaica.

The bandits entered the Cash estate in Montego Bay shortly after the family had given thanks for dinner and held Cash, wife June Carter Cash, sister Reba Hancock, brother-in-law Chuck Hussey, son John Carter Cash, the latter's 11-year old friend, Doug Caldwell, and housekeeper Edith Montague at bay for four hours while they searched the house and collected some \$50,000 in cash and jewels. The trio also took 175 pairs of shoes that were to be donated to the SOS Children's Orphanage, an organization that Cash sponsors.

The Jamaican assailants were armed with a knife, pistol and hatchet and threatened to kill Caldwell if they received any resistance.

Following the four-hour trauma, the Cash assemblage was locked into a basement wine cellar, where Cash and Hussey dismantled the wooden doors with a piece of metal within 45 minutes.

Reportedly, the thieves are members of a terrorist group whose leader was killed by Jamaican police one week prior to the robbery.

Jamaican officials have asked the Cash family not to reveal any other information until the suspects can be lawfully processed. Sources indicate, however, that persons guilty of such criminal acts are dealt with harshly in Jamaica.



**JAFFE HONORED** — Jerry Jaffe (l), PolyGram vice president, rock division, was recently awarded with a gold record from Deutsche Grammophon, Polydors German classical label, celebrating 500,000 unit sales of the group Visage's single, "Fade To Grey." Jaffe signed the act. Pictured with Jaffe is Guenter Hensler, president and chief operating officer, PolyGram Records.

## Toffler To Speak At Juno Awards Confab In April

TORONTO — Alvin Toffler, futurist and author of the best selling books *Future Shock* and *The Third Wave*, has been confirmed as the keynote speaker at the Juno Awards Conference '82. Themed "The Music Industry Looks To The Future," the convention will be presented by the Canadian Academy Of Arts And Sciences (CARAS) April 12-13 at the Convention Centre of Harbour Castle Hilton Hotel in Toronto.

Toffler's speech will kick off the two-day conference that CARAS president Brian Robertson says is "designed to stimulate and educate but specifically to focus on the future influences of new technology on the music and recording industries."

Other features of the Juno Awards Conference include an opening day session on "The Future And Its Influences On Record Production" with some of the world's top record producers, including Bob Ezrin, scheduled as feature speakers.

The second day will feature a session on "Satellite And Cable Broadcasting And Its Influences On The Music And Recording Industries," and a demonstration of satellite receiving and broadcast equipment and compact videodisc software and hardware.

Presentations by featured speakers will be followed by panel discussions and questions from the floor.

Tickets for the two day conference including the closing luncheon are \$170 for CARAS members and \$200 for non-members. They are available from the CARAS office at 89 Bloor St. East, Toronto, Ontario, M4W 1A9. For further information call (416) 922-5029.

## Dave Cavanaugh Dies

LOS ANGELES — Capitol Records vice president of artist & repertoire/special projects Dave Cavanaugh died Dec. 31 at Tarzana Medical Center of cardiac complications following surgery. He was 62.

During his 30-year career with Capitol, Cavanaugh excelled as a record executive, producer, arranger, conductor and instrumentalist, working with the label's most respected artists.

A noted Hollywood-based big band era saxophonist, Cavanaugh first came to Capitol in 1946 as a conductor/arranger and was later named to the A&R department as a staff producer.

Cavanaugh is survived by his wife Mildred and two children. The family has asked that, in lieu of flowers, contributions be sent to Inter-Agency Task Force for Drug Abuse and Related Problems, 6622 Van Nuys Blvd., Van Nuys, Calif. 91405.

# EAST COASTINGS

**CHANGING WITH THE TIMES** — That much loved citadel of the Eastern Liberal Establishment, the *New York Times*, has been hedging its bets since **Ronald Reagan** and company returned **Jimmy Carter** to Georgia with greater dispatch than **General Sherman**. Traditionally a champion of civil and individual rights, the *Times* has become more cautious in recent months, apparently waiting to see just how strong Moral Majority Maina really is. Now, through its Times Books Company, it's managed to take a bold step into the dark ages. *Are The Kids All Right?*, subtitled *The Rock Generation And Its Hidden Death Wish*, by **John G. Fuller**, portends to be a socio-investigative work inspired by the 1979 tragedy at **The Who's** Riverfront Coliseum show in Cincinnati where 11 concertgoers were trampled to death. However, Fuller, when not completely



**MOSES AT THE PALLADIUM** — Mango/Island recording artist Pablo Moses recently performed at the Palladium as part of a Jamaican reggae revue. Shown backstage after the show are (l-r): Anthony Benjamin, Palladium security; Herb Corsack, vice president, Mango/Island; Ken Williams, WLIB/New York; Moses; and Lister Hewan-Lowe, Mango.

misinformed, manages to fill the work with sweeping generalizations. His conclusion that the "shamanistic beat" of rock music creates a hypnotic trance state suggests that the average concertgoer is transformed by the music into a zombie worthy of *Night Of The Living Dead*. What's most upsetting is that the time seems right for this kind of hogwash, and media companies like the *Times*, who should know better, are pandering to it. One can't help but wonder how long it will be before leaflets warning of the dangers of letting the white youth of the country listen to "race records" make a reappearance. We should also make a tip-of-the *East Coastings* hat to *New York Times* pop critic **Robert Palmer** for being sufficiently disgusted by Fuller's book to pen a scathing column on it. However, while Palmer knows where he stands, apparently his *Times* cohort **William E. Geist** isn't so sure. In the Jan. 5 edition of the newspaper, Geist managed to typify the *Times*' let's-wait-and-see-if-these-people-are-for-real approach to social issues with an article on a Long Island housewife's crusade against video games. Geist, while spiking the article with cynical asides (it was headlined "The Battle for America's Youth"), still managed to add credence to a ludicrous cause. Sounding remarkably like John Fuller, the housewife charged video games with "Mesmeriz(ing) our children, they addict them and force them to mindlessly pour one quarter after another into the slots." Geist never asks, and the housewife never offers, why a purge is needed instead of parents who will take responsibility for the actions of their own families. And you thought you led a mainstream lifestyle.

**FROM THE NEWS DESK** — Following on the heels of its performance at Roseland, **Gang of Four** turned a few heads (and possibly stomachs) at an in-store appearance at New York's Bonaparte Records. Climbing into the store's window to create a tableau vivante, the Gang focused much of its attention on what can perhaps best be described as a leashed, gold-painted "pet" sporting a Reagan mask, feeding it jelly beans and dollar bills. The display reached its high-point (if you will) when the band attacked a plate of cheese burgers with a rarely seen gusto, spewing hits of burger to the four winds. Incidentally, the appearance at the shop was in support of the group's new Warner Bros. EP, "Another Day/Another Dollar" . . . We're not sure why, but it seems regardless of what we do, New Year's Eve is always a major wash-out. While we spent the better part of the evening vainly trying to find a parking spot within hiking distance of **Miles Davis'** Beacon Theater concert, we take some old-fashioned misery-loves-company solace in the knowledge that several thousand people waited in line to no avail outside MTV's live broadcast from the Hotel Diplomat. The coast-to-coast cable bash, which featured **David Johansen**, **Karla de Vito** and **Bow Wow Wow**, was promptly raided by the New York Fire Department, which informed the broadcasters that they were going to enforce the legal occupancy law for the room. Since the room can only hold about a thousand people and MTV had invited about three times that many, there were more than a few mildly annoyed guests . . . **Tom Goodkind**, promoter for the Peppermint Lounge, has a new band called **V-8**. Goodkind, whose last band, **U.S. Ape**, wrote a chapter in the book of new wave merchandising when it took out TV spots on the *Mary Tyler Moore Show*, is up to his old tricks with his new outfit. In a clever, if not somewhat unsurprising, tie-in, V-8's first single off its forthcoming album is "The Peppermint Twist" . . . The Mudd Club will be presenting a "Heat Night" this weekend with a reunion of former **Fugs** **Ed Sanders** and **Tuli Kupferberg**. Also joining them will be poet **John Giorno**, with backing by **The Fred McMurrys**. We're not sure what the program will entail, but we understand that Sanders will be performing on pulse lyre and talking tie, and MTV is interested in filming the proceedings. Hope they don't let them send out the invitations . . . Two members of a Florida rock group have filed a copyright infringement suit against **Ric Ocasek** of **The Cars**, claiming that he stole "Shake It Up" from a demo tape they sent to Elektra/Asylum last spring. . . **Bob Marley** has become the first reggae artist to get his picture on a postage stamp. The Jamaican stamps, designed by Marley's widow **Rita**, were issued on Dec. 29 . . . **Elton John** is reportedly seeking to sign tempestuous tennis pro **John McEnroe** to his Rocket Records . . . **Blondie** is back in the studio this week with producer **Mike Chapman**, but apparently sans **Debbie Harry**. The lady of the house is still in Canada filming *Videodrome* . . . **Bill Nelson** is producing the **Units** . . . **Stiff America** has signed **The Undead**. The group's first release will be an EP entitled "Life Of Our Own." The label has also just released LPs by **Ian Dury** and **Tenpole Tudor** and is readying the next **Pigbag** single, "Letting Up" . . . Ze is distributing **Alan Vega's** new Celluloid disc, "Collision Drive" . . . The **Singh brothers** have a hip little 12" with "X-Rated Man" by **Wiretap** on the Blue Stripe label, distributed in the area by New Music in Connecticut and Importadisc in New York . . . CBS set to hit with a couple of goodies, including "Nick the Knife" by **Nick Lowe** with **Sincero's** **Bobby Irwin**, Rockpilers **Terry Williams** and **Billy Bremner**, **Attractions** **Martin Belmont** and **Steve Naive**, **Ace/Squeeze** graduate **Paul Carack** and wife **Carlene Carter**.

**AT IT AGAIN** — Ft. Worth's own **Maj. Bill Smith**, the man who introduced the world to **Paul and Paula**, **Bruce Channel** and **J. Frank Wilson**, is ready to reacquaint a new generation with Wilson by way of a new LeCam single. Wilson, you may recall, had a #1 hit back in 1964 with "Last Kiss" (**Cash Box**, Oct. 15, 1964). The new single is titled "Black Car X," written by the Major and **Merle Kilgore**. The Major feels it is a timely release since the recent tragic death of **Natalie Wood**, one of the stars of the film *Rebel Without A Cause*. Three of the stars of that film have thus far come to tragic ends — the aforementioned Wood, actor **Sal Mineo** and **James Dean**.

fred goodman



# JAZZ

## TOP 30 ALBUMS

	Weeks On 1/9 Chart		Weeks On 1/9 Chart
1 <b>THE GEORGE BENSON COLLECTION</b> (Warner Bros. 2RW 3577)	1 9	17 <b>ENDLESS FLIGHT</b> RODNEY FRANKLIN (Columbia FC 37154)	15 13
2 <b>COME MORNING</b> GROVER WASHINGTON, JR. (Elektra 5E-562)	3 6	18 <b>EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Qwest/Warner Bros. QWS 3591)	17 12
3 <b>BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	2 22	19 <b>MAGIC WINDOWS</b> HERBIE HANCOCK (Columbia FC 37387)	18 13
4 <b>CRAZY FOR YOU</b> EARL KLUGH (Liberty I.T-51113)	5 12	20 <b>PIECES OF A DREAM</b> (Elektra 6E-350)	20 16
5 <b>SOLID GROUND</b> RONNIE LAWS (Liberty LO-51087)	4 15	21 <b>JUST LIKE DREAMIN'</b> TWENNYNINE With LENNY WHITE (Elektra 5E-551)	24 4
6 <b>SOMETHING ABOUT YOU</b> ANGELA BOFILL (Arista AL 9576)	6 10	22 <b>TENDER TOGETHERNESS</b> STANLEY TURRENTINE (Elektra 5E-524)	21 16
7 <b>STANDING TALL</b> CRUSADERS (MCA 5254)	7 14	23 <b>SILK</b> FUSE ONE (CTI 9069)	— 1
8 <b>SIGN OF THE TIMES</b> BOB JAMES (Tappan Zee/CBS FC 37495)	8 19	24 <b>SPLASH</b> FREDDIE HUBBARD (Fantasy F-9619)	25 5
9 <b>FREETIME</b> SPYRO GYRA (MCA 5238)	9 20	25 <b>AS FALLS WICHITA, SO FALLS WICHITA FALLS</b> PAT METHENY & LYLE MAYS (ECM-1-1190)	23 31
10 <b>YOURS TRULY</b> TOM BROWNE (GRP/Arista 5507)	14 5	26 <b>ANTHOLOGY</b> GROVER WASHINGTON, JR. (Motown M9-951A2)	26 11
11 <b>THE MAN WITH THE HORN</b> MILES DAVIS (Columbia FC 35790)	10 26	27 <b>SANFONA</b> ESBERTO GISMONTI (ECM-2-1203)	28 4
12 <b>REFLECTIONS</b> GIL SCOTT-HERON (Arista AL 9566)	13 18	28 <b>"RIT"</b> LEE RITENOUR (Elektra 6E-331)	22 37
13 <b>SOLO SAXOPHONE II — LIFE</b> JOHN KLEMMER (Elektra 5E-566)	19 5	29 <b>CLOCKWORK</b> ALEX DEGRASSI (Windham Hill C-1018)	— 1
14 <b>BELO HORIZONTE</b> JOHN McLAUGHLIN (Warner Bros. BSK 3619)	16 6	30 <b>MR. C</b> NORMAN CONNORS (Arista AL 9575)	29 8
15 <b>THE DUDE</b> QUINCY JONES (A&M SP-3721)	11 41		
16 <b>LOVE BYRD</b> DONALD BYRD & 125TH STREET NYC (Elektra 5E-531)	12 17		

## JAZZ ALBUM PICKS

**BLACK AND TAN FANTASY** — Lew Tabackin Trio — Jazz-America Marketing 5005 — Producer: Toshiko Akiyoshi — List: 5.98

Part of the Washington, D.C.-based JazzAmerica's midline series, this LP gives Tabackin a chance to demonstrate his considerable prowess on flute and tenor saxophone sans his big band. The results are sometimes pensive, sometimes reflective and always first rate. A nice record at a nice price, although the cover artwork appears designed to emphasize the fact that this is a budget record.

**PENDERECKI: ACTIONS; CHERRY: HUMUS — THE LIFE EXPLORING FORCE** — Don Cherry & the New Eternal Rhythm Orchestra Conducted by Krzysztof Penderecki — Everest 3484 — Producer: Joachim E. Berendt — List: 5.98

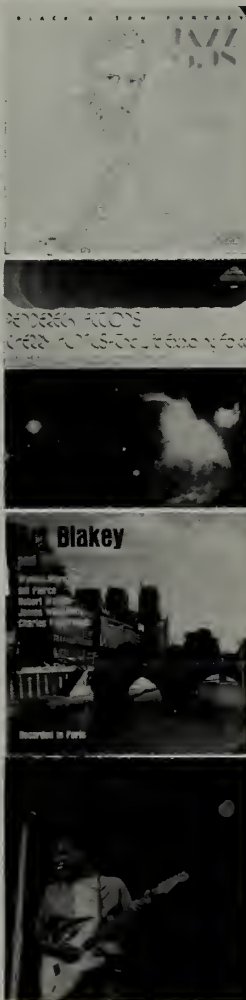
This collaboration between trumpeter/composer Cherry and composer/conductor Penderecki sounds effortless, as if the meeting of such diverse musical backgrounds is the most natural thing in the world. The band features some of Europe's finest jazz musicians. Cherry is relaxed and folksy.

**ALBUM OF THE YEAR** — Art Blakey and the Jazz Messengers — Timeless SJP 155 — Producer: Wim Wigt — List: 9.98

We're not sure we're willing to go as far as the person who titled this album, but it's definitely worth a listen. In the best of the Blakey tradition, this is a fine band of young musicians, most notably trumpeter/wunderkind Wynton Marsalis. There are also four fine original tunes by the band and as Jazz Messenger fans know, the group has historically been a fount of new material. Give it a spin.

**MAGIC SAM LIVE AT ANN ARBOR & IN CHICAGO** — Magic Sam — Delmark DL 645/646 — Producer: Steve Tomashefsky — List: 15.98

Previously unreleased recordings by the late, great Chicago bluesman. Sam's driving guitar and powerful vocals are generously displayed on this two-record set featuring small club recordings from '63 and '64 and Sam's '69 performance at the Ann Arbor Blues Festival. The recording quality is inferior, but the music is remarkable.



## ON JAZZ

**MASTER OF THE MODERN PIANO** — Nobody's beatin' down any doors to sign jazz pianists, and some of the instrument's greatest exponents find recording dates few and far between. Starved for the good stuff, piano fans have been known to go into ecstasy at the mere mention of a forthcoming date by such promising pianists as John Hicks, Amina Claudine Myers or Albert Dailey. Or when a modern master like Jaki Byard, Barry Harris or Mal Waldron hits with a new disc. In that latter category, we would certainly have to include keyboard veteran Cedar Walton, whose presence has graced more outstanding sessions than anyone can possibly recall. Walton fans certainly have cause to rejoice this month — not only has the pianist kicked the recording bugaboo, but he's done it with style. Not one, but two new albums by the pianist hit the shops this month: "Piano Solos," on the Clean



**A FLOURISH** — Veteran jazz pianist Cedar Walton, who is known through his session work and as keyboardist with Art Blakey and the Jazz Messengers, will be heard on a variety of soho vinyl projects in the coming year.

Cuts label, is Walton's first solo effort ever, and "The Maestro," on Muse Records, chronicles some of the work the pianist was doing last year with vocalist Abbey Lincoln. With this kind of happy coincidence, we couldn't resist calling Walton, and we were glad to learn that he shared our feeling that the albums demonstrate much of his depth and imagination. "I'm really pleased with both of them," he said. "They represent almost the broadest possible scope of my ability, and for that reason alone, I hope for the success of both of them." Although Walton had hoped to see the Muse album released while he was still touring with Lincoln, the four tracks she contributed the vocals for on "The Maestro" serve well as another chapter in what seems to be a long-term, if somewhat sporadic collaboration. While attributing the dissolution to "a mix-up of schedules," Walton added that "the main thing was that we wanted to do the record. At least it's out now and people can hear what we were about during that time." As for the solo album, Walton is quite pleased with the results of his first go-it-alone date: "I must say, when I hear a track out of context, for example, I was out in San Francisco and one of the tracks came on the radio, it's quite nice. I was really happy from a listener's standpoint. When I sit down and hear the whole album, then I get a little overly critical, I think. But when I can pretend to be a consumer, I really like it." Although he has been appearing in duets with bassist Ron Carter at New York's Star and Garter, Walton hasn't had many chances to repeat his solo efforts in a club setting. However, there are plenty of other projects to occupy his attention. The pianist will be guesting with vibraphonist Milt Jackson and saxophonist David "Fathead" Newman the night of Jan. 16 at the Adam Clayton Powell, Jr. Auditorium on 146th Street and will soon be embarking for Europe as part of Timeless Record's Allstar tour with Harold Land, Bobby Hutcherson, Curtis Fuller, Buster Williams and Billy Higgins. Incidentally, that band sans Fuller will make one American appearance, Feb. 4 at UCLA.

**RECORDS RECORDS RECORDS** — Along with Walton's "Maestro" LP, Muse has just issued "Night and Day" by Red Rodney and Ira Sullivan; "Looking Through the Eyes of Love" by Morgana King; "Storyteller" by bassist David Friesen; and "Textures" by pianist Arthur Dailey. The Dailey LP also marks the recording debut of multi-instrumentalist Arthur Rhames, who contributes tenor to one track. . . Brooklyn-based indie distributor and mail-order house Daybreak Express reports several new releases, including "Duo" by violinist Billy Bang and bassist John Lindberg of the String Trio of New York on Anima Records; "Live On Tour" and "The Multi-national Big Band," two new titles by bassist Saheb Sarbib on the Cadence label; and a slew of titles on the Vantage label including "Stan Getz With the Big Bands of Europe"; "Charlie Parker," a collection of air-shots from Birdland; and separate albums by Frank Roseolino and Ben Webster entitled "Live In Copenhagen" . . . Shipping in the next few days from CBS are "Electric Rendezvous" by guitarist Al Di Meola with Jan Hammer, Steve Gadd, Anthony Jackson and Mingo Lewis; "Wynton Marsalis," an outstanding debut album by the young New Orleans trumpeter featuring Herbie Hancock, Ron Carter, Tony Williams, and brother Branford Marsalis on sax; "Live at the Savoy" by Ramsey Lewis; "New York/Montreaux Connection" featuring McCoy Tyner, Chico Freeman, Paquito D'Riveira, Slide Hampton, Arthur Blythe and the Heaths; and "Weather Report," a collection of all new studio material. Believe it or not, the new album is the group's eleventh. Time flies, doesn't it?

fred goodman



**ICE COOL LIKE A SHARK** — The Warner Bros. soundtrack from the Orion Picture Sharkey's Machine, starring Burt Reynolds, features several jazzists, including Randy Crawford, Joe Williams, Sarah Vaughn, Doc Severinson and Eddie Harris.



# TOP 100 SINGLES

January 16, 1982

# CASH BOX R

LAST WEEK	THIS WEEK		WEEKS ON CHART
4	1	<b>I CAN'T GO FOR THAT (NO CAN DO)</b> DARYL HALL & JOHN OATES	10
1	2	<b>PHYSICAL</b> OLIVIA NEWTON-JOHN	16
2	3	<b>WAITING FOR A GIRL LIKE YOU</b> FOREIGNER	15
3	4	<b>LET'S GROOVE</b> EARTH, WIND & FIRE	16
5	5	<b>YOUNG TURKS</b> ROD STEWART	14
16	6	<b>CENTERFOLD</b> THE J. GEILS BAND	11
9	7	<b>HARDEN MY HEART</b> QUARTERFLASH	14
12	8	<b>TURN YOUR LOVE AROUND</b> GEORGE BENSON	13
10	9	<b>TROUBLE</b> LINDSEY BUCKINGHAM	13
11	10	<b>COMIN' IN AND OUT OF YOUR LIFE</b> BARBRA STREISAND	10
14	11	<b>LEATHER AND LACE</b> STEVIE NICKS (with DON HENLEY)	13
13	12	<b>YESTERDAY'S SONGS</b> NEIL DIAMOND	11
15	13	<b>HOOKEED ON CLASSICS</b> LOUIS CLARK CONDUCTS THE ROYAL PHILHARMONIC ORCHESTRA	12
8	14	<b>DON'T STOP BELIEVIN'</b> JOURNEY	12
18	15	<b>THE SWEETEST THING (I'VE EVER KNOWN)</b> JUICE NEWTON	14
23	16	<b>SHAKE IT UP</b> THE CARS	9
7	17	<b>WHY DO FOOLS FALL IN LOVE?</b> DIANA ROSS	14
21	18	<b>SOMEONE COULD LOSE A HEART TONIGHT</b> EDDIE RABBITT	10
19	19	<b>TAKE MY HEART</b> KOOL & THE GANG	15
6	20	<b>OH NO</b> COMMODORES	18
24	21	<b>COOL NIGHT</b> PAUL DAVIS	11
28	22	<b>WAITING ON A FRIEND</b> ROLLING STONES	7
25	23	<b>UNDER PRESSURE</b> QUEEN & DAVID BOWIE	11
20	24	<b>OUR LIPS ARE SEALED</b> GO-GO'S	21
27	25	<b>I WOULDN'T HAVE MISSED IT FOR THE WORLD</b> RONNIE MILSAP	13
29	26	<b>SHE'S GOT A WAY</b> BILLY JOEL	9
30	27	<b>COME GO WITH ME</b> THE BEACH BOYS	9
32	28	<b>YOU COULD HAVE BEEN WITH ME</b> SHEENA EASTON	8
34	29	<b>LEADER OF THE BAND</b> DAN FOGELBERG	8
42	30	<b>SWEET DREAMS</b> AIR SUPPLY	6

LAST WEEK	THIS WEEK		WEEKS ON CHART
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31 **31 CASTLES IN THE AIR** DON McLEAN 14

## PRIME MOVER

37 **32 TAKE IT EASY ON ME** LITTLE RIVER BAND 7

ADDS: KXOK-27, B97, WMC-FM-21, CKLW, WDRQ-22, KS95, WZUU-24. JUMPS: WFLY 30 To 24, WTX 17 To 12, WKXS 29 To 25, KRQ 25 To 22, WCAO 30 To 27, WBBQ 21 To 13, WOKI 25 To 19, WSPT 31 To 17, WTRY 23 To 20, Z102 34 To 30, KOFM Ex To 29, WBSB 26 To 21, KLUC 24 To 19, WNCI 20 To 16, BJ105 25 To 22, KFI Ex To 26, WSEZ 26 To 21, Q106 26 To 22, WSKZ 17 To 11, WPGC 25 To 20, KYYX 27 To 14, KZZP 25 To 22, Z93 28 To 22, WZZP Ex To 18, WKJJ 26 To 19, WHHY-FM 23 To 18, KHFI 22 To 15, WRVQ 18 To 15, KOAQ Ex To 21, KJRB 22 To 18, WIKS Ex To 26, WSGN 25 To 21, KOPA 17 To 13, KIQQ Ex To 30, WAYS 16 To 13, WICC 25 To 21, KRTH 28 To 23, WPRO-FM 23 To 15, WANS-FM 29 To 25, WAXY Ex To 29, 94Q 28 To 24, KJR Ex To 20, JB105 24 To 20.

SALES: Moderate in the East. Fair in all other regions.

22 **33 MY GIRL (GONE, GONE, GONE)** CHILLIWACK 17

39 **34 WORKING FOR THE WEEKEND** LOVERBOY 10

ADDS: Q102-34, WNCI-28, WRQX. Day-Part: WFLY. JUMPS: KLUC 19 To 13, WBEN-FM 18 To 15, KYYX 32 To 29, KHFI Ex To 29, KZZP 8 To 5, WBCY 12 To 8, KOPA Ex To 30, BJ105 37 To 33, WHHY-FM Ex To 30, KJRB 20 To 17, KFRC 27 To 22, KRQ 5 To 3, WSPT 20 To 13, WFI Ex To 29.

SALES: Moderate in the West. Fair in all other regions.

17 **35 EVERY LITTLE THING SHE DOES IS MAGIC** THE POLICE 17

## CASH SMASH

44 **36 LOVE IS ALRIGHT TONITE** RICK SPRINGFIELD 7

ADDS: WSEZ-30, KOAQ-24, Z93, KEYN. JUMPS: WFLY Ex To 25, KOPA 24 To 20, WSPT Ex To 21, WCAO 28 To 24, WICC 27 To 22, WBSB 24 To 20, KLUC 22 To 15, WANS-FM 28 To 23, KFI 23 To 19, KYYX 29 To 25, WKXS 22 To 19, WPGC 15 To 12, WTX 34 To 27, WOKI 32 To 24, WFI 19 To 16, WBBQ Ex To 27, KOFM Ex To 30, KINT 9 To 5, Z102 35 To 31, BJ105 31 To 27, KEZR 27 To 24, WNCI Ex To 23, WSKZ 21 To 16, Q106 27 To 24, WGCL 25 To 15, WHHY-FM 27 To 22, WKJJ 27 To 22, KIQQ 26 To 21, KEGL 26 To 23, JB105 25 To 21.

SALES: Moderate in all regions.

40 **37 MORE THAN JUST THE TWO OF US** SNEAKER 10

ADDS: KXOK-30, WROR-25, WHBQ, Y103-28. JUMPS: KFMD Ex To 28, WZZP Ex To 20, WISM 7 To 5, WRVQ 17 To 11, BJ105 36 To 32, WVBF 27 To 24.

SALES: Fair in the South. Weak in all other regions.

43 **38 KEY LARGO** BERTIE HIGGINS 11

ADDS: WSEZ-29, WZZP, WAYS-20, KZZP-26, KOPA, JB105, WHBO, WOW. JUMPS: WISM 21 To 18, Z93 16 To 11, WSGN 16 To 11, WRFC 15 To 10, 94Q 10 To 6, Z102 22 To 19, Q106 Ex To 29, WANS-FM 27 To 21, WOKI 19 To 14, WSKZ 20 To 15, WHHY-FM Ex To 27, WMAK-FM Ex To 28, KJRB Ex To 31.

SALES: Fair in the South. Weak in all other regions.

41 **39 LET ME LOVE YOU ONCE** GREG LAKE 9

JUMPS: KFMD 23 To 17, WPRO-FM 16 To 9, Z102 31 To 26, KZZP 26 To 23, WKJJ 25 To 20, KOPA Ex To 28, WANS-FM Ex To 26, WHHY-FM 29 To 24, KIQQ Ex To 35, KRQ 29 To 26.

SALES: Weak in all regions.

LAST WEEK	THIS WEEK		WEEKS ON CHART
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51 **40 SEA OF LOVE** DEL SHANNON 7

ADDS: WKJJ, KOFM, KJRB, JB105, WKXX-30, Y103-33, WFI, KBEQ, KEYN, WRQX. JUMPS: WCAO Ex To 28, KRQ 28 To 24, WGH Ex To 20, Z93 Ex To 28, KLUC 29 To 26, KINT 25 To 19, WISM 27 To 22, KEZR 21 To 16, 94Q Ex To 30, WTX Ex To 40, Q106 Ex To 30, KOPA 30 To 27, WICC 30 To 27, WOKI Ex To 32, WHHY-FM Ex To 29, WAXY Ex To 30.

SALES: Breakouts in the Midwest.

26 **41 PRIVATE EYES** DARYL HALL & JOHN OATES 21

46 **42 IF I WERE YOU** LULU 9

ADDS: WZZP, KXOK-25. JUMPS: WABC Ex To 30, KEEL 33 To 29, WDRQ 14 To 11, WROR 16 To 11.

SALES: Fair in the Midwest. Weak in all other regions.

## HIT BOUND

60 **43 THROUGH THE YEARS** KENNY ROGERS 9

ADDS: WMAK-FM, KC101-23, WHBQ, Z93-30, Y103-31, KS95, WZUU-26, KINT, WTRY, WSEZ, WAYS-19, WTX, WBBQ, Z102-32, KZZP-28, KOAQ-25, FM102, KCPX, KOFM, WHHY-FM. JUMPS: KFMD 29 To 21, WKXS Ex To 27, KEZR Ex To 22, WGH Ex To 21, KIQQ 30 To 23, KYYX Ex To 28, WROR Ex To 20, WISM Ex To 27, WNBC 12 To 10, WSGN Ex To 23, KRTH Ex To 28, WABC 29 To 13, WGSV Ex To 22, WPRO-FM Ex To 24, JB105 35 To 31, WNCI Ex To 24, WBSB Ex To 22, Q106 Ex To 28, KFI Ex To 27, WKJJ Ex To 26, WPGC 26 To 22, KOPA 29 To 26, WVBF 29 To 23, WICC Ex To 29, KBEQ 25 To 20.

48 **44 MY KINDA LOVER** BILLY SQUIER 9

ADDS: WRQX. JUMPS: KLUC 28 To 22, WRVQ 2 To 17, WTX 39 To 33, KEGL 24 To 19, WBCY 27 To 17, KIQQ 33 To 27, WSPT 15 To 10, KHFI 23 To 17, WKS 23 To 20.

SALES: Fair in the East. Weak in all other regions.

35 **45 STEAL THE NIGHT** STEVIE WOODS 15

54 **46 ALL OUR TOMORROWS** EDDIE SCHWARTZ 6

ADDS: WFLY, WZZP, Z102-34, WTIC-FM-29, FM102, WSKZ-24, Y103-29, KHFI. JUMPS: WCAO Ex To 29, WKJJ 29 To 23, WGH Ex To 18, WBCY 29 To 20, KLUC Ex To 29, KOPA Ex To 29, WSEZ 29 To 24, WHHY-FM 30 To 25, KYYX Ex To 27, KC101 30 To 27, WISM 26 To 21, KIMN Ex To 29, WRVQ Ex To 22, WSPT 30 To 24, 94Q 30 To 26, KBEQ 29 To 25, WTX Ex To 38, KEZR 18 To 10, WBBQ 19 To 14, WNCI 26 To 22, Q106 30 To 26.

SALES: Fair in the Midwest.

53 **47 LOVE IN THE FIRST DEGREE** ALABAMA 8

ADDS: WGH, WWKX-24, WHBQ-20, KRQ-27, Y103-34. JUMPS: KFMD Ex To 29, KEZR 26 To 18, WSEZ 17 To 13, WSGN 22 To 17, WAYS 20 To 12, WTX 32 To 29, WBBQ Ex To 28, KEEL 20 To 16, WMC-FM 25 To 15, WOKI 18 To 12, KOFM 30 To 25, BJ105 39 To 35, WSKZ Ex To 20.

SALES: Moderate in the South.

57 **48 SOMEWHERE DOWN THE ROAD** BARRY MANILOW 5

ADDS: WSEZ, Y100, WISM-30, WAYS-16, Z102-33, KVIL-22, WANS-FM, KJR, KIQQ, WVBF-27, Y103-32. JUMPS: KFMD 30 To 24, WAXY Ex To 28, WGH 19 To 14, WGSV 31 To 25, KTSA Ex To 30, JB105 33 To 29, WSGN Ex To 27, WBSB 29 To 24, WPRO-FM Ex To 23, KFI Ex To 29, WTX Ex To 32, Z93 Ex To 25, WBBQ 29 To 23, KS95 Ex To 18, KEEL 35 To 28, CKLW Ex To 29, WICC Ex To 28, WROR Ex To 18, KRTH Ex To 26.

33 **49 START ME UP** ROLLING STONES 22

45 **50 HEART LIKE A WHEEL** THE STEVE MILLER BAND 12

BRING  
THE TALENTS  
OF  
DICK CLARK  
TO YOUR STATION.



"The  
Nation's  
PRESENTED  
HEARD ON  
A WEEKLY



# RADIO CHART

## TOP 100 SINGLES

January 16, 1982

LAST THIS WEEK WEEK	WEEKS ON CHART	
38 51	23	<b>ARTHUR'S THEME (BEST THAT YOU CAN DO)</b> CHRISTOPHER CROSS
58 52	8	<b>BREAKIN' AWAY</b> AL JARREAU ADDS: WGH, WKJJ, WAXY, KBEQ-28. JUMPS: WTIX 35 To 28, WDRQ Ex To 19, WHHY-FM Ex To 28, KFRC 32 To 29.
36 53	18	<b>HERE I AM</b> AIR SUPPLY
49 54	11	<b>WRACK MY BRAIN</b> RINGO STARR
59 55	8	<b>FALLING IN LOVE</b> BALANCE ADDS: KLUC, KFRC. JUMPS: KOPA 26 To 23, KC101 29 To 26, KHFI 13 To 8. SALES: Weak in all regions.
47 56	15	<b>THE OLD SONGS</b> BARRY MANILOW
63 57	5	<b>FEEL LIKE A NUMBER</b> BOB SEGER & THE SILVER BULLET BAND ADDS: KYYX, WRQX. JUMPS: KLUC 30 To 27, KZZP 27 To 24, WKJJ 30 To 24, WBCY Ex To 28, BJ105 40 To 36, WSKZ Ex To 25, JB105 32 To 28, KEZR Ex To 26, WIKS 25 To 16. SALES: Moderate in the East. Fair in the West.

### HIT BOUND

58	1	<b>OPEN ARMS</b> JOURNEY ADDS: JB105, KFI, Z93-29, Y103-36, WLS, WLS-FM, KBEQ, KEGL-29, KOPA, CKLW, WICC-30, WANS-FM, WOKI, BJ105-37, WSKZ, WHHY-FM, KIQQ, WAXY, WKXX-24, WFLY, B97, WBBQ-30, Z102-35, Q105-19, WWKX-14, KRQ, WSPT. Day-Part: WMC-FM, WMAK-FM. JUMPS: WNCI Ex To 25, KJRB Ex To 29, WIKS Ex To 24. SALES: Just shipped.
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### HIT BOUND

59	1	<b>MIRROR, MIRROR</b> DIANA ROSS ADDS: WOKI, WHHY-FM, WMAK-FM, KC101-24, JB105, WROR-23, KFRC, KRTH, WSPT, WKXX, WBSB, WFLY, WFLY, WSEZ, WISM-29, WPRO-FM, 94Q, WBBQ-25, KOAQ, KEEL-35, WICC, KCPX, KJR, WKXS, KEZR. JUMPS: WTIX Ex To 35, WTIC-FM 30 To 22, KJRB Ex To 30, WBEN-FM 38 To 26. ON: WGCL, WKJJ, WWKX, WGH, BJ105, KIQQ, KFI. SALES: Just shipped.
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60	6	<b>KEEPING OUR LOVE ALIVE</b> HENRY PAUL BAND ADDS: WSEZ-33, WTIX, KEEL. JUMPS: KFMD Ex To 29, WRVQ Ex To 26, KIMN Ex To 30, WSPT Ex To 29, KINT 29 To 23. SALES: Weak in all regions.
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61	5	<b>LOVE IS LIKE A ROCK</b> DONNIE IRIS ADDS: Q106, KZZP-25, WBCY, WOKI, KHFI. JUMPS: KLUC Ex To 28, WGCL 28 To 24, KEGL 22 To 15, WKXS Ex To 28, WSPT Ex To 30, KINT 32 To 25.
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62	7	<b>LITTLE DARLIN'</b> SHEILA
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63	8	<b>ANYONE CAN SEE</b> IRENE CARA ADDS: Y100. JUMPS: BJ105 Ex To 38, JB105 34 To 30. SALES: Weak in all regions.
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64	4	<b>ABACAB</b> GENESIS ADDS: WGCL-30, CKLW-25, WANS-FM, WHHY-FM, WKXX-26, Y103-35. JUMPS: WRVQ Ex To 25, KHFI Ex To 30, WBBQ Ex To 29, KEZR Ex To 20, WNCI 24 To 19, WIKS Ex To 25, KEGL 30 To 27, WBCY Ex To 25, WOKI Ex To 26, WSPT Ex To 25, WBSB Ex To 23, Z93 Ex To 26, WBEN-FM 23 To 9, WLS 27 To 18. SALES: Breakouts in the Midwest.
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71 65	6	<b>A WORLD WITHOUT HEROES</b> KISS ADDS: KFMD, WBBQ. JUMPS: WOKI Ex To 33, JB105 30 To 26.
72 66	6	<b>"MAIN THEME FROM CHARIOTS OF FIRE"</b> VANGELIS ADDS: KCPX, KIMN. JUMPS: KYYX Ex To 30, KJR Ex To 23. SALES: Fair in the West.

### HIT BOUND

67	1	<b>SPIRITS IN A MATERIAL WORLD</b> THE POLICE ADDS: KFMD, KZZP-30, KOAQ, WFLY-29, Q106, WSEZ, WRVQ, WWKX-29, KEGL-30, WBCY, KOPA, KCPX, WKXS, WOKI, BJ105-40, WSKZ, WBSB, KFI, WBEN-FM-40, KINT. Day-Part: WMC-FM. JUMPS: WSPT Ex To 26. SALES: Just shipped.
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68 68	9	<b>WKRP IN CINCINNATI (MAIN THEME)</b> STEVE CARLISLE
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### HIT BOUND

69	1	<b>THAT GIRL</b> STEVIE WONDER ADDS: WICC, WANS-FM, KCPX, WKXS, KC101-29, WSPT, KFI, KINT, WCAO, WGH, WSEZ, 94Q-29, WTIX, WBBQ, Q105-29, Q106, WWKX, KOAQ, WBCY, CKLW. SALES: Just shipped.
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70	6	<b>COULD IT BE LOVE</b> JENNIFER WARNES ADDS: KXOK-29, 94Q. JUMPS: WGH 14 To 11, WSEZ 27 To 22, WISM 25 To 16, WSGN 19 To 15, WBBQ 24 To 20, WNCI Ex To 26, WGSV 27 To 23.
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71	16	<b>NEVER TOO MUCH</b> LUTHER VANDROSS
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72	1	<b>DADDY'S HOME</b> CLIFF RICHARD ADDS: WKJJ, WGH, WQXI, WWKX, WOKI, WAXY, WCAO, KCPX, KJR, KJRB, KIQQ, KRTH, KHFI, KINT, KEZR. SALES: Just shipped.
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73	4	<b>CRAZY (KEEP ON FALLING)</b> THE JOHN HALL BAND ADDS: WGCL, WBCY, WANS-FM, WKXS, BJ105, WBEN-FM-39, KBEQ. JUMPS: WRVQ Ex To 23.
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74	1	<b>WHEN ALL IS SAID AND DONE</b> ABBA ADDS: WISM-28, KYYX, KRAV, WKXS-29, WOKI, KC101-28, WAXY, WGSV, KFI. JUMPS: CKLW Ex To 28, WBSB Ex To 28, KBEQ 28 To 23. ON: WZZR, WRFC, KJRB. SALES: Breakouts in the Midwest.
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75	5	<b>EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN ADDS: WPGC-30. JUMPS: WCAO 20 To 15, KFRC Ex To 39.
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76	4	<b>LET THE FEELING FLOW</b> PEABO BRYSON ADDS: KFI. JUMPS: WKXS Ex To 23, KFRC Ex To 36, WHBQ 20 To 17.
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77	5	<b>SOUTHERN PACIFIC</b> NEIL YOUNG & CRAZY HORSE JUMPS: KEZR 30 To 25.
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78	5	<b>THOSE GOOD OLD DREAMS</b> CARPENTERS JUMPS: WSEZ 30 To 25, WSGN Ex To 28, WROR Ex To 19, WVBF 28 To 25.
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79	4	<b>PAC-MAN FEVER</b> BUCKNER & GARCIA ADDS: KFMD. Day-Part: KJRB. JUMPS: WSEZ Ex To 35, Y100 Ex To 15, I95 16 To 10, Z102 36 To 17, B97 26 To 13, KIQQ Ex To 32, WPGC Ex To 18, WFI Ex To 5, KBEQ 30 To 27. SALES: Breakouts in the West and South.
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80	4	<b>TONIGHT TONIGHT</b> BILL CHAMPLIN ADDS: WKJJ, BJ105, KFI, KEZR. JUMPS: WGH Ex To 19.
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81	1	<b>LET'S GET IT UP</b> AC/DC ADDS: B97, WWKX-22, KEGL, WHHY-FM, KIQQ, KFRC, WKXX-27, WLS-FM.
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82	1	<b>YOU'RE MY LATEST, MY GREATEST INSPIRATION</b> TEDDY PENDERGRASS ADDS: WSGN, WBBQ, WMAK-FM, B97, KEEL, WMC-FM-24, Z93. JUMPS: WTIX Ex To 31, WKXS 23 To 20.
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83	1	<b>ONE HUNDRED WAYS</b> QUINCY JONES featuring JAMES INGRAM ADDS: WNCI-29, KYYX, WPRO-FM, WROR-24. JUMPS: WOKI Ex To 27, WBEN-FM 39 To 27. ON: 94Q, KFMD, WAKY, KJRB.
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84	1	<b>TELL ME TOMORROW (PART 1)</b> SMOKEY ROBINSON ADDS: WKXS, WGH, WOKI, BJ105, WTIC-FM-30, WFI, KRTH.
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85	1	<b>I BELIEVE</b> CHILLIWACK ADDS: WGCL, KBEQ-30, WBSB, Q106, WCAO, WBCY, WGH.
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86	1	<b>SHOULD I DO IT</b> THE POINTER SISTERS ADDS: WSEZ, WQXI, WANS-FM, WHHY-FM, WMAK-FM, WNCI-30, WKXS, KC101-30, WGSV.
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87	4	<b>SEASONS OF GOLD</b> GIDEA PARK featuring ADRIAN BAKER JUMPS: WABC 41 To 27.
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88	4	<b>YOU CAN</b> MADLEEN KANE
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89	1	<b>PERHAPS LOVE</b> PLACIDO DOMINGO & JOHN DENVER ADDS: WVBF-28, 13K. JUMPS: WICC Ex To 23. ON: KIQQ, KJRB, WOKY. SALES: Breakouts in the West, Midwest and South.
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90	1	<b>CALL ME</b> SKYY ADDS: CKLW. JUMPS: WKXS 21 To 14, KFRC 22 To 17. SALES: Fair in the West and East.
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91	23	<b>THE THEME FROM HILL STREET BLUES</b> MIKE POST featuring LARRY CARLTON
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92	8	<b>IT'S MY PARTY</b> DAVE STEWART & BARBARA GASKIN
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93	12	<b>LIVING EYES</b> BEE GEES
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94	8	<b>CLOSER TO THE HEART</b> RUSH
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95	25	<b>SUPER FREAK (PART 1)</b> RICK JAMES
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96	24	<b>JUST ONCE</b> QUINCY JONES featuring JAMES INGRAM
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97	14	<b>TWILIGHT</b> ELO
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98	18	<b>NO REPLY AT ALL</b> GENESIS
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99	30	<b>ENDLESS LOVE</b> DIANA ROSS and LIONEL RICHIE
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100	23	<b>SHE'S A BAD MAMA JAMA (SHE'S BUILT, SHE'S STACKED)</b> CARL CARLTON
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### LOOKING AHEAD

BOBBIE SUE	OAK RIDGE BOYS
ADDS: WCAO, WSGN, WAYS, WQXI, WTIX, WICC, WGSV	

WANNABE WITH YOU	EARTH, WIND & FIRE
ADDS: WTRY, CKLW, KCPX, WKXS, KINT, KEZR. Day-Part: WMAK-FM	

DESTROYER	THE KINKS
ADDS: Y100, WBCY	

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

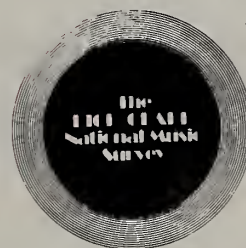
# Dick Clark

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# CASH BOX ROCK ALBUM RADIO REPORT



**172 SAXON • DENIM AND LEATHER • CARRERE/CBS**  
**ADDS:** WNEW, KSHE, WCCC, WBLM, WKLS, WPLR. **HOTS:** None.  
**MEDIUMS:** WLIR. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in Midwest; weak in others.

## # 1 MOST ADDED

LP Chart  
Position

**3 AC/DC • FOR THOSE ABOUT TO ROCK WE SALUTE YOU • ATLANTIC**  
**ADDS:** None. **HOTS:** KBPI, KMET, KSFX, KMG, KZEL, WGRQ, WWWW, WPLR, WSHE, WMMS, WLIR, KZEW, KNCN, WCCC, KSHE, KOME, WAAF, WOUR, KROQ. **MEDIUMS:** WNEW, WKDF, WCOZ, KSJO, WBLM, WROQ. **PREFERRED TRACKS:** Let's, Evil, Venom, Title.  
**SALES:** Good in all regions.

## # 4 MOST ADDED

**BRYAN ADAMS • YOU WANT IT, YOU GOT IT • A&M**  
**ADDS:** KSFX, WROQ, WAAF, WKLS. **HOTS:** WAAF, WMMS, WOUR. **MEDIUMS:** WPLR, KSJO, WKDF, WGRQ, WNEW, KBPI. **PREFERRED TRACKS:** Open.  
**SALES:** Fair in East and West; weak in others.

**49 BLACK SABBATH • MOB RULES • WARNER BROS.**  
**ADDS:** None. **HOTS:** WMMS, KOME, WAAF, WGRQ. **MEDIUMS:** WPLR, WSHE, WCOZ, WLIR, WBLM, WCCC, KSHE, KMG, KMET. **PREFERRED TRACKS:** Over.  
**SALES:** Moderate to fair in all regions; strongest in West and Midwest.

## # 2 MOST ADDED

**117 JACK BRUCE/ROBIN TROWER • TRUCE • CHRYSALIS**  
**ADDS:** KZEL, WHFS, WNEW, KSHE, KNCN, KZEW. **HOTS:** None. **MEDIUMS:** KNCN. **PREFERRED TRACKS:** Open.  
**SALES:** Moderate breakouts in all regions.

**34 LINDSEY BUCKINGHAM • LAW AND ORDER • ASYLUM**  
**ADDS:** None. **HOTS:** KEZY, WSHE, WMMS, WKDF, WWWW, WNEW, KZEL, KNX. **MEDIUMS:** KOME, KMG, KMET. **PREFERRED TRACKS:** Trouble.  
**SALES:** Moderate in all regions; strongest in West.

## # 3 MOST ADDED

**JIMMY BUFFETT • SOMEWHERE OVER CHINA • MCA**  
**ADDS:** WWWW, WKDF, WROQ, WMMS, KEZY. **HOTS:** None. **MEDIUMS:** KEZY. **PREFERRED TRACKS:** Open.  
**SALES:** Just shipped.

**9 THE CARS • SHAKE IT UP • ELEKTRA**  
**ADDS:** None. **HOTS:** KBPI, KMET, KSFX, KMG, KZEL, WHFS, WNEW, WGRQ, KNAC, WWWW, WPLR, KEZY, WSHE, WMMS, WCOZ, WLIR, KZEW, WBLM, KNCN, WCCC, KSHE, KOME, WAAF, WROQ, WOUR, KROQ. **MEDIUMS:** WKDF. **PREFERRED TRACKS:** Title, Since, Cruiser, Think.  
**SALES:** Good in all regions.

**PETER CETERA • FULL MOON/WARNER BROS.**  
**ADDS:** KSJO, WPLR. **HOTS:** WBLM, WKDF. **MEDIUMS:** KEZY, WCOZ, KZEW, KOME, WAAF, KROQ, KZEL, KMG, KNX, KBPI. **PREFERRED TRACKS:** Limelight.  
**SALES:** Fair in West; weak in others.

## # 5 MOST ADDED

**183 JIMMY DESTRI • HEART ON A WALL • CHRYSALIS**  
**ADDS:** WHFS, KNAC, KZEW, WLIR. **HOTS:** None. **MEDIUMS:** WLIR. **PREFERRED TRACKS:** Open.  
**SALES:** Moderate breakouts in East and West; fair in others.

THE J. GEILS BAND



Freeze-Frame

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

## # 1 MOST ACTIVE

LP Chart  
Position

**131 THE HENRY PAUL BAND • ANYTIME • ATLANTIC**  
**ADDS:** None. **HOTS:** KEZY, WLIR, KSHE, WOUR, WKDF. **MEDIUMS:** KBPI, KMET, KMG, KZEL, WPLR, WSHE, WMMS, WBLM, KNCN, KOME, WAAF, WWWW, WGRQ, WNEW. **PREFERRED TRACKS:** Keeping.  
**SALES:** Fair in all regions; strongest in South.

**8 THE POLICE • GHOST IN THE MACHINE • A&M**  
**ADDS:** None. **HOTS:** KMET, KMG, KZEL, WHFS, WNEW, WGRQ, KNAC, WWWW, KROQ, WPLR, KEZY, WSHE, WMMS, WCOZ, WLIR, KZEW, KSJO, KNCN, WCCC, KSHE, KOME, WAAF, WOUR. **MEDIUMS:** KBPI, WBLM, WROQ. **PREFERRED TRACKS:** Spirits, Every, Secret, One, Invisible.  
**SALES:** Good to moderate in all regions.

**22 QUARTERFLASH • GEFEN**  
**ADDS:** None. **HOTS:** KBPI, KMET, KSFX, KNX, KMG, KZEL, WNEW, WGRQ, WWWW, WKDF, WPLR, KEZY, WSHE, WMMS, KZEW, KSJO, WBLM, KNCN, KOME, WAAF, WOUR. **MEDIUMS:** WCOZ, WLIR, KSHE, KROQ. **PREFERRED TRACKS:** Harden.  
**SALES:** Good to moderate in all regions.

**6 THE ROLLING STONES • TATTOO YOU • ROLLING STONES/ATLANTIC**  
**ADDS:** None. **HOTS:** KBPI, KMET, KMG, KZEL, WNEW, WGRQ, KNAC, WWWW, KROQ, KEZY, WSHE, WMMS, WCOZ, WLIR, KZEW, WBLM, KNCN, WCCC, KSHE, KOME, WAAF, WOUR. **MEDIUMS:** KSFX, WPLR, WSJO. **PREFERRED TRACKS:** Waiting, Start, Limousine, Slave.  
**SALES:** Good in all regions.

**17 RUSH • EXIT... STAGE LEFT • MERCURY/POLYGRAM**  
**ADDS:** None. **HOTS:** WMMS, WCOZ, WLIR, KNCN, KOME, WKDF, WWWW. **MEDIUMS:** WPLR, WBLM, WCCC, WAAF, WNEW, KMG, KMET, KBPI. **PREFERRED TRACKS:** Open.  
**SALES:** Good to moderate in all regions.

**33 BILLY SQUIER • DON'T SAY NO • CAPITOL**  
**ADDS:** None. **HOTS:** WMMS, WLIR, KSJO, KOME, WAAF, WKDF, WGRQ, KZEL. **MEDIUMS:** KMG, KSFX. **PREFERRED TRACKS:** My, Stroke, Dark, Daze.  
**SALES:** Moderate to fair in all regions.

**15 ROD STEWART • TONIGHT I'M YOURS • WARNER BROS.**  
**ADDS:** None. **HOTS:** WPLR, KEZY, WMMS, KOME, WROQ, WOUR, WKDF, WWWW, WNEW, KMG, KNX, KMET, KBPI. **MEDIUMS:** WLIR, KSHE. **PREFERRED TRACKS:** Turks, Title.  
**SALES:** Good to moderate in all regions.

**148 SURVIVOR • PREMONITION • SCOTTI BROS./CBS**  
**ADDS:** KOME. **HOTS:** WBLM. **MEDIUMS:** KOME, WCOZ, KSJO, KROQ, KMG, KSFX, KMET, KBPI. **PREFERRED TRACKS:** Poor.  
**SALES:** Moderate in Midwest; fair in others.

**68 TRIUMPH • ALLIED FORCES • RCA**  
**ADDS:** None. **HOTS:** KZEW, KOME, WAAF, WOUR, KMET. **MEDIUMS:** WMMS, WCOZ, KSJO, KMG, KSFX. **PREFERRED TRACKS:** Magic.  
**SALES:** Moderate in South and Midwest; fair in others.

**BOB WEIR • BOBBY & THE MIDNITES • ARISTA**  
**ADDS:** None. **HOTS:** WLIR, KSHE. **MEDIUMS:** WPLR, KOME, WAAF, WNEW, KZEL, KMG, KSFX, KBPI. **PREFERRED TRACKS:** Open.  
**SALES:** Weak in all regions.

**45 NEIL YOUNG & CRAZY HORSE • RE-AC-TOR • REPRISE**  
**ADDS:** None. **HOTS:** KMG, KZEL, WHFS, WNEW, WMMS, WLIR, KZEW, KOME. **MEDIUMS:** KBPI, KMET, WWWW, WSHE, WCOZ, KSJO, WBLM, KNCN, KSHE, WAAF, WROQ, WOUR, KROQ, WKDF. **PREFERRED TRACKS:** Southern, Shots, Opera, T-Bone.  
**SALES:** Moderate in East and West; fair in others.

LP Chart  
Position

**1 FOREIGNER • 4 • ATLANTIC**  
**ADDS:** None. **HOTS:** KMET, KNX, KMG, KZEL, WNEW, WGRQ, WWWW, WSHE, WMMS, WCOZ, WLIR, KZEW, KSJO, KNCN, KOME, WAAF, WOUR, WKDF. **MEDIUMS:** WPLR, KEZY, WBLM, WCCC, WROQ. **PREFERRED TRACKS:** Waiting, Juke, Urgent, Night.  
**SALES:** Good in all regions.

**26 GENESIS • ABACAB • ATLANTIC**  
**ADDS:** None. **HOTS:** KSFX, KMG, WHFS, WNEW, WGRQ, KEZY, WSHE, WMMS, WCOZ, WLIR, KZEW, KSJO, WCCC, KSHE, WAAF, WOUR, KROQ, WKDF, WWWW. **MEDIUMS:** KBPI, KMET, WBLM, WROQ. **PREFERRED TRACKS:** Title, Dark, Another.  
**SALES:** Good to moderate in all regions.

**25 THE GO-GO'S • BEAUTY AND THE BEAT • I.R.S./A&M**  
**ADDS:** WROQ, WCOZ. **HOTS:** WMMS, KOME, KROQ, WWWW, KNAC, WHFS, KSFX. **MEDIUMS:** WLIR, KZEW, KNCN, WNEW, KMG, KMET. **PREFERRED TRACKS:** Lips, This Town, Beat.  
**SALES:** Moderate in East and West; fair in others.

**98 JOAN JETT & THE BLACKHEARTS • I LOVE ROCK 'N ROLL • BOARDWALK**  
**ADDS:** KSHE. **HOTS:** WPLR, WMMS, WCOZ, WLIR, WBLM, WAAF, KROQ, KNAC, WGRQ, WNEW, KZEL. **MEDIUMS:** WCCC, WROQ, WHFS, KMG. **PREFERRED TRACKS:** Bits, Crimson.  
**SALES:** Moderate to fair in all regions.

**2 JOURNEY • ESCAPE • COLUMBIA**  
**ADDS:** WCOZ. **HOTS:** KBPI, KMET, KEZY, WSHE, WMMS, KZEW, KSJO, KNCN, KOME, WOUR, WKDF, WWWW, WNEW. **MEDIUMS:** WBLM, WAAF, WROQ, KMG. **PREFERRED TRACKS:** Believin', Open, Crying, Stone.  
**SALES:** Good in all regions.

**53 THE KINKS • GIVE THE PEOPLE WHAT THEY WANT • ARISTA**  
**ADDS:** None. **HOTS:** WPLR, KOME, WROQ, KROQ, KNAC, WGRQ, WNEW. **MEDIUMS:** KEZY, WCOZ, KSJO, WAAF, KMG, KMET. **PREFERRED TRACKS:** Better, Title, Destroyer, Dial.  
**SALES:** Moderate in East and West; fair in others.

**29 LOVERBOY • GET LUCKY • COLUMBIA**  
**ADDS:** None. **HOTS:** KMET, KSFX, KMG, KZEL, WNEW, WGRQ, WWWW, WPLR, WSHE, WMMS, WCOZ, WLIR, KZEW, KSJO, WBLM, KNCN, KSHE, KOME, WAAF, WROQ, WOUR. **MEDIUMS:** KBPI, WKDF, WCCC, KROQ. **PREFERRED TRACKS:** Working.  
**SALES:** Moderate in all regions; strongest in West.

**79 THE STEVE MILLER BAND • CIRCLE OF LOVE • CAPITOL**  
**ADDS:** None. **HOTS:** WNEW. **MEDIUMS:** WPLR, KEZY, WMMS, KZEW, WBLM, KNCN, WCCC, KOME, WAAF, KNX, KBPI. **PREFERRED TRACKS:** Heart, Title.  
**SALES:** Fair in all regions.

**36 MOLLY HATCHET • TAKE NO PRISONERS • EPIC**  
**ADDS:** None. **HOTS:** KNCN, WAAF, KZEL, KMG, KMET. **MEDIUMS:** WMMS, KSHE, KOME, WROQ, WOUR, WGRQ, KBPI. **PREFERRED TRACKS:** Open.  
**SALES:** Moderate in all regions; strongest in South and Midwest.

**11 STEVIE NICKS • BELLA DONNA • MODERN/ATLANTIC**  
**ADDS:** None. **HOTS:** KEZY, WMMS, KNCN, KOME, WKDF, WWWW, WNEW, KNX, KBPI. **MEDIUMS:** WCOZ, WAAF, KMG, KMET. **PREFERRED TRACKS:** Leather, Draggin', Edge.  
**SALES:** Good to moderate in all regions.

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



# INTERNATIONAL

## INTERNATIONAL DATELINE

### Brazil

RIO DE JANEIRO — Two acts from the U.S. created a lot of excitement here with their recent visits. The first were **Richard and Karen Carpenter**, who flew in from Paris at the end of a hectic jaunt round Europe. Richard and Karen took time out on their first full day in Rio to talk to **Cash Box**. Both were bubbling with enthusiasm and were obviously delighted to be back in the limelight after a break of nearly three years. In Rio and Sao Paulo, A&M (part of CBS in Brazil) kept the twosome on a punishing schedule that saw them dropping in at most of the major radio stations, as well doing several spots for various television networks and visiting one of Rio's largest supermarkets and a large charity fair. As usual, the response was slow in Brazil, but it is clear that the visit put the Carpenters back in the minds of the radio programmers, and they are now receiving good airplay for both their last album, as well as older catalog stuff. From Brazil, the Carpenters returned to the U.S. to prepare the new album and rehearse for going back on the road early this year.

The other visitor to Brazil was **Roberta Flack** who got just one rather scrappy press conference from WEA, and little else. Flack was in Brazil for performances in Rio and Sao Paulo, with one of the Sao Paulo dates recorded for TV Bandeirantes. What was clear at Flack's concerts was the power of the English-speaking community in Brazil which was out in force at her concerts and is a market often ignored by local record companies. WEA, Flack's record company, showed with her visit just why in recent years the company has failed to capitalize on its excellent catalog. It was as if the visit was a complete embarrassment for the company. As yet it is too early to speculate if matters will improve with the company's new distribution deal with EMI, but as a local trade journalist said, things could hardly get worse.

What now happens to **Chico Buarque**, who was the center of a dispute between Ariola and PolyGram, remains to be seen with the merging of the two companies.

christopher pickard  
Italy

MILAN — The Italian presence at the next edition of MIDEM, in Cannes, will probably be reduced compared to last year. One month before the fair, only seven companies (Baby Records, Bixio, Ecofina, Fonit Cetra, Panarecord, Rifi and West) have reserved booths in the Palais des Festivals. Many visitors, anyway, are expected from Italy as observers from the major companies.

**Elio Palumbo**, head of Yep Records, announced the signing of a distribution agreement with PolyGram, effective Jan. 1.

Previously the Yep label had its own distribution system.

A new label, Green Records, joined the Intensity-Duck-New Eco record group, managed by **Bruno Barbone**. The label is distributed by CGD and, among the recording artists, are **Enrico Musiani**, **Roberto Brivio**, **Aldo Pazzia** and others.

**Giorgio Coletti** has been named sales head at PolyGram. **Cesare Bacchini** is the new Teldec label manager at the Decca Dischi Italia. **Lanfranco Gambini** has created a promotion company in Rome called Punto d'Incontro.

WEA Italiana announced the signing of licensing agreement with Radio-Tele-Luxembourg for the exploitation on the Italian market of RTL label.

**Paolo Cattaneo** has created the Enterprise company, specializing in promotion of artists and records. In the management team are **Glusy Barbera** and **Ferruccio Marrello**.

**Claudio Trotta** and **Marco Astarita** have created a new label, Mama Barley, which just released four LPs (one of them by **Mike Bloomfield**). Another one, by the **Venegoni & Co.**, (an Italian rock group), is expected next month.

The **Orchestral Manoeuvres in The Dark** received a gold record during a visit to Italy for the sales of the single "Enola Gay" on Dindisc and distributed by Dischi Ricordi in the Italian market.

mario de luigi

### Japan

TOKYO — In another development in the fight against record rental shops here, NARDU, the national association of retailers, has announced its intention to vigorously pursue the outlawing of such practices. NARDU will submit petitions to the government Cultural Office and the Ministry of Trade and Commerce. NARDU will also organize a special task force among the personnel of the seven major branch dealers in Tokyo to pass petitions around to their customers.

**Zensuke Watanabe** and **John H. Rich, Jr.** have been promoted to managing director positions at RVC, succeeding **Ichiro Okuno** and **Tokugen Yamamoto**, who resigned in 1981. Yamamoto moved over to Warner/Pioneer, where he is now the managing director.

More label promotions over the year end season included the upping of **Hideki Hayashi**, **Yoshiaki Morooka** and **Yoshio Makiyama** to director positions at SMS (Sound Music Systems). The decision was announced at the recent stockholders' meeting in Tokyo.

Torus Music Publishing was recently formed as a subsidiary of Torus Records. Total investment on the part of the parent company is 10 million yen.

kozo otsuka

## Japan Record, Tape Sales Sluggish Throughout First Six Months Of 1981

by Kozo Otsuka

TOKYO — Record and prerecorded tape sales for the Japanese industry during the first half of 1981 reflected the sluggish state of the national economy, plus the normal doldrums associated with the period following the year end sales season.

According to a **Cash Box** survey, the total sales of the 25 biggest companies in Japan reached 128.3 billion yen (\$611.1 million) during the first half, 11% down from the previous six months, but five percent up from the first half of 1980. The 11% drop represented the largest discrepancy between two halves in the last 20 years, and the five percent increase over the same period the year before represented the second lowest jump since 1977, when the first half jumped only 3.2% over the first half the year before.

Total record revenues reached 76.4 billion yen (\$364 million) and accounted for 60% of the overall industry revenues. The record revenues were down 12% from the previous half, while, at the same time, up one percent over the first half of the year before.

On the other hand, tape sales showed a

bit more strength, bringing in revenues totalling 51.9 billion yen (\$247.2 million). Accounting for 40% of the industry's total revenues, tape sales were down only eight percent from the prior half, but 19% up over the same period the previous year.

In the area of repertoire, Japanese music accounted for 75% of the total sales, bringing in 96.8 billion yen (\$440 million). While nine percent down from the previous half, sales of Japanese product also registered a five percent gain over the same half the year before.

On the other hand, sales of international product dropped slightly. Sales revenues of 31.5 billion yen (\$150 million) represented a 17% drop from the previous half, but a three percent gain over the same period the year before.

### First Generation Pacts With Ahed For Canada

NASHVILLE — First Generation Records has signed a distribution pact with Ahed Records of Canada that will see the Toronto-based label immediately begin marketing First Generation product throughout the Canadian provinces.

## Diaz, Cullen, Kramer Appointed To New International Positions At CRI

LOS ANGELES — Manolo Diaz and Martin Cullen were recently appointed to vice president positions at CBS Records International (CRI). In addition, Lisa Kramer was appointed to the position of product manager.

Diaz, formerly director, European artist development, CRI (Paris), was promoted to the post of vice president, creative operations, Latin American Operations, CRI. His new duties include responsibility for the marketing and A&R functions of the CRI Latin American operations.

Diaz will report directly to Nicholas Cirillo, CRI senior vice president, Latin American operations, joined CBS in 1977 as a CRI director of international A&R based in Madrid, Spain.

Cullen, who rejoins CBS after a stint at PolyGram, will assume the position of vice president, management information

systems, CRI. He will be responsible for directing worldwide data processing activities for CRI.

Cullen brings 12 years of experience in computer data processing to his new post. Immediately prior to joining CRI, Cullen served as executive director, management information systems for PolyGram. Prior to that, he held a variety of positions at CBS and RCA.

Kramer, who joined CRI in 1976 in an A&R capacity, will assume the position of product manager. She will be responsible for maintaining work relationships among CRI foreign affiliates in the areas of promotion, marketing and merchandising. Working primarily with acts with Epic/Portrait/CBS Associated Labels, plus acts specifically signed to CRI, she will be responsible for career development in overseas markets.



Manolo Diaz



Martin Cullen



Lisa Kramer

## INTERNATIONAL BESTSELLERS

### Argentina

#### TOP TEN 45s

- 1 El Balle De Los Pajaritos — Los Parchis (Tonodisc); Orquesta Tabaco (RCA)
- 2 Ana, Yo No Soy — Silvestre — Music Hall
- 3 Menta Y Limon — Roque Narvaja — Discosa
- 4 Munequita — Los Moros — RCA
- 5 En Ruta De Nuevo — Barrabas — Discosa
- 6 La Cotorra — Malvaho — Music Hall
- 7 Sin Ti — Daniel Danieli — PolyGram
- 8 Si Te Vas — Dany Cabuche — RCA
- 9 Procuvo Olvidarte — Hernaldo — PolyGram
- 10 Corazones — Marty Balin — EMI

#### TOP TEN LPs

- 1 La Magia De... — Los Parchis — Tonodisc
- 2 Star Show — various artists — K-tel
- 3 Esencia Romantica — Los Panchos/M.M. Serra Lima — CBS
- 4 En Transito — Joan Manuel Serrat — Ariola
- 5 Elite — various artists — K-tel
- 6 Un Amante De Carton — Roque Narvaja — Discosa
- 7 El Compositor, El Cantante — Alberto Cortez — Music Hall
- 8 De Nina A Mujer — Julio Iglesias — CBS
- 9 De 4 a 90 Anos — Cuarteto Imperial — CBS
- 10 Hits En 33 — Sweet Power — Industria Musical Argentina — Prensario

### Germany

#### TOP TEN 45s

- 1 One Of Us — ABBA — Polydor
- 2 Polonaese Blankenese — Gottlieb Wendehals — Master
- 3 Tainted Love — Soft Cell — Vertigo
- 4 Cambodia — Kim Wilde — RAK
- 5 It's My Party — Dave Stewart and Barbara Gaskin — Stiff
- 6 Der Papa wld's schon richten — Peter Alexander — Ariola
- 7 Ja, wenn wir alle Englein waeren — Fred Sonnenschein und seine Freunde — Hansa
- 8 Skandal im Sperrbezirk — Spider Murphy Gang — Electrola
- 9 Du entschuldige — I kenn' di — Peter Cornelius — Philips
- 10 Rock 'n' Roll Gypsy — Helen Schneider — WEA

#### TOP TEN LPs

- 1 The Visitors — ABBA — Polydor
- 2 Alles Liebe... — Nana Mouskouri — Philips
- 3 Hitparade der Schluempfe 2 — Die Schluempfe — K-tel
- 4 The Simon & Garfunkel Collection — Simon & Garfunkel — CBS
- 5 Mainzel-Maennchen's Hitparade — Die Mainzelmaennchen — Arcade
- 6 Morning Has Broken — Cat Stevens — Island
- 7 For Those About To Rock We Salute You — AC/DC — Atlantic
- 8 Trauemereien 3 — Richard Clayderman — Teldec
- 9 Dich zu lieben — Roland Kaiser — Hansa
- 10 Greatest Hits — Queen — EMI

—Der Musikmarkt

### United Kingdom

#### TOP TEN 45s

- 1 Don't You Want Me — Human League — Virgin
- 2 Daddy's Home — Cliff Richard — EMI
- 3 It Must Be Love — Madness — Stiff
- 4 One Of Us — ABBA — Epic
- 5 Ant Rap — Adam & The Ants — CBS
- 6 Begin The Beguine — Julio Iglesias — CBS
- 7 Why Do Fools Fall In Love — Diana Ross — Capitol
- 8 Let's Groove — Earth, Wind & Fire — CBS
- 9 Wedding Belis — Godley & Creme — Polydor
- 10 Cambodia — Kim Wilde — RAK

#### TOP TEN LPs

- 1 Greatest Hits — Queen — EMI
- 2 For Those About To Rock We Salute You — AC/DC — Atlantic
- 3 Pearls — Elkie Brooks — A&M
- 4 Begin The Beguine — Julio Iglesias — CBS
- 5 Prince Charming — Adam & The Ants — CBS
- 6 The Simon And Garfunkel Collection — CBS
- 7 Dare — Human League — Virgin
- 8 Best Of Blondie — Chrysalis
- 9 Non-Stop Erotic Cabaret — Soft Cell — Some Bizzare
- 10 Chart Hits '81 — various artists — K-tel

—Melody Maker



# MERCHANDISING

## WHV Announces New 'Dealer's Choice' License-Sales Plan

(continued from page 5)

month fee would be \$42.

The remaining 83% of WHV's titles, including 19 new and 137 existing programs, have been placed in a lease-purchase, or "L/P", category under which the dealer has the option of leasing these titles for rental or sale. The dealer can pay for these titles through installments over the course of several months and at the conclusion of each 28-day lease cycle has the option to either continue payments or return the cassette. When installments equal the price of the title, it becomes property of the dealer.

WHV executives noted that from time to time "A" titles may be moved into the "B" classification and "B" titles may be put into "L/P" or lease-purchase. Careful monitoring of a title's rental popularity will determine movement.

### Advantageous For All

"What we've tried to do with 'Dealer's Choice' is evolve a program that's advantageous for all of us — Warner Home Video, the dealer and the copyright holder," said Russ Bach, senior vice president of marketing for Warner/Elektra/Atlantic (WEA) Corp., distributors of WHV product, during an interview with **Cash Box** at the winter CES. "What we have here is something we think is the best of any programs out at the moment. Will it change? I don't know. But I do know that if we don't create an orientation towards rental programs today, what will we do when 15-20 million VCRs are out there tomorrow?"



**TURTLE DROVES** — To celebrate the opening of its 21st store, Turtle's the Atlantic-based record and tape chain, recently sponsored a sidewalk sale of cutouts and gave free cokes to the customers.

Bach agreed with WHV president Mort Fink's statement at the New York press conference that any workable program must provide adequate compensation for copyright holders, otherwise studios will not grant the suppliers newer or first run titles for rentals.

"It comes down to the simple fact of who controls the copyrights," Bach stressed. "Many dealers feel they have a God-given right to do with product what they want — they take an 'us against the studios' attitude. If they are successful (in exerting

pressure on companies such as WHV), then what you'll end up with is video cassettes released day and date with pay-TV.

"If they (the dealers) had their way, the studios would be giving away the rights to titles in perpetuity. All (some dealers) understand is 'It's my store and I have the right to do with (product) what I want'."

Bach added that the situation among pay-TV services for titles has become so competitive that many of them are "bidding up" on product, making it impossible for the studios to turn down these large sums in favor of giving them to companies like WHV, a fact that dealers must understand in accepting rental plans as a viable alternative.

At the New York press meeting, WHV's Fink stated, in regards to the necessity of a lease/purchase to protect the copyright, "Theatrical exhibition will remain the safest (route) for awhile. However, this is not usually where the copyright holders get a substantial revenue. We would like to see a substantial return before TV gets it. Today, TV sale is a bigger chunk of the profits (than home video). It has been necessary to look at market factors in order to strengthen our position."

Nine WHV titles — including *Superman*, *The Movie*, *The Exorcist*, *Blazing Saddles*, *A Clockwork Orange*, *Dirty Harry*, *Magnum Force*, *Every Which Way But Loose*, *Enter The Dragon* and *Streisand* and *Kristofferson's A Star Is Born* — will be included in an inventory conversion system under which dealers will have until June 15 (1982) to sell off their existing inventory of these top sellers. After that date unsold cassettes of these titles are to be returned to WEA/WHV for conversion to "Rental-Only" packaging and sent back to the dealer, who will then have cost-free licenses on these titles until March 15, 1983 when they will be converted to cassettes at the lowest fee per 28-day cycle — \$12 for "A" titles and \$6 for "B" titles. Only *Superman*, *The Movie* is in the "A" category at present.

### March Releases

In March, WHV plans to release four new titles in the "A" classification of the "Dealer's Choice" program for rental only. These titles include the Sidney Lumet film *Prince Of The City*, with Treat Williams; *Body Heat*, with William Hurt; Brian DePalma's *Blowout*, with John Travolta; and *Looker*. As with other "A" class titles, the first 28-day cycle fee will be \$22, the second \$18, the third \$15, the fourth \$13 and \$12 for the fifth and succeeding cycles. The dealer also has the option of paying a six-month flat fee of \$84 for each.

With March releases, there will be 14 "A" titles, including *Superman II*, *Altered States*, *Private Benjamin* and *The Shining*. Remaining "A" titles are *Any Which Way You Can*, *Excalibur* and *Divine Madness*. "B" titles also include *The Enforcer*, *First Family*, *Frisco Kid*, *The Gauntlet*, *The Hand*, *Outlaw Josey Wales*, *Sphinx* and *Under The Rainbow*.

A team of 24 video specialists began talking with dealers in a series of nationwide visits, as well as at the CES, Jan. 7 and the program will be backed by an extensive consumer advertising campaign, mounted by the Losi, Pitts & Gershon agency on behalf of WHV, beginning with ads in St. Louis market including the tag "Watch A Warner-ful Movie At Home."

### Queen Gets Gold

LOS ANGELES — Queen's "Greatest Hits" album on Elektra/Asylum was recently certified gold and platinum by the RIAA, signifying sales in excess of 500,000 one million units respectively.

## Dealers See Sharp Hike In 45 Prices

(continued from page 5)

titles being shipped at the \$9.98 list price, with classical items leading the way in this price category.

Some retailers are only offering their midline product on sale if bought in multi-purchases. Budget Tapes and Records, for example, offers the \$5.98 midline product on sale at three for \$12.99, but will charge the midline shelf price of \$4.99 if one title is bought. At the Flip Side chain, buyer Steve Suzuki reported that the chain puts \$5.98 midline LPs on sale at five for \$20.

"We won't sell the midlines at a discounted price unless the customer is buying five titles in a multi-purchase," explained Suzuki, adding, "most customers don't come in and buy five midlines, so we more frequently buy the \$5.98 at our regular price (\$4.99)."

Other retailers vary the shelf price of their midline product according to label. One retailer reported that midline prices for CBS and RCA product stood at \$4.99, while other \$5.98 product was sold at \$5.99.

Many retailers are also gravitating

towards variable pricing on frontline (\$8.98) product, incorporating a two or three-tiered structure.

Joe Bressi, purchasing vice president of the Stark/Camelot chain, said that some \$8.98 product would be placed on sale and advertised at \$6.49, while new releases would go on sale for \$6.99. Other frontline releases would be on sale at \$7.99.

The average sale price on midlines dropped to \$4.19 from \$4.31 in the final quarter of 1981. The average shelf price also dropped 10 cents to \$5.13 from \$5.23.

The average sale price of \$8.98 product jumped to \$6.47 from \$6.27, while the average shelf price on that product rose to \$8.10 from \$7.98.

There was only a slight increase in the average sale price of \$9.98 product, to \$7.47 from \$7.40, while the shelf price on such product jumped about 16 cents to \$9.05 from \$8.89.

The average sale price on \$13.98 product rose 13 cents to \$10.63 from \$10.50, with the average shelf price on such product decreasing to \$12.58 from \$12.60.

## U.S. Retail Chains' LP & Single Prices

Chain	\$5.98 Sale/Shelf	\$8.98 Sale/Shelf	\$9.98 Sale/Shelf	\$13.98 Sale/Shelf	Singles
Budget Tapes and Records	\$4.33/\$4.99	\$6.89/\$7.89	\$7.69/\$8.69	\$10.99/\$11.99	\$1.49
Cactus Records and Tapes	\$3.99/\$4.98	\$5.99/\$7.98	\$6.99/\$8.98	\$9.49/\$11.98	\$1.49
Cavages	—/\$5.99	\$7.39/\$8.69	\$8.39/\$9.69	\$12.88/\$13.69	\$1.49
Circles	\$3.99/\$4.99	\$5.88/\$7.99	\$6.88/\$8.99	\$9.88/\$11.99	\$1.39
Disco-O-Mat	—/\$3.99	—/\$6.29	—/\$6.99	—/\$9.98	\$1.19
DJ's Sound City	\$4.49/\$4.99	\$5.99/\$7.99	\$6.99/\$8.99	\$8.99/\$12.99	\$1.49
Everybody's Records	\$3.99/\$4.99	\$5.99/\$7.99	\$6.66/\$8.99	\$10.99/\$12.99	\$1.29
Flip Side	\$4.00/\$4.99	\$6.99/\$7.69	—/\$8.49	—/\$11.98	\$1.29
Great American Music	\$3.99/\$5.38	\$5.99/\$8.38	—/\$9.28	\$8.99/\$13.38	\$1.59
Hastings Books, Records, Video	\$3.99/\$4.98	\$6.99/\$7.99	\$7.99/\$9.98	\$11.98/\$13.98	\$1.69
King Karol	—/\$5.98	—/\$7.98	—/\$8.98	—/\$12.98	\$1.69
Music Plus	—/\$3.99	\$5.99/\$7.59	\$6.99/\$7.99	\$10.99/\$11.98	\$1.29
National Record Mart	\$3.99/\$4.99	\$5.99/\$8.69	\$6.99/\$9.49	\$9.99/\$12.99	\$1.49
Record Bar	\$4.99/\$5.49	\$6.99/\$8.49	\$7.99/\$9.49	\$10.99/\$11.98	\$1.69
Record World/TSS	\$3.99/\$5.49	\$6.99/\$8.79	\$7.99/\$9.49	\$9.99/\$13.49	\$1.49
Spec's	\$4.99/\$5.99	\$7.99/\$8.69	\$8.99/\$9.69	\$12.98/\$13.98	\$1.69
Stark/Camelot	\$3.99/\$5.98	\$6.49/\$8.69	\$6.99/\$9.49	\$9.99/\$12.99	\$1.69
Tower-L.A.	—/\$3.99	\$5.99/\$7.88	\$6.99/\$8.88	\$10.99/\$11.88	\$1.33
Turtles	—/\$4.99	\$5.99/\$7.99	\$7.98/\$8.98	—/\$11.98	\$1.49
Waxie Maxie	\$3.99/\$5.39	\$5.99/\$8.39	\$6.99/\$9.39	\$9.99/\$12.39	\$1.39
Average	\$4.19/\$5.13	\$6.47/\$8.10	\$7.47/\$9.05	\$10.63/\$12.58	\$1.48



**'FREE' GYRA** — MCA Records group Spyro Gyra, while on tour in Cincinnati, stopped by the Record Theatre to promote its current album, "Freetime." The group's in-store appearance was also promoted by MCA and station WBLZ. Pictured standing are (l-r): David Wolfford, Eli Konikoff and Tom Schuman of the group; Marianne Morgan, Record Theatre; Daryl Crum, MCA regional promotion manager; Chet Catallo and Geraldo Velez, of the group; and Larry Silver, Record Theatre. Pictured kneeling are (l-r): Duff Robling, the group's road manager; and Jay Beckenstein of the group.



# MERCHANDISING

## SINGLE BREAKOUT OF THE WEEK

**PAC-MAN FEVER • BUCKNER & GARCIA • COLUMBIA 18-02673**

Breaking out of: Alta — Phoenix, City One Stop — Los Angeles, Spec's — South Florida, Tower — Sacramento, Record Theatre — Cleveland, Central South One Stop — Nashville.

## SINGLES BREAKOUTS

**WHEN ALL IS SAID AND DONE • ABBA • ATLANTIC 3889**

Breaking out of: P.B. One Stop — St. Louis, Pickwick — Midwest, Karma Records — Indianapolis, Peaches — Columbus

**PERHAPS LOVE • PLACIDO DOMINGO AND JOHN DENVER • COLUMBIA 18-02679**

Breaking out of: Record Theatre — Cleveland, Tower — Sacramento, City One Stop — Los Angeles, Hotline — Memphis

**ABACAB • GENESIS • ATLANTIC 3891**

Breaking out of: Record Theatre — Cleveland, Disc Records — Dallas, Karma Records — Indianapolis, Tower — Campbell

**MIRROR, MIRROR • DIANA ROSS • RCA PB-13021**

Breaking out of: Karma Records — Indianapolis, Peaches — Columbus, P.B. One Stop — St. Louis, City One Stop — Los Angeles

**SEA OF LOVE • DEL SHANNON • NETWORK/ELEKTRA NW-47951**

Breaking out of: Alta — Phoenix, Record Theatre — Cleveland, Karma Records — Indianapolis

**LOVE IS ALRIGHT TONITE • RICK SPRINGFIELD • RCA PB-13008**

Breaking out of: Tower — San Francisco, Western Merchandisers — Amarillo

**WORKING FOR THE WEEKEND • LOVERBOY • COLUMBIA 18-02589**

Breaking out of: Western Merchandisers — Amarillo, Alta — Phoenix

**THROUGH THE YEARS • KENNY ROGERS • LIBERTY P-A-1444**

Breaking out of: Stratford One Stop — New York, Crazy Eddie — New York

## FASTEST MOVING MIDLINES

Ⓒ **AC/DC • Let There Be Rock • Atco SD 36151**

**Balance • Portrait/CBS NFR 37357**

**Beatles • Rock 'N Roll Vol. I • Capitol SN-16020**

**Beatles • Rock 'N Roll Vol. II • Capitol SN-16021**

**Tommy Bolin • Teaser • Nemperor/CBS PZ 37534**

**The Doors • Elektra EKS 74007**

**Exposed II • CBS XZ 37601**

**Dan Fogelberg • Netherlands • Full Moon/CBS PE 34185**

**Dan Fogelberg • Souvenirs • Full Moon/CBS PE 33137**

**Iron Maiden • Maiden Japan • Harvest/Capitol MLP-15000**

Ⓒ **The Jam • Polydor/PolyGram PX-1-503**

**Billy Joel • Piano Man • Columbia PC 32544**

Ⓒ **Carole King • Tapestry • Columbia PE 34946**

**Lene Lovich • New Toy • Stiff/Epic 5E 37452**

**Plasmatics • Metal Priestess • Stiff WOW 666**

**Rainbow • Jealous Lover • Polydor/PolyGram PX-1-502**

Ⓒ **Shooting Star • Hang On For Your Life • Virgin/Epic NFR 37407**

**Who • Live At Leeds • MCA 37000**

COMPILED FROM: Musicland Group — National • Dan Jay — Denver • Radio Doctors — Milwaukee • Record Theatre — Cincinnati • Tower — San Diego • Cutler's — New Haven • Alta — Phoenix • National Record Mart — Pittsburgh • Karma Records — Indianapolis • Musicland — St. Louis.

## TOP SELLING ACCESSORIES \*

Allsop 3 Cassette Head Cleaner 70300

Audio Technica Sonic Broom AT6012

Ⓒ Discwasher DW Record Care Kit

Discwasher D-4 Fluid Re-Fill 1 1/4 oz.

Discwasher VRP Anti-Static LP Inner Sleeve

Le-Bo Cassette Carrying Case TA 256

Ⓒ Maxell UDXL II C-90

Maxell UDXL II C-90 2/Bag (Promo Item)

Memorex MRX I C-90 3/Bag

Memorex MRX II C-90 3/Bag

Memorex Cassette Head Cleaner 0300

Pickwick Cassette Head Cleaner 211

Recoton Record Guard Anti-Static LP Inner Sleeve

Savoy Cassette Carrying Case 2130

Sound Guard Record Preservation Kit

Ⓒ TDK SA C-90

TDK DC-90 2/Bag

TDK Cassette Head De-Magnetizer HD-01

COMPILED FROM: Musicland Group — National • Dan Jay — Denver • Radio Doctors — Milwaukee • Record Theatre — Cincinnati • Tower — San Diego • Cutler's — New Haven • Alta — Phoenix • National Record Mart — Pittsburgh • Karma Records — Indianapolis

\* Excludes T-Shirts & Paraphernalia

Ⓒ Heavy Sales



**'SWING' TIME** — A tribute to the big band era, entitled "Swing Day," was held recently by WEA at the Harmony Hut in Cherry Hill, N.J. The WPEN 950 Radio Orchestra made a personal appearance and performed selections from the Planet release on Elektra/Asylum, "Swing." Pictured are (l-r): Joe Grady, WPEN; Sue Costello, WEA media specialist; Ray Milanesi, WEA marketing coordinator; and Ed Hurst, WPEN.

## WHAT'S IN-STORE

**TAPE RETAILING TIPS** — The Certron Corp., a California-based tape supplier, recently got together with the 260-store Zayre chain to try and come up with innovative in-store programs for boosting blank tape sales. Working together, they operated under the premises that the store's tape stock should appeal to all types of consumers with all types of equipment; be quality merchandise at competitive prices; be attractively fixtured in high-traffic locations; and be continually stocked. "By structuring a merchandising and marketing program with our tape suppliers," said Peter Hollis, general merchandising manager and senior vice president of Zayre, "we became 'partners' in an effort to continually increase tape sales, gain innovative programs and promotions, and mutually find methods to better serve customers." Since focusing on blank tapes, the chain has been able to promote and sell it as an individual product category rather than as an accessory item. In addition, it has compiled a set of guidelines for salesmen that it's dubbed "success secrets for tape retailers." Among the tips are the following: 1) Don't confuse customers by carrying too many brands. Having one or two quality high-to-mid-promotional lines offers consumers variety and selection without overwhelming them. . . . 2) Take advantage of promotions initiated by tape suppliers. . . . 3) Let customers know that your operation is the place to shop by being the expert in the tape and electronics markets. . . . 4) Encourage add-on purchases, i.e. demonstrate how the tape works with head cleaners and other accessories. . . . 5) Stress value over price and show how features of the tape translate into concrete benefits for the consumer. . . . 6) Speak in plain language. Many customers are intimidated before they purchase tape and electronics equipment; don't compound this fear by spouting specs before you've determined whether you're dealing with a novice or an audiophile. . . . 7) Don't skimp on creating efficient and attractive displays, point-of-purchase concepts, etc. . . . 8) Create tape programs aimed at both individual and multiple buys.

**THE WAYS OF WEA** — The folks at WEA Merchandising will soon be unveiling a national country promotion for the first quarter. Details were unavailable at presstime, but we can tell you that spotlighted artists will include John Anderson, Emmylou Harris, T.G. Sheppard, Gail Davies, Gary Morris and Frizzell & West. Look for an over-sized bin card promoting the special. . . . The new Sammy Hagar on Geffen has just shipped, and point-of-purchase aids include an action shot poster, die-cut mobile/wall piece combination and buttons. Also check out the special wrap-around package on the cassette version, which features extra discographical info. The double wrap card, which can be inserted in the box after opening, was designed by Rick Cerrini. . . . A branch contest in support of Black Sabbath and Quarterflash will soon get under way. Be on the look-out for new Black Sabbath mini-stand-ups and new Quarterflash posters that tag the groups' singles. . . . Other new WEA releases for January include albums by Full Moon with Neil Larsen and Buzzy Feiten, Larry Carlton, Ernie Watts, Michael Franks, Soft Cell, Depeche Mode and a Gang of Four EP.

**STARK FACTS** — To launch the new year, Stark Records & Tapes has put together a couple of chain-wide promotions for its Camelot and Grapevine stores. Superstars at Super-savings is the theme of a Motown and MCA catalog promotion placing a heavy emphasis on midlines, Stark's Geoff Mayfield described the featured titles as "cherry-picked," adding that the sale, while focusing on acts like Steppenwolf, Steely Dan, Olivia Newton-John, The Who, Diana Ross, The Temptations and the Four Tops, will not be confined to pop artists. In addition to MCA dumps and Stark's in-house artwork, each store will be provided with in-store tapes featuring selected tracks from the MCA and Motown sale titles. Mayfield added that the hour-and-a-half tapes were designed to be played during peak traffic hours when they will reach the most customers and free-up store clerks. The second promotion, dubbed "No Strings Attached," will be a chainwide classical sale featuring all classical titles on all labels. The month-long promotion kicks-off Feb. 1 and features a two-tiered price structure that offers Camelot Classical Club members a special discount beyond the sale price.

**RECORD BAR NEWS** — The six Atlanta Records Bars recently teamed up with radio station WPLO and four local Cadillac dealers in a unique cooperative promotion. The month-long push, "Cimarron-America's car and America's Music," exploited the fact that Warner Bros. Records and General Motors have a same named product — i.e., a new Cadillac and singer Emmylou Harris's latest album. A Cadillac, on display in front of the Southlake Mall Record Bar, was given away through a drawing by the record outlets and car dealerships, with the winner announced over WPLO. During the contest, anyone test driving a Cimarron received a free copy of Harris' LP.

fred goodman



# COUNTRY

## Country Labels Will Continue To Emphasize Singles In '82

(continued from page 6)

"That person who has been a fan of Tammy Wynette's for years and years buys everything. When a new Tammy Wynette single comes out, it's exciting for them, and they will run to the store to buy it. I don't see that particular thing changing. It is the single record that has always been the exciting part of the music business. Selling albums is our business, the bread and butter. But the exciting part of the business on the street, the excitement of a station going on a record has always correlated me to that single record."

Jim Foglesong, president of MCA's Nashville division, whose company just went to the \$1.99 list price on singles (see separate story), agreed that currently there is no better means of promoting an artist and an album than a single. "To me, a single is one of the fundamentals of the business as it is right now," he said. "There's nothing greater to promote or publicize an act than a hit single — even an established act."

Stan Byrd, Warner Bros. national sales and promotion director for its country division, sees the role of the single holding steady out of necessity. "You've got to have

a hit single to have a hit album," he said. "It's predominant in country because of the lack of stations that program album cuts." Byrd hopes to beef up album sales by converting the singles buyer on the consumer level into an album buyer. That, he said, will be done by releasing two to three singles off each album and "trying to convince the customer to spend \$7.98 rather than \$1.99 — get them to the point that they have an irresistible urge to hear 10 songs by Gary Morris rather than just one."

The advent of the album-oriented station for the country market was another possibility suggested by some. Nick Hunter, Elektra's director of promotions, Nashville, said he has been working with some stations' personnel to try and develop an FM format for country radio that would strictly play album cuts — no singles.

"Country should be in the same era that rock was in 1967," he said. "There should be a whole subculture of stations out there getting ready to come on the air. It will create a whole new climate for us to sell records. Of course, the single will always be important, but I don't think it will be as important. On the whole, it is a proven fact that country single sellers do not sell albums. So, most of our concentration this year is going to be on albums and FM radio. Singles promotion will be as important, but we feel FM radio and albums are the future. We will have people in here working strictly with FM and promoting nothing but album product."

### Long Range View

Joe Polidor, director of country marketing, PolyGram, sees technological advances within the industry changing not only the single, but perhaps the album as well. "If you take a long range look at it, I think at some point we have to question not only the single, but the album as well," he said. "Technology is going to change the music business on the marketing and sales end of it dramatically, I think, in the next five years. It's going to have to happen. The album came into being several decades ago, and we can't sit here and believe it's going to stay forever — nothing else does. So why do we make the assumption that the single and album are going to remain as they are? The technology involved in the cassette and the compact disc are in fact indications of this change."

But for the present, Polidor said the companies must find ways of being more economical in the manner in which singles are released and in terms of what the release really is. However, he said, as it now stands, the single is still the launching pad, and "hit singles do hit albums make."

## Duet Garners Hit For Late Singers

By Tom Roland

NASHVILLE — Spurred by the success of the single "Have You Ever Been Lonely (Have You Ever Been Blue)," the "Greatest Hits" album by late performers Jim Reeves and Patsy Cline on RCA sold more copies during Christmas week than any other record the label is currently promoting, including product by Alabama, Ronnie Milsap, Charley Pride, Earl Thomas Conley, and Leon Everette.

"It's been a building thing," noted Dave Wheeler, director of marketing development for RCA Nashville. "It started out fairly strong, but it started to move extremely well in December. The strength of the single has really enhanced the sale of the album, and by January or February, it should be the biggest seller we have and probably one of the top sellers for the year."

The album is currently bulleting at #21 on the country album chart, while the single checked in at #11 bullet. While the LP is billed as a greatest hits package for the duo, it actually contains only one tune that features both singers; all of the other cuts are solo recordings of either Reeves or Cline.

In their lifetime, Reeves and Cline never actually recorded together, but both recorded "Have You Ever Been Lonely" in the early 60s — Reeves with producer Chet Atkins and Cline under the direction of Owen Bradley — in almost the same key. Bradley was able to mesh the voices together through studio technology, and the result was a highly successful single for RCA nearly two decades after the performers' deaths.

A fairly similar feat was accomplished a year ago when Deborah Allen teamed with Reeves pre-recorded vocals on "When Two Fools Collide" and "Take Me In Your Arms And Hold Me."

MCA Records vice president in charge of marketing Chic Doherty indicates that RCA has the rights to four Reeves and Cline duets and that his company has the rights to four others. He also notes that MCA will release its version of "I Fall To Pieces" once the current RCA single peaks and that an MCA Reeves and Cline album package will be released with the eventual peak of the RCA LP.



**ASCAP IN NASHVILLE** — The American Society of Composers, Authors and Publishers (ASCAP) recently held a one-day conference of the Southern Writers Advisory Committee in its Nashville offices. Pictured prior to the meeting are (l-r): Gloria Messinger, ASCAP managing director; songwriter Bob Morrison; Connie Bradley, ASCAP southern director; songwriter Archie Jordan; and Paul S. Adler, ASCAP director of membership.

## Radio Seminar Sets Agenda For 13th Annual Convention

by Tom Roland

NASHVILLE — Moving from its traditional location at the Hyatt Regency Hotel, the 13th annual Country Radio Seminar will be held at the Opryland Hotel Feb. 26-27. Highlights will include such speakers and panelists as Dick Clark, Don Imus, Jhan Hiber, Kent Burkhart and Bill Moyes.

After last year's overwhelming response — last year's seminar drew more than 400 attendees — the convention was moved to Opryland to accommodate growing interest in the event, which began in 1969 with a mere 47 registrants.

Prior to the official opening of the seminar, an artist/participant cocktail reception will be held from 7:30-10:30 p.m. in the Memphis Ballroom the evening of Feb. 25. The following morning, an earlybird "Daytimers Session," complete with a continental breakfast, will begin at 7:30 a.m. The "rise and shine" panel will include moderator Bill Figneshu, Viacom; and panelists Glen Bell, Des Moines' Stoner Broadcasting; Charlie Ochs, KIKK/Houston; Rob Scheibly, WHTN/Huntington; and Bill Sherard, WPKX/Alexandria.

The seminar will officially get under way Feb. 27 when Dick Clark gives the keynote address from 9:00-9:45 a.m., after which Jerry Del Colliano of *Inside Radio* will make a half-hour presentation on "Hot Topics."

At 10:30 a.m., the all-important panel discussions begin with a two-hour presentation on "Competition." Moderated by Charlie Cook of KHJ/Los Angeles, the session features panelists Kent Burkhart, Burkhart, Abrahms & Assoc.; and Jhan Hiber, Hiber & Hart.

Following lunch and a special presentation by the Country Music Assn. (CMA), the panels resume with a look at "Country Lifestyle" by Rob Balon of Robert E. Balon & Assoc. of Austin.

Two panels will be in operation from 3:00-4:00 p.m. The first is a discussion of "Career Development — Yours & Theirs," with Bobby Craig, KPLX-FM/Arlington; Don Langford, KLAC/Los Angeles; and Ed Shane, KTRH/Houston. The second panel, "FCC & EEO," will feature Olive Graham, KOKE/Austin; Evelyn Keseg, Nationwide Communications; and Fred Pointer, an FCC specialist with Gordon, Foreman & Grouding; along with moderator Dave Gerard, WKSW-FM/Cleveland.

The 4:00-5:00 p.m. session will also be a bi-panel affair. The first session, "Radio —" (continued on page 27)

## Butler Leaves Tree As Staff Producer

NASHVILLE — Producer Larry Butler, who surprised the industry by joining the staff of Tree International here in November (*Cash Box* Nov. 14, 1981) left the company in mid-December under what Tree president Buddy Killen described as "amicable" circumstances.

"Larry and I are terrific friends, and he really wanted to try and help me out here," said Killen. "But, once he got here, I think the company was a little different from what he thought it was going to be. I tried to tell him he was just too big a producer, and he was digressing by making the move. There was an awful lot of details he had to deal with within the (corporate) structure, and I don't think Larry needs to be a structured person. He's a talented guy and a great producer, and he needs to be loose."

Killen added that Butler will continue to produce some acts for Tree Prods. and will remain signed as a songwriter with the company. He said that there were no plans to replace Butler, but added, "I'm not saying I won't continue bringing people in. If I find somebody I really believe in and can put into the structure here, well, I'm always looking for the right man."

Butler joined Tree in November as a senior vice president. At the same time, producer Eddie Kilroy also joined the staff as vice president of the newly reactivated Dial Prods. Kilroy will remain in his current capacity.

Butler was out of town and could not be reached for a comment. Since Meadowgreen Music, the gospel subsidiary of Tree, took over Butler's former offices, it is speculated he will most likely open his office in the SESAC building, which he owns.



**THE BIRTH OF A CAREER** — Celebrating 25 years in the music business, George Hamilton IV, John D. Loudermilk and Joe Tanner visited the Country Music Hall of Fame and Museum in Nashville, where the original manuscript for the song "Rose And A Baby Ruth" is displayed. The song, written by Loudermilk, performed by Hamilton and produced by Tanner, launched the careers of the three men. Pictured are (l-r): Hamilton, Loudermilk and Tanner.



# COUNTRY

## TOP 75 ALBUMS

	Weeks On 1/9 Chart		Weeks On 1/9 Chart
1 <b>FEELS SO RIGHT</b> ALABAMA (RCA AHL 1-3930)	1 43	40 <b>HABITS OLD AND NEW</b> HANK WILLIAMS, JR. (Elektra/Curb 6E-278)	47 2
2 <b>WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE)</b> WILLIE NELSON (Columbia KC2 37542)	2 17	41 <b>GREATEST HITS</b> ANNE MURRAY (Capitol SO-12110)	45 67
3 <b>BIG CITY</b> MERLE HAGGARD (Epic FE 37593)	3 11	42 <b>ELVIS PRESLEY'S GREATEST HITS VOL. 1</b> ELVIS PRESLEY (RCA AHL1 2347)	— 1
4 <b>THE PRESSURE IS ON</b> HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	4 19	43 <b>I LOVED 'EM ALL</b> T.G. SHEPPARD (Warner/Curb BSK-3528)	— 1
5 <b>FANCY FREE</b> OAK RIDGE BOYS (MCA-5209)	6 32	44 <b>TOWN &amp; COUNTRY</b> RAY PRICE (Dimension DL 5003)	40 18
6 <b>STILL THE SAME OLE ME</b> GEORGE JONES (Epic FE 37106)	7 7	45 <b>FRAGILE — HANDLE WITH CARE</b> CRISTY LANE (Liberty LT-51112)	43 13
7 <b>ESPECIALLY FOR YOU</b> DON WILLIAMS (MCA-5210)	14 26	46 <b>WAITIN' FOR THE SUN TO SHINE</b> RICKY SKAGGS (Epic FE 37193)	46 5
8 <b>GREATEST HITS</b> CHARLEY PRIDE (RCA AHL 1-4151)	9 12	47 <b>KEEP ON DANCIN' (COUNTRY STYLE SWING) VOL 1</b> NASHVILLE RHYTHM SECTION (Koala KOA 15001)	49 9
9 <b>THERE'S NO GETTIN' OVER ME</b> RONNIE MILSAP (RCA AHL 1-4060)	5 20	48 <b>I JUST CAME HOME TO COUNT THE MEMORIES</b> JOHN ANDERSON (Warner Bros. BSK 3599)	48 9
10 <b>JUICE</b> JUICE NEWTON (Capitol ST 12136)	10 44	49 <b>CARRYIN' ON THE FAMILY NAME</b> DAVID FRIZZELL & SHELLY WEST (Viva/Warner Bros. BSK-35555)	35 5
11 <b>LIVE</b> BARBARA MANDRELL (MCA-5243)	8 20	50 <b>GREATEST HITS</b> WAYLON JENNINGS (RCA AHL 1-3378)	44 142
12 <b>STEP BY STEP</b> EDDIE RABBITT (Elektra 5E-532)	12 21	51 <b>STARDUST</b> WILLIE NELSON (Columbia JC 35305)	51 185
13 <b>HOLLYWOOD, TENNESSEE</b> CRYSTAL GAYLE (Columbia FC 37438)	13 17	52 <b>LOVIN' HER WAS EASIER</b> TOM PALL & THE GLASER BROTHERS (Elektra 5E-542)	52 13
14 <b>CIMARRON</b> EMMYLOU HARRIS (Warner Bros. BSK 3603)	30 4	53 <b>YEARS AGO</b> STATLER BROTHERS (Mercury/PolyGram SRM-1-6002)	53 17
15 <b>BET YOUR HEART ON ME</b> JOHNNY LEE (Full Moon/Asylum 5E-541)	11 13	54 <b>CHRISTMAS AT GILLEY'S</b> MICKEY GILLEY (Epic FE 37595)	55 5
16 <b>CHRISTMAS</b> KENNY ROGERS (Liberty LOO-5115)	16 7	55 <b>THE BEST OF EDDIE RABBITT</b> EDDIE RABBITT (Elektra 6E-235)	56 55
17 <b>KENNY ROGERS GREATEST HITS</b> KENNY ROGERS (Liberty LOO 1072)	18 64	56 <b>ONE TO ONE</b> ED BRUCE (MCA-5188)	59 37
18 <b>MR. T</b> CONWAY TWITTY (MCA-5204)	19 28	57 <b>SOME DAYS ARE DIAMONDS</b> JOHN DENVER (RCA AFL 1-4055)	36 24
19 <b>MIDNIGHT CRAZY</b> MAC DAVIS (Casablanca/PolyGram NBLP 7257)	20 13	58 <b>TAKIN' IT EASY</b> LACY J. DALTON (Columbia FC 37327)	58 24
20 <b>FIRE &amp; SMOKE</b> EARL THOMAS CONLEY (RCA AHL 1-4135)	25 6	59 <b>ASK ANY WOMAN</b> CON HUNLEY (Warner Bros. BSK 3617)	62 6
21 <b>GREATEST HITS</b> JIM REEVES & PATSY CLINE (RCA AHL 1-4127)	37 7	60 <b>THE PURSUIT OF D.B. COOPER</b> ORIGINAL SOUNDTRACK (Polydor/PolyGram PD-1-6344)	60 3
22 <b>WITH LOVE</b> JOHN CONLEE (MCA-5213)	22 25	61 <b>SURROUND ME WITH LOVE</b> CHARLY MCCLAIN (Epic FE-37108)	61 34
23 <b>CHRISTMAS WISHES</b> ANNE MURRAY (Capitol SN 16232)	23 9	62 <b>MEL &amp; NANCY</b> MEL TILLIS & NANCY SINATRA (Elektra 5E-549)	66 9
24 <b>NOT GUILTY</b> LARRY GATLIN & THE GATLIN BROTHERS BAND (Columbia FC 37464)	15 14	63 <b>RODEO ROMEO</b> MOE BANDY (Columbia FC 37568)	50 8
25 <b>SHARE YOUR LOVE</b> KENNY ROGERS (Liberty LOO-1108)	17 37	64 <b>NOW OR NEVER</b> JOHN SCHNEIDER (Scott Bros./CBS ARZ 37400)	64 31
26 <b>HURRICANE</b> LEON EVERETTE (RCA AHL 1-4152)	34 6	65 <b>LIGHT OF THE STABLE</b> EMMYLOU HARRIS (Warner Bros. BSK3484)	65 3
27 <b>GREATEST HITS</b> OAK RIDGE BOYS (MCA-5150)	27 62	66 <b>FAMILY TRADITION</b> HANK WILLIAMS, JR. (Elektra/Curb 6E-194)	54 6
28 <b>I AM WHAT I AM</b> GEORGE JONES (Epic FE 36586)	24 68	67 <b>PRETTY PAPER</b> WILLIE NELSON (Columbia JC-36189)	67 3
29 <b>STRAIT COUNTRY</b> GEORGE STRAIT (MCA-5248)	29 14	68 <b>HORIZON</b> EDDIE RABBITT (Elektra 6E-276)	68 18
30 <b>I'M COUNTRYFIED</b> MEL McDANIEL (Capitol ST-12116)	28 45	69 <b>KING OF THE ROAD</b> BOXCAR WILLIE (Main Street SN73000)	57 7
31 <b>DESPERATE DREAMS</b> EDDY RAVEN (Elektra 5E-545)	32 11	70 <b>THE VERY BEST OF MEL TILLIS</b> MEL TILLIS (MCA-3274)	75 8
32 <b>GOOD TIME LOVIN' MAN</b> RONNIE McDOWELL (Epic FE 37399)	33 22	71 <b>LIVE</b> HOYT AXTON (Jeremiah JH5002)	71 35
33 <b>MY HOME'S IN ALABAMA</b> ALABAMA (RCA AHL 1-3644)	26 80	72 <b>RODNEY CROWELL</b> (Warner Bros. BSK 3587)	72 14
34 <b>YOU DON'T KNOW ME</b> MICKEY GILLEY (Epic FE-37416)	31 30	73 <b>HEART TO HEART</b> REBA McENTIRE (Mercury SRM1-6003)	63 5
35 <b>GREATEST HITS</b> RONNIE MILSAP (RCA AHL 1-3722)	21 63	74 <b>MORE GOOD 'UNS</b> JERRY CLOVER (MCA-5215)	74 21
36 <b>ROWDY</b> HANK WILLIAMS, JR. (Elektra/Curb 6E-330)	39 44	75 <b>LOOKIN' FOR LOVE</b> JOHNNY LEE (Full Moon/Asylum 6E-309)	69 13
37 <b>URBAN CHIPMUNK</b> THE CHIPMUNKS (RCA AFL-1-4027)	41 30		
38 <b>SEVEN YEAR ACHE</b> ROSANNE CASH (Columbia JC-36965)	38 43		
39 <b>HIGH TIME</b> DOTTIE WEST (Liberty LT 51114)	42 4		

# GET NEXT TO **Jessi Colter** **Ridin' Shotgun** "Holdin' On"

PRODUCED BY Randy Scruggs and Waylon Jennings





# CASH BOX TOP 100 COUNTRY

January 16, 1982

	Weeks On 1/9 Chart		Weeks On 1/9 Chart		Weeks On 1/9 Chart
<b>1</b> I WOULDN'T HAVE MISSED IT FOR THE WORLD RONNIE MILLSAP (RCA PB-12342)	3 11	<b>33</b> IF YOU'RE WAITING ON ME (YOU'RE BACKING UP) THE KENDALLS (Mercury/PolyGram 76131)	39 5	<b>66</b> SWEET YESTERDAY SYLVIA (RCA PB-13020)	1
<b>2</b> RED NECKIN' LOVE MAKIN' NIGHT CONWAY TWITTY (MCA-5119)	4 11	<b>34</b> SHE LEFT LOVE ALL OVER ME RAZZY BAILEY (RCA PB-13007)	45 4	<b>67</b> A GIRL LIKE YOU SONNY THROCKMORTON (MCA-51214)	70 5
<b>3</b> THE SWEETEST THING (I'VE EVER KNOWN) JUICE NEWTON (Capitol P-A-5046)	5 12	<b>35</b> THE VERY BEST IS YOU CHARLY MCCLAIN (Epic 14-02656)	47 4	<b>68</b> I DON'T WANT TO WANT YOU LOBO (Lobo 1)	74 4
<b>4</b> FOURTEEN CARAT MIND GENE WATSON (MCA-51183)	1 15	<b>36</b> PLAY SOMETHING WE CAN LOVE TO DIANA PFEIFER (Capitol P-A-5060)	37 7	<b>69</b> LIES ON YOUR LIPS CRISTY LANE (Liberty P-A-1443)	80 2
<b>5</b> LONELY NIGHTS MICKEY GILLEY (Epic 14-02578)	10 10	<b>37</b> THE WOMAN IN ME CRYSTAL GAYLE (Columbia 18-02523)	2 15	<b>70</b> YOU LOOK LIKE THE ONE I LOVE DEBORAH ALLEN (Capitol P-A-5080)	81 2
<b>6</b> HEADED FOR A HEARTACHE GARY MORRIS (Warner Bros. WBS 49829)	7 13	<b>38</b> WHERE THERE'S SMOKE, THERE'S FIRE R.C. BANNON & LOUISE MANDRELL (RCA PB-12353)	40 8	<b>71</b> ALL ROADS LEAD TO YOU STEVE WARINER (RCA PB-12307)	34 16
<b>7</b> BLAZE OF GLORY KENNY ROGERS (Liberty P-A-1441)	12 9	<b>39</b> ALL I'M MISSING IS YOU EDDY ARNOLD (RCA PB-13000)	43 6	<b>72</b> WHISKEY MADE ME STUMBLE (THE DEVIL MADE ME FALL) BILL ANDERSON (MCA-51204)	72 6
<b>8</b> YOU'RE MY BESTEST FRIEND MAC DAVIS (Casablanca/PolyGram 2341)	13 12	<b>40</b> WHEN YOU WERE BLUE AND I WAS GREEN KIN VASSY (Liberty P-A-1440)	49 5	<b>73</b> THE ROUND-UP SALOON BOBBY GOLDSBORO (Curb ZS 02583)	38 10
<b>9</b> YEARS AGO THE STATLER BROS. (Mercury/PolyGram 57059)	9 12	<b>41</b> TOO MANY HEARTS IN THE FIRE BOBBY SMITH (Liberty P-A-1439)	42 7	<b>74</b> DON'T EVER LEAVE ME AGAIN VERN GOSDIN (AMI 1302)	1
<b>10</b> LORD, I HOPE THIS DAY IS GOOD DON WILLIAMS (MCA-51207)	14 8	<b>42</b> LET'S GET TOGETHER AND CRY JOE STAMPLEY (Epic 14-02533)	46 6	<b>75</b> WHAT ARE WE DOIN' LONESOME LARRY GATLIN & THE GATLIN BROTHERS (Columbia 18-02522)	41 16
<b>11</b> HAVE YOU EVER BEEN LONELY (HAVE YOU EVER BEEN BLUE) JIM REEVES & PATSY CLINE (RCA PB-12346)	15 10	<b>43</b> WHEN A MAN LOVES A WOMAN JACK GRAYSON (Kosla KOS 340)	56 4	<b>76</b> STILL DOIN' TIME GEORGE JONES (Epic 14-02526)	51 15
<b>12</b> ONLY ONE YOU T.G. SHEPPARD (Warner/Curb WBS 49858)	17 9	<b>44</b> LOVE NEVER COMES EASY HELEN CORNELIUS (Elektra E-47237)	52 6	<b>77</b> ANOTHER SLEEPLESS NIGHT ANNE MURRAY (Capitol P-A-5083)	1
<b>13</b> WATCHIN' GIRLS GO BY RONNIE McDOWELL (Epic 14-02614)	18 9	<b>45</b> MIS'RY RIVER TERRI GIBBS (MCA-51225)	59 3	<b>78</b> BUT IT'S CHEATING THE FAMILY BROWN (RCA PB-13015)	1
<b>14</b> SOMEONE COULD LOSE A HEART TONIGHT EDDIE RABBITT (Elektra E-47239)	19 8	<b>46</b> LOVE WAS BORN RANDY BARLOW (Jamez J-45-002)	54 4	<b>79</b> DON'T CRY BABY RANDY PARTON (RCA PB-12351)	79 6
<b>15</b> IT TURNS ME INSIDE OUT LEE GREENWOOD (MCA-51159)	20 13	<b>47</b> GONNA TAKE MY ANGEL OUT TONIGHT RONNIE ROGERS (LifeSong LS-45094)	48 8	<b>80</b> A MARRIED MAN JUDY TAYLOR (Warner Bros. WBS 49859)	84 4
<b>16</b> TELL ME WHY EARL THOMAS CONLEY (RCA PB-12344)	16 13	<b>48</b> COTTON FIELDS CREEDENCE CLEARWATER REVIVAL (Fantasy S20)	50 6	<b>81</b> NO RELIEF IN SIGHT JERRY ALLISON & SWEET DESIRE (Stargem SG 2122)	82 3
<b>17</b> YOU'RE THE BEST BREAK THIS OLD HEART EVER HAD ED BRUCE (MCA-51210)	24 7	<b>49</b> I CAN'T SAY GOODBYE TO YOU TERRY GREGORY (Handshake WS9 02563)	55 6	<b>82</b> SOME DAY MY SHIP'S COMIN' IN JOE WATERS (New Colony NC-6812)	86 2
<b>18</b> SHINE WAYLON JENNINGS (RCA PB-12367)	23 8	<b>50</b> BIG CITY MERLE HAGGARD (Epic 14-02686)	1	<b>83</b> SAME OLD BOY (S.O.B.) GARY GENTRY (Elektra E-47238)	85 5
<b>19</b> I JUST CAME HOME TO COUNT THE MEMORIES JOHN ANDERSON (Warner Bros. WBS 49850)	25 9	<b>51</b> EVERYBODY MAKES MISTAKES LACY J. DALTON (Columbia 18-02637)	61 4	<b>84</b> GUILTY EYES BANDANA (Warner Bros. WBS 49872)	90 3
<b>20</b> WHO DO YOU KNOW IN CALIFORNIA EDDY RAVEN (Elektra E-47216)	21 13	<b>52</b> YOU'RE MY FAVORITE STAR BELLAMY BROTHERS (Warner/Curb WBS 49815)	6 14	<b>85</b> BET YOUR HEART ON ME JOHNNY LEE (Full Moon/Asylum E-47215)	53 13
<b>21</b> IT'S HIGH TIME DOTTIE WEST (Liberty P-A-1436)	22 11	<b>53</b> OKLAHOMA CRUDE THE CORBIN/HANNER BAND (Alfa ALF-7010)	57 6	<b>86</b> A WOMAN LIKE YOU O'ROARK BROTHERS (Comstock COM 1672)	88 3
<b>22</b> MIDNIGHT RODEO LEON EVERETTE (RCA PB-12355)	26 9	<b>54</b> NO RELIEF IN SIGHT CON HUNLEY (Warner Bros. WBS 49887)	65 3	<b>87</b> I'M JUST THE LEAVIN' KIND MICHAEL MEYERS (MBP 1980)	95 2
<b>23</b> ONLY YOU (AND YOU ALONE) REBA MCKENTIRE (Mercury 57062)	28 8	<b>55</b> IF SOMETHING SHOULD COME BETWEEN US (LET IT BE LOVE) BURRITO BROTHERS (Curb ZS 502461)	69 5	<b>88</b> MISTER GARFIELD MERLE KILGORE & FRIENDS (Elektra E-47252)	96 2
<b>24</b> DIAMONDS IN THE STARS RAY PRICE (Dimension DS-1024)	29 9	<b>56</b> INNOCENT LIES SONNY JAMES (Dimension DS-1026)	71 4	<b>89</b> LADY LAY DOWN (LAY DOWN ON MY PILLOW) GARY GOODNIGHT (Door Knob DK81-169)	91 2
<b>25</b> IT'S WHO YOU LOVE KIERAN KANE (Elektra E-47228)	27 10	<b>57</b> HEARTS (OUR HEARTS) SUSIE ALLANSON (Liberty P-A-1422)	58 6	<b>90</b> HEARTACHES OF A FOOL WILLIE NELSON (Columbia 18-02558)	60 9
<b>26</b> PREACHING UP A STORM MEL McDANIEL (Capitol P-A-5059)	31 9	<b>58</b> PLAY ME OR TRADE ME MEL TILLIS & NANCY SINATRA (Elektra E-47247)	75 3	<b>91</b> RUNNING ON LOVE DON KING (Epic 14-02674)	1
<b>27</b> MOUNTAIN OF LOVE CHARLEY PRIDE (RCA PB-13014)	36 3	<b>59</b> LOVE IN THE FIRST DEGREE ALABAMA (RCA PB-12288)	8 12	<b>92</b> THE REVEREND MR. BLACK JOHNNY CASH (Columbia 18-02669)	1
<b>28</b> WILD TURKEY LACY J. DALTON (Columbia 18-02637)	30 6	<b>60</b> CHEROKEE COUNTRY SOLID GOLD BAND (NSD-110)	63 7	<b>93</b> LAY BACK DOWN AND LOVE ME RICH LANDERS (AMI 1301)	1
<b>29</b> DO ME WITH LOVE JANIE FRICKE (Columbia 18-02644)	35 5	<b>61</b> RODEO ROMEO MOE BANDY (Columbia 18-02532)	11 13	<b>94</b> I SEE AN ANGEL EVERY DAY BILLY PARKER (Soundwaves NSD/SW4659)	94 3
<b>30</b> STUCK RIGHT IN THE MIDDLE OF YOUR LOVE BILLY SWAN (Epic 14-02601)	32 7	<b>62</b> IT'S NOT THE SAME OLD YOU JOHNNY RODRIGUEZ (Columbia 14-02638)	62 6	<b>95</b> SING ME A SONG REEL PEOPLE (Marbil MR 8102)	97 2
<b>31</b> LADY LAY DOWN TOM JONES (Mercury/PolyGram 76125)	33 8	<b>63</b> DON'T LEAD ME ON WYVON ALEXANDER (Gervasi S.P. 671)	67 6	<b>96</b> SLOW TEXAS DANCING DONNA HAZARD (Excessior SIS 1020)	98 2
<b>32</b> BLUE MOON WITH HEARTACHE ROSANNE CASH (Columbia 18-02659)	44 4	<b>64</b> CASCADE MOUNTAIN MEMORIES WICKLINE (Cascade Mountain C/MR 2425A)	68 5	<b>97</b> AIN'T NOBODY GONNA GET MY BODY BUT YOU DEL REEVES (Kosla KOS-339)	1
		<b>65</b> TENNESSEE ROSE EMMYLOU HARRIS (Warner Bros. WBS 49892)	1	<b>98</b> DROPPING OUT OF SIGHT BOBBY BARE (Columbia 18-02577)	64 10
				<b>99</b> FAMILY MAN WRIGHT BROTHERS (Warner Bros. WBS 49837)	66 11
				<b>100</b> HAPPY LOVE SONGS NOEL (Super Productions 667)	76 6

## ALPHABETICAL TOP 100 COUNTRY SINGLES (INCLUDING PUBLISHERS AND LICENSEES)

A Girl Like You (Buzz Cason/Young World — ASCAP/BMI) .....	67	Have You Ever (Shapiro, Bernstein — ASCAP) .....	11	Love In The First Degree (House of Gold — BMI) ..	59	Stuck Right (Southern Nights — ASCAP) .....	30
A Married Man (Tree Pub. — BMI) .....	80	Headed For A (New Albany-BMI/Hoosier — ASCAP) ..	6	Love Never Comes Easy (Southern Nights — ASCAP)44		Sweet Yesterday (Tom Collins — BMI) .....	66
A Woman Like You (Gold Line/Curtis Young —		Heartaches Of A Fool (Tree/Pardner — BMI) .....	90	Love Was Born (Freder Music Co. — BMI) .....	46	Tell Me Why (Blue Moon/Easy Listening/April —	
ASCAP) .....	86	Hearts (Tree/Duchess (MCA/Posey — BMI) .....	57	Midnight Rodeo (Denny — ASCAP) .....	22	ASCAP) .....	16
Ain't Nobody (United Artists — ASCAP) .....	97	I Can't Say (Al Gallico — BMI) .....	49	Mis'ry River (Chiplin — ASCAP) .....	45	Tennessee Rose (Warner-Tamerlane/Babbling Brooks	
All I'm Missing (Bibo c/o Welk Music — ASCAP) ..	39	I Don't Want (Guyasuta — BMI) .....	65	Mister Garfield (Rightsong — BMI) .....	88	— BMI/Drunk Monkey — ASCAP) .....	65
All Roads Lead To You (Hall-Clement/Welk — BMI) 71		I Just (Contemtion — SESAC) .....	19	Mountain Of Love (Morris (Adm. by Unichappell) —		The Reverend Mr. Black (U.S. Songs/Bexhill/Jac/Blue	
Another Sleepless Night (Chappell — ASCAP) .....	77	I See An Angel (HitKit — BMI) .....	94	BMI) .....	27	Seas Inc. — ASCAP) .....	92
Bet Your Heart On Me (April/Widmont — ASCAP) ..	85	I Wouldn't Have (Hall-Clement/Welk — BMI/Jack &		No Relief (Chappell — ASCAP) .....	54	The Round-Up Saloon (House of Gold — BMI) .....	73
Big City (Shade Tree — BMI) .....	50	Bill/Welk — ASCAP) .....	1	No Relief (Chappell — ASCAP) .....	81	The Sweetest Thing (Sterling/Addison Street —	
Blaze Of Glory (House Of Gold — BMI) .....	7	If Something Should (Atlantic — BMI) .....	55	Oklahoma Crude (Sabal — ASCAP) .....	53	ASCAP) .....	3
Blue Moon (Hotwire/Atlantic — BMI) .....	32	If You're (Hall-Clement c/o Welk Music — BMI) ..	33	Only One You (Cross Keys — ASCAP/Tree — BMI) 12		The Very Best (Aoudad — ASCAP/box — BMI) ..	85
But It's Cheating (Terrace — ASCAP) .....	78	I'm Just The Leavin' Kind (Mike Borchetta/ATV —		Only You (TRO-Hoils — BMI) .....	23	The Woman In Me (O.A.S. — ASCAP) .....	37
Cascade Mountain Memories (Cascade Mtn. —		BMI) .....	87	Play Me Or Trade Me (Prater — ASCAP) .....	56	Too Many Hearts (House Of Gold — BMI) .....	41
ASCAP) .....	64	Innocent Lies (Marson — BMI) .....	56	Preaching Up (Strawberry Patch — ASCAP) .....	36	Watchin' Girls (Tree/Strawberry Lane — BMI) .....	13
Cherokee Country (Trail Of Tears — BMI) .....	60	It Turns Me (Duchess-MCA/Red Angus — BMI) ..	15	Preaching Up (Blackwood/Magic Castle — BMI) ..	26	What Are We Doin' (Larry Gatlin — BMI) .....	75
Cotton Fields (TRO-Folkways — BMI) .....	48	It's High Time (Welbeck/Blue Quill/Random Notes —		Red Neckin' (Blue Lake/Warner-Tamerlane/Face the		When A Man Loves (Cotillion/Gulnzy — BMI) ..	43
Diamonds In The Stars (Almarie — BMI) .....	24	ASCAP) .....	21	Music/Blue Lake/Plum Creek — BMI) .....	2	When You Were (Blue Moon/Easy Listening —	
Do Me With (Jack & Bill c/o Welk Music — ASCAP) 29		It's Not The (WB Tanager/Face The Music/Irving/B-		Rodeo Romeo (Baray — BMI) .....	61	ASCAP) .....	40
Don't Cry Baby (Closed Door — ASCAP c/o Castle Hill/		Buchanan-Kerr — BMI) .....	62	Running On Love (Blackwood — BMI) .....	91	Where's There's Smoke (Hall-Clement) .....	35
April Music — ASCAP) .....	79	It's Who You (Cross Keys/Chappell — ASCAP) ..	25	Same Old Boy (Elektra/Asylum/Troll — BMI) .....	83	Whiskey Made Me (Boquillas Canyon/Atlantic —	
Don't Ever Leave Me Again (Blue Lake — BMI) ..	74	Lady Lay Down (Tree/Cross Keys — BMI/ASCAP) ..	31	She Left Love (House of Gold — BMI) .....	34	BMI) .....	72
Don't Lead Me On (Gervasi — BMI) .....	63	Lady, Lay Down (Door Knob — BMI) .....	89	Shine (Waylon Jennings — BMI) .....	18	Who Do You Know (Milene — ASCAP) .....	20
Dropping Out (Unichappell/Morris — BMI) .....	98	Lay Back Down (Nub-Pub/Washington Girl/Bagdad		Sing Me A Song (Bent Tree — BMI) .....	95	Wild Turkey (Song Biz — BMI) .....	26
Everybody Makes Mistakes (Algee Music — BMI) ..	51	Music — ASCAP) .....	93	Slow Texas Dancin' (Captar — ASCAP) .....	96	Years Ago (American Cowboy — BMI) .....	9
Family Man (Tree — BMI) .....	99	Let's Get Together (Honeytree/Tellum — ASCAP) ..	42	Some Day My Ship's Comin' In (Lantern Light — BMI) 82		You Look Like (Duchess (MCA/Posey/Unichappell/-	
Fourteen Carat Mind (Acuff-Rose — BMI) .....	4	Lies On Your Lips (Cristy Lane/New Albany — BMI) 69		Someone Could Lose (Briarpatch/DebDave — BMI) 14		VanHoy — BMI) .....	70
Gonna Take (Sister John/Sugar Plum/New Keys —		Lonely Nights (Blackwood — BMI) .....	5	Still Doin' Time (Cedarwood — BMI) .....	76	You're My Bestest Friend (Songpainter — BMI) ..	8
BMI) .....	47	Lord, I Hope (Sabal — ASCAP) .....	10			You're My Favorite (Famous/Bellamy Brothers —	
Guilty Eyes (New Albany — BMI/Hoosier — ASCAP)84						ASCAP) .....	52
Happy Love Songs (Sir Dale/Foxhall — ASCAP) ..	100					You're The Best Break (Bibo/Vogue (Welk Music) —	
						ASCAP/BMI) .....	17



= Exceptionally heavy radio activity this week



= Exceptionally heavy sales activity this week



***THE SINGLE RESOLUTION!***

**SYLVIA**



***"Sweet Yesterday" BB 70\* CB 66\* RW 64\****

PB 13020

**RAY**

**STEVENS**



***"Written Down In My Heart" JUST SHIPPING***

PB 13038

**RC**

**BANNON**



***"Til Something Better Comes Along" JUST SHIPPING***

PB 13029

***Now that's starting the year off right!***

**RCB**





# COUNTRY

## SINGLES REVIEWS

### NEW AND DEVELOPING ARTISTS



**ANNE MARIE AND COMPANY** (LS Records L.S. 186)

**I'd Rather Lie Awake With You** (2:47) (Cristy Lane Music — ASCAP) (B. Buker) (Producers: R.A. Jenkins, K. Christensen)

Thus far, Anne Marie is known for her work with Cristy Lane. But with this single, she is stepping front and center with a tender, country/MOR number that should help establish her as a noted performer in her own right. Country radio should put this one right on the turntable and check audience response.

## HITS OUT OF THE BOX

**HANK WILLIAMS, JR.** (Elektra/Curb E-47257)

**A Country Boy Can Survive** (4:13) (Bocephus Music — BMI) (H. Williams, Jr.) (Producer: J. Bowen)

**OAK RIDGE BOYS** (MCA MCA-51231)

**Bobbie Sue** (2:49) (House Of Gold Music — BMI/Bobby Goldsboro Music — ASCAP) (D. Tyler, A. Tyler, W. Newton) (Producer: R. Chancey)

**JOHNNY LEE** (Full Moon/Asylum E-47301)

**Be There For Me Baby** (2:43) (Chappell Music/Intersong Music — ASCAP) (C. Black, T. Rocco) (Producer: J.E. Norman)

## FEATURE PICKS

**LORETTA LYNN** (MCA-51226)

**I Lie** (3:03) (Coal Miners Music, Inc. — BMI) (T.W. Damphier) (Producer: O. Bradley)

**RAY STEVENS** (RCA PB-13038)

**Written Down In My Heart** (3:04) (Grand Avenue Music — ASCAP) (W.T. Davidson) (Producers: B. Montgomery, R. Stevens)

**RICKY SKAGGS** (Epic 14-02692)

**Crying My Heart Out Over You** (2:58) (Cedarwood Pub. Co., Inc. — BMI) (C. Butler, L. Cerrtain, G. Stacey, M. Wilkin) (Producer: R. Skaggs)

**PETULA CLARK** (Scotti Bros. ZS5 02676)

**Natural Love** (3:24) (Flowering Stone Music — ASCAP/Holey Moley Music — BMI) (J. Harrington, J. Pennig, K. Epsy, P. Gernhardt) (Producer: T. Scotti)

**MICHAEL BALLEW** (Liberty P-A-1447)

**Pretending Fool** (2:31) (Black Mountain Road Music/Worthmore Music — BMI) (J. English, M. Ballew) (Producer: J. English)

**LARRY QUINTEN** (Door Knob DK 81-171)

**Things I Did Yesterday** (3:02) (Lake Country Music — BMI) (L. Wooldridge) (Producer: not listed)

**THE THRASHER BROTHERS** (MCA MCA-51227)

**Best of Friends** (3:01) (Duchess Music Corp. — BMI) (L. Creed, B. DeVorzon) (Producer: J. Foglesong)

**DICKEY LEE** (Mercury 76129)

**Everybody Loves A Winner** (3:59) (Hall-Clement Pub. c/o Welk Music Group — BMI) (B. McDill) (Producer: J. Kennedy)

**ART ESSERY** (NSD-120)

**I'll Be There To Catch You** (2:40) (Blue Lake Music — BMI/King Coal Music — ASCAP) (R. Jones, M. Johnson) (Producer: R.J. Jones)

**TOM CARLILE** (Door Knob DK81-172)

**Feel** (2:48) (Opa-Locka Music — ASCAP) (T. Carlile) (Producer: G. Kennedy)

**CINDY HURT** (Churchill CR 7780)

**Don't Come Knockin** (2:45) (Cedarwood Publ. — BMI) (M.P. Heeney, F. Matan) (Producer: J.B. Barnhill)

**BENNY GRIFFITH** (Soundwaves NSD/SW 4662)

**Life Of A Fool** (3:27) (Sun Belt Music Co. — ASCAP) (B. Griffith) (Producer: C. McCoy)

## ALBUM REVIEWS

**THE TOM CARLILE FEEL** — Door Knob DK LPS 81-1006 — Producer: Gene Kennedy — List: 8.98

Newcomer Tom Carlile is a developing master of the story song, a type so popular within the country idiom. Carlile is also an accomplished songwriter, as demonstrated by the 10 songs he composed for the album. Vocally, he has the strength of a Ronnie McDowell when he does his more upbeat numbers, but when he goes into the storyteller role, he's more reminiscent of Kenny Rogers, who himself scored so well with story songs like "The Gambler" and "Coward Of The County."



## THE COUNTRY COLUMN

**CONTEST NEWS** — The LeGardes have been signed by Wrangler Country Starsearch to emcee all of the State Final shows throughout the United States, which will begin in February and culminate with the televised national finals in Nashville in April. The winner of the competition, as you may know, receives \$50,000 and recording and booking contracts. Second and third place contestants receive \$15,000 and \$10,000, respectively. Nearly 300 radio stations throughout the country are currently participating in the contest on the regional level. The identical twins have long been a favorite in Australia and recently released an album that features the best of both Australian and American country music. It's called "Down Under Country."

**REAL PEOPLE** — Skip Stevenson, co-host of the NBC-TV *Real People* show, is headed for Nashville to try his hand at country. And he seems to be starting right at the top by cutting some Bob Morrison-penned tunes. John MacRae of Combine will be producing the sessions at Combine's Rat Hole studio. No record deal right now, but as soon as the demos are completed, they will begin shopping around.

**ALBRIGHT'S ALL RIGHT** — Producer Richie Albright has fully recovered from his accident of a few months ago when his arms were badly burned. He is back in the studio producing sessions on artists Billy Joe Shaver and Marcia Beverly. They are using the Castle Studio in Franklin, Tenn.

**NEW OAKS SINGLE** — The Oak Ridge Boys latest single, "Bobbie Sue," may do the same thing for the foursome that their #1 pop and country single, "Elvira" did — go to #1 on both lists. It has the same refreshing country cum rock sound and, of course, Richard Sterban's booming vocals, which were always a high point when the group performed the song in concert. Keep an eye on it.

**FARM LIFE** — For the first time in their career, David and Howard Bellamy, aka the Bellamy Brothers, are recording their next album on their farm in Dade City, Fla. The



group is now signed with Elektra/Curb. **NASHVILLE ALIVE** — Cindy Hurt, Riders in the Sky, Keith Stegall and Ronnie McDowell recently joined Faron Young on the *Nashville Alive* syndicated television show Jan. 2.

**GIMBEL'S WHITE SALE** — In-store appearances are a common practice by artists. But, an in-store for a department store's white sales is a little out of the ordinary. Razy Bailey recently made such an in-store appearance at Gimbel's in New York for its annual white sale, this year dubbed a "Country White Sale." The promotion was held in conjunction with WKHK Radio and, despite flash flood warnings, was, by many accounts, an overwhelming success. Bailey's fourth RCA album, "Feelin Right," not to be confused with

Alabama's "Feels So Right," will be released this month. And speaking of "Feels So Right," it is now double platinum. Congratulations to the group.

**PM ON A DAY IN THE LIFE OF** — *PM Magazine* recently filmed a segment on the day in the life of a background singer in Nashville and followed singer Lea Jane Bernati and her group through a day of sessions. *PM's* Nashville co-host, Jon Burnett, conducted the interview with the singers. The segment, which includes a stop at Nashville's Woodland Studios, is scheduled to air Jan. 11.

**IN THE STUDIO** — Sound Emporium in Nashville saw quite a bit of activity recently with Boxcar Wille and Penny DeHaven recording a duet. It's titled "These Are The Memories" and was produced by Boxcar's producer, Jim Martin, with Harold Lee engineering. The song will be on Boxcar's next album for Main Street, according to a lease agreement with Column 1. Capitol Records will handle distribution. Also in Sound Emporium recently, producer Ed Penney was working on a third MCA album with Terri Gibbs and also a country/pop single for Jerry Dycke and Churchill Records. Jim Williamson engineered both sessions. Comstock artist Debbie Martin was also in the studio with producer Patty Parker and engineer Williamson. . . . At Randy's Roost in Nashville recently were several mastering projects, including Alabama's upcoming RCA album, "Mountain Music," produced by Harold Shedd. Additionally, the studio mastered the Eddie Kilroy-produced duet between Dean Dillon and Gary Stewart, titled "Brotherly Love," a single release also on RCA. And finally, the studio has completed mastering Cristy Lane's gospel album, "One Day At A Time," a shortened version of the TV package. This will be released on EMI/Liberty.

**COSTELLO'S ATTRACTION** — Elvis Costello's recent appearance at the Opry House went over quite well, including his country set. Although from the looks of the crowd it was obvious no one had come expecting a cowboy hat and checkered shirt with bandana performance, the audience, made up primarily of 18 and 19-year-olds, seemed to appreciate Costello's country croonings. So far, his single, "A Good Year For The Roses," isn't burning up the country or pop charts, but we bet if radio would give it a chance, its audience would like Costello's style. While on the subject of the concert, we'd like to compliment hall security for sizing up a situation and reacting wisely to it. They have probably never before been confronted with an audience of this nature — audiences attending the Grand Ole Opry are a little more reserved than those attending a Costello concert. We wondered if perhaps the fans rushing the stage just to dance and get a little closer to their idol might damage the chance of future rock concerts in the hallowed country auditorium. A representative of Sound Seventy in Nashville, the company that promoted the concert, says there has been no negative feedback from Opry officials and that rock concerts will most likely continue as usual at the Opry House. Good news for those who enjoy the excellent acoustics of the hall.

**CONGRATULATIONS** — This week our congratulations go to Cindy and Wayne "Skinny" Smith on the birth of their nine pound, 14 ounce son, Logan Hayes, who was born Jan. 5 at Baptist Hospital in Nashville. Pop is stage manager for the Charlie Daniels Band.

**CONDOLENCES** — Our deepest condolences go to the family and friends of Christopher Jackson Deal, better known to his many friends as Flash. A noted drummer, Deal died Jan. 6 at Anderson Hospital in Houston, Texas, following a long bout with leukemia. He was 29.

jennifer bohler



# COUNTRY RADIO

## THE COUNTRY MIKE

**CASH BOX ADDS 10 REPORTING STATIONS** — Effective Jan. 4, **Cash Box** added 10 new reporting stations to the panel that provides research information for the **Cash Box** Top 100 Country singles chart. Included among newcomers are **WWW-FM/Detroit**, **WDGY/Minneapolis**, **WTOD/Toledo**, **KBRQ/Denver**, **WYNK/Baton Rouge**, **WNOE/New Orleans**, **KWKH/Shreveport**, **WJQS/Jackson**, **WESC/Greenville** and **WJRB/Nashville**.

**PROGRAMMER PROFILE** — Pam Green began acting as assistant music director for **WHN/New York** in 1974, one year after the station adopted its current country format. Green was eventually made music director for the country mainstay, a position she still maintains. A native of Murfreesboro, just 30 miles southeast of Nashville, Green initially developed an interest in the stage and left home for Columbia, Mo., where she earned a bachelor's degree in theater at Stephens College. While in school, she was active in summer stock, appearing in productions during summer vacations in Lake Okoboji, Iowa. Upon graduation, Green moved to the Big Apple, where she knew absolutely no one. She quickly established herself, however, gaining a position with CBS Network News, but, when she discovered the job didn't suit her personality, she left the post for an association with the Miss Universe/Miss USA pageant.

She then worked her way to **WHN**, and when **Ed Salamon** vacated his PD post in 1981 to form United Stations, Green was left with the unenviable task of assuming the role of PD/MD at the large market outlet for some 3½ months until **Dene Hallam** of **WWW-FM/Detroit** was named to fill the void. Green has also acted as associate producer on four Mutual Broadcasting specials.

**WKHK GIVES AWAY \$100,000; KEEPS COUNTRY FORMAT** — **WKHK-FM/New York** has devised a promotional scheme (no doubt to capitalize on the Arbitron survey) to give away as much as \$100,000. According to music director **John Brejot**, sometime before Feb. 28, the station will play, in order, "The Gambler" by **Kenny Rogers**, "Some Days Are Diamonds (Some Days Are Stone)" by **John Denver**, "Sleeping With The Radio On" by **Charly McClain** and "New York Town" by **Johnny Paycheck**. When the sequence occurs, the 106th listener to call in and acknowledge the quartet of records will win \$50,000. Additionally, if the winner has a KIK Country Club card, he or she will receive a \$50,000 bonus. The station had announced that listeners should tune in during the morning of Jan. 6 to find out what was happening to the station's music, and many industry insiders speculated a return to the jazz format the station abandoned 1½ years ago when it was known as **WVRV**. Sorry, guys. Brejot also notes that the station installed four additional phone lines to handle anticipated reaction to the contest, and, immediately after the announcement of the promotion, the lines were jammed for 2½ hours with listeners calling for KIK Country Club cards.

**PERSONNEL SHAKE-UP AT KFH** — Jessica James, music director at **KFH/Wichita**, has left that station to handle the MD chores and the afternoon drive shift at **WRJZ/Knoxville**, a station that just adopted a country format approximately three months ago. James assumed her new post with the 5,000-watt AM outlet Jan. 11. Replacing the "Lady Outlaw" at **KFH** is **Don Walton**, who recently left crosstown rival **KFDI** after 16½ years with that station. Both James and Walton indicate that their new employers made offers they "couldn't resist."

**KNOXVILLE STATION ABANDONS COUNTRY** — Just as James assumes the new role at **WRJZ**, **WIVK-AM/Knoxville**, a 50,000-watt daytime tower, has given up its country format to assume an adult/contemporary sound, according to the station's music director, **Dan Bell**. Bell adds that the station, under the direction of operations manager/program director **Mike Hammond** and owner **Bobby Denton**, will program "nothing but the hits." **WIVK-FM** will retain its country format.

**ADDRESS CHANGE** — Effective Jan. 1, **KFRM/Salina, Kan.** program director, **Abram Burnett** may be reached at **KFRM-AM**, P.O. Box 1875, Salina, Kan. 67401. The telephone number is (913) 825-4611.

**GATLIN KICKS OFF RKO COUNTDOWN** — Larry Gatlin hosted the premiere of **RKO Radioshows'** weekly *Country Star Countdown* Jan. 10. A different host will narrate the countdown of the top records each week in the three-hour program. Produced by **RKO**, **Kenny Rogers'** **NKR Productions**, and executive producer **Harvey Mednick**, the countdown includes regular features such as *Starset*, two or three songs by a selected artist; *Country Music Jukebox*, the favorite songs of the week's guest host; *The Roots Of Country Music*, a flash to the history of country music; *Up & Comin' Country*, a glance at hits of the future; *Number One Then*, previous #1 records; and *Country Quiz*.

country mike

## PROGRAMMERS PICKS

Dale Elchor	KWMT/Fort Dodge	Chattanooga City Limit Sign — Johnny Cash — Columbia
Buddy Covington	KNUZ/Houston	Another Sleepless Night — Anne Murray — Capitol
Ron Norwood	KMPS/Seattle	Big City — Merle Haggard — Epic
Reggie Neal	WXBQ/Bristol	Tennessee Rose — Emmylou Harris — Warner Bros.
Walt Barcus	WDSD/Dover	Crying My Heart Out Over You — Ricky Skaggs — Epic
Rick Stewart	KRAK/Sacramento	Tennessee Rose — Emmylou Harris — Warner Bros.
Tim Rowe	WMNI/Columbus	Lies On Your Lips — Cristy Lane — Liberty
Coyote Calhoun	WAMZ/Louisville	Now I Lay Me Down To Cheat — David Allan Coe — Columbia
Gary West	WELA/East Liverpool	Best Of Friends — Thrasher Brothers — MCA

## MOST ADDED COUNTRY SINGLES

1. BIG CITY — MERLE HAGGARD — EPIC — 31 ADDS.
2. TENNESSEE ROSE — EMMYLOU HARRIS — WARNER BROS. — 24 ADDS.
3. SWEET YESTERDAY — SYLVIA — RCA — 23 ADDS.
4. DON'T EVER LEAVE ME AGAIN — VERN GOSDIN — AMI — 17 ADDS.
5. ANOTHER SLEEPLESS NIGHT — ANNE MURRAY — CAPITOL — 15 ADDS.

## MOST ACTIVE COUNTRY SINGLES

1. MOUNTAIN OF LOVE — CHARLEY PRIDE — RCA — 40 REPORTS.
2. DO ME WITH LOVE — JANIE FRICKE — COLUMBIA — 30 REPORTS.
3. BLUE MOON WITH A HEARTACHE — ROSANNE CASH — COLUMBIA — 29 REPORTS.
4. IF YOU'RE WAITING ON ME (YOU'RE BACKING UP) — KENDALLS — MERCURY — 29 REPORTS.
5. SHE LEFT LOVE ALL OVER ME — RAZZY BAILEY — RCA — 27 REPORTS.

## Radio Seminar Sets Agenda For 13th Annual Convention

(continued from page 22)

Records — Trades," is under the guidance of moderators Paul O'Brien, **WUBE-FM/Cincinnati**; and Pete Porter, **WQYK-FM/St. Petersburg**. Also included on the staff will be Gene Hughes, Gene Hughes Promotions; Jack Lameier, Columbia Records; Frank Leffel, Phonogram Records; Tim Stichnoth, **Cash Box**; Erv Woolsey, MCA Records; Ron Einy, **Billboard**; Bill Gavin, *Gavin Report*; Carolyn Parks, *Radio & Records*; and Marie Ratliff, *Record World*. The second session will be a presentation by Mike Kirtner of **WTCR/Huntington, N.Y.** on "Selling Country Radio For Results In Good Times And Bad."

A panel discussion concerning "Computers For All Applications" will run from 6:00-8:00 p.m., moderated by Mike Carta of **WIL/St. Louis**. Additional panelists include Andrew Economus, Radio Computing Services; Bill Gambill, **WSUN/Tampa-St. Petersburg**; Jay Phillips, **WMAQ/Chicago**; and Phil Robbins, **WYTL/Oshkosh**. A freeform discussion will ensue at 8:00 p.m. led by Ron Norwood of **KMPS/Seattle**.

A one-hour earlybird "Agribusiness Session" at 8:00 a.m. kicks off the lineup for Feb. 28 with moderator Bill Figenshu of **Viacom** and panelists Elmer Dapron, **Mutual Radio Network**; Charles Might, **National Assn. of Farm Broadcasters**; and Walt Shaw, **KRAK/Sacramento**. The keynote address Feb. 28 by Don Imus of

**WNBC/New York** follows the earlybird gathering. Imus will speak on "Personality In Radio."

From 10:00-11:00 a.m. Fred Pryor of **Fred Pryor Seminars Inc.** will discuss "People Management & Motivation," and that session will be followed with "Building It & Building On It" from 11:00 a.m.-12:30 p.m. The topic is scheduled to be run by Carol Parker of **WMZQ/Washington, D.C.** and Joel Raab of **WHK/Cleveland**.

Following lunch, a half-hour session covering "Advertising & Promotion" kicks off the afternoon schedule. Erica Farber of **McGavren-Guild** will lead a panel that includes Bob Gold, **WPOR/Portland**; Rik Rogers, **WPLO/Atlanta**; and Tom Wynn, **KFGO/Fargo**.

From 3:00-4:00 p.m., two concurrent sessions have been scheduled. Charle Cook, **KHJ/Los Angeles**, and Bill Moyes, **The Research Group**, will discuss "Programming Research" and Kim Pyle, **WTQR-FM/Winston-Salem**, will discuss "The Greatest Sales Ideas of the Year."

The final session, a free clinic with country radio specialists entitled "The Radio Doctor," will be moderated by Jim Ray of **KOKE/Austin**. Bob and Zonnya Harrington, a couple that bills itself as "America's Most Exciting Inspirational and Motivational Team," will present closing remarks for the two-day affair at 5:00 p.m. The banquet and new faces show will end the seminar at 8:00 p.m.



**WHERE THERE'S SMOKE** — Los Angeles area country radio stations and RCA Records representatives recently visited RCA artists Louise Mandrell and R.C. Bannon on the set of the Barbara Mandrell and the Mandrell Sisters television show. RCA reps Jeffrey Naumann (back row, far left) and Carson Schreiber (back row, far right) are dressed in fireman clothing to tie in with the duo's current single, "Where There's Smoke There's Fire," the first release from their upcoming album, "Me And My RC," due for release this month. Pictured in the front row are (l-r): Cathy Hahn, **KLAC MD**; Rudy Uribe, **KLAC assistant PD**; Mandrell; Bannon; Denise Galvin, **KZLA MD**; and Don Langford, **KLAC PD**. Pictured standing are (l-r): Naumann, **RCA field promotion**; Lon Helton, **KHJ assistant PD**; John Dzima, **KIKF-FM MD**; and Schreiber, **RCA regional country promotion**.



# BLACK CONTEMPORARY



**SYREETA STOP** — Motown recording artist Syreeta recently visited station KJLH-FM/Los Angeles to thank the station for the support given to her latest album and single, "Quick Slick." Pictured are (l-r): Troy Meechan, local promotion, Pickwick Distributors; Jesus Garber, western regional promotion, Motown; Louise Foster, disc jockey with the station; Syreeta; and Lawrence Tanter, program director, KJLH.

## THE RHYTHM SECTION

**MANIFESTING DESTINY** — With the economy moving slower than a fat man's circulation while he walks through the frozen tundra, why does any one want to start a new business? With most people spending their previously "disposable" or "descretionary" income on essential things like food, rent and the pursuit of utilities, why would anyone want to start a new record label, bringing primarily new artists to the marketplace. If industry stalwart **Arnie Orleans** were asked such questions he would probably say that confidence in a diverse professional acumen can prompt one to take all kinds of chances. Orleans, who now heads such a group of pros, known as **Destiny Records**, is also confident that his six-month old record label will manage to survive the economic winter without frostbite. Orleans explained to **Cash Box** recently that the goal of the label is to provide a sound menu featuring good music from all genres and that it's initial thrust will be in the black music marketplace because "it's more consistent than other segments of the industry." While he stressed that **Destiny's** "doors are open to anything and anybody," he maintained that the emphasis would be put on quality. Orleans noted that he ultimately makes the A&R decisions, but that all of the 12-member, L.A.-based staff receives tapes and are involved in the roster selection process. He added that one of the most important evaluations made by the staff is how well the company can promote the music, a function headed by music veteran **Bunky Sheppard**, vice president of promotion for **Destiny**. Sheppard guides the promotion staffs of **Destiny's** indie distributors in regional promotion as well as a network of indie promotion personnel who work the records nationally. Already in the release and on the airwaves are five LPs by the label, including **Skool Boyz**, **Take Five**, **Eloise Whitaker**, jazzist **Charles Lloyd** and a surprise LP by **Canned Heat**, the company's only digression from B/C sounds. Set to ship during the early part of '82 are releases from busy sessionist **Joel Peskin** featuring **Merry Clayton** and a LP by **St. Tropez**, which Orleans describes as "fantastic product," adding that it is dance oriented like the trio's previous work but adaptable to the black community. Also in the works is product by former **Sweet Inspiration** **Myrna Smith** and product by the **Waters Sisters**. Orleans said that **Destiny** hopes to realistically schedule 18 releases each year, with careful expansion of roster and staff remaining the credo. He maintains that much depends on the effectiveness of the company's initial efforts. "It's nice to have critical success, but we have to sell records to stay in business," according to Orleans.

**AMERICAN MUSIC** — Sultry songstress **Donna Summer** is scheduled to co-host the ninth annual **American Music Awards** show, which will air live Jan. 25, featuring several music guests, including **Rick James**, **Chaka Kahn**, **Stephanie Mills**, **Ray Parker, Jr.**, **Lionel Richie**, **Smokey Robinson**, **Teena Marie**, **The Whispers** and **Stevie Wonder**, who will receive the Award of Merit during the program. The two-hour ABC-TV special is being produced by **Dick Clark** Teleshows, Inc.

**B-MOVIE LAMENT** — Arista artist **Gil Scott-Heron** has certainly become one of the most successful controversy-ridden figures in the music industry. He has always enjoyed as much acclaim for his skill as a poet/commentator as he has for his music talents. Most recently Scott-Heron's "B Movie," from his LP "Reflections," has caused a fuss because of its thorough lampooning of President **Ronald Reagan**, the current state of American politics and lastly, but surely not the least of it, the American people's apathy about the nation's crisis. As a neat little twist of promotion hubbub, Arista sent copies of the single to all members of the U.S. House of Representatives and Senate. I'm sure the boys on Capitol Hill will find Scott-Heron's record a piece of finely tuned satire or a piece of audacious s\*\*t. Perhaps we should take a vote and find out what the mandate really is.

**AROUND THE CORNER** — "Turning the Corner," the second LP by veteran trumpeter/composer sessionist and bandleader **Leslie Drayton** and the **Leslie Drayton Orchestra**, was recently released by **Esoteric Records**. "Turning A Corner" will be featured music at a "swing" party set for Jan. 17, 7:30-11:30 p.m. at L.A.'s **Myron's Ballroom**.

**ALL THAT JAZZ** — A bevy of some of the top names in jazz, including **Bill Henderson**, **Sam Fletcher**, **Pee Wee Crayton**, **Kenny Rankin**, **Terry Gibbs**, **Dianne Reeves**, **Freddie Hubbard**, **Tanla Marie**, **Laurindo Almeida**, **Charles Brown**, **Mundell Love**, **Pete and Conte Candole** and **Mark Murphy**, will be appearing this year on the half-hour jazz variety show **Ad Lib** which will be syndicated nationwide in the U.S. and Canada by **Cinema Arts**, which also produced the **Ad Lib** show, created and hosted by composer/arranger **Phil Moore**.

michael martinez

## TOP 75 ALBUMS

	Weeks On 1/9 Chart		Weeks On 1/9 Chart
1 <b>RAISE!</b> EARTH, WIND & FIRE (ARC/Columbia TC 37548)	1 10	38 <b>GWEN McCRAE</b> (Atlantic SD 19308)	32 12
2 <b>SOMETHING SPECIAL</b> KOOL & THE GANG (DeLuxe/PolyGram DSR 8502)	2 14	39 <b>COMPUTER WORLD</b> KRAFTWERK (Warner Bros. HS 3549)	37 11
3 <b>NEVER TOO MUCH</b> LUTHER VANDROSS (Epic FE 37451)	4 18	40 <b>TONIGHT!</b> THE FOUR TOPS (Casablanca/PolyGram NBLP 7258)	38 20
4 <b>WHY DO FOOLS FALL IN LOVE</b> DIANA ROSS (RCA AFL-14153)	5 11	41 <b>FANCY DANCER</b> ONE WAY (MCA 5247)	41 16
5 <b>CONTROVERSY</b> PRINCE (Warner Bros. BSK 3601)	3 11	42 <b>THE DUDE</b> QUINCY JONES (A&M SP-3721)	40 42
6 <b>NIGHT CRUISING</b> BAR-KAYS (Mercury/PolyGram SRM-1-4028)	8 10	43 <b>TOUCH</b> GLADYS KNIGHT & THE PIPS (Columbia FC 37086)	46 20
7 <b>IT'S TIME FOR LOVE</b> TEDDY PENDERGRASS (Phila. Int'l./CBS TZ 37491)	6 16	44 <b>ALL THE GREAT HITS</b> DIANA ROSS (Motown M13-96002)	44 13
8 <b>LIVE</b> THE JACKSONS (Epic KE2 37545)	9 8	45 <b>FACE TO FACE</b> GO (Arista AL 9547)	45 10
9 <b>THE GEORGE BENSON COLLECTION</b> (Warner Bros. 2HW 3577)	10 9	46 <b>LOVE IS WHERE YOU FIND IT</b> THE WHISPERS (Solar/Elektra S-27)	— 1
10 <b>THE POET</b> BOBBY WOMACK (Beverly Glen BG 1000)	11 10	47 <b>LOVE IS THE PLACE</b> CURTIS MAYFIELD (Boardwalk NB1 33239)	47 14
11 <b>THE MANY FACETS OF ROGER</b> ROGER (Warner Bros. BSK 3594)	7 18	48 <b>LOVE ALL THE HURT AWAY</b> ARETHA FRANKLIN (Arista AL 9552)	39 21
12 <b>SKYYLINE</b> SKYY (Salsoul/RCA SA-8548)	14 11	49 <b>BEWARE!</b> BARRY WHITE (Unlimited Gold/CBS FZ 37176)	52 15
13 <b>I AM LOVE</b> PEABO BRYSON (Capitol ST-12179)	16 8	50 <b>MORE OF THE GOOD LIFE</b> T.S. MONK (Mirage/Atlantic WTG 19324)	58 4
14 <b>BREAKIN' AWAY</b> AL JARREAU (Warner Bros. BSK 3576)	13 22	51 <b>LOVE BYRD</b> DONALD BYRD & 125TH ST., N.Y.C. (Elektra 5E-531)	48 17
15 <b>THE TIME</b> (Warner Bros. BSK 3598)	15 21	52 <b>CAN'T SHAKE THIS FEELIN'</b> SPINNERS (Atlantic SD 19318)	54 6
16 <b>COME MORNING</b> GROVER WASHINGTON, JR. (Elektra 5E-562)	21 6	53 <b>THAT'S WHAT TIME IT IS</b> JOHNNY GUITAR WATSON (A&M SP-4880)	57 5
17 <b>LOVE MAGIC</b> L.T.D. (A&M SP-4881)	18 8	54 <b>CENTRAL LINE</b> (Mercury/PolyGram SRM-1-4033)	62 4
18 <b>SOMETHING ABOUT YOU</b> ANGELA BOFILL (Arista AL 9576)	17 9	55 <b>NEW YORK CAKE</b> KANO (Mirage/Atlantic WTG 19327)	56 7
19 <b>SHOW TIME</b> SLAVE (Cotillion/Atlantic SD 5227)	12 15	56 <b>EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Qwest/Warner Bros. QWS 3591)	50 16
20 <b>PRIVATE EYES</b> DARYL HALL & JOHN OATES (RCA AFL-1-4028)	22 6	57 <b>THIS KIND OF LOVIN'</b> THE WHISPERS (Solar/RCA BXL 13976)	53 18
21 <b>CAMOUFLAGE</b> RUFUS with CHAKA KHAN (MCA-5270)	19 11	58 <b>CARL CARLTON</b> (20th Century-Fox/RCA T-628)	49 26
22 <b>YOURS TRULY</b> TOM BROWNE (GRP/Arista 5507)	26 5	59 <b>I LIKE YOUR STYLE</b> JERMAINE JACKSON (Motown M8-052M1)	59 18
23 <b>INSIDE YOU</b> THE ISLEY BROTHERS (T-Neck/CBS FZ 37533)	20 12	60 <b>STANDING TALL</b> CRUSADERS (MCA-5254)	55 15
24 <b>GET AS MUCH LOVE AS YOU CAN</b> THE JONES GIRLS (Phila. Int'l./CBS FZ 37627)	30 7	61 <b>STAY</b> RAY, GOODMAN & BROWN (Polydor/PolyGram PD-1-6341)	— 1
25 <b>BLUE JEANS</b> CHOCOLATE MILK (RCA AFL-1-3896)	31 8	62 <b>TOM TOM CLUB</b> (Sire SRK 3628)	— 1
26 <b>TAKE IT OFF</b> CHIC (Atlantic SD 19323)	33 6	63 <b>SET MY LOVE IN MOTION</b> SYREETA (Tamla/Motown T 376)	63 5
27 <b>IN THE POCKET</b> COMMODORES (Motown M8-955M1)	25 28	64 <b>DENROY MORGAN</b> (Becket BKS 015)	65 4
28 <b>YOUR WISH IS MY COMMAND</b> LAKESIDE (Solar/Elektra S-26)	34 4	65 <b>8TH WONDER</b> THE SUGAR HILL GANG (Sugar Hill SH-249)	— 1
29 <b>CON FUNK SHUN</b> (Mercury/PolyGram SRM-1-4030)	35 5	66 <b>I WANT YOU</b> BOOKER T. (A&M SP-4874)	64 6
30 <b>STREET SONGS</b> RICK JAMES (Gordy/Motown G8-1002M1)	28 39	67 <b>JUST LIKE DREAMIN'</b> TWENNYNINE with LENNY WHITE (Elektra 5E-551)	— 1
31 <b>LIVE IN NEW ORLEANS</b> MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	24 30	68 <b>IT MUST BE MAGIC</b> TEENA MARIE (Gordy/Motown G8-1004M1)	61 32
32 <b>CRAZY FOR YOU</b> EARL KLUGH (Liberty LT-51113)	23 12	69 <b>SHOCK</b> (Fantasy F-9613)	71 4
33 <b>SOLID GROUND</b> RONNIE LAWS (Liberty LO-51087)	29 16	70 <b>SIGN OF THE TIMES</b> BOB JAMES (Tappan Zee/CBS FC 37495)	68 15
34 <b>REFLECTIONS</b> GIL SCOTT-HERON (GRP/Arista 5506)	43 15	71 <b>WHAT A WOMAN NEEDS</b> MELBA MOORE (EMI-America ST-17060)	51 9
35 <b>KEEP ON MOVING STRAIGHT AHEAD</b> LAKESIDE (Solar/RCA BXL1-7762)	36 7	72 <b>PIECES OF A DREAM</b> (Elektra 6E-350)	69 16
36 <b>JAM THE BOX</b> BILL SUMMERS & SUMMERS HEAT (MCA-5266)	42 5	73 <b>SLINGSHOT</b> MICHAEL HENDERSON (Buddah/Arista BDS 6002)	70 19
37 <b>GO FOR IT</b> SHALAMAR (Solar/RCA BXL 1-3984)	27 14	74 <b>I BELIEVE IN LOVE</b> ROCKIE ROBBINS (A&M SP-4869)	72 19
		75 <b>EBONEE WEBB</b> (Capitol ST-12148)	60 21



# CASH BOX TOP 100

January 16, 1982

		Weeks On Chart			Weeks On Chart			Weeks On Chart
1	LET'S GROOVE		EARTH, WIND & FIRE (ARC/Columbia 18-02536)	1	15	33	LOVE IN THE FAST LANE	
2	TURN YOUR LOVE AROUND		GEORGE BENSON (Warner Bros. WBS 49846)	2	12	34	BAD LADY	
3	TAKE MY HEART		KOOL & THE GANG (De-Lite/PolyGram DE 815)	3	16	35	SWEETER AS THE DAYS GO BY	
4	I CAN'T GO FOR THAT (NO CAN DO)		DARYL HALL & JOHN OATES (RCA JB-12361)	6	9	36	APACHE	
5	WHY DO FOOLS FALL IN LOVE?		DIANA ROSS (RCA PB-12349)	5	13	37	HOW CAN LOVE SO RIGHT (BE SO WRONG)	
6	HIT AND RUN		BAR-KAYS (Mercury/PolyGram 76123)	8	12	37	STEAL THE NIGHT	
7	CALL ME		SKYY (Salsoul/RCA S7 2152)	11	12	39	FUNGI MAMA/ BEBOPAFUNKADISCOLYPSO	
8	YOU'RE MY LATEST, MY GREATEST INSPIRATION		TEDDY PENDERGRASS (Philadelphia Int'l./CBS ZS5 02619)	15	10	40	I BELIEVE IN LOVE	
9	LET THE FEELING FLOW		PEABO BRYSON (Capitol P-A-5065)	9	13	41	PULL FANCY DANCER/PULL — PART 2	
10	WALKING INTO SUNSHINE		CENTRAL LINE (Mercury/PolyGram 76126)	10	14	42	WAIT FOR ME	
11	KICKIN' BACK		L.T.D. (A&M 2382)	12	11	43	TOO MUCH TOO SOON	
12	COOL (PART 1)		THE TIME (Warner Bros. WBS 49864)	21	7	44	NEVER TOO MUCH	
13	BLUE JEANS		CHOCOLATE MILK (RCA PB-12335)	13	15	45	QUICK SLICK	
14	CONTROVERSY		PRINCE (Warner Bros. WBS 49808)	4	17	46	INSIDE YOU (PART 1)	
15	OH NO		COMMODORES (Motown M 1527F)	7	17	47	DON'T YOU KNOW THAT?	
16	SHARING THE LOVE		RUFUS WITH CHAKA KHAN (MCA 51203)	16	12	48	JAM THE BOX	
17	SNAP SHOT		SLAVE (Cotillion/Atlantic 46022)	14	19	49	LET ME SET YOU FREE	
18	I WILL FIGHT		GLADYS KNIGHT & THE PIPS (Columbia 18-02549)	18	13	50	IT'S MY TURN	
19	TOOT AN' TOOT AN' TOOT		CURTIS MAYFIELD (Boardwalk NB7-11-132)	26	6	51	SHAKE	
20	IF YOU THINK YOU'RE LONELY NOW		BOBBY WOMACK (Beverly Glen 2000)	31	8	52	WE'LL MAKE IT	
21	LOVE FEVER		GAYLE ADAMS (Prelude PRL 8040-AS)	24	10	53	YOUR LOVE	
22	BE MINE (TONIGHT)		GROVER WASHINGTON, JR. (Elektra E-47246)	34	8	54	LOVE MESSAGE	
23	(I FOUND) THAT MAN OF MINE		THE JONES GIRLS (Philadelphia Int'l./CBS ZS8 02618)	27	10	55	DO IT ROGER	
24	YOU'RE THE ONE FOR ME		"D" TRAIN (Prelude PRL 8043-AS)	37	7	56	ROCKIN' TO THE BEAT	
25	I HEARD IT THROUGH THE GRAPVINE (PART 1)		ROGER (Warner Bros. WBS 49786)	19	22	57	MAKE UP YOUR MIND	
26	SOMETHING ABOUT YOU		ANGELA BOFILL (Arista AS 0636)	36	9	58	BEWARE	
27	FUNKY SENSATION		GWEN MCRAE (Atlantic 3853)	23	20	59	SWEET TENDER LOVE	
28	BREAKIN' AWAY		AL JARREAU (Warner Bros. WBS 49842)	32	9	60	TWINKLE	
29	I WANT YOU		BOOKER T (A&M 2374)	29	12	61	EVERY HOME SHOULD HAVE ONE	
30	NUMBERS		KRAFTWERK (Warner Bros. WBS 49795)	41	5	62	"B" MOVIE	
31	CAN'T HOLD BACK (YOUR LOVING)		KANO (Mirage/Atlantic STG 3878)	35	9	63	MAGIC NUMBER	
32	DO IT TO ME		VERNON BURCH (Spector Records Int'l. SRI-A00019)	38	7	64	I WANT TO HOLD YOUR HAND	
						65	LET'S STAND TOGETHER	
						66	THE PLANET FUNK	
67	ONE HUNDRED WAYS		QUINCY JONES featuring JAMES INGRAM (A&M 2387)	79	5			
68	BIG FAT BOTTOM		REDD HOTT (Venture V-148)	77	5			
69	SOMETHING INSIDE MY HEAD		GENE DUNLAP featuring PHILLIPPE WYNNE (Capitol P-A-5055)	69	9			
70	THERE'S A WAY		RONNIE LAWS (Liberty P-A-1442)	72	6			
71	PORTUGUESE LOVE		TEENA MARIE (Motown G 7216F)	59	9			
72	TIME FOR LOVE		THE B.B. & O. BAND (Capitol P-A-5071)	81	5			
73	STAGE FRIGHT		CHIC (Atlantic 3887)	88	4			
74	MIRROR, MIRROR		DIANA ROSS (RCA PB-13021)	—	1			
75	A LITTLE MORE LOVE		T-CONNECTION (Capitol P-A-5076)	87	4			
76	I JUST WANNA HOLD YOU		BLACK ICE (Montage A-1204)	76	7			
77	STRUT YOUR STUFF		LIVE (TSOB TS-2006)	86	4			
78	HOLD ME DOWN		LIPPS, INC. (Casablanca/PolyGram NB 2342)	78	6			
79	I'M JUST TOO SHY		JERMAINE JACKSON (Motown M 1525F)	28	12			
80	THAT GIRL		STEVIE WONDER (Tamlam/Motown 1602TF)	—	1			
81	LOVE CONNECTION (RAISE THE WINDOW DOWN)		THE SPINNERS (Atlantic 3882)	83	6			
82	MAMA USED TO SAY		JUNIOR (Mercury/PolyGram 76132)	—	1			
83	TELL ME TOMORROW — PART 1		SMOKEY ROBINSON (Tamlam/Motown 1601TF)	—	1			
84	TOO THROUGH		BAD GIRLS (BC BC4011)	91	4			
85	YOU ARE THE ONE		AM-FM (Dakar/Brunswick DK 103)	—	1			
86	LET YOUR BODY DO THE TALKIN'		SHOCK (Fantasy 922)	90	4			
87	WE NEED LOVE TO LIVE		MAZE featuring FRANKIE BEVERLY (Capitol P-A-5072)	—	1			
88	WATCH OUT		BRANDY WELLS (WMOT WS9 02654)	93	4			
89	IF YOU COME WITH ME		DUNN & BRUCE STREET (Devaki/Mirus DK 4005)	—	1			
90	HOT ON A THING (CALLED LOVE)		THE CHI-LITES featuring EUGENE RECORD (20th Century-Fox/RCA TC-2600)	—	1			
91	RAINBOW		MADAGASCAR (Arista AS 0654)	—	1			
92	THIS BEAT IS MINE		VICKY "D" (Sam 81-5024)	95	4			
93	GHETTO LIFE		RICK JAMES (Motown G 7215F)	53	9			
94	ROCK YOUR WORLD		WEEKS AND CO. (Chaz Ro 2519)	—	1			
95	JUST ONCE		QUINCY JONES featuring JAMES INGRAM (A&M 2357)	43	22			
96	BLUER THAN BLUE		PEACHES & HERB (Polydor/PolyGram PD 2187)	55	10			
97	TUFF		MIDNIGHT STAR (Solar/Elektra S-47948)	52	9			
98	STRUNG OUT ON THE BOOGIE		GANGSTERS (Heat HS 2007)	94	8			
99	WIDE OPEN		BRICK (Bang/CBS ZS5 02599)	51	10			
100	DON'T HIDE OUR LOVE		EVELYN KING (RCA PB-12322)	85	13			

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

A Little More (T-Con (admin. by Irving — BMI) — BMI) 75	BMI/ASCAP 37	Love Message (Ensign — BMI/Growth — BMI) 54	ASCAP/Bert Reid — BMI) 59
Apache (Sugar Hill — BMI) 36	I Believe (Almo — ASCAP) 40	Magic Number (Hancock/Polo Grounds — BMI) 63	Sweeter As (Spectrum VII/Silver Sounds — ASCAP) 35
Bad Lady (Val-je-Joe/Dis 'N' Dat/Extra Foxx — BMI) 34	I Can't Go For That (Fust Buzza/Hot-Cha/Six Continents — BMI) 4	Make Up (Lucky Three/Red Aura — BMI) 57	Take My Heart (Delightful/Second Decade — BMI) 3
"B" Movie (Brouhaha — ASCAP) 62	I Heard It (Ston Agate — BMI) 25	Mama Used To Say (Pressure/Aves/EMI Music — PRS) 82	Tell Me (Chardax — BMI) 83
Be Mine (Antisia — ASCAP) 22	I Just Wanna (Darwell/Larry Lou/Frontwheel — BMI) 76	Mirror, Mirror (Bandier-Koppelman/Jay Landers/- Gravity Raincoat/Rosstown — ASCAP) 74	That Girl (Jobete & Black Bull — ASCAP) 80
Beware (Stone Diamond — BMI) 58	I Want To Hold (Duchess — BMI) 29	Never Too Much (Uncle Ronnie's — ASCAP) 44	That Man (Mighty Three — BMI) 23
Big Fat Bottom (Barcam — BMI/Smegedith — BMI) 68	I Want You (Irving/House Of Jones — BMI) 18	Numbers (No Nonsense — ASCAP) 30	The Planet Funk (Sumac/Irving/Virjon — BMI) 66
Blue Jeans (Cessess/Electric Apple/Le-Ha — BMI) 13	I Will Fight (Nick-O-Val — ASCAP) 18	Oh No (Jobete & Commodores — ASCAP) 15	There's A Way (Colgems — EMI/Boruff/Sweetbeat ASCAP) 70
Bluer Than Blue (Bull Pen — BMI/Perren-Vibes — ASCAP) 96	If You Come (Dunn Pearson/Moving World/- Davahkee/Murios — ASCAP) 89	One Hundred Ways (State Of The Arts/Eliza M./- Ritesonian — ASCAP/kidada/Mr. Melody — BMI) 67	This Beat (Mideb/Joga — ASCAP) 92
Breakin' Away (Aljarreau/Desperate/Garden Rake — BMI) 28	If You Think (Ashtray — BMI) 20	Portuguese Love (Jobete — ASCAP) 71	Time For Love (Little Macho/Intersong — ASCAP) 72
Call Me (One To One — ASCAP) 7	I'm Just Too Shy (Black Stallion — ASCAP) 79	Pull Fancy (Duchess/Perk's — BMI) 41	Too Much (Linzer/Sumac — BMI) 43
Can't Hold Back (Greenstar/Emergency — ASCAP) 31	Inside You (April/Bovina — ASCAP) 46	Quick Slick (Jobete — ASCAP) 45	Toot An' Toot (M&M — BMI) 19
Controversy (Ecnirp — BMI) 14	It's My Turn (Unichappell — BMI) 50	Rainbow (Madagascar — ASCAP) 91	Too Through (Miss Thang — BMI) 84
Cool (Tionna — license pending) 12	Jam The Box (Pure Delite/Bilsum — BMI) 48	Rock Your World (Revenue/Om — ASCAP) 94	Tuff (Hip-Trip/Mid-Star — BMI) 97
Do It Roger (Trotman's Music (admin. by Bumpershoot) — BMI) 55	Just Once (ATV/Mann and Weill — BMI) 95	Rockin' (Clita/House Of Gemini — BMI) 56	Turn Your Love Around (Garden Rake — BMI/ Rehtakul Veets/JSH — ASCAP) 2
Do It To Me (Sand — BMI (admin. by Bayard — BMI) 32	Kickin' Back (Almo/McRovscod — ASCAP) 11	Shake (Slim Jim/Middle Melodie — ASCAP) 51	Twinkle (United Artists/Earl Klugh — ASCAP) 60
Don't Hide Our Love (Mighty M — ASCAP) 100	Let Me Set (Songs of Manhattan Island/Unichappell/- Sandy Linzer — BMI) 49	Sharing The Love (Bean Brooke — ASCAP) 16	Wait For Me (Cotillion — BMI) 42
Don't You Know (Uncle Ronnie's — ASCAP) 47	Let The Feeling (WB Music/Peabo — ASCAP) 9	Shap Shot (Cotillion/Evening Ladies — BMI) 17	Walking Into Sunshine (Central Line — PRS) 10
Every Home (Blackwood — BMI) 61	Let Your Body (MacMan — ASCAP) 86	Something About You (ATV/Irving/Patamos/ Charleville — BMI) 26	Watch Out (Framingreg — BMI) 88
Fungi Mama (Blue Horizon/Thomas Browne/ Roaring Fork — BMI) 39	Let's Groove (Saggiwire/Youngoulei — ASCAP) 1	Something Inside (United Artists/Earl Klugh/ Ernak — ASCAP) 69	We'll Make It (Colgems/Milbren — ASCAP) 52
Funky Sensation (Kenix — ASCAP) 27	Love Connection (Frozen Butterfly — BMI) 81	Stage Fright (Chic (admin. by Warner-Tamerlane — BMI) 73	We Need Love (Amazement — BMI) 87
Ghetto Life (Jobete/Stone City — ASCAP) 93	Let's Stand Together (Assorted (admin. by Mighty Three) — BMI/Eptember — ASCAP) 65	Steal The Night (Edition Sunrise — BMI) 38	Why Do Fools (Patricia — BMI) 5
Hit And Run (Bar-Kays/Warner Tamerlane — BMI) 6	Love Fever (Trumar — BMI/ Diamond In The Rough — BMI) 21	Strung Out (Jimi Mac — BMI) 98	Wide Open (WB Music/Good High — ASCAP/ Raydiola — BMI) 99
Hold Me Down (Steve Greenberg/Rick's (admin. by Rightsong) 78	Love In The Fast (Spectrum VII/Silver Sounds — ASCAP) 33	Strut Your Stuff (DeGreg-license pending) 77	You Are (Lena/Boogie People — BMI) 85
Hot On A Thing (Angelshell/Six Continents — BMI) 90		Sweet Tender Love (Planetary/Ron Miller —	Your Love (De Note/Skoal Boyz/Easley — BMI) 53
How Can Love (Dark Cloud/H.A.B./We Got Music —			You're My Latest (Mighty Three — BMI) 8
			You're The One (Trumar/Huemar — BMI) 24



# CASH BOX TOP 100 ALBUMS

January 16, 1982

			Weeks On 1/9 Chart				Weeks On 1/9 Chart				Weeks On 1/9 Chart				
1	4	FOREIGNER (Atlantic SD 16999)	8.98	1	26	34	LAW AND ORDER LINDSEY BUCKINGHAM (Asylum 5E-561)	8.98	34	11	68	ALLIED FORCES TRIUMPH (RCA AFL1-3902)	8.98	72	18
2	ESCAPE	JOURNEY (Columbia TC 37408)	—	2	24	35	COME MORNING GROVER WASHINGTON, JR. (Elektra 5E-562)	8.98	41	6	69	GREG LAKE (Chrysalis CHR 1357)	8.98	71	12
3	FOR THOSE ABOUT TO ROCK WE SALUTE YOU	AC/DC (Atlantic SD 11111)	8.98	3	6	36	TAKE NO PRISONERS MOLLY HATCHET (Epic FE 37480)	—	39	7	70	THE BEST OF THE DOOBIES VOLUME II THE DOOBIE BROTHERS (Warner Bros. BSK 3612)	8.98	51	9
4	PHYSICAL	OLIVIA NEWTON-JOHN (MCA-5229)	8.98	4	12	37	THE BEST OF BLONDIE (Chrysalis CHR 1337)	8.98	37	12	71	IT'S TIME FOR LOVE TEDDY PENDERGRASS (Phila. Int'l/CBS TZ 37491)	—	77	16
5	RAISE!	EARTH, WIND & FIRE (ARC/Columbia TC 37548)	—	5	10	38	CHRISTMAS WISHES ANNE MURRAY (Capitol SN-16232)	5.98	38	8	72	CHANGESTWO BOWIE DAVID BOWIE (RCA AHL1-4202)	8.98	79	8
6	TATTOO YOU	ROLLING STONES (Rolling Stones/Atlantic COC 16052)	8.98	6	19	39	SONGS IN THE ATTIC BILLY JOEL (Columbia TC 37461)	—	43	16	73	A CHIPMUNK CHRISTMAS THE CHIPMUNKS (RCA AGL1-4041)	8.98	73	8
7	MEMORIES	BARBRA STREISAND (Columbia TC 37678)	—	8	6	40	LIVE THE JACKSONS (Epic KE2 37545)	—	36	8	74	THE MANY FACETS OF ROGER ROGER (Warner Bros. BSK 3594)	8.98	68	18
8	GHOST IN THE MACHINE	THE POLICE (A&M SP-3730)	8.98	7	13	41	GREATEST HITS KENNY ROGERS (Liberty LOO-1072)	8.98	45	66	75	LOVE MAGIC L.T.D. (A&M SP-4881)	8.98	75	8
9	SHAKE IT UP	THE CARS (Elektra 5E-567)	8.98	9	8	42	IF I SHOULD LOVE AGAIN BARRY MANILOW (Arista AL 9573)	8.98	40	14	76	SHARE YOUR LOVE KENNY ROGERS (Liberty LOO-1108)	8.98	80	28
10	HOOKED ON CLASSICS	LOUIS CLARK conducts THE ROYAL PHILHARMONIC ORCHESTRA (RCA AFL-4194)	8.98	18	9	43	NIGHTCRUISING BAR-KAYS (Mercury/PolyGram SRM-1-4028)	8.98	44	10	77	YOU COULD HAVE BEEN WITH ME SHEENA EASTON (EMI America SW-17061)	8.98	84	8
11	BELLA DONNA	STEVIE NICKS (Modern/Atlantic MR 38-139)	8.98	10	23	44	JUICE JUICE NEWTON (Capitol ST-12136)	8.98	52	46	78	SOMETHING ABOUT YOU ANGELA BOFILL (Arista AL 9576)	8.98	66	9
12	ON THE WAY TO THE SKY	NEIL DIAMOND (Columbia TC 37628)	—	12	8	45	RE-AC-TOR NEIL YOUNG and CRAZY HORSE (Reprise HS 2304)	8.98	47	9	79	CIRCLE OF LOVE THE STEVE MILLER BAND (Capitol ST-12121)	8.98	69	10
13	PRIVATE EYES	DARYL HALL & JOHN OATES (RCA AFL1-4028)	8.98	11	18	46	FANCY FREE OAK RIDGE BOYS (MCA-5209)	8.98	42	33	80	THE POET BOBBY WOMACK (Beverly Glen BG 10000)	8.98	89	10
14	FREEZE-FRAME	THE J. GEILS BAND (EMI America SOO-17062)	8.98	16	10	47	SHE SHOT ME DOWN FRANK SINATRA (Reprise FS 2305)	8.98	48	7	81	THE TIME (Warner Bros. BSK 3598)	8.98	86	21
15	TONIGHT I'M YOURS	ROD STEWART (Warner Bros. BSK 3602)	8.98	13	9	48	CIMARRON EMMYLOU HARRIS (Warner Bros. BSK 3503)	8.98	54	6	82	CHRISTOPHER CROSS (Warner Bros. BSK 3383)	8.98	83	103
16	WHY DO FOOLS FALL IN LOVE	DIANA ROSS (RCA AFL14153)	8.98	14	11	49	MOB RULES BLACK SABBATH (Warner Bros. BSK 3605)	8.98	33	8	83	STREET SONGS RICK JAMES (Gordy/Motown G8-1002M1)	8.98	74	39
17	EXIT...STAGE LEFT	RUSH (Mercury/PolyGram SRM2-7001)	15.98	17	10	50	WORKING CLASS DOG RICK SPRINGFIELD (RCA AFL 1-3697)	8.98	49	42	84	CRIMES OF PASSION PAT BENATAR (Chrysalis CHE 1275)	8.98	82	74
18	GREATEST HITS	QUEEN (Elektra 5E-564)	8.98	15	10	51	THE ONE THAT YOU LOVE AIR SUPPLY (Arista AL 9551)	8.98	55	32	85	THERE'S NO GETTIN' OVER ME RONNIE MILSAP (RCA AHL 1-4060)	—	88	21
19	SOMETHING SPECIAL	KOOL & THE GANG (De-Lite/PolyGram DSR 8502)	8.98	20	14	52	NEVER TOO MUCH LUTHER VANDROSS (Epic FE 37451)	—	56	18	86	TIME EXPOSURE LITTLE RIVER BAND (Capitol ST-12163)	8.98	78	19
20	THE GEORGE BENSON COLLECTION	GEORGE BENSON (Warner Bros. 2HW 3577)	16.98	24	9	53	GIVE THE PEOPLE WHAT THEY WANT THE KINKS (Arista AL 9567)	8.98	57	19	87	CHRISTMAS ALBUM BARBRA STREISAND (Columbia CS 9557)	—	87	6
21	CHRISTMAS	KENNY ROGERS (Liberty LOO-51115)	8.98	21	9	54	BREAKIN' AWAY AL JARREAU (Warner Bros. BSK 3576)	8.98	46	22	88	YOUR WISH IS MY COMMAND LAKESIDE (Solar/Elektra S-26)	8.98	99	5
22	QUARTERFLASH	(Geffen GHS 2003)	8.98	25	13	55	7 CON FUNK SHUN (Mercury/PolyGram SRM-1-4030)	8.98	60	6	89	PRINCE CHARMING ADAM AND THE ANTS (Epic ARE 37615)	—	91	6
23	NINE TONIGHT	BOB SEGER & THE SILVER BULLET BAND (Capitol STBK-12182)	12.98	22	17	56	IN THE POCKET COMMODORES (Motown M8-955M1)	8.98	50	28	90	LONG DISTANCE VOYAGER THE MOODY BLUES (Threshold/PolyGram TRL-1-2901)	8.98	85	33
24	DIARY OF A MADMAN	OZZY OSBOURNE (J&R/CBS FZ 37492)	—	19	9	57	MUSIC FROM "THE ELDER" KISS (Casablanca/PolyGram NBLP 7261)	8.98	62	6	91	SHOW TIME SLAVE (Cotillion/Atlantic SD 5227)	8.98	90	15
25	BEAUTY AND THE BEAT	THE GO-GO'S (I.R.S./A&M SP 70021)	8.98	26	25	58	SKYYLINE SKYY (Salsoul/RCA SA-8548)	8.98	70	11	92	LIVING EYES THE BEE GEES (RSO/PolyGram RX-1-3098)	8.98	76	9
26	ABACAB	GENESIS (Atlantic SD 19313)	8.98	29	14	59	I AM LOVE PEABO BRYSON (Capitol ST-12179)	8.98	65	8	93	TAKE IT OFF CHIC (Atlantic SD 19323)	8.98	94	6
27	THE INNOCENT AGE	DAN FOGELBERG (Full Moon/Epic KE2 37393)	—	28	18	60	HI INFIDELITY REO SPEEDWAGON (Epic FE 36844)	—	61	58	94	BACK IN BLACK AC/DC (Atlantic SD 16108)	8.98	103	73
28	PRECIOUS TIME	PAT BENATAR (Chrysalis CHR 1346)	8.98	23	26	61	WILLIE NELSON'S GREATEST HITS (AND SOME THAT WILL BE) WILLIE NELSON (Columbia KC2 37542)	—	53	18	95	URBAN CHIPMUNK THE CHIPMUNKS (RCA AFL 1-4027)	8.98	95	34
29	GET LUCKY	LOVERBOY (Columbia FC 37638)	—	31	10	62	ALL THE GREAT HITS DIANA ROSS (Motown M13-960C2)	15.98	63	12	96	JAZZERCISE JUDI SHEPPARD MISSETT (MCA-5272)	8.98	97	7
30	A COLLECTION OF GREAT DANCE SONGS	PINK FLOYD (Columbia TC 37680)	—	30	6	63	CONTROVERSY PRINCE (Warner Bros. BSK 3601)	8.98	58	11	97	STEP BY STEP EDDIE RABBITT (Elektra 5E-532)	8.98	81	22
31	PERHAPS LOVE	PLACIDO DOMINGO (CBS MF 37243)	—	32	12	64	AEROBIC DANCING featuring DORIAN DAMMER (Parade/Peter Pan 100)	8.98	64	15	98	I LOVE ROCK 'N ROLL JOAN JETT AND THE BLACKHEARTS (Boardwalk NB1-33243)	8.98	116	6
32	FEELS SO RIGHT	ALABAMA (RCA AHL1-3930)	8.98	27	45	65	CHARIOTS OF FIRE ORIGINAL SOUNDTRACK MUSIC BY VANGELIS (Polydor/PolyGram PD-1-6335)	8.98	67	14	99	TOM TOM CLUB (Sire SRK 3628)	8.98	109	13
33	DON'T SAY NO	BILLY SOUIER (Capitol ST 12146)	8.98	35	36	66	THE VISITORS ABBA (Polar/Atlantic SD 19332)	8.98	—	1	100	HOT ROCKS THE ROLLING STONES (London 2PS 606)	12.98	101	14
						67	CRAZY FOR YOU EARL KLUGH (Liberty LT-51113)	8.98	59	12					



# cash box top albums/101 to 200

January 16, 1982

				Weeks On Chart					Weeks On Chart					Weeks On Chart
				1/9					1/9					1/9
101	<b>YOURS TRULY</b> TOM BROWNE (GRP/Arista 5507)	8.98	111	6	133	<b>BLUE JEANS</b> CHOCOLATE MILK (RCA AFL1-3896)	8.98	143	8	167	<b>CAMOUFLAGE</b> RUFUS with CHAKA KHAN (MCA-5270)	8.98	127	12
102	<b>TORCH</b> CARLY SIMON (Warner Bros. BSK 3592)	8.98	106	14	134	<b>A CHRISTMAS TOGETHER</b> JOHN DENVER & THE MUPPETS (RCA AHL1-3451)	8.98	134	6	168	<b>CAMERA CAMERA</b> RENAISSANCE (Illegal/I.R.S. SP-70019)	8.98	168	7
103	<b>GET AS MUCH LOVE AS YOU CAN</b> THE JONES GIRLS (Phila. Int'l/CBS FZ 37267)	—	114	7	135	<b>HEAVY METAL</b> ORIGINAL SOUNDTRACK (Full Moon/Asylum DP-90004)	15.98	142	24	169	<b>A PLACE FOR MY STUFF</b> GEORGE CARLIN (Atlantic SD 19326)	8.98	177	5
104	<b>SOLID GROUND</b> RONNIE LAWS (Liberty LO-51087)	8.98	96	16	136	<b>LOVE IS WHERE YOU FIND IT</b> THE WHISPERS (Solar/Elektra S-27)	8.98	—	1	170	<b>JAM THE BOX</b> BILL SUMMERS & SUMMERS HEAT (MCA-5266)	8.98	184	4
105	<b>MERRY CHRISTMAS</b> BING CROSBY (MCA-15024)	8.98	105	6	137	<b>EVERY HOME SHOULD HAVE ONE</b> PATTI AUSTIN (Owest/Warner Bros. QWS 3591)	8.98	139	16	171	<b>OUCH!</b> OHIO PLAYERS (Boardwalk NB1-33247)	8.98	172	5
106	<b>CAROL HENSEL'S EXERCISE &amp; DANCE PROGRAM VOLUME 2</b> (Vintage/Mirus VNI 7733)	8.98	119	5	138	<b>SNEAKER</b> (Handshake FW 37631)	8.98	148	8	172	<b>DENIM AND LEATHER</b> SAXON (Carrere/CBS ARZ 37685)	—	176	5
107	<b>GWEN MCRAE</b> (Atlantic SD 19308)	8.98	107	12	139	<b>MORE OF THE GOOD LIFE</b> T.S. MONK (Mirage/American WTG 19324)	8.98	149	4	173	<b>DENROY MORGAN</b> (Becket BKS 015)	8.98	181	5
108	<b>HANG ON FOR YOUR LIFE</b> SHOOTING STAR (Virgin/Epic NFR 37407)	—	108	22	140	<b>FREETIME</b> SPYRO GYRA (MCA-5238)	8.98	146	21	174	<b>SHOCK</b> (Fantasy F-9613)	8.98	178	4
109	<b>STILL THE SAME OLE ME</b> GEORGE JONES (Epic FE 37106)	—	112	8	141	<b>DISCIPLINE</b> KING CRIMSON (Warner Bros. BSK 3629)	8.98	92	12	175	<b>AS FAR AS SIAM</b> RED RIDER (Capitol ST-121145)	8.98	133	19
110	<b>COMPUTER WORLD</b> KRAFTWERK (Warner Bros. HS 3549)	8.98	100	34	142	<b>CLASSIC YES</b> YES (Atlantic SD 19320)	8.98	157	4	176	<b>PARADISE THEATER</b> STYX (A&M SP-3719)	8.98	140	51
111	<b>NEW TRADITIONALISTS</b> DEVO (Warner Bros. BSK 3595)	8.98	102	15	143	<b>THE DUDE</b> QUINCY JONES (A&M SP-3721)	8.98	104	42	177	<b>SOLO SAXOPHONE II — LIFE</b> JOHN KLEMMER (Elektra 5E-566)	8.98	186	5
112	<b>STOP AND SMELL THE ROSES</b> RINGO STARR (Boardwalk NB1 33246)	8.98	93	9	144	<b>ALL OF THE ABOVE</b> THE JOHN HALL BAND (EMI America SW-17058)	8.98	147	9	178	<b>EL LOCO</b> ZZ TOP (Warner Bros. BSK 3593)	8.98	151	24
113	<b>THE CATHERINE WHEEL</b> DAVID BYRNE (Sire SRK 3645)	8.98	123	6	145	<b>BLIZZARD OF OZZ</b> OZZY OSBOURNE (Jet/CBS JZ 36812)	—	124	40	179	<b>TEN YEARS OF HARMONY</b> THE BEACH BOYS (Caribou/CBS Z2X 37445)	—	—	1
114	<b>LIVE IN NEW ORLEANS</b> MAZE featuring FRANKIE BEVERLY (Capitol SKBK-12156)	9.98	117	30	146	<b>ALMOST BLUE</b> ELVIS COSTELLO (Columbia FC 37562)	—	118	10	180	<b>THE BEST OF MINNIE RIPERTON</b> (Capitol ST-12189)	8.98	188	4
115	<b>CAROL HENSEL'S EXERCISE AND DANCE PROGRAM</b> (Vintage/Mirus VNI 7713)	8.98	113	48	147	<b>STAY</b> RAY, GOODMAN & BROWN (Polydor/PolyGram PD-1-6341)	8.98	—	1	181	<b>MOVING PICTURES</b> RUSH (Mercury/PolyGram SRM-1-4013)	8.98	161	47
116	<b>WANNA BE A STAR</b> CHILLIWACK (Millennium/RCA 1-7759)	8.98	98	20	148	<b>PREMONITION</b> SURVIVOR (Scotti Bros./CBS ARZ 37549)	8.98	110	17	182	<b>KEEP ON MOVING STRAIGHT AHEAD</b> LAKESIDE (Solar/RCA BXL1-3974)	8.98	121	8
117	<b>TRUCE</b> JACK BRUCE/ROBIN TROWER (Chrysalis CHR 1352)	8.98	—	1	149	<b>THE JAM</b> (Polydor/PolyGram PX-1-503)	5.98	153	6	183	<b>HEART ON A WALL</b> JIMMY DESTRI (Chrysalis CHR 1368)	8.98	—	1
118	<b>BIG CITY</b> MERLE HAGGARD (Epic FE 37593)	—	125	12	150	<b>COOL NIGHT</b> PAUL DAVIS (Arista AL 9578)	8.98	164	5	184	<b>PIECES OF A DREAM</b> (Elektra 6E-350)	8.98	156	16
119	<b>IN HARMONY 2</b> VARIOUS ARTISTS (Columbia BFC 37641)	—	120	9	151	<b>LOVERBOY</b> (Columbia JC 36762)	—	152	52	185	<b>PIRATES</b> RICKIE LEE JONES (Warner Bros. BSK 3432)	8.98	190	24
120	<b>O HOLY NIGHT</b> LUCIANO PAVAROTTI (London/PolyGram OS 26473)	10.98	128	4	152	<b>20 AEROBIC DANCE HITS</b> MARCY MUIR (Parade/Peter Pan 101)	8.98	—	1	186	<b>OCTOBER</b> U2 (Island ILPS 9680)	8.98	150	11
121	<b>THE BEST OF THE MANHATTAN TRANSFER</b> (Atlantic SD 19319)	6.98	131	6	153	<b>MICKEY MOUSE DISCO</b> (Disneyland 2504)	4.98	155	100	187	<b>CAPTURED</b> JOURNEY (Columbia KC2 37016)	—	192	48
122	<b>GREAT WHITE NORTH</b> BOB & DOUG MCKENZIE (Mercury/PolyGram SRM-1-4034)	8.98	180	4	154	<b>LOST IN LOVE</b> AIR SUPPLY (Arista AL 9530)	8.98	154	96	188	<b>HOOLIGANS</b> THE WHO (MCA2-12001)	15.98	198	13
123	<b>ANNE MURRAY'S GREATEST HITS</b> (Capitol SOO-12110)	8.98	122	98	155	<b>SET MY LOVE IN MOTION</b> SYREETA (Tamil/Motown T 376)	8.98	158	6	189	<b>CLOCKWORK</b> ALEX DE GRASSI (Windham Hill C-1018)	8.98	—	1
124	<b>THE JAZZ SINGER</b> NEIL DIAMOND (Capitol SWAV-12120)	9.98	126	57	156	<b>PENNIES FROM HEAVEN</b> ORIGINAL SOUNDTRACK (Warner Bros. 2HW 3639)	15.98	—	1	190	<b>VOICES</b> DARYL HALL & JOHN OATES (RCA A&L 1-3646)	8.98	194	75
125	<b>DIRTY DEEDS DONE DIRTY CHEAP</b> AC/DC (Atlantic SD 16033)	8.98	136	40	157	<b>PLAIN' FROM THE HEART</b> DELBERT MCCLINTON (Capitol ST-12188)	8.98	160	8	191	<b>WHAT A WOMAN NEEDS</b> MELBA MOORE (EMI America ST-17060)	8.98	166	9
126	<b>REFLECTIONS</b> GIL SCOTT-HERON (Arista AL 9566)	8.98	138	17	158	<b>GREATEST HITS VOL. II</b> CHICAGO (Columbia FC 37682)	—	159	6	192	<b>THIS IS THE WAY</b> ROSSINGTON COLLINS BAND (MCA-5207)	8.98	170	15
127	<b>GREATEST HITS</b> THE DOORS (Elektra 5E-515)	8.98	130	64	159	<b>CENTRAL LINE</b> (Mercury/PolyGram SRM-1-4033)	8.98	193	4	193	<b>GREAT GONZOS — THE BEST OF TED NUGENT</b> TED NUGENT (Epic FE 37667)	—	132	7
128	<b>AEROBIC DANCING</b> BARBARA ANN AUER (Gateway GSLP-7610)	8.98	129	26	160	<b>INSIDE YOU</b> THE ISLEY BROTHERS (T-Neck/CBS FZ 37533)	—	115	12	194	<b>THE PRESSURE IS ON</b> HANK WILLIAMS, JR. (Elektra/Curb 5E-535)	8.98	182	21
129	<b>BELIEVERS</b> DON McLEAN (Millennium/RCA BXL1-7762)	8.98	135	9	161	<b>JUST LIKE DREAMIN'</b> TWENNYNINE with LENNY WHITE (Elektra 5E-551)	8.98	162	7	195	<b>REDS</b> ORIGINAL SOUNDTRACK (Columbia BJS 37690)	—	—	1
130	<b>AQUA DREAM</b> McGUFFEY LANE (Atco SD 38-144)	8.98	141	5	162	<b>BELO HORIZONTE</b> JOHN McLAUGHLIN (Warner Bros. BSK 3619)	8.98	165	7	196	<b>HIGH 'N' DRY</b> DEF LEPPARD (Mercury/PolyGram SRM-14021)	8.98	179	24
131	<b>ANYTIME</b> HENRY PAUL BAND (Atlantic SD 19325)	8.98	137	7	163	<b>8TH WONDER</b> THE SUGAR HILL GANG (Sugar Hill SH-249)	8.98	—	1	197	<b>WALK UNDER LADDERS</b> JOAN ARMSTRADING (A&M SP-4876)	8.98	183	14
132	<b>THE BEST OF THE BLUES BROTHERS</b> (Atlantic SD 19331)	8.98	145	4	164	<b>DROP DOWN AND GET ME</b> DEL SHANNON (Network/Elektra 5E-568)	8.98	174	7	198	<b>CAN'T SHAKE THIS FEELIN'</b> SPINNERS (Atlantic SD 19318)	8.98	144	7
					165	<b>NEW YORK CAKE</b> KANO (Mirage/American WTG 19327)	8.98	167	7	199	<b>THE BLASTERS</b> (Slash SR-109)	8.98	—	1
					166	<b>LOVE IS THE PLACE</b> CURTIS MAYFIELD (Boardwalk NB1 33239)	8.98	171	4	200	<b>MAIDEN JAPAN</b> IRON MAIDEN (Harvest/Capitol MLP-15000)	5.98	187	20

## ALPHABETIZED TOP 200 ALBUMS (BY ARTIST)

ABBA	66	Chiliwack	116	Isley Brothers	160	Maze	114	Quarterflash	22	Starr, Ringo	112
AC/DC	3,94,125	Chipmunks	73,95	Jacksons	40	McKenzie, Bob & Doug	122	Queen	18	Stewart, Rod	15
Adam & The Ants	89	Chocolate Milk	133	Jam	149	McLean, Don	129	Rabbitt, Eddie	97	Streisand, Barbra	7,87
Aerobics (Auer)	128	Commodores	56	James, Rick	83	McClinton, Delbert	157	Ray, Goodman & Brown	147	Styx	176
Aerobics (Dammer)	64	Con Funk Shun	55	Jarreau, Al	54	McGuffey Lane	130	Red Rider	175	Sugar Hill Gang	163
Aerobics (Muir)	152	Costello, Elvis	146	Jazzercise	96	McLaughlin, John	162	Renaissance	168	Summers, Bill	170
Air Supply	51,154	Crosby, Bing	105	Jett, Joan	98	McRae, Gwen	107	REO Speedwagon	60	Survivor	148
Alabama	32	Cross, Christopher	82	J. Geils Band	14	Mickey Mouse Disco	153	Riperton, Minnie	180	Syreeta	155
Armistead, Joan	197	Davis, Paul	150	Joel, Billy	39	Miller, Steve	79	Ross, Diana	16,62	Time	81
Austin, Patti	137	De Grassi, Alex	189	Jones, George	109	Milsap, Ronnie	85	Rossington Collins Band	192	Tom Tom Club	99
Bar-Kays	43	Def Leppard	196	Jones, Quincey	103	Molly Hatchet	36	Rolling Stones	6,100	Triumph	68
Beach Boys	179	Denver, John w/The Muppets	134	Jones, Ricki Lee	185	Monk, T.S.	139	Ross, Diana	16,62	U2	186
Bee Gees	92	Destri, Jimmy	183	Journey	2,187	Moody Blues	90	Rossington Collins Band	192	Vandross, Luther	52
Benatar, Pat	28,84	Devo	111	Kano	165	Moore, Melba	191	Royal Philharmonic Orchestra	10	Washington, Grover Jr.	35
Benson, George	20	Diamond, Neil	12,124	King Crimson	141	Morgan, Denroy	173	Rufus	167	Whispers	136
Black Sabbath	49	Domingo, Placido	31	Kinks	53	Murray, Anne	38,123	Rush	17,181	White, Lenny	161
Blasters	199	Doobie Brothers	70	Kiss	57	Nelson, Willie	61	Saxon	172	Who	188
Blondie	37	Doors	127	Klemmer, John	177	Newton, Juice	44	Scott-Heron, Gil	126	Williams, Hank Jr.	194
Blues Brothers	132	Earth, Wind & Fire	5	Klugh, Earl	67	Newton-John, Olivia	4	Seeger, Bob	23	Womack, Bobby	80
Bohannon, Angela	78	Easton, Sheena	77	Kool & The Gang	19	Nicks, Stevie	11	Shannon, Del	164	Yes	142
Bowie, David	72	Fogelberg, Dan	27	Kraftwerk	110	Nugent, Ted	193	Shock	174	Young, Neil	45
Browne, Tom	101	Foreigner	1	Lake, Greg	69	Oak Ridge Boys	46	Shooting Star	108	ZZ Top	178
Bruce/Trower	117	Genesis	26	Lakeside	88,182	Ohio Players	171	Simon, Carly	102		
Bryson, Peabo	59	Go-Go's	25	Laws, Ronnie	104	Osbourne, Ozzy	24,145	Sinatra, Frank	47		
Buckingham, Lindsey	34	Haggard, Merle	118	Little River Band	86	Paul, Henry	131	Skyv	58		
Byrne, David	113	Hall & Oates	13,190	Loverboy	29,151	Pavarotti, Luciano	120	Slave	91		
Carlin, George	169	Hall, John	144	L.T.D.	75	Pendergrass, Teddy	71	Sneaker	138	SOUNDTRACKS	
Cars	9	Harris, Emmylou	48	Manhattan Transfer	121	Pieces Of A Dream	184	Spinners	198	Chariots Of Fire	65
Central Line	159	Hensel, Carol	106,115	Maniliou, Barry	42	Pink Floyd	30	Springfield, Rick	50	Heavy Metal	135
Chic	93	In Harmony 2	119	Mayfield, Curtis	166	Police	8	Spyro Gyra	140	Pennies From Heaven	156
Chicago	158	Iron Maiden	200			Prince	63	Squier, Billy	33	Reds	195



# CLASSIFIEDS

## CLASSIFIED AD RATE 35 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$10.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is NOT enclosed with order your classified ad will be held for following issue pending receipt of your check or cash. NOTICE — \$188 Classified Advertiser (Outside USA add \$78 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of one full year, 52 consecutive weeks. You are allowed to change your Classified each week if you so desire. All words over 40 will be billed at the rate of 35¢ per word. Please count words carefully. Be sure your Classified Ad is sent to reach Hollywood publication office, 6363 Sunset Blvd, Los Angeles, CA 90028 by Wednesday, 12 noon, of preceding week to appear in the following week's issue.

## Classified Ads Close WEDNESDAY

### RECORDS-MUSIC

**EXPORT ONLY.** All brands phonograph records and pre-recorded audio and video tapes (NTSC and PAL). Also largest selection of attractive close-out offers 35 years of specialized service to record and tape importers throughout the world. Overseas seelers and distributors only. **ALBERT SCHULTZ, INC., 116 West 14th St., New York, N.Y. 10011. Cable: ALBYREP Telex: 236569 Telephone (212) 924-1122.**

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### EMPLOYMENT SERVICE

**JOB HUNTING — NATIONAL BROADCAST TALENT COORDINATORS** can help. We specialize in radio personnel placement. Programming — Sales — Management. Our client stations need qualified people. For confidential details — **NATIONAL BROADCAST TALENT COORDINATORS, Dept. C, P.O. Box 20551, Birmingham, Alabama 35216 (205) 822-9144**

### COIN MACHINES WANTED

**3 MIDWAY BULL'S EYE** Belly Slots. 1 Jokers Wild. 2 Super 7. 1 Las Vegas — stand model. 2 ACE Lane and Zodiac with Bonus. 1 YATZY. 100,000 new brass tokens app dime size. 10,000 used brass tokens quarter size. Give us an offer in cash or barter deal. **HANSA MYN-TAUTOMATER AB, Box 30041, 400 43 Gothenburg, TEL: Sweden 31/41 42 00.**

**FOR SALE:** Video Games — Uprights and Cocktails — Centipedes — Tempest — Asteroids — Vanguard — Quix, Donkey Kongs — Pacman — Defender — Gorf — Wizard of War — Froggers — Vegas — Supercobra — Scramble — Space Fury — Monaco GP — Etc. Taito Cranes, Bally Six Card Bingos, Bally Slot Machines, Paces Comets, Antiques, Seeburg Jukeboxes, Flippers, United States Amusements Call Collect (210) 926-0700.

**"JUKEBOX THE GOLDEN AGE."** A pictorial guide to collectable jukeboxes. 65 pictures in color. 104 pages hardbound. It's pure cream! \$13.95/UPS. Jukebox Collector, 2545CB SE 60th Ct., Oes Moines, Iowa 50317.

**SEEBURG LPC 150, AMI 200, N 150.** Johnson coin sorter & counter 295. Tennis Tournay 200. Electro Dart 100. BROWSER, 2009 Mott Ave., Far Rockaway, N.Y.

**MATA HARI**—\$695; Evel Knivel—\$495; Strikes & Spores—\$595; Airborne Avenger—\$295; Aterriens—\$225; Dolly Parton, Getaway—\$395; Thunderbolt—\$395; Nugent—\$695; Hot Tip—\$495; Wheels II—\$395; Sheets—\$295; Recer—\$295; M-4—\$495; Anti Aircraft—\$295. **MICKEY ANDERSON, INC., P.O. BOX 6369 ERIE, PA 16512 PHONE (814) 452-3207**

**CONVERSION CARTRIDGES** — Play stereo records on Seeburg monaural phones B thru 201. No adjustments required — just plug in — eliminate sound distortion, needle skipping, excessive record wear. \$24.95 postpaid. Satisfaction guaranteed. Quantity discounts. **C.A. THORP SERVI, 1520 Missouri, Oceanside, Ca. 92054.**

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**FOR SALE:** Sircoma Draw Pokers, Belly Lotte Fun, Belly Barrel O Fun, & Belly Shoot A Line. Frank Guerrini Vending, 1211 W. 4th St., Lewistown, Pa. 17044

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

**FOR SALE:** 50 Seeburg 160 selection wall boxes \$25 each; 20,000 used 45 rpm records 1000 or less 10¢ each, over 1000, 9¢ each. Waiting 200 scale \$200; Rock-Ole Lowboy \$60. One-third down, balance C.O.D. **CENTRAL MUSIC CO., Box 284, Killeen, Texas 76541.**

**RECONDITIONED MACHINES/TRADE-INS ACCEPTED** Asteroids, Targ, Battlezone, Space Encounters, Space Invaders, Space Wars, Lemons, Atari Football, Gremlin Head On, Ambush, Strikes And Spores, Peragon, Kiss, Supersonic, Superman, Hot Hand Flesh, Star Trek, Countdown, Playboy, Lost World, Mete Heri, Sinbed, & 8-ball. **TEL: (N.J.) (201) 729-8171.**

### PROFESSIONAL

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

**WE REPRESENT** recording artists, record companies, music-publishers. Promotion and distribution. In the Midwestern States area. Since 1953. Write E. Saphier, Record Promotion Enterprises, 1730 Losentville Road, Cincinnati, Ohio 45237.

**INCOME TAX SPECIALIST** to musicians... Paul Miller, 26 Court St., Brooklyn, N.Y. 11242. By mail or appointment. Tel (212) 339-0447.

### MISCELLANEOUS

**CAT STEVENS** Private Collector Wants: Records, Tapes (promotional or other), Magazine Articles, In-store Displays, Posters, Movies, Music Sheets, Books. Plus any memorabilia world wide. Genuine replies to: P. Alphors, 1107 Heaphy Terrace, Hamilton, New Zealand.

**MOVIE MATERIAL** (Posters, Stills, Lobby Cards, etc.) For sale and trade. **HOLLYWOOD BOOK AND POSTER CO., 1706 N. Las Palmas Ave., Hollywood, CA 90028, (213) 465-8764.**

**DYNAMD POOL TABLES** 4x8 - \$1,000 each. 1/3 deposit & balance C.O.D. I went to buy 22 Col. Crownline Cig. Machines in good condition. Henry Adams Amusement Co. 114 South 1st, P.O. Box 3644, Temple, TX 76501.

### HUMOR

**ATTENTION ANNOUNCERS!** Let our total comedy service unlock bigger ratings for you! Established professionals offering subscription gagletter, Oee Jay Handbooks, career-boosting Monologues, individualized, Custom Gags and much more. Send for **FREE INFORMATION PACKAGE.** **PETER PATTEN P.O. Box 402-C, Pinedale, Calif., 93650.**

## Mixed Outlook On Home Entertainment Industry Presented At '82 Winter CES

(continued from page 5)

With video rental plans still continuing to cause controversy in the face of the push-pull effect of technological advances vs. tightened pocketbooks, many at this CES consider it to be an "issue" show as well as a product show. Indeed, if some of the activity on the floor of the Las Vegas Convention center is any indication, that assessment has more than a grain of truth to it. The controversy over rental plans was evident around the Warner Home Video booth and exhibit at the Hilton Hotel as at least one retailer was spotted wearing a "Boycott Warner Home Video" shirt while a crowd of onlookers watched a heated exchange between a Texas video dealer and a WEA Corp. representative.

However, the issue which caused the greatest stir at the show was "The Right To Tape." A "Right To Tape" booth at the entrance of the main exhibit area on the floor of the Las Vegas Convention Center attracted hundreds of people who contributed \$3 to have a mailgram sent to their senator or congressman urging passage of pending amendments in both the House of Representatives and the Senate which would create a home use exemption for videotaping off-the-air. Buttons and "Right To Tape" T-shirts were also given away at the booth.

"I think we're all shocked at the response from attendees here to this issue not only as dealers and manufacturers but as individuals and consumers," said Sally Browne, Electronics Industries Assn. (EIA) director of government and consumer affairs and administrator for the "Right To Tape" Committee. "We've only had one negative response to this and all of the people who came through here indicated they wanted legislation passed this year."

"We want S. 1758 and H.R. 4808 and without the Mathias amendment for royalties on blank video cassettes or audio tapes."

According to Browne, a "Right To Tape" coalition of manufacturers of VCRs and blank tape, as well as peripheral interest groups and individuals — including Father Robert McEwen, professor at Boston College and widely known in the consumer advocacy field since 1950 as a founder of the Consumer Federation of America and the Conference of Consumer Organizations (COCO) — met during the course of the show to discuss "Right To Tape" activities and other related topics. The booth at the show is part of an overall "grass roots" effort to get legislation passed promptly, Browne said.

### Other Highlights

Other opening day highlights of the show included:

- An announcement from Twentieth Century-Fox Telecommunications of an official name change from Magnetic Video to Twentieth Century-Fox Video, as well as new video cassette packaging in a standard format for both Beta and VHS formats. The company also demonstrated Dolby sound addition to video cassettes.

- MCA Distributing Corp. Al Bergamo's announcement of a price increase that will be instituted Feb. 1 on all MCA Videocassette product, including new release titles *Continental Divide*, *Raggedy Man*, *High Plains Drifter* and Olivia Newton-John's *Physical*. High suggested list price will be \$102.60 for *The Deer Hunter*, followed by \$101.46 tags for *American Werewolf In London*, *The Four Seasons*, *Bustin' Loose*, *Endless Love* and *The Blues Brothers* in MCA's Blockbuster series.

- Walt Disney's official offering of *Dumbo* for sale at CES. The company also received ITA Golden Videocassette Awards for 20,000 *Leagues Under The Sea*, *Pete's Dragon* and *Walt Disney Christmas*; while RIAA announced certification of *Black Hole*, *Mary Poppins* and presented the first videocassette award based on rental units to *Walt Disney Christmas*.

## RIAA Certifications Down In 1981

(continued from page 12)

A number of respected veteran acts added to their certifications in 1981. Foremost was the Rolling Stones, with its 24th and 25th gold albums and third platinum album, moving the group ahead of The Beatles (23 gold and three platinum). Other superstars adding to their list of awards included Frank Sinatra, a 17th gold for "Trilogy"; Neil Diamond, his 15th and 16th gold albums, plus his sixth platinum for the *Jazz Singer*; John Denver, his 15th gold for "Somedays Are Diamonds"; and Santana, an 11th gold for "Zebop!" Garnering their 10th gold albums, respectively, were The Who (third platinum), Rod Stewart (fifth platinum) and The Moody Blues (first platinum).

Building on the record nine soundtracks certifications in 1980, another six qualified in 1981, including platinum for *Fame* gold and platinum for *The Jazz Singer*, gold for the *Evita* original Broadway cast album and the movie soundtracks of *Endless Love*, *Heavy Metal* and *The Rocky Horror Picture Show*.

### American Music Awards Nominees Announced

(continued from page 7)

Khan, Stacy Lattisaw, Teena Marie and Stephanie Mills; *Favorite Group* — The Gap Band, Kool and The Gang, Ray Parker, Jr. and Raydio, and the Whispers; *Favorite Single* — "Being With You" (Smokey Robinson), "Endless Love" (Diana Ross-Lionel Richie), "Give It To Me Baby" (Rick James) and "She's A Bad Mama Jama" (Carl Carlton); and *Favorite Album* — "Hotter Than July" (Stevie Wonder), "Street Songs" (Rick James), "The Dude" (Quincy Jones) and "III" (The Gap Band).

The American Music Awards is a Dick Clark Teleshos, Inc. production, produced by Al Schwartz and directed by Jeff Margolis. Dick Clark is the executive producer and Larry Klein is the creative consultant.

The more unusual 1981 certifications were a rare classical gold album for the second year in a row to Luciano Pavarotti for "O Holy Night"; and a rare 12" single gold single to Franke Smith for "Double Dutch Bus."

The only two platinum singles went to Kool & The Gang for "Celebration" and the duo of Diana Ross and Lionel Richie for *Endless Love*. Of the 32 gold singles, 17 were first certifications, including two each to Juice Newton, Eddie Rabbitt and Diana Ross (one shared with Lionel Richie).

### Radio Aids Victims Of California Storms

(continued from page 15)

busy cleaning up the mess, and engineers were assessing the damage to the area's bridges and tunnels. In addition, the Golden Gate Bridge, which had been closed during the storm, was reopened by the California Highway Patrol, and the danger of mudslides had reportedly abated. But 28 people had died and 12 were reported missing on account of the storm.



**CLASSIC COUNTRY** — Internationally known classical flutist James Galway (l) was recently in Nashville to record an LP of country-oriented songs with producer Tom Collins. For Galway, who normally records on RCA's Red Seal classical label, it was his first excursion into country.



# CASH BOX

January 16, 1982

## AROUND THE ROUTE

by Camille Compasio

Representatives of the three major trade associations (ADMA, AVMDA and AMOA), along with members of the manufacturing, distributing and operating ranks of the coin machine industry met with Daniel Edelman, newly appointed PR firm for the groups, to map out a campaign of operation for the coming year. As revealed elsewhere in this issue, the associations are joining forces in a major public relations effort to promote a better understanding of the coin machine business and, hopefully, put a stop to the flow of adverse publicity that keeps plaguing the industry these days. The meeting was in progress as **Cash Box** went to press . . . There's been quite a run of unfavorable newspaper publicity in the Chicago area for the past few weeks -- the main target being video games. "Suburbs pulling the plug on video games" was the gist of one headline in a major newspaper. Some of the suburban communities seem intent on attacking videos for their drawing power among youngsters and teenagers, with parents claiming the kids are pouring their allowances into the machines and spending too much time playing.

(continued on page 35)

## Industry's Three Trade Groups Join Forces, Retain PR Firm

CHICAGO — The leading trade associations representing all sectors of the coin-operated amusement machine industry recently formed an umbrella organization for the purpose of undertaking a cooperative effort to inform the American public about their industry. A spokesman for the organization said that Daniel J. Edelman, Inc., has been retained as public relations counsel for the program.

The new organization, which is yet to be formally named, is composed of the Amusement Device Manufacturers Assn. (ADMA), which consists of the 14 leading American manufacturers of coin-operated amusement machines, and is directed by Paul A. Huebsch; the Amusement and Vending Machine Distributors Assn. (AVMDA), consisting of the 50 leading distributors of coin-operated equipment, directed by Edward G. Doris; and the Amusement and Music Operators Assn. (AMOA), which has 2,500 members and is under the direction of Leo A. Droste, executive vice president. All three associations are headquartered in Chicago and each will continue to function individually, in addition to their cooperative efforts in the new organization.

Daniel J. Edelman, Inc., the nation's fifth largest public relations firm, is an international public relations corporation with offices in Chicago, Washington, D.C., New York, Los Angeles, Miami, London and Frankfurt. It provides corporate, government, marketing and financial public relations for corporations, institutions, associations

and government bodies.

The announcement of a major industrywide PR campaign was one of the highlights of the 1981 AMOA Expo (**Cash Box**, Nov. 14, 1981). Emphasizing the need for an institutional public relations drive to clear up misconceptions about the coin machine industry, outgoing AMOA president Norman Pink told convention participants, "Our industry is becoming

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## Jukebox Royalty Fee Deadline Approaching

CHICAGO — AMOA issued a special bulletin to operators informing them that renewal forms to register and license jukeboxes for the year 1982 have been mailed by the Copyright Office. Operators must register and license their jukeboxes with the Copyright Office and pay the \$8 fee no later than Jan. 31, 1982, under the terms of the law.

AMOA's appeal of the Copyright Royalty Tribunal's decision to increase the royalty fee from \$8 per jukebox to \$25 per jukebox effective Jan. 1, 1982 has not been decided by the 7th Circuit U.S. Court of Appeals, therefore, the \$8 fee still applies at this point.

If the court reaches a decision to uphold the \$25 increase the Copyright Office may require a supplemental filing at a later date.

Operators who have not received their renewal forms should immediately call the Licensing Division at (202) 287-8130.

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# COIN MACHINE



## INDUSTRY NEWS

### Three Industry Trade Groups Join Forces, Retain PR Firm

(continued from page 33)

ing more visible, but the public actually knows very little about it. Our success depends on the image we present to the public."

The campaign was officially kicked off Jan. 5 during a meeting of the trade association representatives at the Edelman offices here. Participants at the meeting included ADMA president Joe Robbins and executive director Paul Huebsch, along with Margaret Lasecke (Atari) and Michael Kanyon (Atari); AVMDA executive director Ed Doris; and AMOA executive vice president Leo Droste and association staffers John Schoff and J.D. Meacham, along with operators John Estridge and Norman Pink. Also present were Daniel J. Edelman, Loren Wittner, Steve Cook and Teri Strenski, all of the public relations firm.

Under phase one of the coin machine industry campaign, the umbrella organization will develop a public relations manual that

will be presented to operators and distributors as a tool for countering adverse legislative proposals and ordinances. Additionally, the group will prepare a consumer information brochure explaining the nature of the coin machine business, with particular emphasis on the entertainment and recreational value of coin-operated amusement games.

Calling the Jan. 5 gathering of industry representatives a "productive meeting," AMOA's Droste said the industry PR manual will be designed "to help operators and distributors better acquaint the community with the recreational and entertainment services they provide as businessmen in the community." He added that the consumer information brochure will be distributed to the public as well as civic leaders "to tell them who we are and what we do."

The public relations group will hold its next meeting on Feb. 2.

### 'Pinball Is Back,' Says Caras

CHICAGO — C. Marshall Caras, vice president-marketing at D. Gottlieb & Company, said that Gottlieb and the "rest of the pinball industry" have seen a "growing tide of popularity over the last six months" and the 1981 AMOA convention "proved what had recently been only an industry rumor... pinball is back!"

Thousands of conventioners visited the

Gottlieb exhibit during Expo '81, Caras said, to see Gottlieb's equipment lineup. "Black Hole," the factory's highly successful pinball machine, was one of the main features at the exhibit. "While 'Mars, God of War' and 'Volcano' were amazingly well received by the playing public, we really owe everything to Black Hole," Caras observed. "It's been the piece that upset the video monopoly and proved that innovative, exciting and challenging entertainment, in any form, will be successful. The response to Black Hole has simply overwhelmed us.

"As well as Black Hole has done and continues to do, our next pingame, 'Haunted House,' will really knock their socks off," Caras continued. "Haunted House features a lower playfield, similar to Black Hole's but in addition it incorporates an upper playfield making a total of three separate and distinct playing areas. The Haunted House theme has been carried throughout the game with each playfield representing a separate floor of the house. Adding this to stunning artwork and 'creepy' sound effects has produced a piece which will certainly exceed the levels of excellence and performance that Black Hole established."

The Gottlieb exhibit at AMOA was designed to feature the factory's latest development, a pinball-video hybrid game

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Dave Marotske is pictured with Pac-Man and the plaque that was presented to him by the Midway staff.

### Midway 'Pac-Man' Appreciation Day Honors Hit Game

CHICAGO — On Oct. 26, 1981, Midway Manufacturing Co. observed the first anniversary of production of the famed video game "Pac-Man." In its initial year on the market, Pac-Man has not only surpassed all previous Midway game sales with a current release of

(continued on page 35)

### Gametechniks Chooses Empire Distributing

CHICAGO — The Gametechniks Division of Casino Technology Corporation announced the recent appointment of Empire Distributing, Inc. as distributor of the company's new "Tri-Pool" coin-operated video game, which was shown at the 1981 AMOA convention in Chicago.

Tri-Pool has been licensed by Gametechniks from a Japanese firm for distribution in the U.S., Caribbean, South and Central American markets as well as the home video market. It is available in both the standard upright and cocktail cabinet models.

#### Play Theme

The play theme realistically portrays the game of pool. The machine is equipped with one of the industry's largest computer memories, according to the company, which permits player selection of any of three true to life pool games — straight pool, nine-ball and snooker.

In commenting on Empire's appointment, Patricia Martin, director of sales, stated, "The appointment of Empire is the initial step in our program to distribute Gametechniks video games through the major established video game distributors."

Gametechniks maintains production facilities at 10501 Delta Parkway, Schiller Park, Ill. 60176. Further information about the new model may be obtained by contacting the factory at this location.



**A REAL HOE-DOWN** — A western-themed banquet for factory distributors was among the highlights of the Gottlieb exhibit at AMOA's Expo '81. In the top photo, vice president of marketing Marshall Caras welcomes the 200 guests who attended the banquet. In the bottom photo is Mike Tremont's country and western band, which provided the evening's entertainment.

## THE JUKEBOX PROGRAMMER

### TOP NEW POP SINGLES

1. SWEET DREAMS AIR SUPPLY (Arista AS 0655)
2. TAKE IT EASY ON ME LITTLE RIVER BAND (Capitol P-A-5057)
3. WAITING ON A FRIEND ROLLING STONES (Rolling Stones/Atlantic RS 21004)
4. SEA OF LOVE DEL SHANNON (Network/Elektra NW-47951)
5. LOVE IS LIKE A ROCK DONNIE IRIS (MCA-51223)
6. MAIN THEME FROM CHARIOTS OF FIRE VANGELIS (Polydor/PolyGram 2189)
7. MIRROR, MIRROR DIANA ROSS (RCA PB-13021)
8. OPEN ARMS JOURNEY (Columbia 18-02687)
9. THAT GIRL STEVIE WONDER (Tamla/Motown 1602TF)
10. DADDY'S HOME CLIFF RICHARD (EMI America P-A-8103)

### TOP NEW COUNTRY SINGLES

1. YOU'RE THE BEST BREAK THIS OLD HEART EVER HAD ED BRUCE (MCA- 51210)
2. MOUNTAIN OF LOVE CHARLEY PRIDE (RCA PB-13014)
3. BLUE MOON WITH HEARTACHE ROSANNE CASH (Columbia 18-02659)
4. THE VERY BEST IS YOU CHARLY McCLAIN (Epic 14-02656)
5. SHE LEFT LOVE ALL OVER ME RAZZY BAILEY (RCA PB-13007)
6. MIS'RY RIVER TERRI GIBBS (MCA-51225)
7. BIG CITY MERLE HAGGARD (Epic 14-02686)
8. SWEET YESTERDAY SYLVIA (RCA PB-13020)
9. LIES ON YOUR LIPS CRISTY LANE (Liberty P-A-1443)
10. TENNESSEE ROSE EMMYLOU HARRIS (Warner Bros. WBS 49892)

### TOP NEW B/C SINGLES

1. DON'T YOU KNOW THAT? LUTHER VANDROSS (Epic 14-02658)
2. DO IT TO ME VERNON BURCH (Spector Records Int'l. SRI-A00019)
3. LET ME SET YOU FREE THE FOUR TOPS (Casablanca/PolyGram NB 2344)
4. IF YOU THINK YOU'RE LONELY NOW BOBBY WOMACK (Beverly Glen 2000)
5. NUMBERS KRAFTWERK (Warner Bros. WBS 49795)
6. LET'S STAND TOGETHER MELBA MOORE (EMI America P-A-8104)
7. THAT GIRL STEVIE WONDER (Tamla/Motown 1602TF)
8. MIRROR, MIRROR DIANA ROSS (RCA PB-13021)
9. A LITTLE MORE LOVE T-CONNECTION (Capitol P-A-5076)
10. MAMA USED TO SAY JUNIOR (Mercury/PolyGram 76132)

### TOP NEW A/C SINGLES

1. WKRP IN CINCINNATI (MAIN THEME) STEVE CARLISLE (MCA 51205)
2. THOSE GOOD OLD DREAMS CARPENTERS (A&M 2386)
3. KEY LARGO BERTIE HIGGINS (Kat Family WS9-02524)
4. BREAKIN' AWAY AL JARREAU (Warner Bros. WBS 49842)
5. LOVE IN THE FIRST DEGREE ALABAMA (RCA PB-12288)





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As he burns up the road, the Radar Screen lets the player scan the positions of the other cars as it warns him of the realistic hazards that will challenge his skill, his perception, his ability to react quickly. The Position Indicator flashing his progress all through the race, together with words of encouragement and challenge, urge the player on faster and faster . . . until a collision takes him into the pit and slows down his race to the finish! If a player is ranked among the top cars at the end of the race, he gets a chance to conquer the next, even more difficult course!

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# INDUSTRY NEWS

## AROUND THE ROUTE

(continued from page 33)

However, as one young man stated to a TV reporter, "isn't it better to put our money into a video game than to go out and buy dope."

**Paul Huebsch**, executive director of Amusement Device Manufacturers Assn., is looking to 1982 as a very productive year for the association. It'll be full speed ahead, he said, with a number of projects on the planning board for the new year. . . **Robert Bloom**, formerly treasurer and a member of the association's board, recently resigned. ADMA will shortly announce a successor to the post. . . The association will be scheduling a general membership meeting in mid-February and the site will be somewhere in the San Diego area.

**DATELINE SUNNYVALE**, home of Exidy, where just prior to Christmas the factory hosted a nationwide Toys for Tots drive, which was sponsored and organized by the U.S. Marine Corps. Exidy employees and the corporation itself donated dozens of new toys to help brighten the holidays for underprivileged children. "The U.S. Marine Corps. has done an excellent job of organizing and publicizing Toys for Tots and we at Exidy are proud to do our part in making the drive a success," commented **Leslie Hauser**, vice president of administration.

**ON THE SINGLES SCENE.** "How Did She Look," a romantic ballad by **John Gabriel**, handsome star of the *Ryan's Hope* TV soap opera, looks like a natural for jukebox programming, according to **Ben Arrigo** of Glenn Productions. The record is available on the GP label and operators may obtain promo copies by contacting Glenn Productions, 157 W. 57th St., New York 10019.

**DATELINE SANTA CLARA**, home of Universal U.S.A. and the fast rising new "Lady Bug" video game. Firm's **Mark McCleskey** reports that the new piece is enjoying "outstanding" distributor acceptance and is developing a strong following of fans in all age groups. "Lady Bug is literally opening new doors for maze players," McCleskey said. The game is fun to play and offers the challenge of four different settings of difficulty. "We are very excited about Lady Bug and our enthusiasm is heightened by our distributor response," he added.

**CHATTED BRIEFLY** with **Leonard Fish**, president of Gametecnika, about the firm's new "Tri-Pool" video game, which he feels is a very timely release in that the game theme is neither space, nor combat, nor cute, and should provide something different for the video game enthusiasts. It's not a fad game, he stressed; it's pool, with some unique scoring features that add to the game's appeal. Fish said the Schiller Park, Ill.-based company is in the process of setting up a distributor network.

## 'Pac-Man' Day Held

(continued from page 34)

90,000 units, but has also moved into the number one position in the entire U.S. video industry, according to Midway.

(continued on page 36)



**GRADUATION** — Taito America Corp. recently completed its first full round of service schools for distributors and operators, which focused on the latest video game technology during a three-day course of intensive classroom training. The program was coordinated by **Rene Lopez**, director of customer service and his staff. Pictured in the **top row** at the graduation ceremonies are (l-r): Kevin Moody, Kentucky Coin-Louisville; Randy Kane, Lieberman Music-Minneapolis; Jay Flanders, Monroe Distg.-Fairchild, Ohio; Jim Demsey, Monroe Distg.-Cleveland; Marcello Aillon, Peterson

Coin-Houston; Moody; David Strong, Monroe Distg.-Cleveland; Kane; Roxanne Burns, Taito America; and Jose Lopez, Taito America. Shown in the **bottom row** are (l-r): John Abboreno, Taito America; Anton W. Jurgatis, Pioneer Sales-Menomonee Falls, Wis.; Jack Schamrowski, Taito America; Boyd Fleming, S&H Novelty-Shreveport; Mark Pugh, Taito America; Mike Morgan, Commercial Music-Dallas; Tom Davis and Lou Abate, Banner Specialty-Pittsburgh; and Jerry Aiello, World Wide Distg.-Chicago.

## 'Pinball Is Back,' Says Caras

(continued from page 34)

called "Caveman." "At the moment, Caveman doesn't really represent a finished product, but one that is in its final stages of development," Caras said. "We decided to show the game to try and gauge the public's reaction to the concept and if that reaction is any type of indication at all, we have got another hit on our hands."

### Video-Pinball Game

Caveman offers the combination of a prehistoric video maze game, a challenging pinball playfield, colorful prehistoric artwork and outstanding sounds. "We had a number of people trying to place orders for Caveman and we weren't even able to quote them a delivery date for the game yet," Caras noted. "We are aiming for the first few months of 1982."

Dave Berte, director of market research for Gottlieb, had his department conduct over 200 in depth interviews with operators at the show and he is confident the information obtained will help Gottlieb design its products and services to match the needs of the constantly changing marketplace. Bruce Minus and his technical marketing services department were also on hand and kept busy answering questions and distributing technical literature at Expo '81.

"All in all, this was a fantastic show for us — we couldn't have expected a more positive reaction to our products and services. I must apologize for the fact we ran out of some of our literature on Friday, but we really hadn't anticipated such an overwhelming attendance," Caras concluded.

Another highlight of Gottlieb's participation in the AMOA convention was the distributor banquet the factory hosted for over 200 guests at Chicago's Continental Plaza hotel. It featured a western theme, complete with all the trimmings of an old-fashioned hoe-down, and authentic western garb was the

(continued on page 36)

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Space Fury  
Omega Race  
Centipedes  
Phoenix  
Super Tank  
Donkey Kong  
Frogger  
Tempest

Astro Blaster  
Eagle  
Scramble  
Astro Fighter  
Missile Command  
Pac-Man  
Venture  
Hustler  
Piranha  
Asteroid Delux  
Galaxion  
Defenders  
Uni War  
Gorf

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# INDUSTRY NEWS

## New Equipment

### Secret Agent

Escape is both the reward and the goal for players of "005," the exciting new multi-scene computer video spy chase game being introduced by Sega/Gremlin, according to David



slippery ice that causes sliding — try to impede the agent's progress.

The aerial dogfight begins after Agent 005 has escaped and successfully delivered two attache cases. At this point his helicopter is surrounded on all sides by enemy parachute and balloon bombs. In the ensuing battle 005's helicopter can maneuver in all directions but can only fire horizontal shots in one direction; however, one shot can destroy any and all bombs in its path. As the bombs along the sides of the screen are destroyed, they are replaced with bombs from the top of the screen and when these are depleted the enemy helicopter descends to battle 005's helicopter directly.

The words "Great Escape" are displayed when Agent 005's helicopter is victorious.

005 combines the challenge and thrills of four games in one, presented in a cartoon format to attract neophytes and experienced players as well. Suspenseful music and sound effects accompany play.

The new model will be available through Sega/Gremlin distributors and has the factory's Convert-a-Game capability.

### New Cocktail Table

Taito America Corporation has introduced its first American made cocktail table line, which is currently available for "Qix", the factory's highly successful video game. The classic series table is designed to fit in any type of decor and may be used in just about any lounge or restaurant setting.

As described by Taito America president Jack Mittel, the new model "is a totally flexible unit. To ensure acceptance of the new design, we conducted extensive operator surveys so that our design would contain all of the features the operators wanted."

The new table has a generous table top space and a beautifully designed top glass highlighted by mirroring with a coordinated mar-resistant polycarbonate control panel.

The table, which features Taito's new service priority cabinet, adjusts from a height of 24 to 41 inches and provides



plenty of leg room in any position. Dual coin acceptors are standard.

The dimensions are 27 by 35 inches. Further information may be obtained by contacting Taito America Corp., 1256 Estes Ave., Elk Grove Village, Ill. 60007.

## Sega/Gremlin 'Quality Circles' Program Encourages Employee Problem Solving

SAN DIEGO — Sega/Gremlin has instituted a "Quality Circles" program at Gremlin Industries as part of an overall effort to boost productivity and quality control, according to Duane Blough, president of Gremlin.

The Quality Circles concept already has proven extremely successful at Gremlin's sister manufacturing subsidiary, Sega Enterprises, Ltd. in Japan, Blough said. Training workshops for Gremlin employees are routinely conducted by Quality Circle leaders and outside consultants.

"The program encourages Gremlin employees to participate in solving work-related problems," Blough explained. "Each circle is composed of employees who do similar work. These employees meet regularly on a voluntary basis to exchange ideas for improving job

performance, productivity, safety, quality and other work-related areas."

Two-way communication is central to the Quality Circles program, as Blough further explained. "We have established direct channels of communication between line workers and management," he said.

### People-Oriented

Quality Circles are people-oriented and focus on self improvement, Blough noted, and are not intended to introduce radical changes in the organizational structure. The concept is geared to help employees express themselves and understand more clearly what management expects of them.

"Quality Circles encourages the organization to work more efficiently toward a common goal — success," Blough concluded.

## Long-Play Accessory Now Available For Marantz Pianocorder Model

CHICAGO — The Pianocorder reproducing system, the patented device which converts an ordinary piano into an electronic player, can now be adapted for long-play capability with an eight-track tape accessory introduced by Marantz Piano Company of Morganton, N.C. The accessory is designed particularly for commercial users of the Pianocorder system, namely, restaurants, hotels and other businesses where piano music is desired continuously throughout the day or evening.

"This feature will make it even easier for a restaurant or club to create a new mood with ragtime or contemporary cocktail music," said Tony Blazina, executive vice president of Marantz Piano. "Restaurant owners who are currently using the original Pianocorder system in New York, Chicago, Los Angeles and other cities claim that it provides top entertainment equal to that of a live pianist, but at a fraction of the cost. With the long-play accessory, they should be able to reduce that cost even more by eliminating the need to change tapes every hour."

The new eight-track unit uses a tape cartridge which plays more than 65 selections (approximately three hours of music) before it automatically repeats. Systems equipped with the unit will accommodate Pianocorder's standard 45-minute cassettes, as well.

Blazina explained that a "fun" feature of the long-play accessory is a special request switch which will interrupt the three-hour tape to perform a celebration or theme song, such as "Happy Birthday," "Auld Lang Syne" or "The Anniversary Waltz." Custom cassettes for this feature are available.

The entire unit is designed for remote operation, with tape deck and controls hidden behind a counter or in another room. It can be adapted to any new or existing Pianocorder system installed in a console, upright, spinet or grand piano.

Further information about the unit may be obtained by contacting Marantz Piano Company, Box 460, Morganton, N.C. 28655 or calling the toll free number (800) 438-7023.

## Midway Observes 'Pac-Man' Day

(continued from page 35)

To celebrate the event, company president David Marofsky declared Oct. 26 as "Pac-Man Appreciation Day," and invited the employees of the company's two plant locations (10601 W. Belmont and 10750 W. Grand in Franklin Park, Ill.) to enjoy complimentary beverages and snacks during their breaks throughout the course of the day. As a further gesture of gratitude for their support and hard work on the project, Marofsky presented commemorative mugs to all of the members of the Midway team. The inscription on the mugs reads, "I helped make Midway's record-breaking Pac-Man."

On the same day, the Midway workers demonstrated their appreciation of their president's efforts. At two o'clock, production at the Belmont Avenue plant ceased for about

five minutes and, to his complete surprise, Marofsky was escorted to the balcony overlooking the assembly area where a costumed Pac-Man, in company with his four monster adversaries, presented Marofsky with a plaque. Stan Jarocki, vice president of marketing, served as master of ceremonies for the occasion and read the inscription on the plaque: "Congratulations to David Marofsky for your outstanding leadership and providing us with Pac-Man... the #1 game in the history of the industry." It was signed "the people of Midway."

Marofsky was visibly touched by the memento and the sentiments behind it. In expressing his thanks to his employees he said "This record could not have been achieved without your help."

## 'Pinballs Are Back' — Gottlieb's Caras

(continued from page 35)

order of the day for hosts and guests.

The evening began with a welcoming address by Marshall Caras in which he stated that "in the last year, the amusement industry has undergone such astonishing changes that everyone, manufacturers, distributors and operators alike, have re-thought and reorganized their approach to it. Gottlieb's re-established success has been made possible by the fantastic support our customers have given us. We'll be introducing our first 'home-grown' video game early in 1982... we'll have

some innovative arcade amusement games for you and, as usual, we'll have the finest line of pinballs the industry has ever seen."

Walter Waldman of Kentucky Coin and Rubin Franco of Franco Distributing were awarded silver wine buckets in honor of their 25 years as Gottlieb distributors. Alvin Gottlieb, chairman of the board, and Jim Newlander, eastern regional representative, made the presentations.

Entertainment was provided by Mike Tremont, his country & western band and his troupe of 20 western dance instructors.



## PINBALL MACHINES

### BALLY

Ground Shaker (1/80)  
Silverball Mania (3/80)  
Space Invaders (3/80)  
Rolling Stones (5/80)  
Mystic (6/80)  
Hot Doggin' (7/80)  
Viking (8/80)  
Skateball (10/80)  
Frontier (11/80)  
Xenon (11/80)  
Flash Gordon (2/81)  
Eight Ball Deluxe (4/81)  
Fireball II (5/81)  
Embryon, w.b. (7/81)  
Fathom (8/81)  
Medusa (10/81)  
Centaur (10/81)  
Elektra (12/81)

### GAME PLAN

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

### GOTTlieb

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

### STERN

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

### WILLIAMS

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

## VIDEO GAMES (upright)

### AMSTAR

Laser Base (7/81)

### ATARI

Monte Carlo (4/80)  
Asteroids Cabaret (5/80)  
Missile Command (8/80)  
Missile Command Cabaret (8/80)  
Battlezone (11/80)  
Battlezone Cabaret (11/80)  
Asteroids Deluxe (4/81)  
Asteroids Deluxe Cabaret (4/81)  
Centipede (6/81)  
Centipede Cabaret (6/81)  
Red Baron (8/81)  
Red Baron, sit-down (8/81)  
Tempest (10/81)  
Tempest Cabaret (10/81)

### CENTURI

Eagle (10/80)  
Eagle Maxi (10/80)  
Phoenix (1/81)  
Route 16 (4/81)  
Route 16 Elite (4/81)  
Pleiades (7/81)  
Vanguard (9/81)  
Challenger (11/81)

# MANUFACTURERS EQUIPMENT

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

### CINEMATRONICS

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

### EXIDY

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

### GAME PLAN

Intruder (2/81)  
Tank Battalion (3/81)  
Killer Comet (4/81)  
Megatack (9/81)  
King And Balloon (10/81)  
Enigma II (10/81)  
Kaos (11/81)

### GDI

Red Alert (10/81)

### GOTTlieb

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

### GREMLIN/SEGA

Monaco GP (2/80)  
Mini Monaco GP (5/80)  
Astro Fighter (2/80)  
Car Hunt (5/80)  
Digger (7/80)  
Carnival (8/80)  
Tranquilizer Gun (8/80)  
Moon Cresta (10/80)  
Space Firebird (12/80)  
Astro Blaster (3/81)  
Pulsar (4/81)  
Space Odyssey (7/81)  
Space Fury (7/81)  
Frogger (9/81)  
Eliminator (12/81)

### MIDWAY

Deluxe Space Invaders (1/80)  
Galaxian (4/80)  
Extra Bases (5/80)  
Space Encounters (8/80)  
Space Encounters Mini-Myte (9/80)  
Space Zap (10/80)  
Space Zap Mini-Myte (10/80)  
Pac-Man (11/80)  
Pac-Man Mini-Myte (11/80)  
Rally-X (2/81)  
Rally-X Mini-Myte (2/81)  
Gorf (4/81)  
Gorf Mini-Myte (4/81)  
Wizard of Wor (6/81)  
Wizard of Wor Mini-Myte (6/81)  
Omega Race (8/81)  
Omega Race Mini-Myte (8/81)  
Omega Race sit-in capsule (8/81)  
Galaga (11/81)  
Galaga Mini-Myte (11/81)

### NINTENDO

Donkey Kong (9/81)

### ROCK-OLA

Warp-Warp (9/81)

### SIGMA

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

### STERN

Astro Invader (8/80)  
Berzerk (1/81)  
The End (3/81)  
Scramble (4/81)  
Super Cobra (7/81)  
Moon War (10/81)  
Turtles (11/81)  
Strategy X (11/81)

### TAITO AMERICA

Space Chaser (2/80)  
Stratovox (9/80)  
Polaris (12/80)  
Space Invaders Trimline (2/81)  
Crazy Climber (3/81)  
Crazy Climber Trimline (3/81)  
Zarzon (5/81)  
Zarzon Trimline (5/81)  
Colony 7 (7/81)  
Colony 7 Trimline (7/81)  
Moon Shuttle (8/81)  
Moon Shuttle Trimline (8/81)  
Qix (10/81)  
Qix Trimline (10/81)  
Lock 'N Chase (10/81)  
Grand Champion (12/81)

### UNIVERSAL USA

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

### U.S. BILLIARDS

Quasar (4/81)

### WILLIAMS

Defender (12/80)  
Stargate (10/81)  
Make Trax (10/81)

## COCKTAIL TABLES

### AMSTAR

Phoenix

### ATARI

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

### CENTURI

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

### ELCON

Diversions booth size (9/81)

### GAME PLAN

Shark Attack (5/81)

### GOTTlieb

New York, New York (3/81)

### GREMLIN/SEGA

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

### MIDWAY

Deluxe Space Invaders (3/80)  
Galaxian (4/80)  
Extra Bases (8/80)  
Space Zap (10/80)  
Pac-Man (11/80)  
Rally-X (2/81)  
Gorf (4/81)  
Wizard of Wor (6/81)  
Omega Race (8/81)  
Galaga (11/81)

### STERN

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

### TAITO AMERICA

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

### WILLIAMS

Defender (4/81)

## PHONOGRAPHS

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

## POOL TABLES

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

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**IN REVIEW:** Presented is a photographic lineup of some of the new machines introduced by the various games manufacturers and dated according to their exposure in Cash Box.

**WILLIAMS 'SOLAR FIRE.'** A fast action, multi-level, multi-ball pingame with challenging skill shots in all play levels. Eye-catching cabinet illustrations and visual effects. (9/26/81).

**TAITO AMERICA 'QIX.'** A video challenge calling for strategy and skill as the player tries to box in the moving 'Qix' helix, using a marker and facing a variety of obstacles. (10/3/81).



**G.D.I., Inc. 'RED ALERT.'** Player must defend major cities of six different countries against enemy strike forces in this first video entry from the noted slot machine producer. (10/10/81).



**GOTTLIEB 'BLACK HOLE.'** This exciting pingame offers Gottlieb's unique two playfield concept with the second one located below and fully half the size of the main playfield. Great design. (10/10/81).



**GAME PLAN 'KING AND BALLOON.'** A 4-color video game with a lighthearted play theme. Player controls a bowman who shoots lasers at a squadron of attacking balloons, to defend the castle. (10/10/81).



**BALLY 'MEDUSA.'** Two playfield action on a single level plus some uniquely challenging skill shots and dramatically colorful graphics highlight this exciting Bally pingame (10/17/81).



**GAME PLAN 'ENIGMA II.'** This video's play theme involves a space voyage with the player controlling three to six ships enroute to the Mother Ship, amidst confrontations with monsters, bugs, etc. (10/24/81).



**STERN 'MOON WAR.'** A space combat video game where the player navigates a spacecraft through enemy territory in a race against time, with a variety of challenging obstacles along the way. (10/24/81).



**MARANTZ 'COIN-OP PIANO.'** Here is a piano that employs a hidden computer to recreate 'live' piano performances by noted artists as soon as a quarter is inserted. A unique product. (10/24/81).



**NINTENDO 'DONKEY KONG.'** Based loosely on the famed "King Kong" theme, this popular video offers fun but challenge as well. It has full color animation and crazy sound effects. (10/24/81).



**WILLIAMS 'STARGATE.'** A video game of strategy and skill with the player maneuvering a spaceship through various waves of challenging confrontations which increase in difficulty. (10/31/81).



**BALLY 'CENTAUR.'** A beautiful looking pinball machine, in black and white pen and ink art, with a lot of challenging new play features including one to four multi-ball. (10/31/81).



**TAITO AMERICA 'LOCK 'N CHASE.'** A cops and robbers video game of pursuit and capture through maze patterns, where Lupin, the thief, constantly attempts to outwit the super sleuths. (10/31/81).

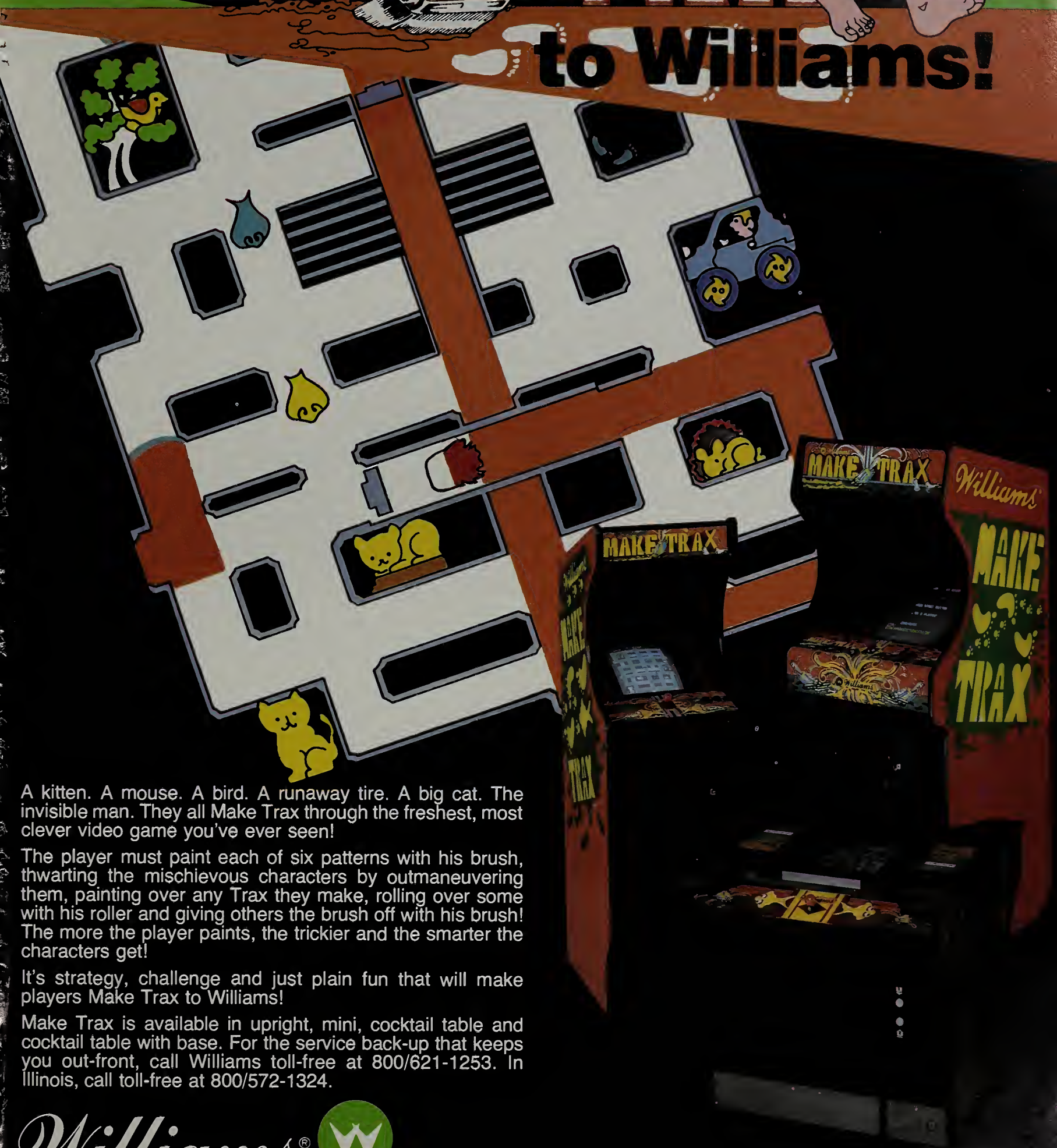


**SEGA/GREMLIN 'FROGGER.'** A fun-filled MultiPhase video game which is entertaining and exciting as well. Players must safely guide frogs across a 4-lane highway and river. (10/31/81).



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